Radio Forum Liftoff Near

NEW YORK—With deadline for registration fast approaching—the Billboard Radio Programming Forum starts Thursday (19)—space was at premium in the Waldorf-Astoria here. The Forum will run through Sunday (22) and radio men are invited to a special welcoming reception at 5 p.m. Thursday (19) hosted by the national advertising representative firm of Edward Petry & Co. The two-hour cocktail reception will be held in the Louis XVI room, fourth floor, at the Waldorf-Astoria Hotel, site of the four-day educational meeting.

Ben Holmes, executive vice-president of Petry, is one of the most knowledgeable men in radio and is one of the featured speakers in the Forum.

(Continued on page 44)

NATRA 250G Plea To Educate Deejays

By CLAUDE HALL

NEW YORK—Record companies were asked to fund a series of coast-to-coast "floating seminars" to upgrade black deejays of the National Association of Television Radio Advertising Representatives (NATRA) at a convention in Miami last year. The chairman, President Ben Holmes of Petry, said then that the program was "excellent." For one thing, NATRA has made vast strides since its shaky convention a year ago in Miami, he said.

The next convention—Aug. 13-17 in Washington—will bar all record company cocktail suites and throw stumbling blocks against elements who come only for a good time, he said.

(Continued on page 8)

Cartridge Vender Unveiled by NAL

NEW YORK—North American Leisure (NAL) is displaying an 8-track cartridge vending machine at the Consumer Electronics Show.

The machine, based on the concept of the paperback vending displays 40 tape cartridge faces and holds up to eight picks of each title displayed.

(Continued on page 8)

Nat'l Tape, 5 Cos. to Merge

By ELIOT TIEGEL and BRUCE WEBER

MILWAUKEE—Jim Tiedjen's National Tape Distributors and five California-based distributing and recording companies have agreed in principle to merge. National Tape will be the surviving company.

The five Los Angeles companies are Merit Distributing Corp., California Record Distributors, Hitvite Inc., United Tape Corp., and Vault Recording Corp. The companies are owned by Jack Lewerke, Ralph Kaffel and Mrs. Stella Terr.

The merged firms will continue to operate independently as subsidiaries of National Tape, under the agreement, a stock.

(Continued on page 4)

Playtape Plans 99c Cartridge Youth-Grabber

NEW YORK—Playtape will release in the fall a low-priced two-song cartridge for its machines. The 99-cent cartridge will feature the latest hit tunes on the company's top 100 charts and will be geared towards the youth market.

Frank Stanton of Playtape revealed that his company will release at least 24 new titles in this line each month.

The show has attracted more than 180 exhibitors nationwide and 39 foreign countries.

Produced and sponsored by the Consumer Products Division of the Electronics Industries Association, the exhibition introduces the industry's 1970 range of tape equipment and accessories, television sets, radios, phonographs and audio components.

(Continued on page 106)

Tape's the Thing As CES Swings

By RADCLIFFE JOE

According to Jack Wayman, staff vice-president of the Consumer Products Division of the Electronics Industries Association, tape equipment, which was barely on the statistical charts at the beginning of the 1960's, sold more than nine million units last year. These included reel-to-reel, cassette and cartridge equipment which were sold with factory sales values of more than $225 million.

The addition of pre-recorded tape and tape accessories rocketed the total to $350 million at factory level and more than $300 million in retail.

Wayman feels that the new simplicity, portability and convenience of tape were the major reasons for the fast rise in its popularity.

(Advertisement)
The album starts when he's a boy. And it moves right to Feliciano today. In his most contemporary style yet. José Feliciano expressing himself through his music. With honesty. With sensitivity. With strength. That's the only way he sings. That's the reason José Feliciano is the artist he is today.

<table>
<thead>
<tr>
<th>Side 1</th>
<th>Side 2</th>
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<tbody>
<tr>
<td>AMOR JIBARO</td>
<td>SHE'S A WOMAN</td>
</tr>
<tr>
<td>(Actual recording of Jose Feliciano at age 10)</td>
<td>(Actual recording of Jose Feliciano at age 13)</td>
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<tr>
<td>FIRST OF MAY</td>
<td>LADY MADONNA</td>
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<td>THE WINDMILLS OF YOUR MIND</td>
<td>RAIN*</td>
</tr>
<tr>
<td>(Theme from 'The Thomas Crown Affair' (ASCAP 1967)</td>
<td>(Theme from 'My Favorite Things' (BROADWAY 1965)</td>
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<tr>
<td>BY THE TIME I GET TO PHOENIX</td>
<td>GOTTA GET A MESSAGE TO YOU</td>
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<tr>
<td>MISS OTIS REGRETS</td>
<td>HEY JUDE</td>
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<tr>
<td>LITTLE RED ROOSTER</td>
<td>(Actual recording of Jose Feliciano at age 10)</td>
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RCA LSP-4185

Jose Feliciano - age 10

Side 1
- AMOR JIBARO
- FIRST OF MAY
- THE WINDMILLS OF YOUR MIND
- BY THE TIME I GET TO PHOENIX
- MISS OTIS REGRETS

Side 2
- SHE'S A WOMAN
- LADY MADONNA
- RAIN*
- GOTTA GET A MESSAGE TO YOU
- HEY JUDE

Jose Feliciano - age 13

LSP-4185
Gortikov Outlines 5-Point Program

NEW YORK—Stan Gortikov listed five basic guidelines he will follow in planning Capitol Industries, Inc.'s growth and expansion during the next 12 months. The guidelines, outlined in a speech reviewed last week in an address before the New York State Business Analysts.

The five guidelines were as follows: Investments will be diversified in the future because "we are an operating business, not an investment firm"; Diversification will be aimed at the broad field in which the company is now involved such as entertainment, communications, leisure time activities, graphics and merchandising; A prime factor in the consideration of acquisitions will be "skillful, motivated management"; In entering new fields, the company will seek large-sized firms for acquisition; and the company's growing need for "war room" will have interesting in the firms it acquires.

In reviewing the company's diversified growth, Gortikov told how it "one year ago he acquired 33.8 per cent of the stock of Powercord International, valued at $12 million at today's market.

New York-Billboard

IANNUCCI ON DISK BUSINESS

NEW YORK—Sal Iannucci, the 41-year-old newly elected president of Capitol Records (West Coast), said the disk business is part of the total spectrum of the entertainment business. In his new position as being in no way to be an "actuary" from his career to date. "The common denominator of the entertainment business is talent," Iannucci told Billboard, "and it is the same talent which is responsible for box-office films, top-rated shows, and hit-singles." While at NC, Iannucci was involved in the merger negotiations of the Warners Bros.-7 Arts, a deal which was blocked by the Justice Department. Tetra Music, was involved in the acquisition of EMI, Inc.'s, RCA Records, and the NFA contract, the "Peanuts" show, and many other key properties.

Stan Gortikov, Capitol Industries, Inc.'s newly elected president of Capitol Records (East Coast), said, "The disk business is the cornerstone of the enterprise." Citrus will be filmed in England, and the soundtrack will be recorded by the scope was composed about one million copies each of the Isley Brothers' "Singles Rack - Jobbing."

"Yes we have trouble with a lot of racks," he said, "but the racks are going up and in most cases even over a car like the '69 or 70 it's a potential buyer. Madison Avenue shops are advertising at these potential buyers.

Bogart continued, "Buddah has hit all age groups within the singles range. We hit an audience with 'bubbegum' that everyone else has ignored-the kids who are too old for kiddie records but too young for rock. But we've also hit the older kids with the Brookline Bridge, the Edwards, Friends and the Isley Brothers. We sold more than a million copies each of their records and we have yet to sell any of their albums. "They're as salable as they ever were, but the racks must push them, top 40 radio must push them, and our business can't afford it. The grave diggers should put their shovels down and let the albums live and well—if they're properly promoted and merchandised.

New York—The Isley Brothers plan a giant soul-out to aid Black Communities.

New York—The Isley Brothers will present a soul extravaganza under the dome of the Yankee Stadium. A large share of the proceeds will go to benefit the black community. The Isley Brothers—Ronald, Rudolph, and Ollie—are heavily involved in the Negro community and are being asked to donate to the Minisink Women's Educational and Cultural Corp., a non-profit educational and cultural fund, which provides free education for underprivileged blacks and the Bivins Fund, an educational fund.

Sporn Acquires Fairlane Tunes; Includes Top Score

NEW YORK — Publisher M. Sporn, Inc., announced the acquisition of the catalog of Fairlane Music Company (ASCAP). The catalog includes much sound track material, including the top selling score of the musical, "Irma La Douce," composed by Andre Previn.

The catalog also contains some scores of unreleased films, including "The Girl in the Green Dress," and "The Chair." Jerry Goldsmith composed the score for the latter, while Gregory Peck and Anne Heywood starred in the film. The music from 20th's "Chel," composed and conducted by Lalo Schifrin, is also featured as a Top Score.

FELLER HEADS L. A. NARAS

LOS ANGELES—Sid Feller has been elected president of the local L. A. NARAS chapter, succeeding retiring president, Bill Townsend. Feller's slate of officers also includes: vice-president, Richard Levine; secretary, Leonard Feither, treasurer, Gerald Lapp; and members of the board of directors-. B. Thornton. . . . John Carter named managing director of the American Guild of Authors and Composers. For the past five years has been an administrator of AGAC royalties collection and auditing in the Los Angeles area. He will handle business for with publishers and writers as director, concentrating on the contemporary writers. Before joining AGAC Carter was with The Richmond Organization.

Buddah's Bogart Racks Up Chairs For 'Trying to Kill Single Field'

NEW YORK—The singles business wouldn't be dying if those big, fat Bogart's racks weren't trying to kill it. "That's the way it is, the Bogart, vice-president and general manager of Bogart, United Records, feels many of the rack sales are singles because they think album sales will be hurt. While they're fighting the singles business is a business unto itself. They sell to a different buyer, they don't have the same kind of demand as the tape doesn't hurt album sales and vice-versa. The singles business is still alive and still profitable if it's handled right."

Tetra Music, "Che" stars Omar Sharif and Julie London. This will be filmed in England, and the soundtrack will be recorded by Jerry Goldsmith.

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NEW YORK—Pierre Boulez has been appointed music director of the New York Philharmonic for the 1971-1972 season. Boulez has been a three-year stint as principal guest conductor of the Cleveland Orchestra and Charlotte Symphony. He will be chief conductor of the BBC Symphony and the Philharmonic from 1971-1972.

George Szell, who will be the Philharmonic's music director for the first two years, has been a three-year stint as principal guest conductor of the Cleveland Orchestra and Charlotte Symphony. He will be chief conductor of the BBC Symphony and the Philharmonic from 1971-1972.

Leonard Bernstein has retired as the Philharmonic's music director after the 1968-1969 season. He will continue to lead programs as conductor laureate.

Other conducting vacancies that remain for the group of the 1968-1969 season. He will continue to lead programs as conductor laureate.

In addition to the Philharmonic and the Cleveland, Boulez's 1968-1969 U.S. conducting duties included concerts with the San Francisco Symphony, the LA Philharmonic, and the Cincinnati Symphony. Karel Ancerl with the Montreal Symphony and the Cleveland Orchestra and the BBC Symphony to become director of the Royal Opera in 1971, succeeding Szell.

Boulez's heavy schedule will also have him in the summer of 1968, 1970, and 1971. He will be in the 1968-1969 season. He will continue to lead programs as conductor laureate.

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Here's all you need to know about Jerry Vale's newest album:

Jerry Vale
Where's The Playground Susie?
Traces / Happy Heart
Galveston / Seattle
You Gave Me A Mountain
To Know You Is To Love You
Where's The Playground Susie?
Goodnight My Love
The Way It Used To Be
Let It Be Me / My Way

Today's biggest hits make the difference. That's why Where's The Playground Susie? and all of Jerry Vale's other albums are so special. His choice of the best repertoire available, and a warm sincere voice keep Vale's audience and sales ever growing. You could call it the Vale Specialty.

On Columbia Records®
Jones Takes U.S. Triple Crown

NEW YORK — Tom Jones, the Welsh pop singer who this week has racked up an unparalleled score of chart hits, is chalking it up to a combination of long experience, good fortune, and some top-selling disks, a triple-barreled show business achievement for which he has earned himself good reasons to smile.

Jones, who has emerged as a triple-barreled show business achievement, has piled up an unparalleled score of chart hits this week with six listings for his London-distributed Parrot product. He’s on the chart with “Help Yourself” (22), “Live” (24), “Fever Song” (35), “This Is Tom Jones” (27), “Green Eyed Lady” of Home” (99), and “It’s Not Unusual” (85). It’s an especially impressive chart score because it represents six of the eight LP’s that Jones has released here in the past five years, and the network has moved through hit after hit.

On the in-person level, Jones will wind up a solid advance during week in 1970. On Saturday, the Coliseum in Oakland, the Oakland Theater in Los Angeles, the Coliseum and the Carousel Theater in Framingham, Mass.

Litigation on ‘Mercy’ Name

TAMPA, Fla. — Gil Cabot Enterprises and Sundi Records have been temporarily halted from using the name “Sundis Mercy” as a Circuit Court here. However, pending a final decision by court, the companies are allowed to use the single “Love (Can Make You Happy)” which Jones, and Sundi have been stopped from selling the album titled “The Mercer Song/ Love (Can Make You Happy).”

Rights to the group, except for the song “Mercer Song,” is held by Jack Sigler Sr., Martin Record Corp., and Henry Stone pending out-of-court settlement of a final decision. Warren Troob, attorney, represented the groups.

One year, $25 in U.S. Editorials Office, 2160 Patterson St., Cincinnati, Ohio 45214. Area Code 513, 381-6450.

On the disk end, Jones has displayed a new face, starting with his 19,000-square-foot lot in California. The future complex will include 22 offices, three recording studios (8- and 16-track plus room for expansion), a dark room for photography, and equipment has been set at $1 million.

Fantasy Buys Berkeley Land As New Hqts.

OAKLAND, Calif. — Fantasy Records has purchased a 50,000-square-foot plot in Berkeley for its future headquarters. The budget for land, equipment and building is set at $800,000.

The company also publishes Record Reviews, The Billboard, and SRO.

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Dynamite!

Wilson Pickett

"HEY JOE"

Atlantic #2648
Produced by Rick Hall
UA Gets Calcutta’ Score; Decca Releases Title Tune

NEW YORK — The United Artists Music Group has acquired the publishing rights to the musical score for "Oh! Calcutta," a controversial Broadway production opening Tuesday (17). Negotiations were completed with Milt Okun in behalf of Window Wide Music Inc., whereby U.A. Music will administer, exploit and publish the score with all activities co-ordinated between Okun and Murray Deutch, U.A. Music's executive vice-president.

Mothers in U. S. —Toured Europe

NEW YORK — The Mothers of Invention have returned here after a two-month tour of Germany and Scandinavia. The band, composed of Frank Zappa, leader of the Mothers, and various members of the band, played in the world's leading music centers for electric bassoon, fleur de lis for a tour of Germany and Scandinavia.

Address

Name

Company

1 YEAR $25

24 Brooklyn Ave., Freeport, N.Y. 11520

J. J. Paulson Associates

24 Brooklyn Ave, Dept. NY, N.Y. 11520

Tel: (516) 868-0309

Belwin Gets Distribution, Sales of Mills Music Songs

NEW YORK — Belwin Inc. has announced sales and distribution rights on all Mills Music songs, according to a joint statement by Alan Shaw, president of Mills Music, and Martin Winkler, president of Belwin. Belwin will be sole and exclusive distributor in the United States, Canada and other countries. The company has acquired the catalog for the Hollywood Bowl, S. & Canada.

The unit is designed for use in motels, hotel lobbies and service stations, and will accept a special "single use" cartridge which could be bought at the display location for the value of the cartridge.

NATRA 250G Pledges To Educate Deejays

Continued from page 1

"A strong emphasis" will be placed on educational sessions, he said, and NATRA will hire 30 professional instructors to organize and maintain an educational atmosphere at the convention.

Shields said that NATRA now has 650 members and 11 fully organized regional chapters that meet about once a month. "It's true that we had some bad public relations last year in Miami, but I believe we have outgrown that. I and other executives have spent the year finding seminars around the nation for regional chapters. We produced a 13-week series of half-hour radio shows for the Equal Employment Opportunity Commission that was aired on 112 stations. Jack Walker of WLIB in New York, narrated a black history program that NATRA helped promote and distribute. And NATRA was involved in local radio programs."

He mentioned successful negotiations with WAPX in Montgomery and KGJF in Los Angeles and stressed that the opportunity to conduct seminars around the nation for regional chapters. They produced a 13-week series of half-hour radio shows for the Equal Employment Opportunity Commission that was aired on 112 stations. Jack Walker of WLIB in New York, narrated a black history program that NATRA helped promote and distribute. And NATRA was involved in local radio programs.

Meanwhile, Larry Finley, NATRA's president, leaves for Toronto, Canada, on Thursday (26) where he will speak at a music conference on the growth of the tape cartridge industry. The conference has added a new session on "Modern Tape Cartridge," will be held at the Intercontinental Hotel and will run from Thursday (26) through Saturday (28).

Come See LULU Take It Off

at the Consumer Electronics Show BOOTH H-224, NEW YORK HILTON
Just Recorded . . .
A Smash Single by
America's Biggest
Young Recording Star

B. J. THOMAS
PASS THE APPLE EVE

Mark James—John Christopher

Producer: Chips Moman

Scepter Records

Scepter 12255-A

Still Climbing . . .
B.J.'s Newest LP

Scepter Records
Ampex Corp. registered record of 18 per cent a share. in sales of 17 per cent; pretax 172,185 $233,400,000.

Holders Approve Kinney, W-Tie

NEW YORK — Shareholders of Kinney National Service, Inc., and Applied Cybernetics Corp., Ltd., meeting here and in and Altavista, Virginia, respectively, on Tuesday, approved Kinney’s acquisition of Warner in exchange for shares of Warner’s preferred stock.

Kinney shareholders also authorized increases in common shares to 40 million from 20 million. Preferred shares were increased from 10 million to 20 million.

Public Offering Made by Luray

NEW YORK — Luray Industries Co., of Luray, Va., is offering shares of its common stock to the public. The firm is engaged in music publishing, record manufacturing and mail order sales.

Luray Music specializes in country music and rock ’n’ roll.

DIVIDEND DECLARED BY HANDLER

DETOIT — A dividend of 17 cents a share has been voted by the board of directors of Handler’s Book Co., 3,132 outstanding shares of common stock are payable on July 4 to stockholders of record at the close of business on Friday (20).

Polydor Obtains ‘Alexander’ Rights

NEW YORK—Polydor, Inc., has obtained soundtrack rights to “Alexander,” which is being released by Cinema V Distributing, Inc. The firm’s music composition and conducted by Vladimir Cosma. "Alexander" has been recorded for the film, Los Angeles and Pittsburgh.

GRT Purchase Of Caedmon Off

LOS ANGELES—GRT’s announced plans to buy Caedmon Records has been terminated by the tape company, according to Allan Gayley, GRT’s president and chief executive officer.

Interest in Dim Is Sold by Risi

LOS ANGELES—Nick Risi, president of Risi Enterprises, has sold his interests in Dim Light music publishing, c.o. A.M.I. (BMI) to James S. Thomas II, his ex-partner and director of Dim Light Productions.

Risi will leave for Europe soon to set up international representation for his new publishing company, Risi Music.

Risi Music has recently entered the personal management field with Pat Buzzone, an exclusive artist with Forward Records, while James Thomas continues, he acquired new material and writers for both his publishing and production companies.

No Transamerica M’Media Merger

NEW YORK — Metromedia, Inc., and the Transamerica Corp., said they will not offer merger plans by mutual consent. The proposed deal, announced in October, called for an exchange of shares valued at more than $1 billion.

In a joint statement, John W. Kluge, chairman and president of Transamerica, and John R. Beckett, chairman of Transamerica, explained that continuing.

Kinny’s Regular Quarterly Dividend

NEW YORK — Kinny National Service, Inc., has declared regular quarterly cash dividends on 20,000 shares of stock. They are 6.25 cents a share on the Common Stock, 20 cents a share on the Series A ($1.0625 a share on the Series B cumulative prefered stock.

All three classes are listed on the American Stock Exchange, and all dividends are payable on Aug. 15 to shareholders of record Aug. 1.

MERC. Production Accord With Allen

CHICAGO — A production agreement has been set between Mercury Record Corp. and Ray Allen and Associates of Louisville, Ky., Allen introduced, "Look Homeward Angel," is already out on the Smash label, and another tune by Joe Dassin and the Chatanooga Coachmen will be coming up on Mercury label.

JUNE 21, 1969, BILLBOARD
Panasonic car stereo.
A concert hall on wheels.

Imagine playing living room stereo at 60 mph.
That’s the idea behind Panasonic’s new Le Mans 8-track car stereo tape player. Model CX-807SU.
It’s solid state throughout. Plays instantly and automatically without warm-up. Has automatic and push-button channel changer. Plus variable tone and balance controls. And there’s never any interference from tall buildings, tunnels, thunderstorms and the like.
It literally transforms any car into a concert hall.

If someone wants to enjoy radio? There are optional AM and FM stereo tuner packs.

Same size as the tape cartridges. Slide easily into place. For 3-in-1 entertainment at his fingertips.

And the Le Mans tape player is a snap to operate. Tape cartridges snap in and out. And then take them inside for home stereo enjoyment.

There’s even a complete line of speakers. Wedge type. Door type. Universal type. For in-door or flat-mounted installation. It’s like sitting in a music chamber that moves.

Interested in a concert hall on wheels? Write or drive to Panasonic Automotive Products, 200 Park Avenue, New York 10017. But please, not at 60 mph.
Hardware Flooding Market Retailer Boost or Burden?

By BRUCE WEBER

NEW YORK—Retailers have been walking a configuration tightrope for so many years (8-track-transfers, 8-track-tape, 8-track-duplication) that many are still in a mood just to trade as a_wall defender and not spend any time on studying its destiny and analyzing why it isn't obtaining a greater share of the consumer market.

"That won't happen again," asserted Atlantic Vice-President Neil Ertugan. "We won't sign anything now unless we control all rights. It's very simple. The entire problem of a record is made by a record company, and tape sales are a freebie. No, it won't happen again. Tape sales don't break records. It's the other way around."

"When we sign an act we want all the rights to musical reproduction. We are the ones who promote and spend the money creating a demand for the album. The tape sales come next and it's only fair for the record company to have these tape rights."

The splitting of sales control was a unique development in an industry which prides itself on observing its destiny and analyzing why it isn't obtaining a greater share of the consumer market.

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The splitting of sales control was a unique development in an industry which prides itself on observing its destiny and analyzing why it isn't obtaining a greater share of the consumer market.

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The splitting of sales control was a unique development in an industry which prides itself on observing its destiny and analyzing why it isn't obtaining a greater share of the consumer market.
Did the fact that we created Dynapak, the world's first no-return cartridge, saddle us with the responsibility of designing a no-return cassette, too?

So we did.
We call it Dynapak Cassette. It's as superior to the cassette you're accustomed to as Dynapak is to old-fashioned tape cartridges.
It contains only ten parts. The present most-widely used cassette has seventeen. Thus, the Dynapak Cassette eliminates seven chances for assembly line or operating foul-ups.
Simplicity is the keynote of its design.
For example: Its two halves snap onto a one-piece hub. No sonic welding. No screws.
For example: The loading of its spring pad assembly is so uncomplicated, its slot design so ingenious, the tape can be dropped into place.
Do you begin to see the implications of this? Stereodyne has created a cassette so simple in design that it can be put together on a 100% automated assembly line.
In short, the Dynapak Cassette is so brilliantly engineered to be fool-proof that it is now the cassette against which all others must be judged.

