Destination Tape Forum For Top Blue Chip Cos.

NEW YORK — Many of the nation's blue chip firms affiliated, either directly or indirectly with the tape industry, will attend Billboard's Third Annual Tape Cartridge Forum scheduled Aug. 3-4 at the Mark Hopkins Hotel in San Francisco.

The giant Du Pont and Ampex corporations are just two of the organizations—the complete list to date appears elsewhere in this issue—which have key personnel registered.

The roster of chairmen, speakers and other participants reads like a virtual "Who's Who." (Continued on page 8)

Ralph Gleason, Kenton to Speak

NEW YORK — Stan Kenton, bandleader and head of the National Committee for Performing Arts, will speak on "Protection of Intellectual Rights on Tape" at the 21st session of the conference. He and columnist/critic Ralph Gleason are the two most recent additions to the star-studded array of speakers.

Singles Swinging: Karol

By PAUL ACKERMAN

NEW YORK — Ben Karol, partner in the King Karol retail record operation here, believes that many retailers should come to the realization that the tape business is a good business for them in singles and a good margin of profit, and that they should re-examine their attitude toward singles.

Karol explained that one of the chief factors affecting the singles business is the growing complexity of the industry, particularly the advent of such recent developments as tape. He said, "It is difficult to pay proper attention to every facet of the business." (Continued on page 4)

Moog the Mediums Cos. Get Electronic Message

By MIKE GROSS

NEW YORK — The Moog has become the pop music industry's new fair-haired boy. A flurry of pop albums using the Moog, an electronic synthesizer that can reproduce any existing sound, have been hitting the market in the past few weeks and more companies are expected to get on the bandwagon.

The Moog, a computerized instrument, was created by Robert Moog. In the offering is a pop album from Columbia which started it all last year with "Switched-On Bach," a Masterworks entry which has passed the 300,000 sales mark and hit both the classical and pop LP best-selling charts. Columbia's pop LP has the working title of "Switched-On Rock" and is being put together for Columbia by Norman "Doc" Ph, musical engineer on the Moog; Al Foutz, arranger, and Kenny Asher, keyboard operator. John McClure, director of Columbia Masterworks, is executive producer.

According to Russ Bernard, assistant to Bill Farr, Columbia's marketing manager, the pop Moog album will be used as a vehicle for merchandizing electronic music. Heretofore, he pointed out, only the sophisticated and/or avant-garde consumer was receptive to electronic music but since the release and (Continued on page 8)

Boost in Disk Play on BBC?

By BRIAN MULLIGAN

LONDON — The British Broadcasting Company's plans to ask for an increase of record airplane time from 70 hours to 152 hours on all four channels.

But achieving the minimum required for clearer separation of Radios 1 and 2 will not be easy especially in view of the current mood of the Musicians' Union.

Negotiations will be between the BBC and Phonographic Performance, Ltd., on behalf of the (Continued on page 58)

Disks Hitch to Moonwagon

NEW YORK — The Apollo 11 moonshot is being captured on records in documentary and pop song form. Already reported in Billboard were plans for documentary disks from Time-Life and the Columbia Record Club, and now in the works are packages from Capitol, Bell, Buddah and Intrepid.

And in England, Philips will release a documentary LP of the moon landing in a 12-page fold out sleeve with photographs of the landing and the three astronauts. The Philips package will be sold exclusively through the British national Sunday newspaper, The News of the World, which has a circulation of 6 million.

The Philips record, called "Man on the Moon," will have a playing time of 15 minutes. (Continued on page 8)

Monitors Test OK'd

By MILDRED HALL

WASHINGTON — FCC approval of an experiment in coding identification into TV video programs and for monitoring times shows, may help break ground for future monitoring of record airplay, via coded recordings.

The Federal Communications Commission has given permission to International DigiCom Corp. (IDC) to carry on a limited, temporary experiment in coding and monitoring commercials on TV stations in Los Angeles, Chicago, and New York, without charge to advertisers during the test.

The system, by putting the tape so the code pattern appears only on the edges of the home set screen not visible to the viewer. The code ID would be picked up (Continued on page 8)

[Advertisement]
This is
The Friends of Distinction’s second single:
“Let Yourself Go”
c/w “Going in Circles” #74-0204
Need we say more?

This is The Friends’ hard-selling hit album.
It contains “Grazing in the Grass,”
their RIAA-Certified Million Seller.

Available on RCA Stereo 8 Cartridge Tape LSP-4149

www.americanradiohistory.com
Lionel Establishes Entertainment Arm

NEW YORK — A new music-record company, known as Lionel Entertainment, Inc., has been formed by Ronald D. Sayegh and John M. H. Dowling, and the executive officer of the Lionel Corp. of America, which is known as the Lionel Entertainment, Inc., and is being headed by Clive Fox as vice-president and production director. The company will market the West Coast records under the name of Lionel Entertainment, Inc.

The formation of Lionel Entertainment will be a further diversification of the 69-year-old industrial firm. Lionel owns companies that manufacture electronic components, electric motors, and hydraulic flow control systems, and has a self-service car wash manufacturing and is currently in the process of entering the leisure recording business.

Lionel Entertainment will be deeply involved in every phase of the music business, from the development of the original pieces to the finished product. This will include publishing, management record production and, eventually, its own record label.

Clive Fox comes to Lionel from MGM, where he had been in charge of the record label's West Coast office in Los Angeles, where he was talent and promotion coordinator for the Decca label. He indicated that Lionel Entertainment is planning to expand the acquisition and development of talent and resources.

Weiss & Lewis Form Mat, Pub. & Record Co.

NEW YORK — Gene Weiss and Mort Lewis have formed a partnership to handle the distribution of Marble Arch, Inc., the new firm will be involved in personal management, music publishing, and record production.

Archer will work independently, with a close cooperation with Simon & Garfunkel, Blood, Sweat & Tears, and the Association.

First group in the Marble Arch fold is the Glass Prism, who will release new singles weekly with an initial release of four albums. Weiss stated that the group is being marketed for a production deal made with RCA in 1970. The Glass Prism will be released via a single copy of Edgar Allan Poe's "The Raven" and "Eldorado," which will be released Aug. 1.

The recording by the group is a quartet from the Scranton-Wilkes-Barre area, which was produced by Weiss. Concerts are being toured lined up and RCA is mapping an extensive advertising campaign for the single and album.

Weiss has been working with Columbia Records in various capacities, including picking up talent for the Baltimore Orioles, and he will continue to be an active member of the publishing firm, Largent Music (BML). The new firm will be based at 114 East 55th Street.

40 Golden Hits In Merc. Project

CHICAGO — Mercury Record Corp. is featuring 40 golden hits LP's from leading labels in its current "Gold Rush" promotion, which is scheduled to run through Labor Day.

The program, which offers an extra 7.7 per cent price discount on 40 golden hits LP's from leading record labels, is a popular promotion such artists as the Four Seasons, Dusty Springfield, Jerry Butler, the New Orleans Public Service, Roger Miller, Jerry Lee Lewis and the Platters. Supplementary materials for the promotion, including loose covers and direct mail pieces to retailers carrying out the "Gold Rush" concept with tones of all 40 albums.

New LP's at Sales Meet Mark Hi & London Distrib Tie's 10th Yr.

MEMPHIS — Hi Records and Hi's 

Lionel Entertainment Arm

LOS ANGELES — Wes Farrell, president of the Wes Farrell Organization, is setting up a West Coast recording deal with vice-president Jules Chester, who will be in charge of West Coast operations for the publishing and record production firm.

Chester, who has been associated with Eddie Fisher's business and personal activities for three years, previously had been a partner in the Westfield record firm. He first entered the music field in 1948, when he was a junior writer at the company he rose to general manager before joining the Leser Shur talent agency.

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MEMPHIS — Hi Records and Hi's 

Meme
Hanna-Barbera, TEC

LOS ANGELES — Hanna-Barbera is joining with Transcontinental Entertainment Corporation (TEC) for the upcoming animated series, "The Catanooga Cats," debuting on ABC-TV (Saturday mornings) in September.

Patterned after the Archie, The Beatles and the Phoenix, the Hanna-Barbera series, which will be screened both on network and in local distribution along with both singles and LP distribution.

IT'S THE SECOND music-TV affiliation for the studio and TEC, which introduced the Banana Splits, a rock group. The Catanooga Cats, a folk-rock group, will be introduced later with an original teen-oriented tunes (two tunes in each hour segment) created by Mike Curf's TEC. Transcontinental plans to distribute the series through the Hanna-Barbera, on about three singles. The singles will be released in September. TEC's own label and its distribution arm, Forward Records, will release all the products from the series.

The group, put together by Curb and Ed Rosen, Hanna-Barbera's executive vice president, will make personal appearances, give autographs, and do more in conjunction with the new TV show, said Barbera.

Hanna-Barbera has signed a deal with CBS Records and its new 150,000 square foot plant. "We plan to do at least three records a month and will have an annual production of four albums and an LP," Barbera said. A new single, "Long Live Love," will be on (Friday) to tie in with the group's appearance on the Banana Splits and Friends.

The group will sing two original songs: "My Dear," on a TV show, with Jack Schew and Dave Mook, of Schneider Music, handling the music package together.