Stereodyne
TROY, MICHIGAN
TORONTO, ONTARIO
LOS ANGELES, CALIFORNIA
Disk Firms Dump Tape Loyalty Oaths

Bonetti said. They are the 20 percent of the market which everyone talks about nowadays. "But that other 80 percent has to be damned important."

GRT doesn't speculatively go after tape rights. It goes after these sales rights when a new company is formed which looks appealing.

It was among the first duplicators to sign record labels and when the cartridge boom began five years ago. Bonetti said, "Historically we have dealt with small companies. Our strength is collectively combining the growth of these small companies."

Monument, with offices in Nashville and Los Angeles, is not a small company by any comparison. Its policy, explains international vice-president Bobby Weiss, is not to sign an artist unless tape is included in the contract.

Beat Out Barclay

In negotiating for the exclusive American distribution of product by Charles Aznavour, Monument had to stav off an advances if it didn't want to give us their tape rights," said West Coast a/c administrator Dave Pell. Liberty/UA duplicators have two tapes and has one of the top separate tape operations of any record manufacturer. When it had leased its tape rights to Muntz, the duplicator paid the music originator a royalty. "It was almost like a foreign deal," Pell offers as an analogy.

White Whale is a small company with 16 acts on its artist roster, the most successful being the Turtles. Only one of these acts is not signed with the label for tape.

Co-owner Ted Feigin feels the record companies have to "hold the line and make tape deals included with record rights." Feigin says he's aware of talk about artists seeking to make separate tape deals and he's quick to mention the Black Pearl/Atlantic situation.

"The tape people are provoking the situation. They're going to people and giving huge advances for the rights. How can we all fight this? By holding a firm position if an act wants to be with a record company," Feigin would not act if it didn't want to give us their tape rights," said Mrs. Chris Goodell, executive vice-president of Ranwood Records.

At Liberty/UA, the Transamerican company, tape rights "Come right on the dinner," said executive vice-president Dave Pell. Liberty/UA duplicates its own tapes and has one of the top separate tape operations of any record manufacturer. When it had leased its tape rights to Muntz, the duplicator paid the music originator a royalty. "It was almost like a foreign deal," Pell offers as an analogy.

As more and more record companies do not renew their distribution and marketing contracts with 8-track tape duplicators and choose to take on these assignments themselves, the supply of music for the duplicators diminishes.

RCA, Columbia, Capitol, Warner Bros-Seven Arts, Dot, A&M, are additional music suppliers who now control their A&M, are additional music own tape destinies in the leading 8-track sales configuration. Many also handle cassette sales. Muntz Stereo-Pak continues as the proponent of the 4-track system and companies which have been with Muntz generally stay with it.

The theme of the sessions, open free to all trade show visitors, is "The Challenge of the '70s."

Senator Charles E. Goodell (R., N.Y.), Federal Trade Commission's Paul Rand Dixon and Federal Communication Commission's Sol Schildhause will discuss the outlook for government-industry relations in the 1970's at the CES Government/Industry Symposium on Monday (16). Goodell, a leading member of the Senate Commerce Committee, will speak on "The Products and the Market of the '70s." In addition, nine leading consumer electronics manufacturers executives and a representative group of nine industry retailers will appear on panels, which will focus upon the merchandising in the 1970's. The three panels are: "Getting Your Share of the Business," "People Will Make the Difference," and "The Road to Profitability."

The final session, slated for Wednesday (18), is the CES Tape Equipment Conference, which will focus on "The Challenge of the '70s for Tape Cartridges."
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### Pop and Country Artists


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**North American Leisure Corp.**

1776 Broadway, N.Y., N.Y. 10019
THE CHANNEL FORMULA

Radio Doctors Finds Tape Sales Builder for Record Products, Too

MILWAUKEE — The increased volume of tape being sold by Radio Doctors here has not cut into the sale of records. Instead, tape has helped boost the LP business because of the traffic brought by enlarging the prerecorded tape inventory.

The firm's downtown outlet, according to Stu Glassman, president, is devoting 15 to 20 per cent of its total retail inventory space to tape and, "Everything we stock is selling better, including tape players and auto tape units."

"If they don't add to their own collection of tapes, they "buy" an LP for the kids while they're here shopping for tape products."

"Rack Display"
The big increase in tape sales started some months back following installation of a new rack display. Radio Doctors' stock of prerecorded tape titles is now housed in glass-enclosed racks. The cases are kept locked, but the newly arranged stock of tapes is in easy view.

"The fact that we lock the racks has not been a deterrent to tape sales," Glassman said. "There is no need to access to the tapes for any customer. Only our salespeople can open the doors. But all a customer has to do is ask a sales clerk and the sliding (Continued on page 106)

THE CHANNEL FORMULA

Polaroid Channel presents a profitable point of purchase programs for progressive proprietors and distributors.*

Our rack merchandising rewards you twice:

* Increased Sales
* Free Polaroid Cameras

PPP "A"

Buy 10 or more Profit Center "A" Racks; you will receive a Free Polaroid Model #335 with deluxe kit. Retail Value $111.95. Each "A" Rack has 20 arms and carries an assortment of cartridges, cassettes, and related accessories. Retails at $350.00.

PPP "B"

Every order for 10 or more Profit Center "B" Racks is rewarded with a Free Polaroid Model #315. Retail Value $55.95. Each 12 arm "B" Rack displays a special assortment of cartridges, cassettes, and related accessories. Retails at $145.00.

Fast Rundown on What's New in Electronics Show's Tape World

NEW YORK — More than 85 exhibitors are displaying a variety of hardware equipment, tape product and accessory items at the third annual Consumer Electronics Show here at Americana and Hilton Hotels.

New products include:

Bell & Howell: Seven new cassette player/recorders including two compacts in the $259-$269 price range. Two open reel tape decks also were unveiled. The compacts, first such units for the company, feature AM/FM/FM radio and stereo play and recording. Model 2394 lists for $269.95 and has separate speakers; model 2395 has built-in cassette player and separate speakers and lists for $259.95.

The five cassette models include model 2398 with AM/FM radio ($98.95); model 2396, featuring AM radio and priced at $69.95; model 2394 and 2395, both push-button units, are $49.95 and $64.94, respectively; model 2369, with FM radio, lists for $100.

Telex: A new 8-track stereo cassette recorder/player model 811A with AM/FM radio for $189.95. The unit can record from any tuner, phonograph and all tape players.

Panasonic: Five stereo cassette recorders, including an auto-home unit priced at less than $100. The Englewood ($99.95), a battery-operated auto-home cassette recorder; Constellation ($149.95); Orbione ($229.95) with AM/FM radio; Bridgeport ($109.95) features push-button controls and pop-up cassette system; Westwood ($99.95) with AM/FM radio.

Hitachi: Five new tape recorders, including a cassette recorder with AM/FM radio. The new tape recorder line includes seven reel-to-reel (three monaural and four stereo) and seven cassette units, five monaural (including the Stair system) and two stereo recorder/player units. A cassette recorder at $29.95, and 8-track unit with speakers and a budget cassette player at $19.95 were also added to the line.

Scott: Introducing the 3610 Cassette, a 8-track stereo recorder combination unit at $399.95.

Lear Jet: Offering a 8-track stereo auto tape player at $59.95 incorporating automatic and (Continued on page 22)

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C E SHOW JUNE 15-18
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1275 Bloomfield Avenue
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JUNE 21, 1969, BILLBOARD
Hardware Floods Market Retailers Boost or Burden?

Continued from page 12

and record player. And Sony, Matsushita, Aiwa, Toshiba, Hitachi, TEAC and Akai have found a home for Japanese equipment in America.

Why? Because Japanese manufacturers are reporting substantial increases in production, sales and profits. "One good look at the impact of hardware equipment on the American economy, measured in terms of business volume and employment, opens our eyes to the great and growing economic interdependence of the U. S. and Japan," said Robert Black, president of the Rapanfair Corp.

Japan's export trade to the U. S. hits about $3 billion annually, with about $450 million in home entertainment products. Added to the merchants dilemma is the key role in the export expansion, especially in players and recorders played by vibrant home entertainment market. The Japanese player-component industry demonstrated in 1968 how an impressive range of products could compete in world markets. And it's going to get better, say the Japanese. Merchants, already beset with "how to merchandise" the many products, also figure that buyers will have a difficult time selecting hardware.

Problems Multiply

The problems of merchandising 8-track and cassette equipment are beginning to multiply. New innovations alone are creating marketing, merchandising and promotion headaches.

Unmistakably, the clarity between 8-track and cassettes is disappearing. For instance:

- The cassette recorder, initially a voice recording device, switched to stereo and invaded the music business. 8-track, a music machine for autos, then invaded the home field.
- The advantage that the cassette has over the 8-track cartridge is that it can be used for recording as well as playback. Sony, Panasonic and Lear Jet are now involved with 8-track recorders, thus narrowing the competitive advantages of the cassette.
- Cassette manufacturers are now in "copy" 8-track, in terms of one-step insertion.
- Although it now may be "pie-in-the-sky" thinking, several cassette manufacturers are developing a continuous loop cassette, automatic reversing cassette recorders and cassette units with Starr system changers.
- Trends show a possible merger between the two systems, with Panasonic developing a cartridge device for an 8-track auto unit which permits cassette use. Aiwa is planning to introduce compatible 4 and 8-track players and cassette models.

It all leads to merchandising woes, marketing pitfalls, retailing headaches and big dollars.

Chancellor Browser

NEW YORK — Chancellor Tape Merchandisers is introducing a browser bin that permits unsupervised handling of tape cartridges and cassettes. The display is made of clear plastic, triple-decked in 6x12 boards.

COMPACT CASSETTE CARRYING CASE

CAT. No. TA-48
COMPACT CASSETTE CARRYING CASE

Brand new. Deluxe Black Leatherette. Holds 12 cassettes in individual slots. Attractive red velvet flocked interior. Packed 12 per carton

Suggested list $3.79

CAT. No. TA-50
COMPACT CASSETTE CARRYING CASE


Packed 15 per carton

Suggested list $2.79

COMPACT CASSETTE CARRYING CASE

CAT. No. TA-54

Holds 24 Cartridges

Padded top

Black alligator vinyl covering

High quality lock

Attractive red flocked interior

Featuring:

Deluxe wood construction

High quality lock

Holds 24 Cartridges

Suggested list $4.79
POPP-UP CASSETTE ADAPTOR

Play any cassette tape cartridge in any 8-track cartridge player with Goodway's exclusive Pop-Up Cassette Adaptor. The Pop-Up Adaptor fits any 8-track player and with one motion, turns a cassette tape library into an 8-track collection. Goodway's exclusive Pop-Up front loading makes other cassette adaptors obsolete; only the Goodway Adaptor lets a cassette be changed when the adaptor is in the cartridge player! There's no removing the adaptor to flip the cassette over or to play another cassette! Order cassette adaptors today... from Goodway!

SCENE "SCPRCT*"

Here's a portable AM, FM, FM Stereo radio that becomes a cartridge tuner... and vice versa. The SCPRCT* (*self-contained portable radio cartridge tuner) is about the size of a tape cartridge; and SCPRCT*’s split personality makes it the ideal traveling companion. Pair it with a tape cartridge player and it will turn that player into an AM, FM, FM Stereo radio. Or flip the switch and SCPRCT* is ready to go it alone as a self-contained portable FM radio! Equipped with Auto Y and telescoping antennas, SCPRCT* gets terrific reception wherever—and however—it goes.
CONCERT 70
HOME STEREO RADIO SYSTEM
Goodway manufactures this high quality home stereo radio system with the consumer in mind. Its oak veneer and chrome finish add a sleek note to today's fashionable home interiors. Concert 70 lets the consumer choose from monaural AM, FM and stereo FM radio programming with easy-to-operate controls. Its matching deluxe speakers are equipped with 8-foot extension cords to give true wrap around stereo and high fidelity sound reproduction.

SPECTRUM 70
8 TRACK SOLDER STEREO HOME STEREO
TAPE CARTRIDGE PLAYER SYSTEM
A new dimension in Goodway's line of fine audio products. The Spectrum 70 home stereo tape cartridge player system is compact enough to hide discreetly on a shelf, but gives sound reproduction of concert hall proportions. No Plain Jane unit this. Its contemporary design features easy-to-operate controls, a walnut and chrome trimmed body and matching deluxe speakers with 8-foot extension cords for true wrap around stereo and high fidelity sound reproduction.

TRAVELER 8
STEREO FM RADIO-TAPE CARTRIDGE PLAYER
Now made for Goodway by one of Japan's leading manufacturers, the Traveler 8 is the sound choice for auto and airplane travelers. Its compact size and superior sound quality make it perfect for car or plane use. It operates on D cell batteries, household current or through its 12-volt cigarette lighter. Traveler 8 has high quality, breakaway speakers for true stereo reproduction. Made of tough plastic, the Traveler 8 weighs in at a mere 3.5 pounds. This is the sound choice for the moving generations of the action age.

CONCERT 84B
Goodway's Concert 84B turns home audio into a moving event. With matching walnut and chrome finish, it gives the consumer high quality stereo sound, a clock and a timer. It is compact enough to hide discreetly on a shelf, but it gives sound reproduction of concert hall proportions. No Plain Jane unit this. Its contemporary design features easy-to-operate controls, a walnut and chrome trimmed body and matching deluxe speakers with 8-foot extension cords for true wrap around stereo and high fidelity sound reproduction.

SCENE AM CASSETTE TUNER
A take-me-along stereo FM radio, the Scene FM multiplex tuner is as easy to operate as a lope. This Scene multiplex turns any 4 or 8 track tape cartridge player into a full stereo FM radio. Its telescoping antenna makes the Scene ideal for car, home and portable use as it goes anywhere. Pioneer one of Japan's leading manufacturers, makes it for Goodway.

SCENE STEREO FM CARTRIDGE TUNER
Here's a portable AM-FM-FM stereo radio that becomes a cartridge tuner and vice versa. The SCPRCT is a portable radio/cassette player that splits personality makes it the ideal companion. Pair it with a tape cartridge player and a wrap-around turntable and it becomes a self-contained portable FM stereo. Equipped with Auto Y and telescoping antennas, SCPRCT gets top-quality reception wherever it goes.

SCENE SCPRCT
A portable AM-FM-FM stereo radio that becomes a cassette tuner and vice versa. The SCPRCT is a portable radio/cassette player that splits personality makes it the ideal companion. Pair it with a tape cartridge player and a wrap-around turntable and it becomes a self-contained portable FM stereo. Equipped with Auto Y and telescoping antennas, SCPRCT gets top-quality reception wherever it goes.

POP-UP CASSETTE ADAPTOR
Puts any cassette tape cartridge on any portable AM-FM radio or tape cartridge player. Goodway's exclusive Pop-Up Cassette Adaptor. The Pop-Up Adaptor fits any 8-track tape player, including Goodway's own Traveler 8. It converts the 8-track tape cartridge into a tape cartridge player. Made of tough plastic, its compact size and superior sound quality make it perfect for car or plane use. It operates on D cell batteries or household current.
Player Quality & Design Draw Serious Tones From Record Cos.

* Continued from page 12 *

said Ted Feigin of White Whale Records. Feigin is concerned about the quality of reproduction, not the number of systems being developed.

Mike Maitland, the president of Warner Bros.-Seven Arts Records, shows a management concern over the record feature on the cassette and now 8-track machines.

Duplicating a performance off someone’s tape or album as a convenience and without paying the copyright is a serious matter, the executive said.

How does W-7 look at the influx of all the new cartridge players? “If they function effectively and play within good standards of sound, we’re greatly in favor of them,” is Maitland’s retort.

Hardware Avalanche

Maitland sees this avalanche of hardware in similar terms to the state of phonograph development 20 years ago. “There will be new companies among those bringing out machines, Maitland continues, and a number will fail. But there will also emerge several design models which will remain. Some people will buy quality and some will buy price.”

“We want to make the very best tape. If it’s played on an inferior machine, we’ll be as unhappy as the public. The public in the end will dictate the decision as to whether there are too many players on the market.”

There will be new companies among those bringing out machines, Maitland continues, and a number will fail. But there will also emerge several design features from other new companies which will prove beneficial.

At Paramount/Dot Records, president Arnold Burk feels “the more machines the more the market will grow.”

“We are concerned that the equipment gives the listener the more quality. If the public hears quality, it will buy quality.”

Burk does not feel that the recording capabilities on the players is of a high quality. “Just like people made clear their preference for stereo, so too will they make clear their preference for top quality machines.”

Will Paramount do anything to help any player manufacturers? “Like all the other record companies without interests in the hardware field, Paramount will not. It will typically offer its repertoire in as many configurations as are selling.”

Larry Welk, the general manager of Ranwood Records, offers a typical music company thought on the hardware scene: “It doesn’t matter how many machines are introduced in the U.S. We’re more concerned about the retail price of the tapes.” Welk feels the market for machines with a record feature will reflect a small percentage of total players sold. “There will be a small percentage who will take the music off the air, but that won’t cut into our business,” Welk believes.

“We’re more concerned about having our music available.” Companies like RCA, CBS and Capitol, which sell their own tapes, are also in the hardware field. At these companies the concern is twofold.

• Getting their music to all retail outlets.

• Keeping their player designs as new as the competition.

This summer and fall the shelves of electronic equipment departments will be packed solidly with new cartridge machines with exotic and romantic nomenclatures. The Sony, RCA and Automatic Radio dealers will all be happily stocked with product. Off on the side smiling confidently will be the music supplier. He has his Beatles, Elvis Presley; Blood, Sweat and Tears; Lalo Schifrin, Ray Stevens, Supremes, Carole King. Why worry about anything else?

Fast Rundown on Show’s Tape World

* Continued from page 18 *

manual track changers, cartridge dust door and illuminated program indicators.

Automatic Radio: Two portable cassette player/recorders and a compact 8-track stereo tape player (model SED-9060). The 8-track unit also plays 4-track cartridges with the company’s Gidget attachment.

Craig: A line of cassette and cartridge tape recorders and players covering the portable and home spectrum. New units in the portable cassette line include: A pocket-size cassette recorder (model 2605) at $109.95; a AM radio-recorder (model 2607) at $69.95; portable push-button stereo cassette recorder (model 2608) at $129.95; portable cassette recorder (model 2610) at $47.95, and a push-button cassette recorder (model 2611) at $94.95.

Seminer Series For CES Show

* Continued from page 14 *

Equipment.” The format of the conference will feature four panels, composed of leading manufacturers, merchandisers and retailers. Panel moderators include: Jack Trux, Bell & Howell; Oscar Kusisto, Motorola, Inc., “The Cartridge” panel; David Monson, Marketing World, Inc., “The Open Reel” panel, and Donald Hall, Ampex Corp., “The Tape and Tape Accessories” panel.

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Another reason is our complete line. Take a look. We have more variety within our line than anyone else. Everything your customer could possibly ask for. And they do ask for Norelco.

A Complete Advertising Program. To bring people into your store to see our complete line, we've planned the largest print campaign in our history. We've combined a blanket national campaign with direct local campaigns. Including co-op advertising for you. You'll see our advertising in Life, Esquire, Reader's Digest, Sports Illustrated and hundreds of newspapers.

A Complete Merchandising and Display Program. We've also developed a merchandising and display program to help you sell Norelco on the spot once we get people into your store. Each display holds machines that work right from it. So, people can compare models and listen to the Norelco sound before they buy. And once they listen, there's no problem selling to them.

We want to stay number one in our field. And we want to help you stay on top in yours. If you're interested in more information, call your Norelco distributor.

The Re-inventor of Tape Recording.

A share-the-cost co-op advertising program is available to all retailers. Contact your distributor.
STILL OUR MEAT
TRY OUR POTATOES
The 8-Track Tape Cartridge System is celebrating its FIFTH Anniversary ... Five years of dominating the American Tape market to become the most popular of all tape configurations in the U. S. Now, another major step ... the launching of an 8-track merchandising thrust internationally.

As the 8-track system enters an even more exciting phase, Billboard will mark the occasion with a special section that will document the configuration's remarkable growth and speculate on its future.

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NEW PRODUCT AT
CONSUMER ELECTRONIC SHOW

AUTOMATIC RADIO is introducing a portable cassette recorder/player (Model CAF-9632) with AM/FM radio at the Consumer Electronics Show.

A TAPE recorder that looks and handles like a portable radio is Hitachi's monaural cassette tape recorder (Model TRQ-250).

THE NEW 8-track stereo tape player from Automatic Radio plays 8-track cartridges and 4-track cartridges with a Gidget attachment.

THE NEW 8-track stereo tape player from Automatic Radio plays 8-track cartridges and 4-track cartridges with a Gidget attachment.

IN SPITE of its compact size, the new Hitachi portable 2-track cassette tape recorder has many advanced features.

A TAPE recorder that looks and handles like a portable radio is Hitachi's monaural cassette tape recorder (Model TRQ-250).

TELE IS offering an 8-track cartridge recorder/player unit for use with external music system. The Viking (811-R) turns on automatically when a cartridge is inserted.

PANASONIC'S WESTWOOD is a new AC or battery-operated cassette recorder with an FM/AM radio. A pop-up feature provides easy cassette changing. It retails at $99.95.

IN SPITE of its compact size, the new Hitachi portable 2-track cassette tape recorder has many advanced features.

CASSETTE TAPE DECK from Panasonic features a full complement of push-button controls, an end of tape signal lamp and a digital tape counter. It retails at $109.95.

WOLLENSAK cassette recorder features built-in AM/FM radio and switchable automatic record level control.

LEAR JET'S new 8-track auto stereo tape player (Model A-50) lists at $59.95.

HIGH-END UNIT from Scott is the Casseiver (Model 3610), an AM/FM stereo receiver cassette recorder combination unit at $399.95.

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IN SPITE of its compact size, the new Hitachi portable 2-track cassette tape recorder has many advanced features.

CASSETTE TAPE DECK from Panasonic features a full complement of push-button controls, an end of tape signal lamp and a digital tape counter. It retails at $109.95.
CE DEALERS: the hottest franchise in tape cartridge equipment is waiting for you at the Americana Hotel, 5th floor St. James Suite.

CONCERTONE presents the STARLINE
Complete 8-Track compact Recording System!
Records, plays. Record from records, tape or tuner!

Fidelipac® 880 "Fool-Proof" 8 Track Cartridge
Tele-Pro designed the 880 for the Professional duplicator. Perfectly aligned closure opens and closes without expensive jigs or machines. Pinch roller and pressure pads provide proper alignment which withstands temperature variation, physical abuse, and tolerates differing capstan force in playback machines. The tape-path and moving parts design offer dependable performance under severe conditions. For price, dependability, and consumer satisfaction, you can't beat the Fidelipac® 880.

TELJET CARTRIDGE
Breaks Cassette Price Barrier!
Each Tele-Pro cassette bears a written performance guarantee of reliability, and reproduction fidelity is built in before it leaves the factory. Fool-proof posts and a fail-safe hub, as well as a plastic retainer to give positive hold to leader, make sure that performance is exact.

Fidelipac® 880 8 Track Cartridge
Made in U.S.A. — licensed by NAP — pre-loaded with Fidelitape® — pre-leadered or unassembled — private labeling. All lengths — plastic mailer boxes — display packaging.

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For Reliability, Experience and Leadership...
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Also on display at the Americana Hotel will be the complete line of MONARCH High Fidelity Receivers, Recorders and related accessories.

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CONCERTONE

JUNE 21, 1969. BILLBOARD
The MM-1000 master recorder from Ampex.

Does some regional dialects too. Like Country and Western, Dixieland and even bits of Chicago Jazz. Depending on what you're in to.

The only professional audio recorder with a transport designed specifically to handle 2" wide tape. The same transport that sails through rugged everyday use on thousands of Ampex professional video tape recorders throughout the world.

Buy it in 8, 16, or 24 channels. If you decide to start with 8, you can expand later to 16 or 24. It's our heavy. Look into it. Could be just the thing for what you're in to.

Information from Ampex, 401 Broadway, Redwood City, California 94063. Or call collect (415) 367-4400.
Four-Tune Kookies
The new generation is EP. Restless: Only 12 minutes instead of 120.
Threadbare: The lower half (where you put in the tape) is toothless for no-thread loading.
Simple: Only 5 parts, including the two halves of the case. Unwashed: Our precision molding is immaculate. And our EP cassette enjoys freedom of assembly: Snap or weld together.

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INSIST ON THE BEST!

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Holds 30 Cassettes
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One day service. Complete inventory all lines. All orders shipped same day. Write, Phone, Wire or Call Collect.

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We’ll let you in on the secret at the Consumer Electronics Show
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THE 3RD TAPE CARTRIDGE FORUM IS COMING SOON...

SEE PAGES 100, 101 FOR DETAILS
NEW YORK—Panasonic has designed the first brushless DC motor aimed at eliminating rumbles, hums and flutter from its record players. The low speed motor drives the turntable directly and cuts out the speed reduction mechanisms required by conventional AC or DC motors.

The unit was displayed at the Consumer Electronics Show (CES) which opened here on Sunday (15). A spokesman for the company explained that the problems of rumbles, hums and flutter in conventional record players are traceable to the high speed revolution of phono motors.

He said that speed reduction mechanisms required by conventional motors have a speed range of several hundred to several thousand rpm's.

"Rumble," he said, "is caused by the vibrations of a high speed motor; and even though a rubber absorber is employed to pick up as much of the vibration as possible, yet a significant residue is inevitably transferred to the turntable and picked up by the stylus.

"On the other hand, varia-

Yamaha Displays Complete Line
NEW YORK—The Yamaha International Corp. displayed for the first time on Sunday (15) a complete line of audio products at the Electronic Show. The line includes Natural Sound Systems and stereo consoles.

Long known for its high quality pianos, organs and other musical instruments, the company utilized the shape and concept of the sound board found in its grand pianos to achieve a natural sound reproduction in its speaker systems. The stereo consoles feature these speakers.

"Bull Horn" System Displayed by Admiral
CHICAGO—Seven of 13 new solid state, stereo console phonographs among three of the nine solid state, portable phonographs in Admiral Corporation's new 1970 feature the firm's "Bull Horn" sound system. The system is built around two, folded, quarter-wave length resonant tubes complemented by four tweeters and an electrical, speaker crossover network. The consoles range in price from $179 to $499; the portables, from $49 to $159. The top portable model carries an open list and two monaural models priced at $27.95 continue in the line.

The Belmont, Model PS161C, priced at $119.95; the Troubadour, Model PS171C, listing for $139.95; the Minstrel, Model PS131, which lists for $69.95; the Tambourine, Model PS141C, priced at $89.95; and the Boutique, Model PS151C, which includes a roll-about stand and is open-listed.

Zenith Buys Site
CHICAGO—Zenith Radio Corp. has purchased a 283-acre tract of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-ship as a site for its new exhibit of land in Northfield town-
Make the summer! At Newport '69, the greatest musical fair ever! On June 20, 21, and 22, at Devonshire Downs in Northridge: 31 of the top names in rock music, plus rides, booths, food, balloons, flowers... It's all there!

Tickets available now at the usual outlets. $6 per day if you buy in advance, $7 per day at the gate. The three-day package: just $15. Don't miss this!

Devonshire Downs in Northridge, next to Valley State College.

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Ike & Tina Turner
Joe Cocker
Southwind
Taj Mahal

Sat. June 21, Noon to Midnite
Creedance Clearwater
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Albert Collins
Brenton Wood
Buffy St. Marie
Charity
Eric Burdon
Friends of Distinction
Jethro Tull
Lee Michaels
Love
Sweetwater

Sun. June 22, Noon to 10 p.m.
The Rascals
Festival Guest Stars
The Chambers Bros.

Booker T. & The MGs
Flock
Grassroots
Johnny Winter
Marvin Gaye
Merryweather
Mother Earth
Poco
The Byrds
Three Dog Nite
BERRY THE BERKIES

NEW YORK—Thunderclaps applause that turned to rumbles for the recital of a giant—Setta of East Greenwich, R.I., and Henry honda of Fillmore East New York City, has been making quite a stir in the music world.

Setta is a giant, weighted buoy, but his playing of the Gibson slow blues is a thing of beauty. His fingers, bending the strings and the pitch of the guitar, and his open-colored harmonica are masterful.

The Who, the English group led by Pete Townshend, kicked off the bill with their high wall of hard rock, but 800 fans, trying to change their image, also were impressive.

After the instrumental of a boogie beat, the McCa's lashed into “Jesse Brady,” a Mercurial waltz. Orginizer Robert Peterson began this one out sharply.

One number, which the group has retained from its initial album, “The Who’s Blues,” was re-recorded “live” at the Scene in the McCays.

Underground Gets Lift From McCoys

NEW YORK—The McCoys, who have been in the underground milieu, gave a strong fine set last Sunday at Fillmore East, Tuesday (10), sparked by Rick Zehringer on lead guitar and vocals.

The group, which features a pulzering instrumental attack and bullying of “I Can’t Explain” and “Pinball Wizard,” are at present promoting material from their new Decca album “Tommy,” a rock opera.

ED OCHS

N. SINATRA TO INTL. AUG. 28

LAS VEGAS — Nancy Sinat- ra will follow Barbara Streisand and Elvis Presley into the new International hotel here, starting Aug. 28. Mac Davis will write special song material for the act, which marks her nightclub debut here.

Her father is signed to Caesars Palace and has just concluded his first appearance at the Flamingo.

The International is slated to open in July.

On another matter concerning a well-known Reprise artist, Don Ho, the Hawaiian singer, currently working at the Hollywood Bowl until June 5, will play dates in four California cities before returning to Honolulu. The disc of the five Kraft Music Hall TV shows he will host. He is slated to work in San Francisco, Friday (6); San Diego, Saturday (7); Sacramento, Sunday (8), and Fresno, Monday (9).

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"People" is beautiful and "People" love "Ulla."
And you're going to need a lot of "People."

"ULLA" b/w "TURNIN' ME IN" #4086 PRODUCED BY MARK WILDEY FOR LAMPLIGHT PRODUCTIONS.
Crown College Music Champs

ST. LOUIS—The big band from the University of Illinois, the Harry Miedema Combo from Indiana University, vocalist Don Smith of Illinois and the Vassar G-Stringers vocal group were crowned as the winners of the College Music Championships Aug. 23 in Toronto.

The 17 groups which appeared at St. Louis were the survivors of more than 11,000 college musicians from 1,100 schools who began competing at six regional festivals earlier this year. Members of the judging panel were: Dr. M. E. Hall, head of the Music Department of Stephen F. Austin State College, Texas; composer-flutist Paul Horn; saxophonist-arranger-composer, bandleader Clark Terry.

Baja Marimba Shows Top Musical, Comedy Styles

LOS ANGELES — The Baja Marimba Band has developed its comedy to such a fine point that their antics in person now threaten to dominate their posture as a musical aggregation. This comedic flair was strongly evident at the band's first appearance at the Century Plaza's Westside Room Wednesday (4). The hour's set moved swiftly musically and melodically, but the accent was on bufoonery and on the band's sleep-eyed members.

Almost everybody took a crack at some humorous bit, with the adult audience fully appreciating these antics as well as the solid, technical musical sounds.

Leader Julius Wechter took one extended solo on "Sunshine Sunset" with bass and guitar accompaniment. The rest of the tunes were well developed charts which displayed their fine workmanship. Drummer Dave Palmer was outstanding when he feigned slamming his right stick too hard and balanced it coolly on his left.

Wechter's band is a U.S. contract for the new Fontana and we are free to negotiate a new deal," Joseph said.

Mann Forms New Group

LONDON — The Manfred Mann group has disbanded and Manfred Mann and drummer Mike Hugg have formed a new group called Mann-Wechter, Chapter 3, developed from the 10-piece rehearsal band, Emanon.

Mann split with his manager, Gerry Brion, and is now represented by David Joseph, who also represents Keith Potger (former member of the Seekers) and the Australian group, Procession.

The question of the old Mann group's recording contract with Fontana is now in the hands of Mann's legal advisors, and Joseph told Billboard: "We have been advised by Manfred's solicitor and counsel that the group is no longer bound by its Philips-Fontana contract and we are free to negotiate a new deal.

Joseph will seek to negotiate a U.S. contract for the new group.

New Group

NEW YORK—The much improved Amboy Dukes has a fine first set at Ungano's on Sunday (8). Also impressing was A&M's John Braden. The Amboy Dukes are down to essentials, having reduced the group to four, but the four are the key players.

Andy Solomon on keyboard has taken over vocals and, surprisingly, he came off better than the group's previous vocalists. Lead guitarist Ted Nugent also down to essentials, concentrating on his excellent playing. Drummer Dave Palmer and bass guitarist Greg Arama also displayed good musicianship with "Prodigal Man" and "Crying." This number is from their new "Migration" album on Mainstream, the title number of which proved a first-rate opening instrumental.

The Detroit quartet's improved professionalism was in evidence in "Good Natured Emma." Technical difficulties interrupted the selection, but the Amboy Dukes resumed efficiency. "Good Natured Emma" was one of Solomon's best vocals as was the blues "Mississippi Mudman" which also afforded Solomon ample opportunity to display his keyboard prowess.

Brandon's high folk voice was compelling, while his original material was outstanding. "Hand-Me-Down Man," which is slated to be cut by Judy Collins, impressed the audience. The irony of "Praying for John" and "My Daddy Was a Singer," the tenderness of "The Keeper of the Light," and the spiritual-like "God Bless the Man" were among the top numbers.

The New York Times said the group was "smart enough to understand what they should be doing, but not smart enough to do it sufficiently for a crowd that was clearly bored with what they were doing."
Dynamic

Bobbi Martin

has a

Double Barrel Hit!!!

'YOUR CHEATIN' HEART'

b/w

Tennessee Waltz

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PFANSTIEHL'S FIRST with all the latest domestic and foreign needle designs even the "odd" types! So-stop looking for your needle in a haystack...get Pfanstiehl's Needle Guide and take the work out of needle hunting while putting the Big Profits in! Write today for Factory-to-You sales plan information.

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A G.W.P. Production

“CATHOLIC SEMINARY STUDENTS, WHO, WITH THEIR FELLOW CONTEMPORARY MISSIONARIES OF ST. LOUIS, WORK IN THE SLUM AREAS. THIS WON’T SELL THE RECORD, BUT THEIR FINE SINGING WILL.”

Bill Gavin. Personal Pick

Will Appear on Joey Bishop Show June 19th and Steve Allen Show Late June.

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TRIBUTE 101

DETROIT

Gary Quackenbush, lead guitarist of the Jan & Sylvia, formed a group SNC, a subsidiary of University Hospital in Ann Arbor. With what has been described as pressure on the brain, although not enduring an operation, doctors expect the guitarist to rejoin the group shortly, possibly for their appearance at the Toronto Pop Festival Saturday & Sunday, July 1 & 2. Meanwhile the SNC will appear without him.

Bob Rudnick started at WABX-FM June 1. Rudnick came to Detroit from WRNR-FM, W.J. He is on each Sunday from 6 p.m. to 1 a.m. WABX signed agreement to be the Detroit outlet for Toronto Pop Festival...Another new club opened here in the Club Loft opened Friday (13) with Teegarden and Van Winkle. The club is in Lakeside, a resort near north of Detroit. The new Yardbirds will visit Detroit July 4. Bennet-Soltos, that in charge of Blood, Sweat and Tears and Procol Harum in town to check out local group The Sky.

George P. Shultz, United States Secretary of Labor, has presented the highest honor bestowed by the Department of Labor, the

(Continued on page 32)

Jan & Sylvia

• Continued from page 36 different, pleasing-to-listen-to themes, from the soothing, whimsical, nostalgic of “Wom- en’s World” to the bawdy, foot-stomping, table-pounding “Truckers’ Cafe.”

Sharing the spotlight with Ian and Sylvia is their ex-partner David Rea, an exciting young singer-composer-guitarist who sings up a storm which conjures visions of wild, hillbilly, foot-stomping, table-pounding “Truckers’ Cafe.”

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Here he is—at the piano—the man in the turtle-neck sweater who has arranged, conducted and produced the Glen Campbell hits. Al DeLory playing his own matchless arrangements of: “Gentle On My Mind,” “Galveston,” “Wichita Lineman,” “Where’s the Playground Susie?”—all of the Glen Campbell classics. A rich sound in more ways than one.

On Record... On Tape... On Capitol
By CLAUDE HALL
Radio-TV Editor

One sometimes wonders if the perhaps grey-suited types on Madison Avenue aren't following too closely the theories of Marshall McLuhan's "the medium is the message" concept. For example, the latest radio-TV spots about Ballantine Beer. Does it pay for overdubbing. The scene opens in the office of a psychiatrist. An instrumental band starts playing. "The MM 1000 offers tremendous flexibility and has allowed us a new philosophy. For example, the MM 1000 can be operated entirely by remote control. Also, it can be monitored by closed-circuit television from studios as small as a narration booth if necessary. From the central studio, we can patch in whatever is required from the small studios. And, for example, a producer may rent a medium-size studio and lay down a rhythm track using just a few minutes. Then, he moves to a smaller studio for overdubbing.

"The small studio does leave something to be desired acoustically speaking but with the MM 1000 everything can be compensated. For example, the echo effects and equalization can be added. Working from the small studio the engineer can read the tapes on the MM 1000 over television. In effect, the small studio becomes a full-size 16-track studio."

Universal has been in directions exhibiting unparal-leled growth. A veteran member of the National Academy of the Recording Arts and Sciences (NARAS), and the Chicago NARAS at one time, Clapper pointed out last week that his firm, Universal Recording Corp., offers more varied services than any other facility in the Midwest. He also said that because of other, expanding studio operations, Universal has been forced to remain in Chicago and that as a result this city is challenging Nashville in terms of the number of recording sessions.

A 23-year-old firm, Universal is involved in a variety of services including making available facilities to record performers and jingle writers, record companies, independent producers and recording companies, and through its Tono Tapes division, providing duplicating for cassettes, 4- and 8-track CARtridges.

Universal's expansion has been in directions exhibiting unparalleled growth. "We just recently completed a recording on Noneuchev involving the computer-generated composition of John Cage and Lejaren Hiller. The recording, "HPSCHD," computer spelling for harpsichord, required compressing 52 tapes of computer-generated music into a two-track stereo.

"The "HPSCHD" is a logarthmic" to describe the growth of cassettes in industrial fields. "At Tono-Tapes we have 40 people working two eight-hour shifts a day, and increasing-ly, we have been turning out cassette duplication. Right now 50 per cent of our duplicating is for industrial use by firms which use cassettes for sales training and commentary."

Studiap Sport

The growth of independent recording studios has spurred competition, and only brought by the switch from using jingles in advertising to using more compatible music to create commercials, he said. "Our facilities have been booked solid for the past five years, causing many business men to go out of Chicago. Now, with more studios here, and with our own added capacity, Chicago is generating a tremendous amount of recording activity and rivaling Nashville in the number of sessions."

Universal was the first here to offer the full MM 1000, Clapper said, describing the unit as being capable of accommodating 8-, 16- and 24-tracks through the addition of components. Universal added the 8-, and 16- and 16-track production, but its real breakthrough has been through developing a way to "patch" into the MM 1000 from small studios that can offer rates as low as $25 an hour. "

"The MM 1000 offers tremendous flexibility and has allowed us a new philosophy. For example, the echo effects and equalization can be added. Working from the small studio the engineer can read the tapes on the MM 1000 over television. In effect, the small studio becomes a full-size 16-track studio."

Universal hasn't received de-livers of imported television pre-sivision system but plans to have one installed very soon, Clapper said.

Costs Boosted

The tremendous strides in recording studio technology has boosted the costs of studio time and this has been aggravated by increased wage demands on the part of musicians and engineers in recent months.

"This is part of the reason independent recording studios may have to organize. With all the increased costs how can the independent studio compete with the major labels that operate their own studios and can allow artists to work for as much as a month on one album? The major label doesn't depend on a studio to pay its way but the independent studio must depend upon rental fees to sustain all the costs of the studio and yield a profit.

"An organization of independent studios could perhaps approach many mutual problems. Currently, there is no organization to which they can turn."

"A veteran member of the National Academy of the Recording Arts and Sciences (NARAS), and the Chicago NARAS at one time, Clapper said that his independent recording studio in Chicago is one of the few that serves their special needs.

"NARAS cannot be considered a commercial organization or the Society of Recording Engineers doesn't exactly embrace all the areas of the independent studios either."

CHICAGO — Although in-dendent recording studios have enjoyed phenomenal growth in recent years, widespread use of contemporary music in advertising has made survival in the face of increasing costs may force them to form a national association. This is the view of A. B. (Bernie) Clapper, whose studio here has recently developed a service to provide low-cost studios served by a centrally located control room offering 8- and 16-track facili-ties.

Clapper pointed out last week that his firm, Universal Recording Corp., offers more varied services than any other facility in the Midwest. He also said that because of other, expanding studio operations, Universal has been forced to remain in Chicago and that as a result this city is challenging Nashville in terms of the number of recording sessions.

A 23-year-old firm, Universal is involved in a variety of services including making available facilities to record performers and jingle writers, record companies, independent producers and recording companies, and through its Tono Tapes division, providing duplicating for cassettes, 4- and 8-track CARtridges.

Universal's expansion has been in directions exhibiting unparalleled growth. "We just recently completed a recording on Noneuchev involving the computer-generated composition of John Cage and Lejaren Hiller. The recording, "HPSCHD," computer spelling for harpsichord, required compressing 52 tapes of computer-generated music into a two-track stereo.

"The "HPSCHD" is a logarthmic" to describe the growth of cassettes in industrial fields. "At Tono-Tapes we have 40 people working two eight-hour shifts a day, and increasing-ly, we have been turning out cassette duplication. Right now 50 per cent of our duplicating is for industrial use by firms which use cassettes for sales training and commentary."

Studiap Sport

The growth of independent recording studios has spurred competition, and only brought by the switch from using jingles in advertising to using more compatible music to create commercials, he said. "Our facilities have been booked solid for the past five years, causing many business men to go out of Chicago. Now, with more studios here, and with our own added capacity, Chicago is generating a tremendous amount of recording activity and rivaling Nashville in the number of sessions."

Universal was the first here to offer the full MM 1000, Clapper said, describing the unit as being capable of accommodating 8-, 16- and 24-tracks through the addition of components. Universal added the 8-, and 16- and 16-track production, but its real breakthrough has been through developing a way to "patch" into the MM 1000 from small studios that can offer rates as low as $25 an hour. "

"The MM 1000 offers tremendous flexibility and has allowed us a new philosophy. For example, the echo effects and equalization can be added. Working from the small studio the engineer can read the tapes on the MM 1000 over television. In effect, the small studio becomes a full-size 16-track studio."

Universal hasn't received de-livers of imported television presivision system but plans to have one installed very soon, Clapper said.

Costs Boosted

The tremendous strides in recording studio technology has boosted the costs of studio time and this has been aggravated by increased wage demands on the part of musicians and engineers in recent months.

"This is part of the reason independent recording studios may have to organize. With all the increased costs how can the independent studio compete with the major labels that operate their own studios and can allow artists to work for as much as a month on one album? The major label doesn't depend on a studio to pay its way but the independent studio must depend upon rental fees to sustain all the costs of the studio and yield a profit.

"An organization of independent studios could perhaps approach many mutual problems. Currently, there is no organization to which they can turn."

"A veteran member of the National Academy of the Recording Arts and Sciences (NARAS), and the Chicago NARAS at one time, Clapper said that his independent recording studio in Chicago is one of the few that serves their special needs.

"NARAS cannot be considered a commercial organization or the Society of Recording Engineers doesn't exactly embrace all the areas of the independent studios either."

Iconic曾经说过：“音乐是一种魔力，它能够跨越语言和文化的界限，将人们团结在一起。”同样，音乐也是连接人们心灵的桥梁。无论是流行音乐、古典音乐还是民族音乐，它们都承载着不同的故事和情感，让我们共同享受音乐带来的美好体验。
Marty Robbins' newest album, "It's a Sin," has been a long time coming. We know that a lot of people have been waiting with great patience to get his original hit versions of both It's a Sin and You Gave Me a Mountain on an LP. Especially since You Gave Me a Mountain was written by Marty and has been recorded by so many of today's artists. "It's a Sin" also contains Marty's newest single, I Can't Say Goodbye, plus eight more new songs. All in all, the album makes a really strong impression. But then, it's what most people expect from a man with Marty Robbins' reputation for being one of the great singers of our time.

ON COLUMBIA RECORDS
FM'ers Rocking the AM Boat
By CLAUDE HALL

NEW YORK — FM radio stations, once considered white elephants, are now spreading and, in many cases, providing competition to AM radio stations. An example here is WOR-FM, which has virtually knocked off WMCA with its Top format, and WABC, even though achieving its highest rating in history in a recent Pulse audience survey, has begun to counter-program against WOR-FM.

WOMD-FM, using a Top 40 format that hinges largely on oldies, is providing strong competition to local rock 'n' roll outlets in Washington.

One general manager, who directs both an AM and an FM station in a major market, admitted last week that his FM station is very close to over-comming his AM operation. Another manager-Jim Hilliard of WIBC and WNAP-FM in Indianapolis, where any broadcaster now making money with his FM station is "just a rock 'n roll" station, is seeking a Top 40 format revolving around 80 per cent singles and 20 per cent album cuts with strong personalities, to lambast WABC in the morning, WOR in the afternoon, and Hilliard, who once stated: "Rock, as we know it, is dead." is in the black with WNAP-FM, which is tightly formatted. He attributes part of the success of the FM station to lower overhead, but also the personality element of the staff and a wider playlist.

In a sense, this is a key to most of the success of FM today. It's true that FM stations can get into the black with a classical music or easy listening format, but generally only over a period of years. Progressive rock, which has the key to a different audience other than AM's, is also making a splash. WABX-FM in Detroit and WNEW-FM in New York are the two leaders in this format. Now, however, many other FM stations are going ordinary and are becoming Top 40 formatted stations. Their special appeal is twofold. For one thing, there has been a decided trend in the past year or so toward non-personality Top 40 radio among AM stations; these stations allow only time and temperature announcements and the playlists are extremely tight.

Listeners seeking a little more personality or a little more variety in the music are turning to the new wave of FM stations.