Decca is offering a Banana Splits LP, "The Catanooga Cats," for $1.98 this month with Sears, Montgomery Ward and White Front stores. A dea for music executives, Kelo's is offering two singles of the Banana Splits for 50 cents.

In TV and film bookings, the new show will open in the record market this month with RCA and the Monkees, RCA and Filmation are handling the group's "Shadrack, Alexanders' Record," and the group will be produced by Epic Records.

Roper Issues 23 LP's for Dancing

NEW YORK — Roper Records has issued 23 instrumental albums for dancing. Two albums of the Dancing Strings, however, are geared for children and others, consisting of 40 or more strings with appropriate rhythm section where required.

Also featured in the release is "Boogie Woogie," "Boppin' 20-25 Brass musicians plus rhythm," and "Two CDs, selling 24 Latin musicians plus rhythm. Roper also has issued "Brown Bag" for dance-stoppers and "Radio Toppers," "Tangos, Rumbas, Bossa Novas," and "Merengue, Mambo, Fox Trot, Pasodobles, Sambas, Quicksteps and Swing Numbers." 

In distribution, the set is sold at 48th Street, Long Island City.

BOUGIE WOOGIE SINGLE IS CUT

LOS ANGELES — A number of producers here are looking to the boogie woogie market.

While several free-lance producers have been going into the single record market, the rhythm of the 1930's, Blue Thumb has rushed through a deal with Phila. Rapper, Bill Hooker and Ike Turner. The deal is expected to precede the guitarist's debut LP, "Sweet Black Angel," for the company.

Blue Thumb has approached the Arthur Murray dance studios to obtain steps to the boogie woogie. Plans are to print instructions on the single's sleeve.

** Executive Tumble

George Furness named manager of tape sales, Atlantic Records. He will work with Dave Glew, Atlantic's new sales manager and merchandising manager, replaces George Furness, who is now vice president. Furness has been with the company for the past five years, starting as Jerry Wester's assistant; he joined Atlantic in April 1966. Aaron W. Levy, former director of marketing operations, Decca Records, named controller, Atlantic Records. Before Decca, Levy served as controller and assistant treasurer. He joined the record business as controller of Scepter Records in 1963. advertisement

Bob Morgan named a&r producer for Command/Probe Records. Recently, Morgan was active in independent producer and was involved in the formation of Hawaii's first record production center. Company president and founder has headline act for KMG/Verme, Epic and Okhe. He joins Command/Probe's other a&r producer, Dick Wackes, who has been a director of record label operations for New York's Warner Bros.-Seven Arts. He was formerly the label's director of domestic promotion and sales

Billboard includes CBS as manager, press and public information, Epic Records. Indra was previously with Cash Box and Mortone Records. Joining CBS are:...

Richard Klinger appointed professional manager of April Blackwood's West Coast office. He is a former member of the group Cold also head of the Gold Label, an independent......

June Morgan appointed National public relations counsel for the National Committee for the Recording Arts, with offices in Los Angeles. Neal will work with Warden Kenton, organization chairman.

Lynn Barley appointed assistant manager of the Wes Farrell Organization, Atlantic Records and music manager and director of New York dis- cotheque Arthur and a director of the Arthur franchise operation. Following this, he became consultant and co-ordinator for Spectrum Ltd., a New York franchise corporation.

Douglas Neal named national public relations counsel for the National Committee for the Recording Arts, with offices in Los Angeles. Neal will work with Warden Kenton, organization chairman.

Louis P. Deli appointed manager, Ampex Corp. magnetic tape division, Opeika, Kan. The new manager is named mid...
Paul Revere and The Raiders, Featuring Mark Lindsay.
With a new album led off by their hit single
"Let Me" (44-4854).
It's one if by land.
Two if by sea.
But how many if it's
"Alias Pink Puzz"?
Their new album.
On Columbia Records.
In This Issue

Section 1: Retailer

- "Graeme European Director: Chicago, Art Director: London, and Talent: Paris. The cable: "Love Is Blue" phenomenon continues and is a hit again via the Dells recording on Cadet Records. To date, over 260 recorded versions in the U.S. and Canada have been released, and nearly 3,000,000 copies of "I Can't Help Myself (Sugar Pie, Honey Bunch," by the Four Tops, and the M.G.'s are recording it for the first time. These are no doubt accounting for the 1,000,000 mark, sold in 27 different versions.

- BMG and French offices of Croma were opened several months ago. Nottinghamshire, they reported, "Marry Me, Marry Me!" and "Alexander." Deals were set for bothビュー

- "Marry Me, Marry Me!" is on the RCA label, in a deal arranged with a U.S.-vice-president Ernie Autschke that included the signing of Croma's exclusive recording artist Johnie Spence to RCA. Spence is Tom Jones' arranger and conductor for both movies and TV. Spence recorded an unusual recording of the title tune is in the movie as well as a vocal recording by RCA LP. "I Can't Help Myself" have been released as singles.

- Other records of "Love Is Blue" have been released thus far on other labels. A total of 25 artists have been involved in recording activities. As independent record producers, Robert Colby and ettore Stratta have signed such artists as Frank Pourcel, Johnnie McLaughlin, and Judy Garland. Miss Garland's last recordings were made in London in 1965, and tape tapes of these sessions are now being edited and prepared for a special release here and abroad. This last Garland LP will contain previously released songs and some new songs never before recorded by Miss Garland. A special highlight of this special Garland LP will be negotiated when the tapes are ready.

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Section 3: Record Reviews

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Section 4: Lewis, Cash

- Masterpieces Back in Action

NASHVILLE — Forty-four of the original hits of Jerry Lee Lewis, Cash—all classics in the rock and country field—are being issued this week by Shelby Singleton Productions. Singleton's reactivation of their classic years of material to the fore such Lewis masterpieces as "Crazy Arms," "Great Balls of Fire," "Whole Lotta Shakin' Going On," "Hot Rod Lincoln," and "Two-Two," in two LP's—"Original Golden Hits" in two volumes. Cash will be issued the same day.

- "Original Golden Hits" as well as original songs such as "Folsom Prison Blues," "I Walk the Line," "Guess Wha Happena," "Long Black Train," and "I've Got Rhythm," and "So Doggone Beautiful." All of these were recorded back when Cash was no more a "professional." They were also discovered Elvis Presley, Carl Perkins, and Roy Orbis. Some of the Cash material has proven so popular over the years that he recorded it on Columbia.

Section 5: Executive Lutable

- Continued from page 4

home entertainment products division of North American operations, in 1967 as national sales manager of his high fidelity products division. Before that he was with Philips for nearly 20 years, most recently as Midwest Regional Manager. Placek appointed Western regional sales manager for the Ampex Stereo Tapes division. He will be based in Los Angeles, Calif. 

COHEN president of sales for Robins Electronics Corp., consumer audio products subsidiary of Robins Industries Corp. ... Fred Fordham, as advertising and production manager for Kustom Electronics, Inc., Chanute, Kan.

Mustachio Set By 2nd Producers

- Los Angeles — Independent record producers Jay Haseltine and Erik Jansson of Los Angeles have formed two new production companies...
The first album by

BLIND FAITH

will be available on Atco
in two (2) different jackets

SD 33-304 A

SD 33-304 B

The record inside both jackets will be exactly the same

It's what's inside that counts.

Also available on 8 track stereo cartridges
FORUM SPEAKERS HAVE EXPERTISE, EXPERIENCE

NEW YORK — An impressive line-up of figures for their expertise have been announced for the 21 separate sessions which will comprise Billboard's Third Annual Tape Forum.

They include Mort L. Nasatir, publisher, Billboard Magazine; Lee Zhito, associate publisher and editor-in-chief, Billboard Magazine; Joseph A. G. Cusato, president and general manager, Automotive Products Division, Motorola, Inc.; Gerald C. Katcher, president, J. J. Paxton Records, Inc.; Brian Zapp, president, Mincom Records, Inc.; Maxine A. V. Hall, president, Elektra Records; and Bill Elliot, director of Tape Division, A&M Records.

Disks Hitch to Moonwagon
— Blast Artists Into Orbit

NEW YORK — It's been announced by RCA Records, New York; David Butler, president; and Bob Ostrin, vice-president, that RCA Records will produce the package directed to the consumer through local and network television and radio and through daily newspapers. It will be issued on the Apollo 11 moon landing with a commentary by Walter Cronkite.

Meantime, Decca Records is standing by with its forthcoming release, "We Came in Peace for All Mankind," a record of man's landing on the moon. Produced by Doubleday and Co., the album is narrated by Nolan Bushnell, founder of Atari Corporation, and by Peter Thomas. It will carry a suggested retail price of $7.95. Decca's intent has to produce available in retail outlets, including record stores, drug stores, discount and variety stores, as well as through the disk through national newspapers.

One item's entry will be The Apollo 11 Flight to the Moon, published by Thomas Y. Crowell Co., New York. It tells the story through the eyes of theASTRONAUTS. It has produced three volumes, which will set the U.S. in the center of the space race in an illustrated history of the lunar landing process.

Robert S. Spaeth, assistant director of international relations. At the conclusion of the 28-day mission, he will go to Rio de Janeiro where he visited with the Society Brasileira de Automatica (SBAT) and numerous Brazilian publishers. He then went to Cuba.