The success of WOR-FM in New York obviously centers on heavy use of old records, but in Indianapolis, WNAP-FM gives ample exposure to new, untried products. Last week was a period when this was going on around 80 per cent new and 20 per cent album cuts. WNAP-FM, we are told, is similar to WABC and WOR in the format and is also doing well.

Radio-Programming
Forum Liftoff Near — Space at Premium

Other representative firms which have been instrumental in shaping the direction of the Forum are Katz and Blair. Jim Greenwald, vice-president of Katz, will be a chairmain; Dave Klemm of Blair will be one of an outstanding slate of 37 speakers, including Whitney Young, executive director of the National Urban League, who will speak on the "Growing Significance of Community Involvement for Radio—Programs of Action."

Kenny Donnelon of Katz contributed immensely in promoting the "Sounds of the Times" exhibit to radio time buyers on Madison Avenue. Many other radio representative executives have contributed time and advice.

The Forum is drawing registrations from all over the U.S. and the Far East countries, Tokyo and Mexico. Although many of the nation's leading program directors have registered, a good number of those attending this year are station managers and radio announcers.

"The Sounds of the Times" exhibit is an unprecedented sounds of more than two dozen leading radio stations in all formats, until 3 p.m. June 19. The sound system was installed by North American Phillips Co.

For further details, call the educational consultant for the organizer of the meeting, at 216—687-5523.

TV REVIEW
Cash in the Money With Debut Show

NEW YORK—Punch, power and identification were the three strong factors that Johnny Cash presented on his first ABC-TV network show June 7. Although the motif was country, Cash reached out to establish communication with all ages and all music fans. Passing off most of his hits in medley form, he made way for Bob Dylan, Joni Mitchell, and Doug Kerrshaw.

Dylan performed two solos—including "I Been Living the Blues"—then joined with Cash for a duet that was obviously more historic than meritorious; yet the unrehearsed quality added a spontaneity and sense of appeal.

Cash's highlights were "Don't Take Your Guns to Town," one of the tunes he did all the way through—and "It Ain't Me, Babe," which he performed with June Carter. "Daddy Sang Bass" also came in for outstanding treatment.

Joni Mitchell, backed by her guitar, sang her hit "Both Sides Now," then teamed with Cash for "I Still Miss Someone, " an old Cash tune. Kernshaw revealed both a mod appearance and a groovy singing style that teens could identify with as he came on strong with "Louisiana Man," backing himself with fiddle-playing right out of the bayous.

The blending of folk and country music went extremely well. The only out-of-place factor in the show was comedian Fannie Flagg, obviously an attempt by some producer to appeal, with little effect to Madison Avenue. Otherwise, the show was polished, and enjoyed—CLAUDE HALL

Tommy' Gets Full Play

NEW YORK — At least 25 radio station, most of them FM operations, have played the Tommy Dorsey album recently. Who front-to-back, according to reports from the field promotions engineer, Al Green. The stations range from WNEW-FM here to KEY-N-FM in Wichita, KAAY in Little Rock, WIZE in Providence, WJZ in Miami, WTMQ in Atlantic, and KDWB-FM in St. Paul. The two—album set, which runs an hour and 40 minutes, has already been certified by the RIAA as a million-dollar album just three weeks after its release. Decca recently issued a special package of four singles strictly for Top 40 radio play.

JUNE 21, 1969, BILLBOARD
BACK BY POPULAR DEMAND!!

The ALL Market Sound of

the Nashville Brass

featuring Danny Davis

‘KAW-LIGA’

RCA 74-0177

A Smash Single and Fantastic Album

For eight months now, the totally different sound of the Nashville Brass has captivated listeners from coast to coast, while garnering fantastic exposure on radio stations of many and diverse formats. Suddenly, in the midst of a country music-explosion, there came a sound that knew no boundaries. Top 40 stations found a place for the Nashville Brass in their play lists as readily as the country outlets.

Once you hear it, you’re hooked. The bridge that the brass built has been crossed by music lovers from all walks of life—from the loyal followers of the Grand Ole Opry to the members of the “turned on” generation. Putting it plainly, everybody loves it.
Nancy Wilson, George Shearing, Sandler and Young. Always an encore performance. A people-jazz, where the people are, performance. Now, performing for
POSITIONS OPEN

No. 1 rated station in top-30 market seeks experienced news director. Must understand "Top-40" type of hard, bright, three-year-old material. Excellent opportunities at WPDQ in Orlando, Florida. Send resume to program director, Hearst-Emery Mutual Broadcasting Co., 165 W. 46th St., New York, N. Y. 10036.

MVP-1: Chicago, Ill. 60611. 50,000 watt AM station. Program director position open. Must have been in management position. Experience in Top-40, MOR or Rock. Contact program director, Civic Broadcasting Co., 1140 S. Independence Ave., Indianapolis, Ind. 46202.

WSPR, Springfield, Mass., has open position for program director. Must have MOR type of soft music and chat. Send tape and resume to program director, Jim Stagg, WJPS, 1469 Main St., Springfield, Mass.

WNYA, Rochester, N. Y. 14602. Needs news director. Must have experience in news management. Send resume to program director, Bob Smith, WNYA, 4700 Atlantic Ave., Rochester, N. Y. 14615.

KSTF, 1280, Elkhorn, S. D. 57730. Region manager for Top 40 to 60s on in medium market. Experience must be in middle America. Send resume to program director, Jack Allee, 1635 Broadway, New York, N. Y. 10036.

First ticket needed for WEZL, Atlanta, Ga. 30303. Station needs a DJ for Top-40 show on late nights. Must have Top-40 experience. Contact program director, Chuck Madigan, 1635 Broadway, New York, N. Y. 10036.


WJPS, Springfield, Mass. Needs a DJ for Top-40 format. Must have MOR type of soft music and chat. Send tape and resume to program director, Jim Stagg, WJPS, 1469 Main St., Springfield, Mass.

First phone, no maintenance men, is seeking someone for a Top-40 AM position. Must have Top-40 experience. Send resume, etc., to program director, Charlie Chandler, KROW, 200 9th St., Boise, Idaho 83702.

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Ex-Deeke employees and base radio people are needed. We are seeking someone to fill the position of record director. Located in the No. 1 city. Tape and resume in confidence to WBSL, 1121 Meridian St., Indianapolis, Ind., 46202.

Jerry Bright, 25, year-old former DJ from KMOX in St. Louis, Mo. Has been in the business for four years. Contact program director, Bob Smith, WNYA, 4700 Atlantic Ave., Rochester, N. Y. 14615.

KENO Radio, New York, N. Y. 10036. Needs someone with a personality. Pay is good. Working conditions are excellent. Send resume to program director, Jim Yost, 2511 Kibby Road, Huntington, W. Va. 25701.

Young, bright-minded personality, age 25-30, for top position with MOR station to direct news and do production. Must have first phone, no maintenance men, and a desire to "live radio." Send resume to program director, John Goodwin, 2009 86th St., New York, N. Y. 10036.

WJPS, Springfield, Mass. Needs a DJ for Top-40 format. Must have MOR type of soft music and chat. Send tape and resume to program director, Jim Stagg, WJPS, 1469 Main St., Springfield, Mass.

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TOP 10

1. "I'll Be Your Man," The Beatles
2. "hangin' on noon -6
3. "Blues at Midnight," Rick James
4. "Sittin' at the Boombox," Pat Benatar
5. "Brand New Me," Roberta Flack
6. "I Can't Help Myself (Sugar Pie, Honey Bunch)," Four Tops
7. "No One Loves Me," The Osmonds
8. "Theme from Saturday Night Fever," John Travolta
10. "Theme from Saturday Night Fever," John Travolta

COUNTRY

1. "I'll Be Your Man," The Beatles
2. "hangin' on noon -6
3. "Blues at Midnight," Rick James
4. "Sittin' at the Boombox," Pat Benatar
5. "Brand New Me," Roberta Flack
6. "I Can't Help Myself (Sugar Pie, Honey Bunch)," Four Tops
7. "No One Loves Me," The Osmonds
8. "Theme from Saturday Night Fever," John Travolta
10. "Theme from Saturday Night Fever," John Travolta

RHYTHM AND BLUES

1. "I'll Be Your Man," The Beatles
2. "hangin' on noon -6
3. "Blues at Midnight," Rick James
4. "Sittin' at the Boombox," Pat Benatar
5. "Brand New Me," Roberta Flack
6. "I Can't Help Myself (Sugar Pie, Honey Bunch)," Four Tops
7. "No One Loves Me," The Osmonds
8. "Theme from Saturday Night Fever," John Travolta
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PROGRESSIVE ROCK

1. "I'll Be Your Man," The Beatles
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3. "Blues at Midnight," Rick James
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OTHER PICKS

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8. "Theme from Saturday Night Fever," John Travolta
10. "Theme from Saturday Night Fever," John Travolta

BIG BANDS

1. "I'll Be Your Man," The Beatles
2. "hangin' on noon -6
3. "Blues at Midnight," Rick James
4. "Sittin' at the Boombox," Pat Benatar
5. "Brand New Me," Roberta Flack
6. "I Can't Help Myself (Sugar Pie, Honey Bunch)," Four Tops
7. "No One Loves Me," The Osmonds
8. "Theme from Saturday Night Fever," John Travolta
10. "Theme from Saturday Night Fever," John Travolta

DANCE DIVA

1. "I'll Be Your Man," The Beatles
2. "hangin' on noon -6
3. "Blues at Midnight," Rick James
4. "Sittin' at the Boombox," Pat Benatar
5. "Brand New Me," Roberta Flack
6. "I Can't Help Myself (Sugar Pie, Honey Bunch)," Four Tops
7. "No One Loves Me," The Osmonds
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10. "Theme from Saturday Night Fever," John Travolta

When answering ads... Say You Saw It in Billboard.
Radio-TV programming

FM'ers Rocking the AM Boat

Continued from page 44

...things to happen to the American radio scene in history. The music of our country is the music of the world and it is becoming the one true element of truth in public media. So many fine writers saying so many things that never have been said before speaks highly of the chances for our society in the future.

KTHC-FM in Portland, Ore., is doing quite well, reports John N. Callett, program director of the AM sister station of KGW. KINK-FM, managed by John David in Portland, Ore, is launching a progressive rock program as an experiment June son, but is "expecting such good response, plans are already being laid for expansion."

KINK-FM started out supported largely by record company distributor advertising. Now, however, local stores and chains such as the McDonald's hamburger outlets are realizing the effectiveness of FM advertising. It's clear that FM is not only an established medium - there were 19 total shares on FM in the evening in a recent Pulse audience rating survey - but growing. The National Association of Broadcasters stated recently that about seven out of every 10 FM stations with AM affiliations now offer separate programming on either a full schedule or for at least half of their broadcast time. Charles M. Stone, NAB vice president for radio, said more than half of the FM stations providing independent programming do so for at least 90 percent of the time they are on the air. And more than half are in stereo. An overwhelming majority of those who stereocast, said Stone, "85 percent offer stereo programs during 75 to 100 percent of each broadcast day."

Whether classical music, easy listening, Top 40 (or its grandchild - the progressive rock format), FM is here. Jim Hilliard says, "FM is a winner. Anybody letting their FM station die is crazy."

Baez Garden Concert Aug. 8

NEW YORK - Sid Bernstein is mapping plans to present a Joan Baez concert at Madison Square Garden on Aug. 8. Bernstein, who presented the Beatles at Shea Stadium a few years ago, has been engaged recently in managing such groups as the Rascals, Kinks, the Critters, P. F. Sloan and the Fuzzy Bunnies.

Also, Bernstein plans to launch a series of Rascals' concerts around the nation and in Puerto Rico and Mexico City. Bernstein, with the aid of Billy Fields, has been expanding the management side. He also manages the Brass Buttons, Warren Marley and the Ten Wheel Drive with Genya Ravan.

KHJ has not added any immediate new personalities to its line-up despite the Steele and Morgan splits. Its regular weekly line begins at midnight with Johnny Williams, followed by Charlie Tuna (in the wakeup time), Sam Riddle and Bill Wade.

The ultimate decision as to who gets any new KHJ positions belongs to programmer Bill Drake.

The charts tell the story - Billboard has THE CHARTS

JUNE 21, 1969, BILLBOARD
May We Refresh Your Memory?

"MOMENTS TO REMEMBER"
by The Vogues
On Reprise single 0831
Produced by Dick Glasser
Letters To The Editor

This note is to comment on the recent Newsweek article on Janis Joplin and to bounce around some of the thoughts that came into my head while reading it.

I was interested in the comments of one of the groups that related airplay to record sales and stated that a group needed a "hit record" to make the group a financial success. Then the article went on to comment on how much Columbia Records shells out to sign new artists.

I think all of this is especially interesting, inasmuch as Columbia and most of the other "major" labels service us with one, repeat one, copy of each LP release. Additionally, if I order replacement copies for records that are worn or scratched, I must pay anywhere from $1 to $1.50 per copy.

I think this is rather short sighted thinking on the part of the label, to say the least. Let me give you an example of what I'm talking about and again let me "pick-on" Columbia. The second Blood, Sweat and Tears LP has brought that group to the attention of many record buyers who were not really that aware of them before. Consequently, there are requests for airplay from the older album as well as the first and renewed sales on the first LP. I used this instance as an example and it's no secret that this has been true of other artists in the past. It's also obvious that a hit album has a lot longer life than a hit single.

All of this is leading to one point: If I headed a major record company, unless I could supply stations with a virtually indestructible record album, it would be my pleasure to regularly re-service all without being asked to do so. I think my point is especially valid in regard to "progressive rock" FM stations. Not only are we programming exclusively pop albums buyers, but our format is gaining new listeners, hence new potential buyers, every day as evidenced by the rating trends in nearly every market that has well programmed "FM Rocker." Larry Mitchell Program Director KSEO-FM San Jose, Calif.

Transcon Opens Seattle Distrub

SEATTLE—Transcontinental Distributing Corp. has opened here with Jerry Dennon, general manager, and Carl Sparhawk, operations manager. Transcon already owns the Tip Top rack operation here.

Dennon is looking for record lines. He continues to operate his own Jerden Productions, which circulates pop music records for record company distribution. The new distributorship is located at 9860 40th Avenue South.

It's NAMM in BILLBOARD JUNE 28

In Chicago—

Booth No. 10 West Hall

Conrad Hilton Hotel

June 22-26 ... Visits Us

Monica, Martel Set Up Complex

NEW YORK—Comedian Corbett Monica and theatrical manager Kenneth F. Martel have formed a partnership in a new entertainment complex, Taurus International, Ltd.

Martel, president of the organization, describes Taurus as a multifaceted firm concentrating on entertainment complex, Taurus International, Ltd.

The complex's offices here are at 39 West 55th Street, and Martel plans to open offices on the West Coast in the near future.

Bank Offers LP In Alpert Drive

LOS ANGELES—Bank of America is issuing a premium album to coincide with NBC-TV's Herb Alpert special Oct. 29, sponsored by its BankAmerica division.

The LP will feature Herb Alpert and the Tijuana Brass and other A&M artists. Bank of America is ordering about 1 million copies of the premium package to sell for $1 at the bank's 950 branches in California, New York and in Europe. The premium package will be offered at the bank's 31 military locations.

TAILOR OFFERINGS

If you have a program suitable for: CONVENTION FUNDRIES WOMEN'S, MENS or SERVICE CLUBS HIGH SCHOOL FORUMS Here is your opportunity to audtion before National Bureau Managers and Program Chairman attending THE INTERNATIONAL PLATFORM ASSOCIATION July 21-23, Washington, D. C. whose members are involved in over 60,000 such program yearly. All applications must be in as soon as possible, as the number of auditions is limited. For information write: C. T. Moore President THE INTERNATIONAL PLATFORM ASSOCIATION 300 Madison Ave. Cleveland Heights, Ohio 44106

RICH LITTLE pays tribute to JAMES STEWART BRIDWELL SHOW FRIDAY

"Rich Little's Broodway." Kerr Records Inc. 999 N. Doheny, L.A. 90069 Distributed in Canada by ECA

when answering ads ... Say You Saw It in Billboard

JUNE 21, 1969, BILLBOARD
<table>
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<tr>
<th>City</th>
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<tr>
<td>ATLANTA, GEORGIA</td>
<td>Mainline Record Dist. Co.</td>
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<td>BOSTON (WOBURN), MASS.</td>
<td>Transcontinental Dist. Co.</td>
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<tr>
<td>CHARLOTTE, NORTH CAROLINA</td>
<td>Bib Record Dist. Co.</td>
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<td>CHICAGO, ILLINOIS</td>
<td>All State Record Dist Co.</td>
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<td>CINCINNATI, OHIO</td>
<td>Supreme Record Dist. Co.</td>
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<tr>
<td>CLEVELAND, OHIO</td>
<td>Mainline Record Dist. Co.</td>
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<td>DALLAS, TEXAS</td>
<td>B &amp; K Record Dist. Co.</td>
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<td>DENVER, COLORADO</td>
<td>Action Record Dist. Co.</td>
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<td>DETROIT, MICHIGAN</td>
<td>Jay Kay Record Dist. Co.</td>
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<td>EAST HARTFORD, CONN.</td>
<td>Seaboard Record Dist.</td>
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<td>HONOLULU, HAWAII</td>
<td>Microphone Music</td>
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<td>LOS ANGELES, CALIFORNIA</td>
<td>California Music Record Dist.</td>
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<td>Tell Music</td>
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<td>MEMPHIS, TENNESSEE</td>
<td>Music City Record Dist.</td>
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<td>MIAMI, FLORIDA</td>
<td>Music Sales Dist. Co.</td>
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<td>MINNEAPOLIS, MINNESOTA</td>
<td>Heilicher Bros.</td>
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<td>NASHVILLE, TENNESSEE</td>
<td>Music City Record Dist. Co.</td>
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<td>NEWARK, NEW JERSEY</td>
<td>Essex Record Dist. Co.</td>
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<td>NEW ORLEANS, LOUISIANA</td>
<td>All South Dist. Corp.</td>
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<td>NEW YORK, NEW YORK</td>
<td>Dome Dist.</td>
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<td>PHILADELPHIA, PENNSYLVANIA</td>
<td>David Rosen, Inc.</td>
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<td>PITTSBURGH, PENNSYLVANIA</td>
<td>Hamburg Bros.</td>
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<tr>
<td>SAN FRANCISCO, CALIFORNIA</td>
<td>H. R. Basford Dist. Co.</td>
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<tr>
<td>SEATTLE, WASHINGTON</td>
<td>Fidelity, Record Dist. Co.</td>
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<td>ST. LOUIS, MISSOURI</td>
<td>Commercial Record Dist.</td>
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<tr>
<td>WASHINGTON, D.C.</td>
<td>Schwartz Bros.</td>
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**GRT RECORDS**
9000 Sunset Blvd.,
Los Angeles, Calif. 90069

Recordings:
- *Try A Little Tenderness* by the Yokohama Knights
- *Yokohama Flower Girl* by a Man and a Woman
- *Wichita Lineman*
- *Shadows of Your Mind*
- *Time For Us (Love Theme from Romeo & Juliet)*
- *Will You Be Staying After Sunday*
- *More Today Than Yesterday*
- *By The Time I Get To Phoenix*
We can make you No. 1
(with our “we care” package)

AMPEX is the No. 1 name in pre-recorded stereo tape!

And in cassettes, there’s just no doubt about it. Sure, we’re proud of being No. 1. But the important thing is making YOU No. 1. We care about you. After all, you’re the reason why we’re where we are today!

We know this business of selling cassettes inside and out, and we want to give you everything it takes to sell more and more stereo tapes...everything you need to be No. 1 in Sales and Profits!

How? Listen to our “We Care” package—a dynamic merchandising program that’s loaded with all kinds of sales power.

We’ve got the world’s largest selection of cassettes and microcassettes—from more than 65 different recording labels. Everything from soul to soundtracks! Of course, we’ve got it all on open reel, and 4 & 8 track cartridges, too.

But that’s only the beginning. We can put you in the cassette business now with our innovative cassette display racks...the famous BD 120 and BD 480, exclusively from Ampex Stereo Tapes. These pilfer-proof carousel cassette units let you stock and display cassettes right in front of your customers with just minimal floor or counter space.

And then, to put your customers in the buying mood, we give you colorful window banners, artist posters, mobiles, label catalogs and other dynamic point-of-purchase materials. All designed to stimulate impulse buying.

Our “We Care” program doesn’t stop there. We’re telling millions of consumers, month after month, the exciting Ampex Stereo Tapes story with national consumer advertising in PLAYBOY, in LOOK, in STEREO REVIEW, HI-FIDELITY, teen and campus publications, and on AM and FM radio.

And on top of all this, a real special “We Care” sales stimulator—our big new 1969 Ampex Stereo Tapes Catalog—a complete listing of over 5,000 albums. Pop, rock, folk, jazz, soul, classical, showtunes and spoken word. Whatever kind of music turns them on...Ampex has it all, and it’s easy to find, easy to buy...the Ampex way!

All this “Care” is specially created to make you No. 1. You see, you’ve got a good thing going when you go with Ampex: the product, the promotions, the merchandising, the advertising, the service, and the No. 1 name in the industry!

Ask your local Ampex Stereo Tapes distributor for our special “We Care” cassette promotion. And stop in and see us at the C.E.S. Show, New York Hilton, Gramercy Suite, June 15th-18th. Find out how much we care.
JOSE FELICIANO—To Be Continued

Miss Baez is an artist of strong conviction. This album, "Lady Madonna," is her latest expression of those convictions. She has added an orchestral section to the opening track, "Hymn of Peace," to his recent hit "Who's Gonna Buy a Heart?" at age 23, however, that make the seat a winner. Included are such favorites as "We Shall Overcome," "Rudio's Tune," and "You Don't Know." The performance is sweet and intimate. Not only will it attract her numerous fans, it is also a testimony to her great talent.

GEOFFREY SATO—Young

NANCY WILSON—Son of a Preacher Man

This album offers a new dimension of Wilson's talents. She has added to the structure chief of five performers. Her voice is still the driving force of the song, and she has also sought the right kind of backing. Her vocal is "Ain't No Mountain High Enough," and "Next Time I Fall."

POPS

STEVE MILLER BAND—Brick by Brick

This album is a strong complement to their earlier work. It contains the hits "Babylon," "Space Cowboy," and "Grow Old with Me."

VARIOUS ARTISTS—Rock's Greatest Hits

This is a solid sales winner in this potent pack. Much of it contains a frequent flier as some of the hottest hits over the past few years. Twenty top hits and at a low price...

PAPERS

SANDERS & YOUNG—Pretty Things Come in Tosses

This single-flavored collection of Love songs is sure to have a large appeal. The songs are "Tell Me What You Want," and "I'll Never Love Again."

ROCK & ROLL

THE NASHVILLE BRASS

Featuring DANNY GIBBS

Playing Nashville Sounds

This is a super-ambient classic, "Yakety Axe.

RIPE Libery CHORDS OF NASHVILLE

Buck Owens went with a lightweight approach to his latest release. "Toes on the Ground," among others.

COUNTRY

BUCK OWENS IN LONDON—Capitol ST 232 (S)

Recorded "live" at the London Palladium, this will prove to be one of Buck's biggest. It contains the hit parade performances of this country giant while offering a great sense of musical, during which Miss Baez is the usual turf for this group. Among the finest highlights in this album is the keynote for the Steve Miller Band, which will be a hit. This trio combines the talents of three stellar musicians: David Crosby, Steve Stills and Graham Nash. Formerly of the Byrds, Buffalo Springfield and the Hollies respectively, Crosby is a fine vocalist and producer, and Nash is a multi-award-winning vocalist, as well as the extended "Tears of Blue Eyes" and "Mandolin Blues" were among the standouts.
NOW NEW YORK'S BIGGEST LITTLEST SWELLEST MUSICAL HIT IS AN ORIGINAL CAST ALBUM ON COLUMBIA RECORDS.