Scepter Acquires
HooK & SLing' Disk

NEW YORK — Scepter Records has acquired the master of "HooK & Sling," by Eddie Fisher and Zapo. The recording will be released on the Scepter label. Scepter will distribute the label on a long-term basis. Scepter Records' president, Mr. Scepter, represents Scepter in the negotiations.

FLIP SIDE
My Cherie Amour
— Steve Wonder, Tamlal 54180

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

Notable to Use Pop Art on Sheet Music

NEW YORK — Columbia's Notable Co. will introduce pop art to the sheet music market. The company will release songs to be created for Columbia's company by well-known artists. The artists will be paid on commission.

Columbia looks to the pop art songs sheets as a means of enhancing that sheet music market. He believes it will be an especially effective showcase for women who are also conscious of the decor of their living rooms.

The next offering in Coleman's pop art project is Notable's "Fifty Stars," which was created by Val Vasari in Brazil. It is already being displayed in stores around the nation. Plans for release are for more than two weeks. The disk was recorded by the faculty of the University of Kansas Choral Group and will be released by Coleman's Note line of which James E. McCarthy, president, is the guiding force, as written by Joseph A. McCarthy and Joseph Meyer.

The Writing Is Medium

— Continued from page 1

acceptance of "Switched-On Bach," "we feel the average consumer is no longer afraid of electronic music, and is ready to accept the Columbia executives on the claim that Columbia's pop entry, the company has also Walter Carlos on tap for a fol-

OCTOBER 24, 1970

Sesac Attends
Authors Meet In Venezuela

NEW YORK — Continuing its extensive activities in the international music market, SESAC will be present at the recent meetings of the Con- sejo Panamericano of CISCAR and the tel- egram of Author's Rights, held recently at the Hotel Avila in Caracas, Venezuela.

Representing SESAC was Joseph A. McCarthy, assistant director of international relations. At the conclusion of the 28-day mission, he will go to Rio de Janeiro where he visited with the Society Brasileira de Automatica (SBAT) and numerous Brazilian publishers. He then went to Cuba.

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THE EDWIN HAWKINS SINGERS

WITH "OH HAPPY DAY" AND NOW WITH
AIN'T IT LIKE HIM

Available on ITCC 4 & 8 track stereo tapes and cartridges.

Distributed, marketed and promoted by BUDDAH... of course!

A subsidiary of Viewlex, Inc.
Firestone to Acquire MCA

NEW YORK—The Firestone Tire and Rubber Co. has reached an agreement in principle to acquire MCA Inc., through an exchange of stock valued at about $300 million.

The agreement provides that stockholders of MCA would receive debt securities for their common stock which would be convertible into Firestone common stock.

Last April, the Westinghouse Electric Corp. dropped its plan to acquire MCA because it had not proved possible to reach an agreement with the unitholders division of the Department of Justice.

Certron Places $4 Mil. in Stock

LOS ANGELES—Certron Corp. has placed 103,300 shares of common stock valued at $4 million, including $2.5 million with the John Hancock Mutual Life Insurance Company and $1.5 million with individuals.

The principal use of the proceeds of the placement will be to reduce bank debt that was incurred in the acquisition of Amerline Corp. from Revision, Inc.

Disney Lists Higher Net

LOS ANGELES—Walt Disney Productions reported higher earnings for both the third quarter and for the first nine months of the current fiscal year.

Net income for the nine months ended June 28, 1969, amounted to $8,457,000, or $1.93 per share, compared to last year's $7,409,000, or $1.72 per share. Estimated third quarter net income for the current year was $1,750,000, or 85 cents per share, compared to last year's third quarter figure of $2,984,000, or 69 cents per share.

Gross revenues for the nine months totaled $90,082,000, compared with last year's $88,248,000. Fiscal 1969 third quarter gross revenues were $35,039,000, compared to $36,179,000 for the same period in 1968.

GRT Issues First Major LP Product: Four Albums

LOS ANGELES—GRT Records is issuing its first major album release Aug. 1—four LP's, inclusive product from several independent production companies.

The general release includes a double-fold LP, "The Johnny Winter Story," "Mojo Magic" by the Mojos, "Working" by Bobby Jameson, and "The Hendrix Songbook" by the Rubber Band.

The release, which includes several singles, will be promoed with trade and consumer advertising, spots on top 40 radio stations and underground outlets, and coverage in the underground press.

The Johnny Winter LP, which includes three pages of color photos, will be priced at $5.98, the label's first "dollor-extra" album. The master was acquired from Ken Ritter and Bill Hall, with tape rights in all configurations to GRT Corp., the label's parent company.

Jameson's "Working," LP was acquired from Steve Clark, with tape rights on the initial LP going to Amput. On future production tape rights will be assigned to GRT.

The "Hendrix Songbook" is being produced by the Bob Fitzpatrick Corp., with tape rights also going to GRT. The initial GRT-Fitzpatrick agreement covered the "Cream Songbook," also by the Rubber Band.

GRT has signed an independent production deal with Inter- national Management Combination for six albums a year covering five years. The production company has formed Hobbit Records to produce Rockin' Foo, Fussie Jane and Randy Holden, formerly with the Blue Cheer, for GRT. Distribution will be handled through the GRT network, with Hobbit handling its own distribution and licensing in foreign countries. Tape rights will go to GRT in the U.S.

GRT also concluded independent production arrangements with Neilson-McQuade Productions in Philadelphia and with Scharf/Dorrough Ltd.

The deal with Stu Scharf and Bob Dorrough, who produced Spooky & the Gang for Mercury, includes two albums by Dorrough in the initial year.

The Rohe-Neumann-McQuade contract is for three years, with the initial product an LP by the Probable Cause, a rock group. Tape rights for both Scharf/Dorrough and Rohe-Neumann-McQuade will go to GRT.

Alan Mint, president of GRT Records, said the company also acquired a master from T-Bird Records, with the initial product a single by the Instigation.

Markets Quotations

*My Cherie Amour*  
Stevie Wonder, Taml 54180

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

Blind Faith LP in 2 Covers; Has Nudity, Other Conforms

NEW YORK—The Blind Faith album, on Atco, will be available in two different jackets — the original sleeve (with a picture of a nude girl holding an airplane) — and a new one, showing the group.

This follows objections at distributor level to the original sleeve, produced by Polydor in London. The original sleeve was shown in trade advertising for the current Blind Faith U.S. tour.

Atlantic president Ahmet Ertegun said, "We do not in any way think that the cover is obscene or immoral and we don't agree with the point of view of the distributor, but it's felt that the last chain stores might not want to display the album cover in their racks."

"But we are not in the art business. Our business is to sell records so we decided to give the record buyer a choice. They can choose whatever they prefer — the record inside both jackets is exactly the same."
PARAMOUNT RECORDS IS OUR NAME
We still manufacture and distribute
Dot Records
Paramount Records
Acta Records
but our parent company, formerly known as Dot Records,
is now called Paramount Records.

PARAMOUNT RECORD DISTRIBUTORS
is the one to call.
They’re our branch distributors, formerly known as
World Wide Record Distributor
In addition to the above labels, they also distribute
Steed Records, Viva Records, Bravo Records, and
Dynovoice Records.
And we’re all part of the Music Division of Paramount
Pictures Corporation, a Gulf + Western Company.
And we’re doin’ it!
ABC NAMED DISTRIBUTOR OF BEIRAR IN TEXAS

LOS ANGELES—Belair Enterprises, manufacturers of 8-track and cart tape products, have named ABC Records & Tape Sales Corp. as its distributor in Texas.

ABC's newly opened Dallas distributorship will handle the complete Belair line, including the two cassette models and eight-track units. Bill Pennington has been named general manager of the ABC branch in Dallas.

The new distributorship recently held sales meetings in Dallas to introduce the Belair line to its 14 sales personnel. Belair has established a sales contest to promote its products.

Rod Pierce, marketing vice-president at Belair, and Pennington concluded the distributorships arrangements last week in Dallas. ABC has named a distributor in Houston.

Robins Aims For Higher Sales in $150G Plan

NEW YORK — Robins In-
dustry Corp., which embarked on a $150,000 expansion program for its cassettes and other products, has announced the formation of its own Sales Products Division for the co-ordination of rapidly expanding sales, promotion and production of cassettes and other magnetic tape products.

Speaking at the company's annual meeting held at the Bankers Trust Co. building, Post said that Robins' 1968 sales of $2,570,787 were up 8 per cent from 1967's $2,380,753, and 1968 net income after taxes of $151,685 showed a 12 per cent gain over 1967's $130,349. The profits were equivalent to 37 and 33 cents a share respectively.

Post said that the decision to add magnetic tape, cassettes and cassette recorders to its line in December last year, when the cassette appeared to have won the battle for the tape cartridge systems. He revealed that at the time of the firm's decision to add a magnetic tape division, the production on cassettes was zero and no cassette accessories were being manufactured.

"Now, a few short months later, our cassette production is at the annual rate of 750,000 units, our next production goal is 2,000,000 units, and on a three-shift basis we could produce nearly 6 million cassettes a year with our present equipment.

"Commenting on cassette ac-
cessories, he disclosed that Robins is introducing 39 new products especially designed for cassette and cartridge users. Robins uses Brand 5 and Sono-
ramec tape and uses a reel-to-reel magnetic tape and accessories, and for its new cassette lines.