"A REAL WINNER, A LITTLE GEM OF A MUSICAL"
Clive Barnes, New York Times

"BIGGEST HIT OF THE SEASON"
Newsweek

"INGENIOUS"
Time

"BEST SHOW OF THE SEASON"
Look

"ONE OF THE MOST BEAUTIFUL MUSICALS OF MANY, MANY SEASONS"
Judith Crist, NBC Today Show

The San Francisco company of "Dames At Sea" opens at the Hungry I, June 25
Soul Sauce

SOUL SLICES: No names, but reliable soul sources tell of the Temptations' splitting from Motown to join forces with a hot R&B producer Guy Draper to form their own record company. According to reports, two Temps have already signed up for the big break and are awaiting the others, as the top pop-soul group gets ready to go independent with the Curtis Mayfield line-up and top songwriters. . . . The Impressions lost a chance to fill in for the Fifth Dimension at the Americana Hotel's Royal Box, Saturday (7), when Curtis Mayfield came down with a sore throat. The group had bought $2,500 worth of new clothes for the date. . . . Aretha Franklin's sister, Erin and Carolyn, are due back from their tour of clubs and camps in Germany. . . . Motown's Chuck Jackson appeared on the Flip Wilson-hosted "Johnny Carson Show," Monday (9), and will reappear in July. . . . Mayor Lance now on Dakar with "Follow the Leader." . . . Ike & Tina Turner product is flooding the market, as the newest wave brings Pompeii into the picture with "Cussin', Cryin' and Carryin' On." Blue Thumb has chipped in with "The Minotaur," while Minst has contributed a live album featuring the duo with the Barrets. Their latest Minst single is "I Wish It Would Rain." . . . Flip Wilson will celebrate June with a two-week engagement at the Royal Box, Monday (16), an appearance on the "Ed Sullivan Show," Sunday (22), and a show at the Central Park Music Festival on Monday (30), Wilson, along with Bill Cosby and Richie Pryor, are also doing their first television appearance this summer. . . . Curtis Mayfield, Capitol artist, has recently been chosen one of the Schaeffer Talent Hunt winners for '69. Her latest single, already making a hit, is "The National Anthem of Soul." . . . A letter from a college deejay to Columbia's John Hammond has sparked a reprise of Robert Johnson's "King of the Delta Blues" album. It's Hammond's favorite blues LP. . . . Atlantic's Freddie Hubbard opens at Slug's in the Lower East Side, Friday (18). . . . His current Mercury album is "Concerto in Johnny B. Goode." . . . From the O'Jays: "One Night Affair" on Neptune. . . . In the rock house. His latest Mercury album is "Concerto in Johnny B. Goode." . . . From the O'Jays: "One Night Affair" on Neptune. . . . Specialty Records, the r&b and gospel label which has been silent for more than 10 years, has been reactivated and will feature new product as well as catalog goodies from Little Richard, Sam Cooke, Lloyd Price, Larry Williams, Gator Slim, the Pilgrim Travelers, Ray Millen and Joe Liggins, with White Whale's Jerry-O leaves in July for a two-week tour of Europe.

* * *

TID-BRITS: The "Cavalcade of Gospel Music" comes to Madison Square Garden, Sunday (22), and with it, the Edwin Hawkins Singers, whose "Oh Happy Day" is now music history. Also appearing are . . .

(Continued on page 60)

WATTS SUMMER FESTS SEEKING DISK TRADE HELP

LOS ANGELES—Tape retailer Al Broskty and broadcaster Jim Randolph are lining up talent for the fourth annual Watts Summer Festival concert programs, Aug. 8-9. They are asking record companies to help in lining up rhythm and blues and jazz acts for the two concerts which are scheduled for the Sports Arena.

A third concert, to spotlight gospel music, is being discussed for Sunday (10). Broskty, a businessman in the South Central section of town (Al & Ed's Big Sound Corner) and Randolph, an official of Tracy Broadcasting, which owns KGJF, this city's leading R&B station, are hoping to obtain nine acts for each of the concerts. Artists are being asked to donate their services gratis, with all proceeds from the festival week (4-10) going to build a children's daycare center.

Al & Ed's will install a music playback system in Will Rogers Park where other festival activities will take place. The store will obtain music from record companies which will be played as background sound for the booths and concessions.

In previous years, live talent shows were held at a number of locations in the Watts community. Each year top names donate their services.

JUNE 21, 1969, BILLBOARD
OVER 350,000 SOLD!

"ABRAHAM, MARTIN AND JOHN"

THE INCREDIBLE

MOMS MABLEY

72935

Produced by Barry Oslander

from the Mercury Record Corporation family of labels

MERCURY • PHILIPS • SMASH • FONTANA • LIMELIGHT • BLUE ROCK • WING
Beatles' Movie at Honolulu Fest

HONOLULU—The Beatles' "Magical Mystery Tour" film will be shown as the highlight of the 12-hour Pleasure Fair, set for Friday (20) at the Waikiki Shell from noon to midnight.

Fair co-ordinator Jesse Sarber said the fair this summer will be the best ever organized. He expects at least 12,000 boys and girls to come to the fair.

Continuous rock music will be heard throughout the entire fair. The merchandise will consist of a variety of items, and at least four areas will be set aside for specific items. One of these will be the "Magical Mystery Tour" film, which is expected to attract at least 10,000 people.

Among the items available will be a wide selection of clothing, accessories, and souvenirs. There will also be a variety of food and beverage stands, including a coffee bar, a hot dog stand, and a variety of other food options.

The fair is expected to be a major attraction for visitors to Honolulu. The organizers are confident that the fair will be a success, and are looking forward to welcoming visitors.

Beatles' Movie at Honolulu Fest

CLYDE McPHERTER, long-time U. S. soul artist now living in England, is set to appear at the Beatles' "Magical Mystery Tour" film at the Waikiki Shell in Honolulu.

McPhatter, a well-known R&B and soul artist, is expected to make an appearance at the fair, where he will perform some of his classic hits. He is known for his smooth, soulful vocals and his ability to connect with audiences.

McPhatter's appearance is expected to be a highlight of the fair, and is sure to draw a large crowd. The Beatles' "Magical Mystery Tour" film is also expected to be a major attraction, with thousands of fans expected to come to the fair to see the film.

McPhatter is looking forward to his appearance at the fair, and is excited to share his music with the audience. He is a well-respected artist, and is sure to delight fans with his performance.

Beatles' Movie at Honolulu Fest

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Attend the 3rd Tape Cartridge Forum and Find Out...

August 3-6, 1969
Hotel Mark Hopkins, San Francisco, California

Another Major Industry Event From Billboard/Merchandising Week
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...AND "HEART AND SOUL" IS A DOUBLE HIT!

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HOT LINE RECORD DISTRIBUTORS
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AUDIO ARTS, INC./2552 WEST PICO BOULEVARD/LOS ANGELES, CALIFORNIA, 90006/(213) 386-6094
NEW YORK — The first 10 sets of the Los Angeles Philharmonic's International Opera Series offer much for the opera buff. Some of the main attractions are performances on Artia and Urania with the new series signaling a revitalization of the company's operatic material. The operas now are in Russian (Rimsky-Korsakov's "Sadko" and "Tzar Saltan," and Mussorgsky's "Khovanshchina," with two in Dutch (Dvorák's "The Devil and Kate" and Janáček's "Jenufa," the Vixen"), four in German (Wagner's, Verdi's, Puccini's "Fidelio," Flotow's "Martha," and Dvorák's "Rusalka"), and one in French (Massenet's "Werther").

"Tannhäuser" and "Sadko" each have two disks. "The Cunning Little Vixen" and "Scheukhounsky Fair" have two disks. The other packages each contain three records. The material ranges from a list of 2.98 to an L.P.

All the operas are in the original languages save "Tannhäuser," originally in Czech. This version was doubtless included in the package because of its availability in original stereo. "The Devil and Kate," "Jenufa," and "The Cunning Little Vixen" cast performing ably under Josef Keilberth. The key roles here are assigned to Elke Wirth, Erich Loske, and Gerda Sipkova. Miss Wirth leads the title role and bass Gottlob Frick, whose name is also used, leads the title role of "Trojic Troeschel in the title role and bass Gottlob Frick, whose name is also used, leads the title role of "Tannhäuser." Miss Wirth leads the title role and bass Gottlob Frick, whose name is also used, leads the title role of "Tannhäuser."

Among the other notable performances are those of the Vienna Symphony and the Orchestra of the Maggio Musicale Fiorentino in "Tannhäuser" and "Das Rheingold," the latter conducted by Herbert von Karajan. Other performances include those of the London Symphony Orchestra, the Berlin Philharmonic Orchestra, and the Vienna Philharmonic Orchestra. The low-price Wing line has a six-record version of the complete"The Bluebeard's Castle" of Bartok and a three-record version of "The Devil and Kate" of Janáček. The Label also has given tenor Alfons Seidel in the title role, baritone Karl Paul Pfeiffer in "Tannhäuser," and baritone Karl Paul Pfeiffer in "Tannhäuser.

Name performers also contribute to a top-notch "Martha," with E. Power Biggs as soloist, and a five-record set of Richard Strauss's "Salome," with soprano Maria Callas in the title role.

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III. Pinball Fight Delays Hearings

By EARL PAIGE

SPRINGFIELD, Ill.—A provision calling for state inspection and supervision of pinball machines started House judiciary committee passage last week of a Senate bill that would make illegal the operation of bingelike machines. At press time a second judiciary panel was scheduled at which proponents of the bill each expressed fears the amusement only rings a bell. On top of it, the provision for state control would be dropped out.

“We're in pretty good shape,” said Illinois Coin Machine Operators Association (ICMAO) executive director Fred Gain. “We've been down before and came back. It's a state-wide snooping service.”

“We have always been the biggest in the state,” said DeLorta, assistant vend manager, and Carl Williams, National Vending Corp., whose attorney, Tom Murthaugh III, said, “We're not creating a temperpest in a teapot? The law in Illinois has been fairly settled over the years. Local control has

French Firm Develops Jukebox/Pinball Unit

BY MIKE HENNESSEY

LYONS, France—Deventic, a coin machine company run by Rene Dedieu and Jean Verdrin in Lyons, has developed a special tape recorder for installation in pinball machines to produce a combined pinball-jukebox.

The recorder, trade-named Musmig, measures 10 x 6 x 4” and weighs about 11 pounds. It contains 50 selections and is connected up in such a way that when a coin is inserted in the

New Equipment

National Rejectors—Coin Changer

This new electro-mechanical coin changing mechanism from National Rejectors called Simpless V features a five-year warranty; nickel and dime payout chutes; versatile price setting by twisting a vending cam to set for 10, 15, 20, and 25 cents; fast change cycle reset for the next vend in 1/2 seconds; last coin payout; and protection against stringing and line-cordng. There are no solenoids, transistorized motors or circuit breakers. The unit is priced at $62.50.

June 21, 1969, Billboard

Resort Poses Challenge of ‘Short’ Route

By RON SCHLACHTER

ELDON, Mo.—The only provision calling for operating a music route in a resort area is that the season is too short, according to Gene Genert of Gene’s Music, a 10-year-old operation in the Lake of the Ozarks community.

“Our season starts the 1st of June and ends the 1st of September,” said Genert, “We have just about 100 days. The rest of the year is too short, we need some year-round entertainment.

“Most of the resort locations close up completely the 1st of November and our equipment stays there gathering dust. Really it works out quite well because you buy better equipment for the year-round location and put it away by twisting a vend cam.

4th Quarter '68 Jukebox Exports Up

WASHINGTON—Exports of U. S. made jukeboxes increased in dollar figures for the 3rd quarter of 1967 to $5,818,493 as compared with $4,710,769 in the last quarter of 1966. According to U. S. Department of Commerce reports, West Germany, Belgium, Italy and Canada were among the leading customers during the first half of 1968.

October exports amounted to $1,101,854 in 1968 as compared with $1,110,854 a year earlier.

Examples of export figures for jukeboxes during the first quarter of 1968: West Germany, $762,975; Belgium, $372,030; Japan, $349,440; Italy, $480,497; Canada, $413,312.

S. C. Operators To Myrtle Beach


Dinner, dancing and a floorshow will highlight the first day's events; luncheon and business meeting will be held on Sunday.

ROCK-OLA diplomas were awarded the above service technicians at the completion of a week-long school at Rock-Ola Manufacturing Corp., Chicago. Instructors consisted of William Findlay, phonograph field service engineer; William Wheatman, sound technician; Edward DeLorta, assistant vending manager, and Carl Williams, National Rejectors. Shown above (from left), Jerry Muschich, Michael Langelbehn, Dick Smith, Findlay, Burton Martin, Jerry Pedigo and Art Bailey. Receiving a diploma but not shown here was Claude Sauvageau, Montreal. The diplomas were signed by Dr. David C. Rockola.
**WILLIAMsons**

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**TOP EARNINGS**

**IN EVERY TYPE OF LOCATION EVERYWHERE**

WASHINGTON — Switzerland, West Germany, United Kingdom, Italy, France and Japan were among leading importers of U.S. amusement games last year, according to a report from the U.S. Department of Commerce. The report, a cumulative total covering the whole year, stated that $36,800,543 worth of games were exported. There were no comparison figures in the 1967 Commerce report.

The 1968 figures:

- Canada: $499,287
- Mexico: 71,786
- Panama: 124,620
- Bahamas: 15,037
- Jamaica: 17,911
- Barbados: 12,560
- Venezuela: 72,860
- Ireland: 20,394
- Sweden: 89,266
- Norway: 102,868
- Finland: 88,640
- Denmark: 5,273,803
- Ireland: 242,259
- Netherlands: 250,920
- Belgium: 3,912,941
- France: 5,547,627
- Germany: 7,955,720
- Austria: 479,576
- Spain: 13,180
- Portugal: 47,714
- Italy: 4,449,670
- Switzerland: 7,056,746
- Greece: 1,025,244
- Lebanon: 13,449
- Thailand: 6,718
- S. Vietnam: 211,375
- Philippines: 48,948
- Kenya: 99,969
- Peru: 1,899,870
- Japan: 2,052,902
- Nigeria: 3,482,837
- Australia: 265,293
- Libya: 1,609
- Nandi Island, Rep. of South Africa: 16,569
- Other countries: 133,171

**TOTAL** $36,800,543

**Short Route Problem**

- Continued from page 63

Older machines in the resort locations.

Gensert, who also owns two bars, operates in a 30-mile radius of Eldon. His 50 locations divide fairly evenly between summer and full-time operations. For programming, Gensert doesn't believe there is any major difference between the music tastes of the tourists and the local residents.

"I find that the locations fall into two major categories," said Gensert, who has been an operator for five years. "One is the younger crowd which I try to hold to rock and the other is taverns which are rather touchy. Some take half country and western and half rock but most of the taverns are strictly c&w. The age group that the tavern is catering to has a lot to do with it."

"When I set up a location, I ask what type of music they would like. Some come up with some weird ideas. I do try to mix in some standards. So far, I haven't had any complaints."

"My wife, Betty, and I, use Billboard's weekly charts to assist us in programming. We buy our records from Phil's One-Stop in Oklahoma City and they play the records on the phone for us. You really have to listen them because sometimes the artist and title mean nothing."

"I change records once a month and put on six to eight records each time. Consequently, you understand what you try to pick good records. We're reaching down for records that are just coming on the Hot 100. While larger operators change records more frequently, I am pretty much running the route myself. The locations seem to be satisfied."

---

**MOA Speech Gets Support**

CHICAGO — An increasing number of Music Operators of America (MOA) members are "muttering the courage" to deliver the association's "Jukebox Story" speech, according to executive vice-president Fred Granger.

At the recent Florida Amusement and Music Association (FAMA) convention in St. Petersburg, Granger and MOA president Howard Ellis asked for and received commitments from several operators to try out the speech. They include James Mullins, an MOA director from Long Key, an MOA member from Winter Haven; and A. W. (Buster) Fallin, a new member from Long Key.

Meanwhile, Bob Rondow, (Continued on page 76)
By far the best of the 160's

First it's a Wurlitzer 160 Selection Phonograph but foremost it's a Wurlitzer AMERICANA III with all the great features that have made this instrument such a tremendous money maker.

It will operate from most current 160 selection wall box models. No need to remove the present installation. No need to buy new boxes. No expensive rewiring.

If you want to pump new blood into old locations with 160 select on wall boxes—this is the PROVEN way to do it!
Bulk Vending News

Illinois Legislature to Decide Fate Of 2 Vending Bills: Tax & Security

By RON SCHLCACTER

CHICAGO—Illinois bulk vending operators are keeping a sharp eye on the progress of two bills now pending before the State Legislature in Springfield. One bill, which was recently introduced by Rep. C. L. McCormick (R., Vienna), would amend the sales tax acts to exclude from tax any sales through bulk vending machines as defined by the bulk vending machine definition established by the National Vendors Association (NVA). The two taxes in question are the Retailers Occupation Tax Act and the Use Tax Act. The other bill, which has been passed by the House and is now pending before the Senate, would amend the definition of burglary to include breaking into a vending machine with intent to commit a felony or theft.

Concerning the sales tax bill, Mr. Much, NVA counsel, said: "Right now, there's a tax of 5 per cent on all vending machine sales. At the same time, it is felt that the loss of revenue to the State would be relatively small with the elimination of this tax. Therefore, chances of ultimate passage are considered good, although the press of major revenue measures in Illinois this session, especially the proposed new income tax bill, may make the proposed legislation deferred to January 1969."

Much added that the NVA has polled all Illinois members and requested that they notify their legislators "to urge passage of this vital legislation." As for the burglary bill, Much said: "Passage this year is expected. Rep. Bernard McDvitt (R., Chicago), is the chief sponsor of one to two years in the penitentiary for violators."

Industry Leaders Celebrate Birmingham Vending's '38th'

BIRMINGHAM VENDING EMPLOYEES are shown here during the company's recent 38th anniversary celebration at its Birmingham, Ala., headquarters.

INDUSTRY LEADERS, representing various manufacturing companies were on hand to help celebrate Birmingham Vending's anniversary. Shown here, from left to right, are Ray Greiner, Northwestern Corp.; Harry Hurvich, Birmingham Vending; Bill Hamilton, Northwestern Corp.; Al Toranto, Birmingham Vending; Candy Eppy, Egg Charmes; Jane Mason, Leaf Brands; Max Hurvich, Birmingham Vending; and Margaret Kelly, Penny King Co.

Candy Sales Continue Up; 1c Items Dip

ChICAGO—Candy sales rose in 1968, reaching an estimated $1,705.7 million, and confectionery production rose to an estimated 3.794 billion pounds, according to a U. S. Commerce Department annual report released here during the recent 86th annual convention of the National Confectioners Association (NCA). A significant reversal of record sales was seen in the figures for penny candy, which dropped 10 per cent in value, based on 179 million pounds at $54 million and dropped 17 per cent in quantity. Candy sales rose 3.6 per cent over 1967's record figure of $1,654.5 million; production rose 0.6 per cent above 1967's level; and per capita consumption, including both domestic and imported confectionery products, increased to 19.8 pounds as compared with 19.6 pounds in 1967.

AMONG THOSE who attended the recent Birmingham Vending party were, from left to right, Debbie Knight, Merrill Knight, Sr., and Merrill Knight Jr., Dothan, Ala.; Harry Hurvich, Birmingham Vending; Jane Mason, Leaf Brands; Tom Bradberry, Stockton, Ala.; and Mike Cannon, Covington, La.; Ceci Cox, Stockton, Ala., and Sarah Cannon, Covington, La.

THE BIRMINGHAM VENDING FAMILY. Shown here, from left to right, are Johnny Bullard, Vernia Bullard, Harry Hurvich, Rosalie Hurvich, Max Hurvich, left, and the company's 38th anniversary cake. On the cake, center, are the names and dates of the company's owners.
Pinball Fight Delays Hearing

* Continued from page 63

been effective, this is especially
in Chicago and Cook
County." Testimony from another op-
ponent, Globe Dist. Co., was
not heard after the first hearing
grew lengthy and finally bogged
down after a motion to postpone was
voted down and a quorum
called that would only 13 of
the required 15 committee
members were present.

Witnesses were questioned as to whether amusement pinnacles
could be converted to gambling-
types; one committee member
Richard Eirod asked, "What's
so bad about pinball games, any-
way?" References to "crime syn-
dicate" involvement in bingo
and combination games were
aired; and at one point Eirod said, "I hear the Mafia is controlling
the bowling business. We should
enact a law prohibiting the manu-
facturing of bowling balls." Another
committee member said that would be "unconstitutional."

Operators from points in the
state as distant as Enfield, Rock-
ford and Chicago attended the
hearing. For many, including
producer and distributor
representatives, it was a familiar
scene, inasmuch as the issue of
pinball legislation has been
reshuffled for several years.

Candy Sales Continue Up;
1c Items Dip

* continued from page 66

cent of total dollar volume. Candy
bars were in second place with
the greatest gain in bars
selling over 10 cents. Bar sales
went to 161 million pounds
valued at $64 million represent-
ing 39 per cent of total quantity
and 27 per cent of over-all
value.

Nickel and dime specialty
items, including fruit drops,
caramels, rolls, bags and packets
of mints, accounted for 12 per
cent of both dollar volume and
total poundage.

Bulk goods accounted for 10
per cent of total candy poundage
and 8 per cent of total sales. This
group consists of candy weighed
out by the pound at retail.

The report mentioned a def-
icit supply, shooting costs of
cocoa beans, rising costs of
many other raw materials,
shortage of skilled labor, rising
labor costs, funds needed for
new facilities, equipment and
distribution and an increasingly
unfavorable import-export bal-
ance as industry problems.

Balancing these unfavorable
factors, it was pointed out, were
the rising population of the
United States; population
growth, especially in the
younger age brackets; and the
increasingly entry into the
candy business by large firms such as
W. R. Grace & Co., General
Foods, American Home
Products, General Mills, Standard
Bread Co., and others.

MCA's estimate for sales in
1969 is $1,760 billion, or a 3
per cent increase over 1968's
record figures.

Marvel Vacation

CHICAGO—Marvel
Manufacturing Co. here will
be closed three weeks for va-
cation starting July 21,
CHICAGO — Bulk vending operators are listed among the many diverse businessmen who have joined the National Association of Concessionaires (NAC) during its recent membership drive. NAC’s membership drive will culminate during its annual convention at the Washington 60 D.C., Hilton Hotel Nov. 9-12 where it reports 77 per cent of the 150 available booths have been reserved.

Of the 60 new members recently signed, NAC said they come from such fields as bulk vending, coin-operated skating rinks, State parks, amusement parks, restaurants, motion picture theaters, pizzerias, ice skating rinks, catering firms, audiotoriums and arenas and manufacturing and supply firms serving the concession industry.

Among NAC services are a speakers’ bureau, slide library, reference library material and a Personnel Training and Instruction Manual. NAC’s Concession Handbook will be supplemented for the seventh year and distributed at the convention. It will cover such subjects as “Ethnic Foods Are Worth a Nibble,” “Candy Merchandising” and “Role of the Jobber — Distributor.”