"Non-magnetic tape products produced by Robins include audio accessories, a broad line of perforator tape and data devices, and a number of multi-
kilowatt light sources manufactured by Genarco Inc., a subsidi-
ary of the company.

"Jack Friedland, vice-president of Robins, will head the new magnetic tape division. He is also in charge of OEM sales of all Robins products. He is also vice-president of market sales of all Robins products.

First 24-Track Cut By Progressive Media

NEW YORK — Twenty-four track has been used in a live recording for the first time by Progressive Media, Inc., a rea-

The new Phillips 8-track radio will be able to handle its high intensity sound, which is suitable for the new 12-volt battery car battery. Selling price is $129.95.

Philips Introduces Cassette Playback Unit for Auto

NEW YORK—Philips has introduced a new self-contained stereo cassette car playback unit for the consumer. The item, a fully transistorized player which uses the 12-volt car battery as its power source, is a major development of the firm's 1969 cassette recorder line.

One of the most easily installed under the dashboard of any automobile, and will drive four separate speakers to pro-

Specially designed to be safely operated with one hand, this new line allows the driver to slip a cassette easily into the slot of the unit while it is still in operation. The six-tube, end product is a portable, compact and completely transistorized unit which will fit into the glove compartment of any car.
THE MAMAS & THE PAPAS
THE GRASSROOTS
STEPPENWOLF
3 DOG NIGHT
AND NOW
DUNHILL RECORDS
INTRODUCES

DUNHILL RECORDS
INTRODUCES

a group called
Smith

THEIR NEW SINGLE & ALBUM
RELEASED THIS WEEK
GET THEM!
PRODUCED BY JOEL SILL & STEVE BARRI

DUNHILL RECORDS
www.americanradiohistory.com
Craig Opens Eastern Facility — Expansion Ties With New Line

LOS ANGELES — Craig has opened its first eastern branch operation, a 50,000-square-foot warehouse — office facility in Moonachie, N. J.

The new facility houses customer service and parts department operations, quality control, factory, technical and general warehousing staffs. In addition, the plant will be used for eastern region sales personnel representing Craig's product division, including its video tape department and education division.

The expansion move ties in with the company's new line of car stereo and tape recorder products introduced in June at the Consumer Electronics Show. It will move deliveries closer to distributors and dealers in eastern, central and southern area markets.

Consumer electronic products will be shipped direct to the new plant for in-house quality control servicing, warehousing and shipping. Craig already operates six warehousing facilities, including two plants in Los Angeles and others in San Francisco, Seattle, Denver and Honolulu.

Branch Manager

Donald R. Fisher, Craig's Southeast operations manager, has been promoted to branch manager of the New Jersey facility. Syd Pitasi, Craig's Eastern manager for the products division, will headquarter at the new operation.

The company plans to host more than 4,000 West Coast dealers at regional previews to showcase its 47 new products. The line includes car stereos, portable and home radios, cassette recorders and players, 8-track stereo cartridge equipment and two TV receivers.

Dealer Showings

Dealer showings are scheduled for San Francisco, Monday (21) — Wednesday (23), in the Del Webb Town House; San Diego, July 29-31, at the Bahia Hotel, and Seattle, Aug. 5-7, in the Double Tree Inn. A Los Angeles preview was held July 15-17.

In conjunction with the new line previews, Craig is introducing Tape CARtrIDGE (Continued on page 18)

THE 3RD TAPE CARTRIDGE FORUM IS COMING SOON... SEE CENTER SPREAD

Slaves seeking master

Object: duplicating

With the introduction of Tape CARtrIDGE, Craig is introducing an all solid state duplicating equipment that will make your job easier.

Why did we install all solid state equipment for tape duplicating? The same reason we use one-inch mastering tape. To guarantee the most faithful dubbing of your master. And we'll do it in record-breaking time, too. Cartridge, cassette or reel. Try us.

Simon Says: Load Tape (Plop!)

Simon Says: Close cartridge. (Snap!)

Attach wraparound label. ( )

Simon Says: Attach wraparound label. (Zip!)

Simon says you're ready for the next cartridge, because that's all there is to loading our pre-assembled, snap-together, 4- and 8-track, precision-molded, anti-jam cartridges.

Manufacturers of 4- and 8-track cartridges, standard and EP compact cassettes, and reels and cases for the computer industry. Send for brochure.

Data Packaging Corporation,
205 Broadway, Cambridge, Massachusetts
Tel: (617) 668-6200 TWX: 710-320-0840.

JULY 26, 1969, BILLBOARD
All units provide stereo sound reproduction. All portables offer multiple-use power supplies to play anywhere!

(1) MODEL 504—Cassette portable plus AM/FM radio. Stereo record. Stereo playback. AGC. Records from radio, phone or included mics.

(2) MODEL 502—Cassette portable. Stereo record. Stereo playback. AGC. Records from radio, phone or included (2) mics.

(3) MODEL 800—Compact 2-piece home entertainment system. 8-track player. Contemporary design.

(4) MODEL 802e—Same features as Model 800 plus AM/FM Multiplex radio. Also available (Model 801) without Multiplex. *DELIVERY FALL 1969.

(5) MODEL 661—Home entertainment system. 8-track player. Largest speakers in price range. AM/FM Multiplex.

(6) MODEL 314—Budget 8-track portable with automatic program switching. 6-inch speakers.


(8) MODEL 400—Portable 8-track. Designer styling. 6-inch speakers.

(9) MODEL 401—Portable 8-track. Same features as 400 plus AM/FM radio.


Belair DISTRIBUTORS

ALABAMA
Sona Distributors Inc.
3500 Sixth Ave., North
Birmingham, Alabama 35222
205-312-3061

ARIZONA
Associated Distributors Inc.
800 N. 24th Ave.
Phoenix, Arizona 85008
602-278-5104

CALIFORNIA (Fresno & North)
Western Electronics Division
Transcontinental Music Corp.
686 Cesar Road
Burlington, Calif. 90406
415-697-8600

CALIFORNIA (South. Half)
Tape Merchandising
5813 Radio Road
Los Angeles, Calif. 90016
213-870-0246

CAROLINA (North & South)
Mangold Distributors
2317 West Market Street
Charleston, S. C. 29409
704-354-0966

COLORADO
Dave's Sales
5823 Newport Street
Denver, Colorado 80210
303-331-1516

CONNECTICUT
Eastern Electronic Sales
724 Tolland Street
East Hartford, Conn. 06108
203-849-9813

FLORIDA
Thompson Electronics
121 South Water Street
Tampa, Florida 33602
813-229-8865

GEORGIA
Gold"in Distributing Co.
1337 Spring Street, NW
Atlanta, Georgia 30309
404-678-5219

ILLINOIS & WESTERN WISCONSIN
Pana Marketing Div. of Quimico Inc.
c/o Execs
5040 W. Montrose Ave.
Chicago, Illinois 60644
312-685-9100

KENTUCKY & INDIANA
Pana Marketing Div. of Quimico Inc.
c/o Cardinal Sales
26 W. 63rd Street
Indianapolis, Indiana
317-222-1113

LOUISIANA (South)
All South Distributing Co.
1946 Lafayette Street
New Orleans, Louisiana 70113
504-522-1157

MARYLAND-WASHINGTON, D.C.
The Jen. M. Zamoiski Co.
1101 E. 22nd St.
Baltimore, Maryland 21223
301-644-7900

MICHIGAN
Distributors Inc.
205 South Market
Springfield, Ohio 45501
513-229-0520

NEW YORK
Associated Distributors Inc.
3600 N. 24th Ave.
Phoenix, Arizona 85008
602-278-5104

OHIO
Thompson Electronics
2317 West Market Street
Cleveland, Ohio 44113
216-694-1300

TENNESSEE
Tape Merchandising
2317 West Market Street
Nashville, Tennessee 37210
615-321-2882

VERMONT
Montana Marketing Division
1337 Spring Street, NW
Atlanta, Georgia 30309
404-678-5219

WISCONSIN
Pana Marketing Div. of Quimico Inc.
c/o Execs
5040 W. Montrose Ave.
Chicago, Illinois 60644
312-685-9100

www.americanradiohistory.com
They even bought our pants
But fret not, there's more of everything on the way!

Belair went to the Consumer Electronics Show in N.Y. expecting to make a big hit. But the dealer response surpassed our wildest expectations. Alert merchandisers snapped up everything Belair had for sale...and even a few things we hadn’t intended to sell. Once again, Belair proved why in just 16 months it has become one of the world’s largest manufacturers of tape equipment. Once again, Belair proved to be the best-designed, best-engineered, best-priced tape equipment ever offered for sale.

If you don’t already carry the Belair line, take a tip from the sharp buyers at the N.Y. Show. Call your local Belair distributor today for sure-fire profits this summer.
# Tape CARtridge

## 50 Titles Out On Paramount

LOS ANGELES—Paramount Stereo-Tape has released 50 titles in 8-track and cassette, with several of the tapes covering current hot pop acts. These include Roy Clark, Brian Hyland and Andy Kim. Acts in the release include Billy Vaughn, Anita Kerr Singers, Lalo Schifrin, Hamilton Streetcar, Ferry Tale, and others.

## Opens Eastern Facility

- Continued from page 15

طاقة Cartridge Publishing has opened two tape recorder accessory centers models 9714 and 9715. Model 9714 accessory display package comes with four voice actuated microphones, three directional microphones, three uni-directional microphones, four rechargeable battery packs, six AC adaptors, three pot switches, three street phones, five whole cell batteries, six audio and five auxiliary connecting cords.

## Other display accessories include

- Six extended play tapes including 3/4-inch reels (300 feet), 12 60-minute cassettes and 12 60-minute cassettes.

Model 9714 includes the same items as model 9714, but eliminates the microphone accesso-

The units are designed to set on the counter or hang on the wall, next to tape recorder displays. Their hidden bin-type dispensers are made pilfer-proof with a locking device.

As part of its accessory program, Conagra has established a tape dispenser accessory club for dealers who purchase the units, and is conducting a four-month-long sweeps product award contest for dealer members. Model 9714 retails for $516.14, while model 9715 has a list price of $579.64.

## Stereo Dateline Special!

This week’s blockbusting cartridge from Munz. Here’s a 4-track cart rage for your customers.

- Ready, set, Order!

## Billboard

Billboard has the “IN” side story on Audio Retailing Billboard

- BEST SELLING CARTRIDGES

<table>
<thead>
<tr>
<th>Title/Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
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<tbody>
<tr>
<td>Blood, Sweat &amp; Tears</td>
<td>Columbia</td>
<td>5</td>
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<tr>
<td>In a Gadda-da-Vida</td>
<td>Iron Butterfly, AIP</td>
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<tr>
<td>Bayou Country</td>
<td>Creciente Clearwater Revival, Fantasy</td>
<td>9</td>
</tr>
<tr>
<td>Hair</td>
<td>Capitol, RCA Victor</td>
<td>9</td>
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<tr>
<td>3 Dog Night</td>
<td>Capitol</td>
<td>9</td>
</tr>
<tr>
<td>Nashville Skyline</td>
<td>Bob Dylan, Columbia</td>
<td>8</td>
</tr>
<tr>
<td>Age of Aquarius</td>
<td>Fifth Dimension, Soul City</td>
<td>6</td>
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<tr>
<td>Led Zeppelin</td>
<td>Atlantic</td>
<td>6</td>
</tr>
<tr>
<td>This is Tom Jones</td>
<td>Columbia</td>
<td>5</td>
</tr>
<tr>
<td>Live</td>
<td>Parrot</td>
<td>7</td>
</tr>
<tr>
<td>Greatest Hits</td>
<td>Dunhill</td>
<td>9</td>
</tr>
<tr>
<td>From Elvis in Memphis</td>
<td>Stax, FAME, RCA Victor</td>
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<tr>
<td>Association's Greatest Hits</td>
<td>Warner Bros., Arista</td>
<td>9</td>
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<tr>
<td>Romeo and Juliet</td>
<td>soundtrack, Capitol</td>
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<tr>
<td>Man With the Golden Arm</td>
<td>Ivan McPhail, RCA Victor</td>
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<td>Cloud Nine</td>
<td>Temptations, Gordy</td>
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<td>Never Live Free</td>
<td>Veejay, Liberty</td>
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<td>15 Specials</td>
<td>Apple</td>
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## CASSETTE

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<td>Want You</td>
<td>Ventures, Liberty</td>
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<td>Romani and Juliet</td>
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<td>Kingston</td>
<td>Glen Campbell, Capitol</td>
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<td>Midnight Line</td>
<td>Glen Campbell, Capitol</td>
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<tr>
<td>In a Gadda-da-Vida</td>
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</tr>
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<td>Cloud Country</td>
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<td>Time Peace/Greatest Hits</td>
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<td>Beatles</td>
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<td>Help Yourself</td>
<td>Parrot</td>
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<td>Temptations, Gordy</td>
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<td>Touch of Gold</td>
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## 4-TRACK

<table>
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<td>5</td>
</tr>
<tr>
<td>Time Peace/Greatest Hits</td>
<td>Atlantic</td>
<td>2</td>
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Billboard SPECIAL SURVEY for Week Ending 7/26/69
TAPE GOES JAZZ

8 TRACK CARTRIDGES & CASSETTES

LIBERTY STEREO-TAPE

www.americanradiohistory.com
THE MOVE IS TO ASCAP!

575 Madison Avenue  New York, N.Y. 10022
New York—In the biggest rock merger since Ringo joined the Beatles to make them stars, Stevie Winwood left Traffic to join Cream to make Blind Faith, who opened their U.S. tour in Madison Square Garden, Saturday (12), to acclamation by riot. Featuring Ginger Baker on drums, Eric Clapton on bass, and Richard Grech on bass, and Winwood doubling as the organist and vocalist, the group laid down a new top of top English rock, bringing to mind the rumbling, churning, and the dark, destructive, exultant emanating like a command from the instruments of Baker and Clapton. Free, an A&M group who uprooted a few microphones to confound the already miserable sound system, and Delaney & Bonnie, Elektra pop-soul group, nodded the moment until Blind Faith riled them with their eerie skirmishes with perfection.

With the apocalyptic elegance and weight of the movie score from "Ben Hur" or "The Ten Commandments," Blind Faith’s rumbling, churning sound costumed the uppers of a full rock symphony in the themes of a disaster scene. Only Winwood separated Baker and Clapton from the doom of death that brought Cream to its knees for good. His weeping orphan’s wail and a resonant, thundering, slow, Blind Faith from the danger or music, signaling on the brilliant solos of Clapton and Baker, though both drenched in their hoped-for epics to teases. Ginger Baker’s drums were impossible to hide from, spelling out the riffs on the instrument he has received as a medium. His incredible sense of touch was never developed to a point where he could play on the drums, intending to his total communication via percussion the dimension of composition. He does, however, play a song on the drums, thudding out clear riffs and run by pitting rhythms against each other. (Continued on page 24)

Multicolored, attractive, and varied, the Blind Faith line-up was one of the most individual. Clapton, whose radiant presence, strums, and guitar playing has developed to the point where he can mimic any sound, seemed to emerge from the blues. Baker’s rhythm, driving the corners, like “Ice Cream” to rouse the audience.

The single, “Smokey Tooth,” with the conventional wall to wall Excedrin-inducing amplification, did not appear to be really tuba-drums rhythm section came true.

And there was a patios version of “Hello Dolly,” some time, and driving rompers like “Ice Cream” to rouse the audience.

NEW YORK—John Mayall repeated his Festival success of a few days earlier when he topped the Fillmore East bill for the second time on July 11. He was aided by some delicate amplification that brought his three-part group (June Marks) in his drum-less group into sharp focus, allowed the tenor saxophone (Johny Almond) to share but not dominate proceedings, and added Mayall’s cool voice to get his sharp lyrics across.

It was his small triumph for Mayall’s new group only in the sense of the audience was small. Mayall’s new company, Polydor, recorded for L.P.

Mayall takes a lot of different elements, from modern jazz to down-home country, fuses them together and while the separate parts are not particularly original, it is total. It is refreshing, too, to find a group that can blow without blasted.

Mention should be made about Mayall’s lyrics: autobiographical, unpretentious, and direct. “The Laws Must Change,” is an example of a song as an unobtrusive spokesman for today. His “California” does not glide into the sea of happy sentimentalities.

In short Mayall, his group, his material; thełat that oft quoted, seldom meant word, very preservable.}

Preservation Hall Jazz Band, making their Fillmore East debut, also brought an interesting injection from the crowd, although this may have been due to the novelty of seeing a group of New Orleans veterans over 30 years old playing their brand of primitive traditional jazz.

It was a set of good strong roots music. Dan De Piero produced a firm enough trumpet lead from the front line (Wille Humphrey, clarinet and Jim Robinson, a very tallgat trombonist) to work on Billie Pierce’s piano, an asset to the group, did not fare too well with the amplification, but the rumbling

Peabody Will Star In ‘America’ Tour

Los Angeles—Banjo specialist Eddie Peabody will star in an evening with the musical “America Sings,” sponsored by the Hammings Co. of Chicago. To let off steam are Anchishum, Pasadena, Santa Monica, Denver, Kansas City, Chicago, Columbus, Minn., Duluth, Des Moines, Minneapolis, San Francisco, Sacramento and Fresno. Admission is free.

Détroit

An error popped up in this column in the July 7 issue. Gary Shimmon, not Tregarden and Van Vliet with the musical “America Sings,” sponsored by the Hammings Co. of Chicago. To let off steam are Anchishum, Pasadena, Santa Monica, Denver, Kansas City, Chicago, Columbus, Minn., Duluth, Des Moines, Minneapolis, San Francisco, Sacramento and Fresno. Admission is free.

Pacific Gas and Electric, former sponsor of the Folsom Fiddle Festival with Cambodia. Ken Laufer joined Polydor, where he will be responsible for a new production of Catch, whose debut disk is “I’m on the Road with a Woman” that occasion. An album is due next month. Wally Kravitz, a Denver group, signed with Command/Probe. Sergio Branqui, formerly with RCA, joined United Artists Records, where his contract calls for at least two albums a year. Maxfield signed a writing, recording and management pact with Stroud Production and Enterprises. Pic. He will cut his first disk under the agreement late this month.