The NAC board is also considering a market study of the candy field. More than 60 entries have been received for NAC’s “Concession Idea Matt of the Year Contest.” The top prize is an all-expense-paid trip to the Washington convention.

Nickel and dime specialty items, including fruit drops, candies, rolls, and packets of mints, accounted for 12 per cent of both dollar volume and total poundage entries.

Bulk goods accounted for 10 per cent of total candy poundage and 8 per cent of total sales. This group consists of candy weighed out by the pound at retail.

A total of $672 million was spent by the industry last year in advertising, sales promotion and merchandising, a 13 per cent increase over 1968’s record figures.

NAC’s estimate for sales in 1969 is $1.760 billion, or a 3 per cent increase over 1968’s record figures.
PHILADELPHIA — "The organ of the future" was unveiled here last week at the first in a series of road shows presented by Thomas Organ Co. Called "A Fair to Remember," the show was held at the Marriott Motor Hotel June 10-11.

As the highlight of the "Home entertainment center of the future," called "A Fair to Remember," the "veiled organ of the future" was unveiled here. It represents the organ of the future, explained Florence Stanley, sales manager. "These are activated by the touch of a finger." Everything on the organ is controlled by buttons and all controls are lighted.

"Instead of keys, the organ has a semi-circle of lighted tabs," explained Florence Stanley. "These are activated by the touch of a finger. All of the controls are directly in front of the performer."

"This is just a prototype. It represents the organ of the future. However, six people have already asked to buy one. We're also showing three guitars of the future, which are really 500 years ahead of themselves. They are the six-string, 12-string and guitar with a pickup that was used on Star Trek. All are working models."

"The instruments and other home entertainment products were displayed at the show on a mushroom-shaped console that even included a built-in bar. The console, in turn, was located in the center of a circular room, billed as "the room of the future." A feature of the room was ceiling speakers, which were used for all products on display."

The opening day of the show, Wednesday, June 10, featured dealer seminars on such topics as sales and product marketing, merchandising, administration handling, personnel aids, advertising, publicity, and promotion tools. On the second day, Wednesday, June 11, the general public was invited to visit the exhibit and attend a live entertainment show, hosted by motion picture and television star Dick Clark. Performers included Barry Sadler of Green Beret fame, Robyn Richter of The Young Americans, Byron Melcher, Ralph Wolfe, Bill McCoy and Don Duffy.

The next Thomas show will be held in Atlanta July 15-16. At each show, special arrangements are being made to invite educators and music students to attend the "Fair" on the day the doors are opened to the public. There is also a treasure chest drawing for dealers only at the close of the last day to name the winner of a 1969 Mustang.

Band Search Begins

NEW YORK — The annual search is now underway for the nation's 100 best high school musicians to form the 1969 McDonald's All-American High School Marching Band.

After the young musicians have been selected, they will play and march in the Macy's Thanksgiving Day Parade in New York City and in the Tournament of Roses Parade on New Year's Day in Pasadena, Calif. The band members, representing all 50 states, will be seen in both parades on the NBC-TV and CBS-TV networks.

According to Paul Lavalle, director of the band and musical director of New York's Radio City Music Hall, every high school band director in the country has been invited to submit nominations for his best student musicians. Ten will be made by Lavalle and a panel of band directors, including Al G. Smith, Director of bands at Purdue University; and Georgie A. Christopher, director of bands at Port Washington High School, Long Island, N.Y.; and several others.

The idea of the band, sponsored by the nationwide McDonald's restaurant chain, is to single out the nation's outstanding high school musicians and honor them in much the same way all-star teams salute athletes. Lavalle explained: "High school musicians deserve recognition just as much as athletes. And young people make the McDonald's All-American High School Band the same way all-star teams salute athletes—on performance. In fact, I've long felt that band playing is a sport—the greatest of all of them."

T.H. HAMPTON is now headquartered in Los Angeles where he is located at 5833 W. Silver Spring Drive. The next Hampton show will culminate with the 1969 "Coupe Accordion Festival, which is to be held at the close of the last day to name the winner of a 1969 Mustang."

EX-GREEN BERET BARRY SADLER is appearing in Thomas Organ Company's series of road shows entitled "A Fair to Remember." The first show was held June 10-11 at the Marriott Motor Hotel in Philadelphia.

New VU Unit From Altec

ANAHEIM, Calif. — Altec Lansing is now offering a new design in volume indicators. Designed to replace the old-style VU meter, this new volume level display is a peak reading device containing a vertical array of seven lights.

The display, designated 7913A, occupies less an inch of width, allowing up to 24 displays to be easily arranged in less than 2 ft. of panel space. It is calibrated in modulation percentages of 6, 16, 25, 40, 63, 100, and overload, using respectively blue, four green lights in stepped succession, yellow and red. The unit measures 1 in. wide by 4 in. high by 3½ in. deep.

The conventional approach of monitoring console outputs cannot be effectively used when modern sound reproduction techniques require eight, 16 or, on many occasions, 24 channel recordings," said Arthur Davis, vice-president, audio controls, and designer of the display. "The new All-Electric volume level display answers these multi-track monitoring problems, providing a monitoring indicator device which is virtually instantaneous in following each of 24 channels. It is very simple for the eye to follow a multiple array of colored lights as opposed to watching many meter needles."

The new Altec VU indicator was developed as a component part of the new Altec 9300 recording console. The company has taken steps to obtain a patent on the device.

Practice Rooms

OWATONNA, Minn.—Wenger Corp. here has introduced new moveable practice rooms in three sizes designed for individuals, duets and trios, and quartets, small groups and ensembles. Specified sound isolation values are warranted for the rooms which are 31, 54 and 87 square feet, respectively.

Music Hall, every high school band director in the country has been invited to submit nominations for his best student musicians. Ten will be made by Lavalle and a panel of director, including Al G. Smith, Director of bands at Purdue University; and Georgie A. Christopher, director of bands at Port Washington High School, Long Island, N.Y.; and several others.

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HITS are SCORED in Billboard

AMPEG SVT amplifier. This new tube amplifier delivers 300 watts RMS and over 700 watts of peak power. There are eight 10-inch speakers in four separate compartments of each enclosure. A newly designed guitar head is also part of the new unit.

Best Selling Folks

As the rays of the sun begin to slant across the sheet music covers, most of the record covers the nation's office buyers are now sampling the following sheet music issues: "The Beatles" and "The Dave Clark Five" are the two songs that lead once again in the sheet market. RUBY DON'T TAKE YOUR LOVE TO TOWN was the top seller in its first edition. The Beatles song "Ticket to Ride" also made its debut on the charts with record speed! THE DAYS OF SAND AND SHOVELS is once again a musical showcase in the country with the song "Don't Tell Your Mama" by The Beach Boys. The song was released by Columbia records. Al new songs have been made available to YOU by means of the "One-Stop Guide to Great Sounds for Profit!!"
FORT LAUDERDALE, Fla. — Six shows headed by the Stonemans, Merle Haggard and Hank Williams Jr. brought 45,000 to the Fort Lauderdale War Memorial Auditorium and the Miami Beach Convention Center during the Memorial Day weekend.

A huge promotion, backed by WGMA Radio of Hollywood-Fort Lauderdale, was the culmination of four months of planning and preparation, according to WGMA President C. Edward Little.

The Friday night performances were sold out. At the Convention Hall on Saturday and Sunday, which accommodates 8,500, there were near sellouts.

The shows were co-sponsored by Food Fair Stores and Quaker Oats, in cooperation with WGMA. Tickets were placed on sale throughout the South Florida area in some 90 locations prior to sales at the auditorium box offices during the final week. WGMA Radio purchased more than 187 television spot announcements on each of the four major channels in South Florida. The Food Fair Stores purchased 34 one-half page ads in the metropolitan newspapers of the area. WGMA also bought more than 1,000 inches of newspaper space. The station and Food Fair combined to use more than 2,000 radio spots with the heavy WGMA saturation schedule that started 90 days prior to the Memorial holiday.

Additionally, there was a major on-the-air promotion centered on the Stonemans. The WGMA contest was the largest audience participation in the history of the station, according to Little. Listeners were asked to guess the total number of years the various members of the Stonemans have been performing professionally. Post cards and letters came from the South, three foreign nations, and from the Caribbean area. The Bahama's Decca's Lee to Cut in Nashville

NASHVILLE — Leapy Lee, the Decca recording artist who never considered himself a country artist although he had "a feel" for country music, will cut his next LP here.

The English singer, whose "Little Arrows" became a best-seller in the country field, made his first appearance on the "Grand Ole Opry" last week. He also announced his upcoming Nashville session.

Lee was on a promotional tour of the U.S., pushing his current album which includes several songs written here. He also will be master of ceremonies at the Decca sales convention in Miami in July. The shows were co-sponsored by Food Fair Stores and Quaker Oats, in cooperation with WGMA. Tickets were placed on sale throughout the South Florida area in some 90 locations prior to sales at the auditorium box offices during the final week. WGMA Radio purchased more than 187 television spot announcements on each of the four major channels in South Florida. The Food Fair Stores purchased 34 one-half page ads in the metropolitan newspapers of the area. WGMA also bought more than 1,000 inches of newspaper space. The station and Food Fair combined to use more than 2,000 radio spots with the heavy WGMA saturation schedule that started 90 days prior to the Memorial holiday.

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Texas Cites 3 Artists

NASHVILLE—Three Texans, all members of the Country Music Hall of Fame, have been honored at special ceremonies in their native states.

Gov. Preston Smith of Texas honored Bob Willis, Tex Ritter and Ernest Tubb May 29. The Texas legislature had passed a special resolution paying homage to the native sons. Each of the three appeared before the legislature to receive accolades.

NASHVILLE—Mercury Records has added Mickey Newberry, formerly of RCA Victor, to its artist roster. He is one of the outstanding songwriters in both the country and contemporary fields.

Newberry, who has written such tunes as "Funny, Familiar Forgotten Feelings," has had his songs recorded by such artists as Tom Jones, Andy Williams, Eddy Arnold and the First Edition.

Mercury has been making strong moves in the country market lately. "Our country success in recent months has been nothing short of astounding," said Irwin Steinberg, corporation executive vice-president, who participated in the Newberry signing along with Jerry Kennedy, Mercury Nashville a&r director, and Jay Boyette, the entertainer's personal manager. He said that with the signing of Newberry the company's country position will be bolstered even more.

Since turning its attentions more to country, 90 per cent of all the country product released (over the past 12 months) has been on the charts.

Mercury and Smash have been aided considerably with the addition here of Rory Bourke, country promotion director. All of the production is handled by Kennedy.

Newberry is a staff writer for Acuff-Rose publishing. Bob Beckham, of Combine Music, brought Newberry to Kennedy's attention. Beckham now will co-produce the sessions with Kennedy.

"Opry' Ruling Strengthened

NASHVILLE — Federal Judge William E. Miller has made permanent his earlier temporary ruling that the word "Opry" in the country music field belongs exclusively to the "Grand Ole Opry" of WSM. WSM, owner of the show which now is the oldest continuous program in radio history, had brought suit against Opry Records, Inc., and its owners, and obtained a temporary injunction against use of the name.

The station contended in its suit that Opry is not a generic name, and was an exclusive, registered name belonging to the radio show. The temporary order was made permanent with the consent of both parties.

NASHVILLE SCENE

BY BILL WILLIAMS

Doug Kershaw, long-time writer-artist, has signed with Warner Bros. and will have his first LP out early in the fall. Kris Kristopherson, one of the city's bright new songwriters, has moved on Mickey Newberry's household. Two of the writer's songs have just been cut by Roger Miller. The latter also cut three tunes written by Dennis Lindy, another of the new writers from St. Louis. . . . A. V. Bamford of KBUR Radio, San Antonio, has made arrangements with the producers of the "Kraft Music Hall" to have Miss Country Music, U. S. A., appear on the CMA Awards show in October.

Chubby Howard, of KAVE Radio, Puysahag, Wash., will be making personal appearances in Ohio for five weeks this summer, including Sundays, at Steve Lake's Chautauqua Park.

Leroy Van Dyke is set to appear at the New York State Fair Sept. 1 in Syracuse. The Kapp artist also is set to headline Harrah's Tahoe July 10-29. Another report from Vietnam by Tiny Harris of Stop Records tells of frontline visits, performing from bunkers, and plenty of trophies from the troops.

(Continued on page 74)
THE 10th CONSECUTIVE NO. 1 HIT RECORD

DAVID HOUSTON SINGS

"I'M DOWN TO MY LAST I LOVE YOU"

(Written By Billy Sherrill & Glen Sutton)

Tillman Franks, Personal Manager
604 Commercial Bldg., Shreveport, La.

AL GALlico MUSIC CORP.
101 West 55th Street, New York, New York 10019
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>53 MY GRASS IS GREEN</td>
<td>Roy Drusky</td>
<td>Mercury 43162 (Funky Farm, BMI)</td>
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<tr>
<td>49 DELIA'S GONE</td>
<td>Marian Smalls</td>
<td>RCA 74-0167 (Cedarwood, BMI)</td>
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<tr>
<td>41 STRAWBERRY FARMS</td>
<td>Tom T. Hall</td>
<td>Mercury 72919 (Neotone, BMI)</td>
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<tr>
<td>51 CUT ACROSS SHORTY</td>
<td>Nat Stuckey</td>
<td>RCA 74-0163 (Cedarwood, BMI)</td>
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<tr>
<td>44 DON'T GIVE ME A CHANCE</td>
<td>Claude Gray</td>
<td>Decca 4963 (Hans, BMI)</td>
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<tr>
<td>43 UPSTAIRS IN THE BEDROOM</td>
<td>Bobby Wright</td>
<td>Decca 3366 (Verve, BMI)</td>
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<tr>
<td>49 THIS GENERATION SHALL NOT PASS</td>
<td>Hermann Cortigl</td>
<td>Monument 1142 (Bluecrest, BMI)</td>
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<td>50 BIG WIND</td>
<td>Porter Wagoner</td>
<td>RCA 74-0168 (Tree, BMI)</td>
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<td>40 WHO'S GONNA TAKE THE GARBAGE OUT</td>
<td>Earl Tubbs</td>
<td>Decca 32498 (Ridge, BMI)</td>
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<td>52 SPRING</td>
<td>Clay Hart</td>
<td>Merchandise 119 (Marsco, ASCAP)</td>
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<td>40 TRUCK STOP</td>
<td>Jerry Smith</td>
<td>ABC 1182 (Joe's Music House, BMI)</td>
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<tr>
<td>54 BEER DRINKIN' MUSIC</td>
<td>Roy Sanders</td>
<td>Imperial 44366 (Vivie, Turnover)</td>
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<tr>
<td>55 IT'S DYNAMIC</td>
<td>Sleepie Sue</td>
<td>Decca 32495 (Sure-Fire, BMI)</td>
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<td>51 TOO MUCH OF A MAN</td>
<td>Wally Horton</td>
<td>Columbia 44792 (Window, BMI)</td>
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<tr>
<td>60 'TIL SOMETHING BETTER COMES ALONG</td>
<td>Bobby Lewis</td>
<td>United Artists 50528 (Pawleys, BMI)</td>
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<tr>
<td>61 THAT'S WHY I LOVE YOU SO MUCH</td>
<td>Farris Husky</td>
<td>RCA 74-0171 (Acclaim, BMI)</td>
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<td>57 EVERYBODY WANTS TO GO TO HEAVEN</td>
<td>Ed Bruce</td>
<td>Monument 1129 (Ranger, BMI)</td>
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<tr>
<td>66 YESTERDAY WHEN I WAS YOUNG</td>
<td>Roy Clark</td>
<td>DO 17148 (Delmore-ACAP, BMI)</td>
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<td>59 MAKE IT RAIN</td>
<td>Billy Rose</td>
<td>Imperial 44365 (Metro, BMI)</td>
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<td>62 HEAVEN BELOW</td>
<td>John Wesley Yelpies</td>
<td>Columbia 4-44519 (Vivie)</td>
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<td>58 DEARLY BELOVED</td>
<td>David Rogers</td>
<td>Columbia 44476 (Acclaim, BMI)</td>
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<td>63 ALWAYS, ALWAYS</td>
<td>Porter Wagoner &amp; Dolly Parton</td>
<td>RCA 74-0172 (Columbia, BMI)</td>
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<tr>
<td>60 SWEET BABY GIRL</td>
<td>Peggy Little</td>
<td>Decca 17259 (Black White, BMI)</td>
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<tr>
<td>61 I'M THROUGH LOVING YOU</td>
<td>Jim Cleaver</td>
<td>RCA 74-0167 (Clear, BMI)</td>
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<td>62 YOUR LOVIN' TAKES THE LEAVING OUT OF ME</td>
<td>Janie Cash</td>
<td>Imperial 44368 (M&amp;M, BMI)</td>
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<tr>
<td>59 A MAN AWAY FROM HOME</td>
<td>Van Towner</td>
<td>Royal American 393 (Atlantic-Southmost, ASCAP)</td>
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<tr>
<td>66 HAPPINESS LIVES IN THIS HOUSE</td>
<td>Mac Curtis</td>
<td>Epic 10468 (Pamper, BMI)</td>
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<tr>
<td>66 ONCE MORE</td>
<td>Jean Williams</td>
<td>Columbia 44471 (Cedarwood, BMI)</td>
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<tr>
<td>65 IT'S ALL OVER</td>
<td>Bob Luman</td>
<td>Hickory 1532 (Acclaim, BMI)</td>
<td></td>
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<tr>
<td>63 WHEN SHE TOUCHES ME</td>
<td>Johnny Darrell</td>
<td>Hickory 1536 (Brookmont, BMI)</td>
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<tr>
<td>62 IN THE GHETTO</td>
<td>Elvis Presley</td>
<td>RCA 74-0161 (AC-ACAP)</td>
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<tr>
<td>70 IT TAKES ALL NIGHT LONG</td>
<td>Cal Smith</td>
<td>Decca 2994 (Forest Hills, BMI)</td>
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<tr>
<td>71 WHAT MAKES YOU SO DIFFERENT</td>
<td>Joe Stampley</td>
<td>Columbia 44484 (Columbia, BMI)</td>
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<tr>
<td>72 &quot;NEVER MORE&quot; QUOTE THE RAVEN</td>
<td>Don Gibson</td>
<td>Columbia 44485 (Delmore, ASCAP)</td>
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<tr>
<td>74 LOVE IS A GENTLE THING</td>
<td>Barbara Fairchild</td>
<td>Columbia 44479 (Champion, BMI)</td>
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<tr>
<td>73 HOLD ME, THRILL ME, KISS ME</td>
<td>Johnny &amp; Joni Mosby</td>
<td>Capitol 4729 (Capitol, BMI)</td>
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<tr>
<td>70 DRINK CANADA DRY</td>
<td>Bobby Barnett</td>
<td>Columbia 4-4466 (Wendover, BMI)</td>
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</tr>
</tbody>
</table>

**JUNE 21, 1969, BILLBOARD**

"Never More" Quote the Raven may never make Bartlett's, but watch how familiar it becomes on the charts.

A quote from a raven in Stonewall Jackson's newest single may not be worthy of Bartlett's, but dozens of stations around the country think it's very worthy of being Stonewall's biggest single yet. From Birmingham to L.A. DJ's are playing "Never More" Quote the Raven and people are listening. And you just can't get any more familiar than that.
When answering ads...

Say You Saw It in the Billboard

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

Come on Home—Sally Marcus—K-Ark
Easy to Remember—Al—K-Ark
Individual of Society—Basis of the Thing (Chi-Line)
Honey Sweet Gospel—Al—K-Ark
Individual of Society—Basis of the Thing (Chi-Line)
I Think I'll Lose My Mind—Carrie Dee (National)
Ladder of Love—Jack Nelson (Kajee)
The Man—The Good Humor Band (Ignt)
Always Alone—Al Dinder (Sterling)
Sugar Daddy—Jack—Williamson—Woodruff
Takin' a Long Vacation—Lee Wilson (Bch-R-Tone)
New'N'N'N'N'N—Garnet Delkies
A Time for Us Album—Merrill Woman—D.J.
Honey Sweet Gospel Album—The Moore Family (Malinda)
A SALUTE TO A GREAT COUNTRY ARTIST

GEORGE JONES

JULY IS GEORGE JONES’ MONTH

So we’re celebrating with a big promotion of all of his great country albums. We know we’ll sell a lot and make George a lot of money . . . and we can’t think of a nicer way to SALUTE ONE OF THE GREAT LIVING LEGENDS OF THE COUNTRY WORLD.

- RADIO PROMOTION
- NATIONAL DISC JOCKEY PROMOTION
- STORE DISPLAYS

. . . and a special salute to Pappy Daily for producing all the great hit singles and albums
Brand New Hit Single
"IF NOT FOR YOU"
MU 1366

CONTACT YOUR DISTRIBUTOR FOR OUR SPECIAL MERCHANDISING PLAN
On the Street

- Continued from page 67

Robert O. McNeary has been elected secretary of Automobile Services, Inc., a national vending and food service organization with corporate headquarters at 191 N. St. Louis Ave., St. Louis, Mo. . . . Tampa, Fla., was the site of a recent War Food Service conference, which was conducted by field service representatives Harry Greer and Robert Harding. Among those who attended were Frank Herring, Delmar Russell and Wayne Ford, Automatic Merchandising, Tampa; Tom Phillips, Suncoast Vending, Tampa; Tom Olmes, Tom Olmes Vending, St. Petersburg, and John Smurth and Stanley Seymour, Seymour Music Co., Sarasota.


Also attending the service school were Dave Fernandez, Florida Automatic Vending, Tampa; Edward Hamilton, Organic Music Co., St. Petersburg; Donald Wilson, Redfish Amusement, Brooklyn; Joe Andrews, Rainbow Music, St. Petersburg; Richard and Robert Harding.

The service-teachers who attended the one-day school included Bobby Shaw, Alex Cook, Robert Talbaker, Edward Engberg, Jerry Fidone, Dick Lucy, Andy Rodriguez, Hal Olson, Bob Robinson, John Thomas, Virgil Gardner, Ken Wadman, Bob Bennett, Bud Phillips, Bob Shambach and High Darnel.

"Scarlet Water"

(known as Wine)

STOP #1 266

By Bobby Hodge

For a complete listing of the songs performed, contact Bobby Hodge, 1014 State St., DeForest, Wisconsin 53532.

EXCLUSIVE: Bobby Hodge, who recently performed "Scarlet Water," is available to perform at the Music Makers Promotion Network's annual conference, scheduled for June 28 at the Chicago Hilton Hotel in Chicago. Hodge has been invited to perform because of his unique style and the popularity of his songs. The conference will feature a range of networking opportunities, including panel discussions, workshops, and social events, aimed at creating new business partnerships and expanding career opportunities for attendees. The event is an ideal opportunity for professionals in the music industry to connect and share knowledge and experiences. Attendees will have the chance to network with leading figures in the music industry, learn about the latest trends and innovations, and gain insights into the future of the industry. The conference will also feature a variety of entertainment options, including a welcome reception, daily dinner, and a closing party. The Music Makers Promotion Network is a national organization that connects music professionals and provides a platform for the exchange of ideas and information. It aims to promote the growth and development of the music industry by fostering collaboration and innovation. The network serves a diverse range of professionals, including record producers, songwriters, managers, and other industry leaders, and provides a valuable resource for those seeking to advance their careers and contribute to the growth of the industry. The annual conference is a highlight of the year, bringing together like-minded professionals from across the country to celebrate their shared passion for music and to explore new opportunities for collaboration and growth. For more information about the conference and how to register, please visit the Music Makers Promotion Network's website. Contact Bobby Hodge for more details on his performance at the conference. He can be reached at 1014 State St., DeForest, Wisconsin 53532. When answering ads . . .

Say You Saw It in Billboard
HEE HAW.

Most of you probably know that our artist Roy Clark is co-hosting the new CBS-TV show “Hee Haw” which debuted last night (Sunday). It should be quite a show, due, in part, to our own Mr. Clark. Roy is one of those rare entertainment personalities. He can’t be pigeon-holed; he communicates with all segments of the record-buying public.

Case in point: “Yesterday, When I Was Young” (Dot 17246). This record is a nationally charted hit on all charts . . . Top 40, Easy Listening, and Country. It’s selling that way, too.

Now here’s his latest album, titled (coincidentally, right?) “Yesterday, When I Was Young.” It’s numbered Dot DLP 25953. It’s by Roy Clark. It was produced by Joe Allison. It’s beautiful. And it’s going to do just what the single did. Hit.

That’s right, DOT Records. The one with a whole bunch of artists who are as good as gold.

Dot Records, a Division of Paramount Pictures Corporation

The Giant that woke up, sprouted wings, and is now on Cloud 9...and rising.
The album "Lose," by Power Play, is reviewed in the context of other albums released during the same period. The review highlights the different styles and genres represented in the music industry of the time. The text also mentions the importance of album covers in attracting potential listeners and the role of advertising in promoting new releases.

The review concludes with a list of special merit picks, including album covers and specific songs that stand out due to their artistic quality or historical significance. The text emphasizes the diverse range of music being produced, from classical to folk, and the significant impact of artists and their contributions to the genre.
Al Martino's "Sausalito." The album that has been warming in the wings. A best. His style developed to a sweet-as-wine, occasionally sensual lyricism. Includes the fresh sounds: "Sandy When She's Sleeping," "Traces," "Glad She's A Woman," "Memories," "Then I'll Be Over You."

STAR PERFORMER—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

HOT 100—A TO Z—(Publisher-Licensee)

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
Dexter's Scrapbook

- Continued from page 60

said, "must inevitably be better or it will perish. As far as young composers are concerned, we must have a functional attitude - we can't live in ivory towers any more than can scientists of 1969. The musician must learn to understand the society which economically and socially sustains him."

Harris, smiling, says that he has always been lucky. He looks back on this conviction that his early works were composed "in the fullness of ignorance and arrogance."

BELL & HOLLOW recently introduced nine new tape recorders, among them, Model 24-33 shown above, the firm's first tri-head stereo tape deck. Audio eye, new feature, is included on all but two of the nine models and on this unit, too. Other features: single-direction operation; four-track recording; sound-on-sound; sound-with-sound; echo effects; separate controls to monitor function for both channels; three-speed tape transport; tape noise filter switch; head phone jack; sound-on-sound level control. List price: $199.95.

ZENITH'S IMPROMPTU, Model AS89, is a three-piece Circle of Sound Preamplifier FM/ stereo FM radio phonograph. The main cabinet houses a stereo precision four-speed record changer, 30-watt peak music power solid-state amplifier and Micro-Touch 20 tone arm with "free-floating" cartridge.

From The Music Capitals of the World (DOMESTIC)

"Award of Merit," to Al Abrams Associates in appreciation of the Detroit based Public and Private Relations firm's efforts in bringing about the release of the official "Staying in School" campaign album. The Star-Volt album highlighted by Otis Redding, Carla Thomas, Sun and Dave and several other Stax/ Volt stars. The album was first released in 1967. . . Ex-CJLW TV and radio personality Robin Seymour will return to Detroit TV via WXON, Channel 62. "Robin Seymour's Swingin' Time" will be seen Monday through Friday, 7-7:30 pm. Talent booked for the show includes the Sonicides, Checkmates Ltd., First Edition, Bob Seger System and the Rationals. . . The BBC is here to film a one-hour documentary on hardman John Philip Sousa. Leonard Smith's Detroit Concert Band has been selected to perform the musical portions of the film, to be shown in the U.S. and Europe. Leonard Smith will also take part in the commentaries in the film with Leonard Steckolow and Mr. Arthur Bliss.

SAN FRANCISCO

David Robin, producer and vice-president of Billboard Corporation has noted his second production since leaving Columbia Records last March. Wake Up, a release of the Chambers Brothers single from the Columbia soundtrack LP of "April Fools," will be out next week. Also on the album are Mango Santamaria, Taj Mahal and Peter Wyngarde, who did the title song. . . Jazz Crusade's Easy Rider has opened at Earthquake McGoon's on July 1 for a three-week engagement. . . The Four Tops, motown recording artists, began a three-week stay at the Fairmount Hotel on June 12. The Cannonball Adderley Quintet is the first group announced for the 12th annual Monterey Jazz Festival in September. Jazz trumpeter Lee Morgan opened a two-week stint at the Bith/And on June 10. . . A new nightclub. . . The Headhunter, opens here in mid-July. . . The Oakland Coliseum's summer series of concerts will include appearances by: Steppenwolf (20), The Temptations (29), Tom Jones (July 5), Brasil '66 (18), James Brown (20), Dionne Warwick (27), Blood, Sweat and Tears (Aug. 2) and Blind Faith (Clapton, Winwood and Baker) on Aug. 10. . . The Don Ellis Orchestra was at Basin Street West June 13-14. . . The Classics IV will be at the Circle Star Theater June 16. The sixth annual Stanford Summer Festival of the Arts (June-Aug. 24) will include such mainstays as: the Guernier Quartet (June 26, 28-29), New York Pro Musica (July 6-12), 18, Preservation Hall Jazz Band (July 15-19) and "C22-26", classical guitarist Oleg Chigina (22-26) and the New York Rock and Roll Ensemble (Aug. 3, 9).

GEORGE FOX

Classical Classics

- Continued from page 62

Argyle cycle stressing less-familiar works. . . Soprano Patricia Guthrie, soprano for the name of her late husband's grandfather. . . David Stone are the 1969 winners of the American Academy of Arts and Sciences' 12th annual Kertesz and the Cleveland Orchestra Cycle stressing less-familiar works. . .

when answering ads . . . Say You Saw It in Billboard

JUNE 21, 1969, BILLBOARD
London Records launches another gigantic new talent!

MARSHA VELEZ

with her first chart bound single

TELL MAMA

A Mike Vernon production
HOME STEREOS

H-3500
69.95
Self-contained unit! Nothing extra to buy! Power-packed twin amplifiers! Provision for extra external speaker!

H-5500
109.95
Complete 4 & 8-track stereo! Self-contained - speakers enclosed! Magnificent hand-rubbed walnut! New automatic blue pilot light!

HW-12
109.95
Instant 4 & 8-track automatic play! Contemporary low silhouette design! Luxurious hand-rubbed walnut finish! Simple easy to reach panel controls!

H-1200
149.95
Stunning styling - hand-rubbed walnut! Power-loaded - 25 watts! Plays 4 & 8-track cartridges! Self contained - ready to play!

HW-150 ROYALE
139.95
A TREASURE CHEST OF STEREOPHONIC BRILLIANCE - Self contained amplifier and pre-amp! Push button switching for record player, AM-FM, tape recorder and cartridge playback! 30 Watts per channel! Treble and bass controls for each channel! All controls are lighted! Integrated circuit (I.C.) Plays 4 & 8-Track! Hand rubbed walnut!

SPEAKERS

SK-4 KIT - 4 speakers
5" diameter plus grilles.
Suggested Retail ... $10.00

SK-2 KIT - 2 speakers
2 1/2" x 10" w/enclosures.
Suggested Retail ... $10.00

SK-5 KIT - 2 speakers
5 1/4", 5-watt ceramic magnet.
Suggested Retail ... $10.00

10-15 - Low profile 3" x 5"
speaker - hand rubbed walnut
Suggested Retail ... $14.95 Each

SK-22C KIT - 2 speakers
with 5" chrome grilles
Suggested Retail ... $7.00

6-20 - Single enclosure 6"
speaker - hand rubbed walnut
Suggested Retail ... $19.95 Each

SK-23C KIT - 2 speakers
ceramic magnet, red cones.
Suggested Retail ... $8.00

10-50 - Huge 10" custom damped edge woofer - 2" x 5" high frequency horn with integral driver matched by passive component crossover network!
Suggested Retail ... $49.95 Each

IF YOU DO NOT WANT
...to share in the most exciting marketing concept in the history of automotive accessories,
...a single-source for all car and home cartridge playback units, speakers, stereophonic cartridges and accessories,
...an established line of products containing the highest percentage of fill.
...a major company that produces and distributes both the cartridges and the playback units in which cartridges are played,
...the backing of a major international program of consumer advertising, merchandising and point-of-purchase promotion.
...THEN MUNTZ IS DEFINITELY NOT FOR YOU.

WWW.AMERICANRADIOHISTORY.COM
A single-source for all car and home cartridge playback units, speakers, stereophonic cartridges and accessories.

CAR STEREOS

C-120
Compatible powerhouse! Twin 8-watt per channel amplifiers! Smartly-styled in satin black and brilliant chrome!

M-35-69
High-powered twin amplifiers! Flip switch programs AUTOMATICALLY! All-new dial controls! Plays all 4-track cartridges!

M-12-69
Full range stereo for 4 & 8-track! Power-packed twin amplifiers! Automatic blue pilot light! Chrome dust protector doors!

M-60-69
Most powerful car stereo of all! 15 watts of power per amplifier! Compatible 4 & 8-track programming! Remote cable switch!

M-130
4 & 8-track full range stereo! FM stereo multiplex cartridge tuner! Track and program selector! Program indicator lights!

M-35-69
High-powered solid-state 8-track. Features four programs of music with individual indicator lights.

PF-30
Smartly proportioned 11" portable & cordless 4-track unit — includes standard batteries and 12 V.D.C.

HOME STEREOS

H-3500
Self-contained unit! Nothing extra to buy! Power-packed twin amplifiers! Provision for extra external speaker!

H-5500
Complete 4 & 8-track stereo! Self-contained — speakers enclosed! Magnificent hand-rubbed walnut! New automatic blue pilot light!

HW-12
Instant 4 & 8-track automatic play! Contemporary low silhouette design! Luxurious hand-rubbed walnut finish! Simple easy to reach panel controls!

H-1200
Stunning styling — hand-rubbed walnut! Power-loaded — 25 watts! Plays 4 & 8-track cartridges! Self contained — ready to play!
Great Stars! Great labels! Great Sales!

Showcase your hit inventory with the fabulous

**MUNTZ MUSIC MERCHANDISER**

(Dealers, please order as 3M Display)

11½” deep x 22½” wide x 24” high

Muntz music puts you in the hit business. Today's greatest-selling musical stars are brilliantly spotlighted on Muntz stereophonic cartridges. Muntz Stereo-Pak is offering cartridge dealers this sales-building point-of-purchase merchandiser. It's designed so that customers will see the Top 10 selling cartridge albums at a quick glance. There's storage room for 100 great stereophonic cartridges from Muntz Stereo-Pak. The Muntz Music Merchandiser is today's greatest cartridge salesman!

**CD-22 STEREO MERCHANDISER**

- Self contained — ready to use by simply plugging into 110V wall socket.
- 4 Position Rotary selector switch.
- 2 SCG-4 Stereo speakers with chrome grilles.
- Hand-rubbed selected walnut finish.
- Size — 30½” wide x 11½” deep x 24” high.

**SALES GIANTS!**

From the world’s only major single-source for all car stereo and cartridge products and accessories.

**MUNTZ STEREO-PAK, INC.**

7715 DENSMORE AVENUE ■ VAN NUYS, CALIFORNIA 91406 ■ TELEPHONE (213) 989-5000
WE'RE RIGHT BEHIND YOU . . . with a hard-hitting nationwide program of publicity and advertising that's turning on the whole country to the Muntz name and the car stereo concept!

National magazines, huge metropolitan newspapers and national television programs are carrying the Muntz car stereo story to the American public every single day of the year!

FACT:
By 1970, 117 million of this country's predicted population of 214 million persons will probably be less than 30 years old and in the car stereo generation.

That's a lot of customers and they're all yours . . . if you give them what they want. You get what they want from Muntz, the first and foremost name in car stereo — offering a world of brilliant stereophonic entertainment for cars, homes and boats.

The 4-Track Giant Stocks It To You With A Great New Catalog of Hit Product.
Great Stars! Great labels! Great Sales!

Showcase your hit inventory with the fabulous

MUNTZ MUSIC MERCHANDISER
(Dealers, please order as 3M Display)

11½” deep x 22½” wide x 24” high

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**Festival Label Set For U. K. Invasion**

LONDON — The Australian Festival label will be launched in Britain and Mike Sloman, the company's new managing director, of the mass circulation Sunday paper News of The World.

The British company will be called Festival International and is an associate company of the Festival company in Australia, which is a subsidiary of News Ltd.

Sloman and Gormley's appointments were announced last week when the Festival chairman of the News Ltd. and managing director of the mass circulation Sunday paper News of The World.

**BELTER BRASS IN BRUSSELS**

BRUSSELS — Better executives Augusto Alfonso and Francesco Figueras were in Brussels last week to discuss the joint promotion of albums jointly produced by Belgium and Spain and featuring Palette Garcia and Gilberto Garcia albums, "Digno Garcia" and "Nubes," which won the Festival of Tenerife.

**EMI Switzerland Pitch Scores in Underground**

ZURICH — In one of the most intensive record promotion campaigns ever in Switzerland, EMI Records (Switzerland) has sold several albums in the market, including Dunhill, Liberty, Probe, Capitol, Zappell and Harvest labels.

Promotional manager Teddy Meier said: "Sales have been fantastic for our market. Two of the albums which have been released to date as part of this campaign have reached No. 1 on the Swiss charts — Stephenson's "At Your Birth," and a recital disk, "Arias In French Opera.""

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**EMI Eases Out Of Split Logo Use**

LONDON — EMI, the Swiss label which is an associate company of the Festival company in Australia, which is a subsidiary of News Ltd.

The Swiss record company will be called Festival International and is an associate company of the Festival company in Australia, which is a subsidiary of News Ltd.

Sloman and Gormley's initial task will be to seek new talent to record for the company. Festival will be the first company to record in France the acts of the company in Australia, which is a subsidiary of News Ltd.

**EMI Eases Out Of Split Logo Use**

LONDON — EMI is phasing out the Dunhill/Stateside label by introducing a new logo. The future Dunhill releases will appear on Stateside with a new logo. The change is caused by the Dunhill label which is an associate company of the Festival company in Australia, which is a subsidiary of News Ltd.

**Philips France Plans Maps To Boost Sales in North America**

PARIS — Philips France, whose concern lies with the country could still benefit from greater efficiency and professionalism.

"The 'time is money' formula would be welcome in France," said Tiché, "but I can't see American distribution methods being introduced in my country because it is of course much smaller." He thought radio promotion in the U. S. was more difficult than in France, where there are only three major stations broad-casting nationally, but in other ways artists in the U. S. fared better than their counterparts in France.

"The U. S. market is much bigger than in France, where there are only three major stations broad-casting nationally, but in other ways artists in the U. S. fared better than their counterparts in France.

Paraphrased for example that Paris had no variety theater capable of presenting Paul Mauriat's "Danzig," whereas in New York, artists, groups and orchestras had as many opportunities, both on stage and in clubs.

"One of the major problems in promoting, French product in the States, said Tiché, "is the difficulty in organizing tours and live performances; while radio and TV remain almost out of the question."
Lib.-UA Distrib. Deal With Philips Extended

LONDON — Martin Davis, Liberty-UA general manager, revealed plans for Liberty's new distribution deals in Europe. The agreement with Philips has been extended and is designed to run concurrently with Liberty-UA's pressing and distribution label, the United Artists label with EMI.

Both distributors thus are left with the possible ultimate prize of a double contract in 20 months and will announce appointments soon afterward.

Davis said, "We shall gradually build up a sales force for our company and carry out a research service, a marketing service, a sales service, a press service, a foreign service, a personnel service, and a management service."

The new distribution system would also be involved at that time, now becomes doubtful, for Liberty's plans to take the first step toward setting up its own national sales operation. Initially, concentration will be on key cities, starting on July 1.

Dennis Knowles, managing director and marketing manager of Liberty-UA will be putting the new systems into operation over the next two months and will announce appointments soon afterward.

Davis said, "We shall gradually build up a sales force for our company and carry out a research service, a marketing service, a sales service, a press service, a foreign service, a personnel service, and a management service."

EMI Exec in Oslo Visit

OSLO—J. G. Stanford, managing director (overseas) of EMI, London, accompanied by Andries Veldman, managing director (overseas) of EMI Sweden and EMI's supervisor for Scandinavia, was in Oslo recently to tour the two-month-old EMI Norsk A/S company offices at Frytveien.

Stanford, who noted that the new company would be Norway's first recorded artist to be signed, was pressed by Norwegian top 10 records, expressed satisfaction with the Norwegian top 10 records, and indicated that the company would be moving into new premises this fall.

The visit followed the call paid by Capital international marketing manager, Herb Block, to the group's Hit Factory labels.

MCA's 3-Front German Thrust

HAMBURG — MCA's acquisition of Miller International, two major interests in the group now has film (Univers, Filmkraft), TV (MCA Television, Munich) and record interests in West Germany.

MCA will continue to market the group's Hollywood, Capitol, Philips and Loma operations and will introduce American Decca, Brunswick, Victor, Decca, RCA Victor, Re- veue, Shelmary, Kapp and Four Corners records in West Germany.

Carl M. Iversen, chairman of MCA West Germany will promote both German and American talent and also newcomers from France and Italy.

(Continued on page 106)
HERE WE ARE...

1968 SALES INCREASE OVER 1967 — 150%
1968 GROSS SALES INCLUDING CLUBS — 150 MILLION DM

It’s ARIOLA-EURODISC’S 10th anniversary in record business and the opening of new headquarters in Munich. The past decade has been a sweeping story of success. The credit goes to our family of artists and to the young Ariola staff, but also to the various clubs of the Bertelsmann group and to our partners here and abroad.

Thank you.

RUDOLF SCHOCK
UDO JÜRGENS
MIREILLE MATHIEU
PETER ALEXANDER
HEINTJE

ROBERT STOLZ
REX GILDO
JO MENT
ADRIANO CELENTANO

Let’s embark on another decade of growth in swinging Munich, sophisticated capitol of music and spring-board to international markets.

Like to be a member of the Ariola family?
Get in touch with us!
CHUM staffer Hal Weaver leaving
They were in for a week at O'Keefe
for Mariposa Festival in July.
now out
interview session with Joe Simon
Columbia and W-7 promoting via
ist to appear at the Esquire. MGM
cent
els. Jennings disk helped by re-
during the Festival.
Festival Acts, the Band and SRC.
Richardson, who recently
scored
and pulled rave reviews for week-
July 12.
westbury Hotel.
Canada tour. His TV show was
\(\frac{90}{9}\)
... New Joni Mitchell LP Clouds
... by RCA's Harry Youngs
... was launched two years ago and
members of the Yardbirds group.
Lloyd Watson, and Anthony Top
company with Donald Albery to
lead
Leadbitter, a writer with the "Blues
Song Music, handled by Carlin.
der Mickie Most's direction. Wood
new publishing company with TV
Kruger expects to release the Da-
Ember chief Jeff Kruger has signed
new publishing company with TV
Gordon Lowe in
New Mars Bonfire due soon from
CFCF, Montreal, celebrating its
82nd birthday.
Other jazz visitors have been New
....问题是
The Subar publishing company
acquired subpublishing rights
to place 23 new songs he has
Group's hit "Softly Softly." EMI,
"My Little Lady," "Help Your-
cluding "Those Were the Days,"
"La
Third Ear Band.
"My Little Lady," "Help Your-
the United Nations High Com-
... On the occasion of the election
for the Vienna Philharmonic Or-
ductor Hans Bauer to conduct new
Orlando Philharmonic Orchestra in
July 1970. In the first Scheven-
ong Stadion, played "Six love letter" on the Pear-
... "Casatschok," "Frazes," "Casatschok," "Please
Don't Go," "I'm the Urban Space-
Amore Divorces Poesia" and "Tutti
Amore Divorces Poesia" and "Tutti
Unites has acquired representa-
Italian and is releasing five Theodore
Doris, but his record "Da-
Dorothy (Polydor) made a promo-
Adamo gave a concert in Vienna
of the Third Ear Band.
the 5th Dimension may make
New Zealand, Australia, and former
has been named distributor of the
Soviet tour in June.
"Mandragora," "Come
"The World" also got a gold record
German singers Bob Telden
in the near future-will be rela-
production.
"Teardrops on
... Recently released
the second visit for the
... 1610, 1974.
... In the second visit for the
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SCOTT WALKER

A GIANT in England! Voted No. 1 Male Vocalist 1969 - "Disc And Music Echo."

A GIANT Album In England Number 3 On The English Charts

Now The Same GIANT Album Released In The U.S. "SCOTT 3" SRS-67121

A GIANT New Single In The U.S. "LIGHTS OF CINCINNATI" S-2228

from the Mercury Record Corporation family of labels
MERCURY • PHILIPS • SMASH • FONTANA • LIMELIGHT • BLUE ROCK • WING
**Lennon Cuts Single During 'Bed-In'**

**MONTREAL — A new Beatles single was recorded during John Lennon and Yoko Ono's 'Bed-In for Peace' at the Queen Elizabeth Hotel. Portable 4-track equipment was set up in Lennon's bedroom when he decided to record two sides, "Give Peace a Chance" and "Remember Love" — both of which were written by Lennon on the spot.

The session was organized by Pierre Dubord, Capitol of Canada's A&R man in Quebec, who contacted engineer Andre Perry and arranged for the equipment to be brought to the hotel. A group of about 50 fans, outside the hotel, were invited to take part in the session.

Lennon said that "Give Peace a Chance" would be released as the follow-up single to the Beatles current hit, "Ballad of John and Yoko." Lennon is in church.

Lennon described the banishing of this single by some radio stations as "just a phase." He commented: "It's pure hypocrisy. They so hate Christ, they decided for, any. The only place they can bear to hear his name is in church."

In Canada, many stations have dropped the allegedly offensive mention of Christmas. In Toronto, CHUM-FM has been playing the disk in full, CKFH has taken out the word Christ. and CHUM-AM decided to run both sides of Lennon's session. In Ottawa, one of the few AM stations playing the record uncontested, has reported no single complaint about the repeated airing of it.

Lennon's side, Derek Taylor, told Billboard: "We're going back to London to be with our families and friends while we wait for John's U. S. visa to come through." Lennon is anxious to gain entrance to the U. S. so that he can hold bed-ins in New York and Washington, D.C.

Taylor estimated that Lennon spoke with 150 press people daily during the bed-in, and called at least 350 U. S. radio stations to discuss peace.

**Four Arts to Represent Starlite Firm in Canada**

**TORONTO — Four Arts Productions of Toronto has signed an agreement with the Canadian branch of Starlite in New York. The establishment of this branch will hopefully give Canadian talent a long sought-after bridgehead into European markets and it is conceivable that a two-way trans-Atlantic movement of talent will be possible," said Reid. The first of the Starlite artists to appear in Canada will be the Tremeloes. They will begin a cross-Canada tour in September now being booked through the Four Arts offices by Dick Citroen. Although there are still one or two dates to be confirmed, the Tremeloes tour will last through September and will make use of several top Canadian groups from across the country as well.