Vanilla Fudge in Solid Territory

NEW YORK—Vanilla Fudge, in fine form, capped the season’s first Singer Bowl concert at the old World’s Fair grounds on Sunday (13). The Alton quartet, however, faced a herculean task as they had to follow an exciting nine-man jam session. The jam just followed the line “Jailhouse Rock” encore of Epic’s Jeff Beck Group. Before the curtain could leave the stage, they were joined by other British musicians. By the time the jam was finished, members of the Fudge group and groups including three from Atlantic’s Led Zeppelin.

The unit also had its work cut out for it, the preceding Ten Years, one of the most popular British groups to ever play New York, gave its usual powerful performance.

“Good Morning, Little School Girl” was among the strong numbers for the Derrant quartet as guitarist Alvin Lee, one of the lead pop guitarists, and Leo Lyons, an outstanding bass guitarist, played to each other in exciting fashion.

Drummer Rick Lee and organist Chuck Churchill joined Lyons to afford Alvin Lee, a guitar virtuoso, stunning rhythm support, and who was in excellent blues voice.

Probably the most difficult assignment of the evening belonged to Edwin Hawkins Singers, who had to open. The inclement weather, which held the crowd to 7,000, made the group’s earlier arrangement-and their rock favorites, restless. Some rain during the set added neither rhythm nor performance. But, the large gospel choir was at their fervent spiritual best, giving an exceptional performance.

NEW YORK—This city had its heaviest schedule of top shows on the weekend of July 11-13. On July 11 and 12, Fillmore East was not to be outdone, and Ronnie, To Prod.

THE NEW YORKER WEEKEND OF JULY 11-13

Hello Dolly,

EX-DETROITERS

Give You a Break

Arson Signs 3 To Prod. Mgmt.

New York—Clyde Otis and Audrey Seeman of Arson Productions have signed Ronnie Baker, James Earl and Early Young to exclusive production and management pacts. The three, who are identified as influenced by “The Philadelphia Sound,” will also record a joint Arson/Atlantic disk company as Ronnie, Norman and Earl. In addition to producing for Arson Productions, the services of Baker, Harris and Young will be available to any other labels on a selective basis. Several disks produced by the threesome for Arson are ready for release. Among these are records for Alson’s Arson Records, Ronnie Slim, Eddie Carlton and Ronnie King.

July 26, 1969, Billboard
PARAMOUNT PICTURES Presents

JOHN WAYNE · GLEN CAMPBELL · KIM DARBY

Glen Campbell
sings the Title Song
"True Grit"
Arranged and Conducted by Al Delory

Elmer Bernstein
conducts Themes from his Original Score
Arranged by Artie Butler

IN
HAL WALLIS'
PRODUCTION

TRUE
GRIT

A BRAND NEW BRAN0 OF AMERICAN FRONTIER STORY

www.americanradiohistory.com
The film, and inseparably, the soundtrack.

Variety reports:

'Grit' great 36G (Chicago)
'Grit' record $270,000 (New York)
'Grit' great 25G (Los Angeles)
'Grit' Fast $16,000 (Minneapolis)
'Grit' Sturdy $15,000 (Baltimore)

*July 9, 1969 issue.

The film that may become “the definitive Western.”
The film that Saturday Review’s Arthur Knight called “a classic of the genre” and Daily Variety characterized as “walloping…action, action, action.”

The film…and, inseparably, the soundtrack.
NEW YORK

Veep's Little Anthony and the Imperials open a two-week engagement at the Copacabana, Thursday (24). Los Angeles' Vamp fonds plays Los Angeles' Whiskey As We Go from Wednesday (23) through Sunday (27). The McGuire Sisters play at Biltmore, Friday (18). M.G.M.'s Judy Garland appears at the Concord Hotel in Kansas City, N.Y., Saturday (26).

D. D. Phillips, Evolution Record artist, made the first of his two appearances at the Ralston Hotel in South Platte, N.Y., Friday (18). A son, Kenneth Leroy, to Allen Leroy, independent record producer, and his wife, the former Ledy Miller, at Memorial Hospital July 12.

Lambert's Tony Bennett signed a lifetime contract with Las Vegas' Caesars Palace. Monument's Ray Stevens appears at the Cheyenne Hotel in Australia Monday (28). He will appear in concert in the Philippines, Singapore, Malaysia, Taiwan, Hong Kong, Okinawa and Japan. Stevens & Sons has assigned its public relations and sales promotion to merchandising & Promotion Associates (MA), with Ted Holman, MA's account executive.

Arlo Guthrie, Reprise artist, and John Baselsha, Reprise's Point in Bryn Mawr, Pa., Friday (23) through Sunday (25).

Christopher Scott is featured on a new Moog album on Decca featuring music of Burt Bacharach. The group consists of Mark Curley, keyboard; Christopher Scott, violin; and Phillip Spector, recently born to Phillips, Cannon, Caan, his wife Veronica, former lead singer of the Mamas and the Papas. RCA's Kate Smith will reappear Aug. 16 in Boston by the Catholic War Veterans as part of their fundraising achievements in promoting zeal and devotion for God and for home.
No one but Don Gant sings what Neon Philharmonic does.

No one but Tupper Saussy composes, arranges and conducts what Neon Philharmonic does.

"No One Is Going To Hurt You" succeeds "Morning Girl" as Neon Philharmonic's second single.

Exclusively on WARNER BROS. SEVEN ARTS
Today man walks on the moon. And Capitol is there with saturation radio on ABC's coverage of the MOONSHOT. 900 stations, Coast-to-Coast. Helping Americans follow this incredible voyage from blast-off to splash-down.
And offering them a free copy of the official Capitol, Rand-McNally moon map. This is added, pre-sold traffic adding up to even more profit for you during Capitol’s “Close-Up” month promotion.
**Commercials**

**Remembrances of Spot Things Past by Trendsetter Burland**

By RADCLIFFE JOE

NEW YORK — One of the most widely and artistically discussed recording careers in the music industry today is the revolution of the musical commercial. Yet, few recordings from the early 1960’s when the musical commercial was nothing more than a jingle have surfaced.

C/HEAR Services president Sasha Burland, creator of Alka-Seltzer’s famous “let’s get a grip on it” campaign, was still a young man in the middle of a busy recording schedule to record the session that went up to the FCC. It had been recorded during the early 1960’s when the musical commercial was nothing more than a jingle. He said, “It was not a business, but rather a hobby.”

At that time Burland was in the advertising business, and had an inside knowledge of all the scum of the industry. “The sound was all wrong,” he said. “In the beginning, the commercials were not even recorded, and if the business was to be kept alive, it had to be something different.”

Burland felt that he could do something tangible about creating this change. He had worked for several years as a writer-producer in radio and television with NBC, during which time he had written and produced much of the programming content for both NBC and Waldorf. He had also performed and recorded as a singer, and had written and produced masters for sale to recording companies.

Arranger-Producer

Adderly, who had the same music experience he had worked on an arrangement of “Let’s Get a Grip On It” with such top names in the jazz recording business as Dizzy Gillespie, Lionel Hampton, Count Basie, and Arturo Sandoval. Adderly, Quincy Jones and Oliver Nelson, and had, along with Donel Standing of the novelty jazz group “Natty Squash,” written and produced a hit that had been a million seller worldwide.

With all this experience to his credit, Burland launched C/HEAR Services in 1960, with the intention of revolutionizing the musical commercial. Yet, even without his personal guacamole, the sounds and the music of small commercial companies are still the most common sound of commercials.

The approach was novel, people liked it, and what’s more they remembered the tune. It had all the trappings of a hit paradox. After a few months months after its first release, Liberty Records entered into an agreement with Alka-Seltzer, and the tune was released as a pop number.

Then at the beginning of the revolution. “Never before,” said Burland, “has this been done. Even though there had been commercial jingles with hit tune potential, recording companies were afraid to touch them for fear that disk jockeys would reject them. “The Sound of Things,” he said, “was being played by almost every radio station around the nation, and the tune, after being written during the course of becoming the No. 1 tune of the day.”

By Burland is convinced that the success of the revolution has done a lot to upgrade both the musical commercial and the pop market. “It has served as a two-way street to expanded knowl- edge and understanding of the complexities of each other,” he said.

The revolution has also resulted in a number of smaller but equally radical changes. Among them is the greater willingness of top record companies to lend their names and talents to musical commercials. It has also resulted in the upgrading of the talent in the musical commercial produc- tion field.

Burland also points out that it has resulted in a great musical potential, which, with all the years of tradition categorizing music into different forms, leaving only one category, that of good music. Although the excitement of

**Latin Sound Radio Spots**

NEW YORK — The Latin Sound Inc. has completed a series of Spanish-language radio spots to educate New York's Latin community in the use of Spanish language radio advertising. The moves, according to the chairman of the telephone book, Yolando Pages. Music and lyrics were by Harry Belafonte. The lyrics were written by Alben, Marc Krichman’s productions for its World’s Fair Radio Station, are being produced by a leading producer of commercials in Latin American countries, recently launched a new music produce- tion house—Something Else Associates—to serve the general market.

**Ad Notes**

By CLAUDE HALL

Radio-TV Editor

Vincent Searra, who produced Shelly Ols's "Answer Man" series of commercials that aired on WOR Radio and Television, has been appointed a producer/director of Dimension Productions, the production department of the radio-television company. Also joining the firm is Alan Sorkin, who has been with the agency, and Renée Knoover, head of the company's personnel department. She'll be a Dimension sales representative.