**Arc to Bow Writer LP's**

**TORONTO — Arc Records of Canada will release the first LP in a scheduled series of Canadian composer albums. It features the music of Canadian folk artist-composer Gordon Lightfoot as orchestrated and performed by the Mariposa Reeds, a studio orchestra especially formed by Arc for the series. The album is titled "Lightfoot," a collection of both ancient and modern music. Arc president Phil Anderson commented: "Lightfoot has a large following among the hip and pseudo-hip record buyers of Canada but his music should be the property of all record buyers. We believe our album will draw thousands of new listeners into the Lightfoot camp."

For exploitation purposes, arrangements are being negotiated with Early Morning Productions, the newly formed company headed by Lightfoot and former Compo national field promotion director Al Mair.
A TAPE Explosion, All Over the Globe—TAPE is What's Happening! (Read the Tape Story in Canada in Billboard, June 28.)

Cash in on a unique summer tie-in promotion and make this summer Your TAPE THING.

Use it now to build sales momentum in the Canadian music-record-tape market...it's a promotion program designed for all—Manufacturers, Dealers and Consumers. TAPE, POSTERS and PETER MAX Are Happening NOW.

Billboard and Merchandising Week commissioned artist Peter Max to create a full color cosmic image based on the theme SUMMER IS A TAPE THING.

The result is a merchandising package including this original 24"x36" Max poster, logo strips, stick-on labels and ad mats.

This Peter Max kit is available immediately to Billboard readers for $1.00 complete, including postage and handling. Fill in the order coupon, attach payment to cover your order and send in!

Make TAPE Happen in Canada TODAY.

Richard P. Myers, Jr., Billboard Publications
165 West 46th St., N.Y., N.Y. 10036

Yes! SUMMER IS MY TAPE THING!

Enclosed is a ( ) check ( ) money order in the amount of $____ for the following:
$____ for ______ kits at $1.00 per kit
$____ for ______ extra Peter Max posters at 60¢ each

Name______________________________
Firm______________________________
Address____________________________
City________________ State__________ Zip________
### Argentina

- "34"
- "29"
- "31"
- "28"
- "21"
- "20"
- "17"
- "10"

### Britain

- "5 MY WAY-Frank Sinatra"
- "2 GET BACK-Beatles (Apple)"
- "9 OH HAPPY DAY-Edwin Hawkins Singers (Barclay)"
- "1 DING DONG-ESTAS (Philips)"
- "45 BONI MUNDIALE TUTTA MIA LA CITTA'" (= 5th Dimension (Soul City))

### Finland

- "45 MAMA-(In Spanish) Jean Carlos (Casablanca)"
- "35 OH HAPPY DAY-Edwin Hawkins Singers (route 1)"
- "29 THINK IT ALL OVER-The 5th Dimension (Soul City)"
- "28 OH LA LA-Owen Four ( Philips)"
- "26 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "25 THIS LAND IS YOUR LAND-George M. Cohen (Columbia)

### Holland

- "16 HOOG EN SPEZIAAL-De Voogt"
- "14 THIS TOWN IS HAVING A BABY-Elvis Presley (Capital)"
- "12 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "11 THIS IS THE WAY-Elvis Presley (Capitol)"
- "10 THIS GIANT LEAPS BETWEEN-Elvis Presley (Capitol)"
- "9 THE WHO THE WHO-

### New Zealand

- "19 GROOVY BABY-*Microbe"
- "18 THIS IS THE WAY-Elvis Presley (Capitol)"
- "17 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "16 THIS IS THE WAY-Elvis Presley (Capitol)"
- "15 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "14 THIS TOWN IS HAVING A BABY-Elvis Presley (Capital)"
- "13 THIS TOWN IS HAVING A BABY-Elvis Presley (Capital)"
- "12 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "11 THIS IS THE WAY-Elvis Presley (Capitol)"
- "10 THIS GIANT LEAPS BETWEEN-Elvis Presley (Capitol)"
- "9 THE WHO THE WHO-

### Philippines

- "19 GROOVY BABY-*Microbe"
- "18 THIS IS THE WAY-Elvis Presley (Capitol)"
- "17 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "16 THIS IS THE WAY-Elvis Presley (Capitol)"
- "15 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "14 THIS TOWN IS HAVING A BABY-Elvis Presley (Capital)"
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- "12 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "11 THIS IS THE WAY-Elvis Presley (Capitol)"
- "10 THIS GIANT LEAPS BETWEEN-Elvis Presley (Capitol)"

### Puerto Rico

- "19 GROOVY BABY-*Microbe"
- "18 THIS IS THE WAY-Elvis Presley (Capitol)"
- "17 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "16 THIS IS THE WAY-Elvis Presley (Capitol)"
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- "12 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "11 THIS IS THE WAY-Elvis Presley (Capitol)"
- "10 THIS GIANT LEAPS BETWEEN-Elvis Presley (Capitol)"

### Japan

- "19 GROOVY BABY-*Microbe"
- "18 THIS IS THE WAY-Elvis Presley (Capitol)"
- "17 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "16 THIS IS THE WAY-Elvis Presley (Capitol)"
- "15 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "14 THIS TOWN IS HAVING A BABY-Elvis Presley (Capital)"

### South Africa

- "19 GROOVY BABY-*Microbe"
- "18 THIS IS THE WAY-Elvis Presley (Capitol)"
- "17 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "16 THIS IS THE WAY-Elvis Presley (Capitol)"
- "15 THIS GIRLS IN LOVE WITH YOU-Eydie Gorme"
- "14 THIS TOWN IS HAVING A BABY-Elvis Presley (Capital)"

### Bridge to Sing Your Own Tune at Fest

BRUSSELS—Anato Bridge (Decca) will sing his own song, "The Bridge," which he represents Belgium in the second Song Olympiad in Athens, Greece. The second song of the right of the song are controlled by Radio Tele Music-Apollo Musical, Brussels.

Bridge's conductor and arranger in Athens will be a British professional, giving him full ownership.
OF THE 102 MOST-PERFORMED SONGS IN THE 
BMI REPERTOIRE DURING 1968, 13 OF THOSE SONGS WERE OURS. 
MORE THAN TWICE AS MANY AS ANY OTHER COMPANY!

Thank You:

John Barry, Don Black ........................................... BORN FREE
John C. Stewart ....................................................... DAYDREAM BELIEVER
Michael Nesmith ................................................... DIFFERENT DRUM
Gerald Goffin, Carole King ..................................... HALFWAY TO PARADISE
Larry Kolber, Barry Mann ...................................... I LOVE HOW YOU LOVE ME
Tommy Boyce, Bobby Hart ................................. I WONDER WHAT SHE'S DOING TONIGHT
Charles Singleton, Larry Coleman ....................... JUST AS MUCH AS EVER
Sandy Linzer, Denny Randell .......................... KEEP THE BALL ROLLIN'
Bert Kaempfert, Charles Singleton, Eddie Snyder .............. SPANISH EYES
Bert Kaempfert, Charles Singleton, Eddie Snyder .......... STRANGERS IN THE NIGHT
Carole King, Gerald Goffin .......................... TAKE GOOD CARE OF MY BABY
Don Black, Mark London .................................. TO SIR, WITH LOVE
Tommy Boyce, Bobby Hart ................................... VALLERI

Screen Gems-Columbia Music, Inc.
Roosevelt Music Co., Inc.
711 5th Ave., New York, N.Y. 10022
THE SEASON for
"POLK SALAD ANNIE"

After 8 months...it's time
to harvest the crop
A hit in Los Angeles and San Francisco,
now growing in Houston, Boston & Seattle!

"BLACK & WHITE"
SLP-18114

TONY JOE WHITE

MONUMENT RECORD CORP
Nashville/Hollywood
The Band is now recording.

Capitol Records
1750 North Vine
Hollywood, California 90028

They were "Big Pink"; they're even bigger now. Order now. Please send me _______ albums of "The Band."

Name__________________________________________
Company_______________________________________
Address________________________________________
City_________ State_________ Zip_________
You're probably a little bit sick of hearing about Mason Williams by now. He seems to have captured the attention of the mass media like nothing since early Timothy Leary. New books by Mason Williams. He's on TV more often than Lucille Ball. Everywhere you hear, it's a new Mason Williams record. Stories in all the magazines. "Classical Gas" all over the Grammy awards. Last month he even starred at a Woolworth's One-Cent Sale.

Pushy-pushy-pushy.

Up to here with Mason Williams? Can't say as we blame you.

It occurs to us, however, that a number of you may not yet have become over-Mason'd. May still forgive this man for being popular.

It is to those lingering few that we address this expensive advertisement.

We are Mason Williams' record company, and we herewith cop this plea: we have been the only ones in America's mass media machine to soft-pedal the Mason Williams glut. When others have hyped and huffed, we've stayed shut-mouthed. On purpose.

We cringed when Mason kept popping up on "Ed Sullivan." We pleaded with Doubleday to cool it on all those ads for his new paperback. We purposely ordered low-priced hors d'oeuvres for his reception at The Factory. And we've waited two months after the release of his new album to take this ad.

Why? Besides the fact that we're sometimes pretty stingy with our ad money, we also wanted to give you as much relief from Mason-talk as we could.

But now, our time has come. We hereby make

OUR MOVE

See that? It's a new album, called Music.

Music is not the name of a new group. It is the name of what's in the album. And that is the seat of our problem:

Not enough of you have been going into America's record stores and saying, "Give me music."

God knows what all you've been asking for.

We had a hunch what went wrong with our sales of Mason's new album called Music. That cover. It did not come up to America's love of hard sell.

We approached Our Mr. Williams, who devised this cover for his new album. "Mr. Williams," we said, "you blew it." And we offered him our alternative:

Mason loathed that. And since this record company takes the posture of acting like gentlemen, even to the point of hypocrisy, we quickly backed down. The cover stayed. Just Music it still is.

So now, we turn to you out there who have felt the Mason Williams onslaught. For those of you who would like to buy Mason's new album, but cringe at the prospect of encouraging more of the Mason Williams deluge, look at it this way:

You Can Now Buy Mason Williams' Album Without Having To Look At Mason Williams' Name Again!

Thus has Warner Bros.-7 Arts Records stumbled onto one of the major Public Service gimmicks of 1969.
Spotlight Singles

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

DUSTY SPRINGFIELD—WILLIE & LAURA MAE JONES
(Prod. Jeff Beck/Wilson Pickett) (Writers: Willie Mae Jones, Beatrice Johnson) (Sinnamon, BMI). This is a danceable, soulful, and energetic R&B number that is sure to make an impact.

JOHNNY RIVERS—MUDSY RIVER
(Prod. Johnny Rivers) (Writer: Johnnie McDermott) (Rivers, BMI). This soulful and infectious rhythm and blues tune is a contender for the charts.

THEME FROM "POPI"—(Writers: Frontiere-Gimbel) (Unart, BMI). Ferrante & Curnow's arrangement makes this a strong contender for the charts.

B. J. THOMAS—PASS THE APPLE EVE
(Prod. Chips Moman) (Writers: James Christopher) (Press, BMI). This is a fun, upbeat, and catchy pop tune that is sure to please.

SHANNON—ABERGAVENNY
(Prod. Mastic-Gallier) (Wills, ASCAP). This is a strong contender for the charts with its catchy melody and lively rhythm.

WATTS 103RD STREET RHYTHM BAND—TILL YOU GET ENOUGH
(Prod. Jerry Wexler, Tom Dowd & Arif Mardin) (Writer: Tony Joe White) (Brunswick, BMI). This is a strong dance contender with its infectious beat and catchy rhythm.

HAPPENINGS—WHERE DO I GO/BE IN (Here Krishna)
(Prod. Harry Nilsson) (Writer: David Esposito) (Scepter, BMI). This is a strong contender for the charts with its unique and catchy rhythm.

TOM PAXTON—CRAZY JOHN
(Prod. Peter K. Singer) (Writer: Tapa) (Deep) (Deep, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

ROGER MILLER—ME AND BOBBY McGUIRE
(Prod. Jeff Beck/Wilson Pickett) (Writers: Wilson Pickett, B. R. Miller) (Sinnamon, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

STEVE MILLER BAND—MY DARK Hour
(Prod. Chip Gaines) (Writer: Chip Gaines) (Sinnamon, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

THEM FROM "POPI"—(Writers: Frontiere-Gimbel) (Unart, BMI). Ferrante & Curnow's arrangement makes this a strong contender for the charts.

ILLUSION—DO YOU SEE HER EYES
(Prod. Jeff Barry) (Writer: Jeff Barry) (Sinema) (Hear Music, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

Watts 103rd Street Rhythm Band—Till You Get Enough
(Prod. Jerry Wexler, Tom Dowd & Arif Mardin) (Writer: Tony Joe White) (Warner Bros. - Seven Arts, ASCAP). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

Christopher Travis—Girl You’ll Be A Woman Soon
(Prod. Peter K. Singer) (Writer: Tapa) (Deep, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

John Davidson—I Am Now
(Prod. Tim O’Brien) (Writer: Bernstein-Miller) (Columbia, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

Bob & Carol & Ted & Alice—Hungry Eyes
(Prod. Bob & Carol & Ted & Alice) (Writer: Bob & Carol & Ted & Alice) (Scepter, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

McKinney Spring—What Will We Do With The Girl
(Prod. Edward Simon-Paul Gelb) (Writer: McKinney) (Sunbird, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

Flying Giraffe—Bring Back Moody Doody
(Prod. Jack K & J) (Writer: Jack K) (Scepter, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

Dickie Goodman—Don’t Worry
(Prod. Dickie Goodman) (Writer: Goodman) (Columbia, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

The Group—Lamas Marie
(Prod. Tony French) (Writer: Camaron) (Writer: Camaron) (Bimbo, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

Joanne Armstrong—The Bell in Tomorrow
(Prod. Dick Glover) (Writer: Joanne Armstrong) (Bimbo, BMI). This is a strong contender for the charts with its catchy rhythm and upbeat melody.

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

June 21, 1969, Billboard
THE 3RD NATIONAL TAPE CARTRIDGE FORUM

SUNDAY, AUGUST 3
3:00 p.m. - 8:00 p.m.
REGISTRATION

MONDAY MORNING, AUGUST 4
9:00 a.m. - 12:00 noon
Session 1 The Future of the Industry—How Can It Best Reach Its Growth Potential
   Talk A The Manufacturer’s Point of View
   Talk B The Wholesaler’s Point of View
   Talk C The Retailer’s Point of View
Session 2 Resolving the Packaging Dilemma

MONDAY AFTERNOON, AUGUST 4
12:30 p.m. - 1:30 p.m. LUNCH
2:00 p.m. - 5:15 p.m.
CONCURRENT CONFERENCE 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 The Value of Tape Clubs in Expanding Local Sales
   Talk A How National Clubs Provide Plus Sales and Expand the Local Markets
   Talk B Profit Potential in Developing a Local Club
Session 4 New Dimensions in Dealer Training
   Talk A Basics in Selling Equipment
   Talk B Training in Effective Merchandising Techniques
Session 5 Pinpointing the Tape and Equipment Market
   Talk B Forecasting Equipment Sales—Portables, Home, Automotive
Session 6 Advertising Approaches to Develop Consumer Traffic
   Talk A When is Broadcasting Advertising Effective?
   Talk B Getting Greater Mileage From Print Advertising
Session 7 Changes in Store Layout, Display and Selling That Improve Turnover
   Talk A Setting Up a Self-Service Section for Pre-Recorded Tape
   Talk B Effectively Displaying, Demonstrating and Selling Equipment
Session 8 Trends in International Marketing of Tapes and Equipment
   Part A (See Session 21 for Part B)
   Talk A Penetration in Far East
   Talk B Status in Europe

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
Session 10 How an Auto Accessory Store Sells and Displays Tape Equipment

TRIP B

Session 11 A Test Store for Trying New Marketing Ideas for Tape and Equipment
Session 12 The Tape Cartridge Manufacturing Process—Evolution of the Finished Quality Product

TRIP C

Session 13 Operation of a Retail Record and Tape Store
Session 14 An Inside Look at a Successful Distributor

WEDNESDAY MORNING, AUGUST 6

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

CONCURRENT CONFERENCE 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
  Talk A Rack Jobbers' Role in Setting Up and Servicing the New Dealer
  Talk B The Camera Store as a Tape and Equipment Retailer
  Talk C Experience of an Appliance Dealer Entering the Tape Field

Session 16 Importance of Servicing for Building Sales of Equipment and Tape

WEDNESDAY AFTERNOON, AUGUST 6

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

LUNCH

SPEAKER: A New Product on the Tape Horizon—Electronic Video Recording

TAPE CARTRIDGE FORUM

Sponsored by Billboard Publications

The Tape Cartridge Forum will acknowledge your registration immediately upon receipt and will forward all details pertaining to procedures.

Please register _______ people from our company to attend the TAPE CARTRIDGE FORUM, August 3-6, 1969, in San Francisco, California. Check is enclosed to cover all registrants.

Company Name
Address
City, State, Zip

We are ☐ manufacturers ☐ wholesalers ☐ retailers
☐ distributors ☐ other

We are associated with the ☐ music-record industry
☐ automotive field ☐ other

We are now in the tape cartridge field ☐ Yes ☐ No

REGISTRATION FEE: $125.00 per person
Fee includes attendance at all sessions, work materials, and luncheons. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.
Payment Must Accompany Order.
Please make Check Payable to:
Tape Cartridge Forum
—and mail to 9th Floor, 300 Madison Avenue New York, New York 10017

Names of Registrants and their Titles:
(Additional registrants can be listed on your company letterhead)

Your signature and title

Complete refunds will be made for cancellations received before July 25. After that time, a cancellation charge of $35.00 will be made.
TOP LP'S
FOR WEEK ENDING JUNE 21, 1969

TOP SELLERS FOR THE WEEK

1. "NANA" - Arthur Prysock
2. "NANNY NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NA NaN
Summerhill's Larry Hickman did six months active duty and went into the Reserves. Then the Army comes up with something called Involuntary Induction. And bam! Bye, bye Larry.

Now Summerhill doesn't have a rhythm guitarist. But, they do have a fine new album, and the new single "Soft Voice."

If you like it, the Army might put Larry in Special Services . . . maybe give him time off to record again . . . make him a major . . . who knows?
Remember, Larry Hickman could be your kid.
MONUMENT IS PROUD TO INTRODUCE WAYNE CARSON WITH THE NEXT #1 RECORD IN AMERICA "DON'T LET THE SUN SET ON YOU IN TULSA"

Produced by CHIPS MOMAN

monument record corp.
Para. Films Plugs Disk Firm—Dot Under Wing

LOS ANGELES—Paramount Pictures is moving its Paramount Records name to the foreground and diminishing the Dot logo. Within the next few months the company will have switched all record labels,去掉with the help of record labels,去掉from the former World-Wide Mintyko to Paramount Records and the name of the parent company will be changed from the "Paramount Organization" to "Paramount Music Corporation." Paramout Records will become the operating division of the parent company, with Dot becoming one of the labels functioning under this Paramount Records umbrella.

Dot will continue to record musical comedy, country, folk, and international types of music. The company continues to sell these products to radio and television stations, record dealers, and independent producers. Its sales staff is busy promoting many hit records, and the company continues to release new material in a variety of styles, including rock, R&B, and jazz.

Playtape Plans Bowing 99¢ Cartridge Youth-Grabber

SOUL CITY RECORDS' national promotion director Ben Scotti, left, and national sales manager Mike Cashman are shown with samples of Playtape cartridges created for the company by the Crewe Group of Companies newly formed record division. Scotti, president of the Crewe Group, was appointed vice-president, distributor finance of Seeburg Corp., a subsidiary of Commonwealth United Corp. He has been with the company since 1965. Scotti succeeds to become CRI president.

** ** **

Vito Samella named vice-president and general manager of the Crewe Group of Companies newly formed record division. He joins the company after two years with Liberty Records.

** ** **

John Davies named East Coast promotion manager for Bizarre and Straight Records. He was previously national LP promotion director for United Artists for two years and also worked as national promotion director for Kama Sutra. At Straight, Davies is already working on the label's initial album with the pop group The Fifth Dimension.

** ** **

John Davies appointed vice-president, distributor finance of Seeburg Corp., a subsidiary of Commonwealth United Corp. He has been with the company since 1965.

Radio Doctors Finds Tape Sales Builder for Record Products, Too

Continued from page 18

Radio Doctors has developed a revolutionary new system for recording and broadcasting radio programs. The system uses a magnetic tape instead of the traditional microphone, and it eliminates the need for an audio mixer or amplifier. The tape is recorded and played back in high fidelity, producing a more natural and realistic sound. The tape can be replayed indefinitely without loss of sound quality, and the system is easy to use and maintain.

Jubilee Acquires Soul Duo Master

NORFOLK, Va. — Jubilee Records has purchased the Soul Duo Master label, known for its high-quality recordings of soul music. The label was founded in 1965 by producer and songwriter Bob Rose, who has recorded with many of the biggest names in soul, including Aretha Franklin, Al Green, and Marvin Gaye.

Jubilee will continue to issue new releases on the Soul Duo Master label, as well as reissues of classic recordings from the company's catalog. The label is hoping to attract new listeners with its rich history of soul music and to build on the legacy of great artists who have recorded for Soul Duo Master.

EMI Switzerland

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EMI Switzerland is a major record label in Switzerland, known for its diverse range of music genres, including classical, rock, pop, and jazz. The company has a long history in the Swiss music industry, dating back to the early 20th century, and has played a significant role in shaping the country's musical landscape.

Cap. Plan Meetings

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Capitol Records is one of the largest record labels in the world, with a rich history dating back to the 1950s. The company is known for its innovative approach to music production and its role in shaping the industry. Capitol Records was founded by Robert William Seidelman, and the label has produced many iconic artists and albums throughout its history.

Jazz to Cruise by Offered on Coast

LOS ANGELES — Local jazz buffs are being offered musical travel for a board a Sunday afternoon cruise ship.

Selfish Hanks de Beek music director of the Los Angeles Jazz Society is putting on a concert on board the Mansion Belle which cruises along the California coastline from 5:30 p.m. to 7:30.

Chuck Niles, a disc jockey on 24-hour jazz station KCBA, is the master of ceremonies for the cruise. The ship can hold 225 persons and Niles' previous bookings have been selling out.

De Vigo is considering trying the cruise during the summer. Among the artists scheduled to appear on the ship are Teddy Wilson, Harry butterfield, Eddie Haymes, Joe Castro, Ed Thigpen, and Bob Hamilton.

German Thrust

Continued from page 88

All Miller executives, including Dave Miller, who founded the company in 1961, were present at the event. Bill Johnston and Dr. Wilhelm Wille will head the a&r department.

June 21, 1969, BILLBOARD
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**COOL STEEL MAN**
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**RACHMANINOFF CONCERTO NO. 2**
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**IN THE GOOD OLD DAYS**
PBS-1461

**COOL STEEL MAN**
Lloyd Green

**OUR MOTHER THE MOUNTAIN**
CBS-1065

**THE SENSATIONAL CHARLEY PRIDE**
PBS-1447

**MACKENNA'S GOLD**
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**IN THE GOOD OLD DAYS**
PBS-1460

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