J. W. Knobler of Advertising Services, who handled creative for the American Advertising Services Association. . . Mike Wellman and Marty Evers of We Inc., who've worked on such commercials as Revlon, Brock, Van Huesen, and Grinnell, has been appointed creative director. Media Research and Productions, Miami video production firm, has completed a series of television spots for the Miami-Dade Board of Tourism, according to operating manager Frank Flynn, and is now available for leasing.

Bob Maxwell, composer signed to Herman Edel Associates, created the music for the recent Bill Cosby Kodak TV special for NBC-TV. Clarfit's "Nice 'n Easy" theme has just been recorded by Laurie Robinson, featuring Cathy Mills. With new lyric, the song is now called "Sandy." Writers were Elfi Greenberg and Doug Murrin.

**Selling Sounds**

What's doing among the major music houses. Items should be sent to Debra Kenzik, c/o Billboard Magazine, 155 W. 46th St., New York, N.Y. 10036.

WEEK OF 8-12 JULY

GRANT & MURTAUGH, New York—581-4000

(Pet Geisinger, Assistant Advertising Representative)

- Du Pont Beer for Young & Rubicam; Ted Stobbe was the producer. They were three spots for TV, and were recorded at Fine recording.

- American Tobacco Company Dure & Bernbach; David Fries was the producer. It was a TV spot recorded at Fine recording.

CHICO HAMILTON

- Recorded music for a new National Football League commercial.


ABIT MUSIC

- IBM's "Shoeshine" for Young & Rubicam; Bob Tager was the producer. Music provided by ABIT with the New York Rank N' Roll Ensemble. It was a radio spot.

GAIL & WOLOSHIN, Inc., New York—4-1020

(Kevin Gavin & Sid Woolshin reporting)

- Pfizer Company "Skinny Dip" for Will Graham Company; theme was written by Kevin Gavin and was recorded at 6 West Recording Studios.

- RCA Records "Mother's Day" with Arthur Fiedler & Tanglewood; theme written by Walter Thompson; Gordon Kahlenberg & Bob Westerfield were the producers. Sid Wooldine was the engineer. It was recorded at Aura Studios.

- Elektro-Tom Penta "This Week" for "The High Quality News." played. Produced stereo spots to be aired on 11 stations nationally. Copy director Arthur Eliza of Premiere; music written by Larry Riker produced the spots for Lord, Geller & Freisema. Spots were recorded at West.

- Holiday Airlines: Here (not finished campaign spots for Holiday Airlines. To be aired on video and radio. Cliff Einstein of Dollar Airlines (Angels) produced the spots for the agency, Kevin Gavin wrote the song. The song "What's Doing Among the majors?" was written by Barry Harris.

GARRY SHERMAN & STANLEY KAHN ASSOCIATES

New York—765-1954

- Coco-Cola for McCain Erickson, with spots which include Aretha Franklin, "Bob Tate, & the Brooklyn Bridge. It was for radio-TV.

- Peter Paul Almond Joy for Danter Delagio. Sample.

Garry Sherman and Stanley Kahn wrote and produced for these spots:

- Coca Puffs for Donner, Fitzgerald & Sample.

- Apathetic for McCain Erickson.

- Gold Medal for Donner, Fitzgerald & Sample.

- Curb for Donner, Fitzgerald & Sample.

- Burg & Delaware for Donner, Fitzgerald & Sample.

- Total for Donner, Fitzgerald & Sample.

- Comedy for General Mills; Almond Joy, Rice, Brown Rice & Water Rice for all for Donner, Fitzgerald & Sample.

- They are: Pleasant-Palatable, Punch Laundry for Mason, Wynne, Williams, Smart & Finney.

**College Gets Radio Station**

JERSEY CITY, N.J.—WSPC, a student-operated carrier-current station at St. Peter's College here. The station serves an audience of approximately 8,000 students, featuring 80 per cent progressive rock, 10 per cent soul, 10 per cent easy listening. Jack Talbot is station manager, Robert Shul- man is operations consultant.

**Monitoring System OK'd**

By MILDERD HALL

up automatically as electronic monitoring locations, and a cen- tral computer, which issues a print-out of the information. In its petition, Digitronics urged the FCC to eto the long- standing rule that an independ- ent broadcast monitoring serv- ice be used, and that the firm and their unions are dependent in part upon the number of employees that appear on all stations, and that there is an overlap in this service. They argue that they are broadcast, and advertisers and owners of copy- righted material are not able to have an obvious interest in the monitoring service can provide." This argument is similar to one made in a petition by re- writing and recording com- pany opponents of Sen. Harri- son Williams' (D., N. J.) amend- ment to provide performance royalty for recordings played over the air, in the copyright revision now under way. In 1967, Williams, when intro- ducing the amendment, said it permits the Copyright Office to require an automated electronic monitoring system. The senator said he had been given assur- ances that such a system could be used, and that it would be electronically monitored, are inad- mirable to the radio listener, and could be used for the benefit of stationing as playing over the air. The FCC was asked to look into this, but in its study, the commission has yet reported its reaction to the Senate Subcommit- tee working on the revision bill. In asking for its trial run on TV monitoring, the Digitronics firm says monitoring of show- ings would also cover CATV pickup from TV stations, and would be of great service to broadcasters' long-time customers. As an added attraction, the FCC could also make use of the sys- tem to help its monitoring of programming.

The commission is asking for comment on the whole idea while the last process. It asks, assuming the technology is ac- ceptable, whether the firm would serve the public interest. There would be too much service con- nected to the benefit of ITC and its subscribing customers, giving the firm a "virtual monop- oly." The FCC also wonders if at some future time, the presently untested edges of TV showings might all be visible on the view- er's set—including the coded digits. Comments are due by Sept. 18, and replies on or be- fore Oct. 17, 1969.

JULY 26, 1969, BILLBOARD

www.americanradiohistory.com
How It Can Compete and Sell

E. ALVIN DAVIS, music director and air personality of KLEO in Wichita, Kan., left, receives a plaque from the Cowgirls for helping break their "Hair" singles hit on MGM Records.

WGAU-FM in Double Shift

ATHENS, Ga.—WGAU-FM has switched call letters to WNGC (for North Georgia country) and switched programming to country music, states H. Randolph Holder, president of Clarke Broadcasting which also owns WGAU and WLQK in Rome, Ga. The station formerly simulcast the AM easy listening programming of WGAU. But a survey of listener needs brought a programming change and added Johnny Dean, formerly of WRFC, Tom Bird, and Larry England of nearby Winger, Ga., to the personality line-up.

The new format was an "innovative" approach. In 30 years of radio I’ve never seen a reaction, even without any promotion or gimmicks, to compare. We started receiving phone calls and letters from all over Northeast Georgia, as far away as 90-100 miles. More than 500 FM radio devices have been sold in the Athens market already.” The station also carries a daily gospel show.

GAB Asked to Fight ASCAP

ATLANTA Ed Mullinax, chairman of the Georgia Broad-caster’s Music Committee, warned members last week to hold firm in its battle against ASCAP for lower licensing fees for radio stations. He stated that the GAB contributed an additional $5,000 to the committee at the June convention in Savannah and “we do have the means to go to court.” Besides financial support from several other states, Mr. Mullinax said, "we now have some sympathetic ears in Washington.

ASCAP, he said in a letter to all members, is seeking to sign contracts with some Georgia stations, but he assured radio station personnel that they did not have to sign until conclusion of a case now pending in the U.S. District Court in New York.

WBZE in Revamping

WHEELING, W. Va.—Claiming that the sound of the station was “sultry,” general manager Frank Sweeney has launched a gradual revamp program at WBZE, daytime station here. “We’re slowly broadening the sound of the station to capture male adults and housewives — with records bordering on rock,” he said. With a playlist of 50 records, the deejays are also playing between four and six oldies an hour. “although we don’t make a big deal of it.” After 6 p.m. the station programs all oldies until sunset sign off. This program is sold to the Wheeling Electric Co.

Yuba's KUBA to Top 40 Format

YUBA CITY, Calif.—KUBA a Grayson Broadcasting station, has switched to a Top 40 format, according to program director Tom Head. The 5,000- watt daytime station formerly featured a middle-of-the-road format. Manager is Bill Jernigan. New chief staff announcer is L. David Jones, formerly of WFCN, Fayetteville, N. C.

Radio TV programming

THE SINGLES QUESTION

How It Can Compete and Sell

EDITOR'S NOTE: Is the single out of step with today's culture? Perhaps. But it doesn't have to be. According to Hal Neal, KTHO-FM, Tallahas, Calif., and here are his viewpoints as a follow-up to the article by Ken Strow, WGN program director Skip Broussard.

Consider the public's choices of music forms — a $1 single, a 56c专辑, a 15c single of tape, cassette, or cartridge.

Now consider the value received for the money spent. A cheaply pressed, slightly warped monaural 45 c.p.m. single for $1, or the inevitable album release of a hit single, carefully pressed, in full stereo, plus 11 more songs by the artist, along with a colorful durable jacket and information about the band and the album. How does this compare to the single, which can be bought for 58c to 68c.

Clearly, the 45-cp.m. single is no longer competitive in its present form, and — especially — in size. But it certainly could be.

The single has every potential advantage as a unit of musical expression and sound, and it can be made potentially valuable and useful. Technically, the single has had its share of 20th. The LP can claim vastly improved quality, the CD can claim its throck pinches, overtones, outstanding materials in pressing, thicker outer sleeves to guard against graffiti, and nearly endless playing "life," all in the same 20-year span. Usefully, the single is ideal for the DJ's and the jukeboxes; and the poor singing albums begin to sell albums, as pure iron. If singles really are intended for sale, let's make them competitive and unique!

First, eliminate the insult that singles pay to modern high fidelity equipment. Pressings must be of the highest quality, such as the transparent promo copies which we saw a few years ago from Capitol Records (still see from Ahnab Records). Those pressings never wore out, always sounded crisp and clean, and were highly durable. There is the need for the single of singles in their introduction 20 years ago. Too many of today's singles seem to sound (and look) like ashphalt tiles recorded with a hack.

All singles must be stereo. A monaural record of any speed is a misfit in the all-stereo LP world. Anyone who spends $3 to $500 to a stereo phonograph is not going to be satisfied with another $1 for a monaural record. And radio stations investing thousands in stereo equipment to gain public favor are not likely to give first precedence to monaural singles, no matter how "real" the three RIAA-seal-million-selling-records-only-"100" are all stereo singles. The monaural “Oh, Happy Day” and “My Old Kentucky Home” and "You are my Sunshine," too. This cannot be just coincidence; it is a combination of musical and economic backlash to anyone who played or bought those records.

Paramount with the necessity of all-stereo singles is the goal of top sound quality. Singles can sound — and have often sounded — as good as their LP competition.

The station, basically programs toward an easy listening uptempo format. "We play any record which represents the musical tastes of our audience, the 18- to 45 age group, regardless of whether it's rock, country music, or MOR. We program singles and albums exactly 50-50, and in the album category, we program new material three-to-one over standards. This gives us a bright, modern sound with fast program play and variety which still succeeds in playing the hits more often.”

He said that some people in town wrote to the station and “some are against us, but there is no one who is different.” Personalities at the station include operations manager Art Ross, Myles Falando, Ed Burnham, Dick Straw, Tom Bailey, general manager Vernon Arnette, and Clifford. The station formerly based its programming on MOR standards.
A free $1.00 gift, while they last, from Neon Philharmonic (if you haven't already received one.)

To assure No One Is Going To Hurt You

Exclusively on WARNER BROS.-SEVEN ARTS

Mr. Robert McCluskey
Fun Things Director, Neon Philharmonic
2510 Franklin Road
Nashville, Tennessee 37204

☐ "No One Is Going To Hurt You" knocked me out and I need help fast. Send the free kit by return mail.

☐ "No One Is Going To Hurt You" knocked me out, but my secretary took it home. Send free kit plus free single.

☐ I am a Program Director.

☐ I'm not exactly a PD, but I know where his bodies are buried.

"Morning Girl" reached (circle) #1 #2 #3 #4 #5 in my market.

NAME
STATION TITLE
ADDRESS

CITY STATE ZIP

☐ I have read this ad.

☐ I have not read this ad, but I'll find it and read it.

www.americanradiohistory.com
Congratulations WLS Radio, Chicago
the 100th station to schedule POWERINE

POWERINE is in good company with: KEEL Shreveport • WRKO Boston • WBAM Detroit • WXYT Cleveland • WFB Philadelphia • KILT Houston • KFRC San Francisco

POWERLINE is a half-hour, weekly, public service presentation, with three music-filled one-minute sweeps which can be used for commercials or spots. Designed to fit the TOP 40 format featuring today's hottest music from the latest surveys.

POWERLINE speaks the language of the teenagers' world...plays its music...speaks to its particular problems and interests...and in all efforts to build the generation gap...to communicate to teenagers on their level of understanding...to reach them with the fact that Christianity is relevant to their world.

Radio TV programming

Programming Aids

Programming guidelines from key, pacemaking radio stations, including Best Picks, Best Left Field, Biggest Happenings, and biggest Left Field Happenings.

HOT 100

New York, N. Y. (WOR-FM)
Sebastian Shure, Program Director
BP: "Green Rites," The Ventures Char-
water Revival, Fantasy RFLP: "When I'm Dead," Matter, Lubek, Rami.

Albany, N. Y. (WGBB)
John Anthony, Program Director

Robby K. L. N. Y. (WBSA)
Mike Jeffries, Music Director/Personality

Charlottesville, Va. (WVIA)
Noel Hart, Music Director

Columbus, Mo. (KTOM)
Tom West, Music Director

Hannover, N. H. (WHRB)
Paul Cormehoff, Station Manager

Middlesex, N. Y. (WQHT)
Jack Parker, Personality

Middlesex, N. Y. (WQHT)
Larry Berger, Music Director

Ogdensburg, N. C. (WZQA)
Dave Ross, Program Director/Personality

Orangeburg, S. C. (WORC)
Ted Bell, Music Director

Phoenix, Ariz. (KBZ)
Steve Martin, Personality

Pittsburgh, Pa. (WYEP)
Pitfall, Mess. (WYEP)

San Luis Obispo, Calif. (KATTAMFM)
Sue Martin, Personality

Tony (JYTH), Mike Mitchell
Haiti, Music Director/Personality

University Park, Pa. (WVRB)
Sheal Phagen, Program Director

Valdosta, N. C. (WSVN)
Bob Hite, Personality

Waterbury, Conn. (WCCOO)
Jerry Wolfe, Music Director
BP: "In Your Heart." The Ventures. RFLP: "Rolling in the Deep." The Mamas and the Papas. RFLP: "You From Your Youth." Bah, RFLP: "I'll Wish a Million Years." Grays, Dunhill.

Wichita, Kans. (KOMO)
Jim Williams, Personality

Wichita, Kans. (KOMO)
Don Gibson, Songs of the Year, Don Gibson, RCA. RFLP: "Put a Little Sugar on Your Love." Don Gibson, Imperial. RFLP: "Pickle" on the Grains.

(College)

Colleges

Atlanta, Ga. (WXDA)
Charles Furtado, Music Librarian

Baltimore, Md. (WURM)
Maurice Williams, War. Ben/Al.

Brooklyn, N. Y. (WORC)
Lenny Berman, Program Director
BP: "South Catilin." Forresters. RFLP: "Think About Alex-" Hernando." Arvel, Halmer. RCA. RFLP: "God Save the Queen." Vanities of Thieves. Elly Weinberg. Terra-

Brookhaven, Pa. (WCRN)
Myron Schles, Music Director
BP: "St. Louis." Earskine, Who, RCA.

(Country)

Ashland, Ky. & Huntington, West Va. (WIVC)
Mike Lodd, Program Director

Burbridge, Cali. (KBBS)
Gary Kelley, Program Director

Cincinnati, Ohio (WUBE)
Rob Hille, Personality

St. Louis, Calif. (KETHAMFM)
Bill Kleinman, Program Director

(Country)

How It Can Compete and Sell

 Singles popular charts only reflect compilation based on sales, airplay, surveys, etc. Public is not impressed over a record which is No. 1 because it received one poll. It seems odd to him that a genuine million-seller never climbed higher than No. 5 while a record which never sold a million has made it to no worse than No. 1. There should be a distinction made in the popularity charts, if nothing more, by reflecting only actual retail sales, airplay, and gross station-onation-wide airplay. Again, an exist- ing discrimination between singles and LP's comes up. The singles popular charts com- bine airline and sales, while the LP charts reflect only sales. Record popularity charts should reflect popular election and sales, while the LP charts reflect only sales. Record pop-ularity charts combine airline and sales, while the LP charts reflect only sales. The LP charts are the reflection of a hit counted by its votes in sales, which is a method of storming the record camphagized. Genuine hits should last longer than six weeks or four months.

Record a good single, issue top-quality stereo presentations, do record packages with a strong appeal to the ear, and let's see if we can rejuvenate the excitement of genuine hit songs. Remember, the single issue an album by that hit-single artist with 10 or 12 other songs from the hit single album camphagized. In this way, singles can be competitive and unique...and saleable!

Radio-TV programming
Rhythm & Blues

BEST SELLING
Rhythm & Blues
Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label, No. &amp; PUB.</th>
<th>NO.</th>
<th>Chart</th>
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<tr>
<td>I'VE DANCED TOO LONG</td>
<td>Martha Reeves, Volt 2648</td>
<td>26</td>
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<tr>
<td>DON'T LET THE JONESES RECONSIDER ME</td>
<td>Brand New Heavies, Epic 1225</td>
<td>32</td>
<td>0</td>
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<td>I'M STILL A STRUGGLING MAN</td>
<td>B.B. King, Fame 364</td>
<td>23</td>
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<tr>
<td>FOLLOW THE LEADER</td>
<td>The J. Story Combo, BMI</td>
<td>26</td>
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<tr>
<td>NOTHING CAN TAKE THE PLACE OF YOU</td>
<td>Brook Benton, C&amp;M 46000</td>
<td>25</td>
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<tr>
<td>YOU MADE ME A BELIEVER</td>
<td>Al Armstrong, Columbia 1015</td>
<td>24</td>
<td>0</td>
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<td>I'VE GOT TO GET TO WORK</td>
<td>The Silver Foxes, Mercury 7055</td>
<td>20</td>
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<td>I'M MARY ANN</td>
<td>Dave &amp; Cindy, Capitol 2473</td>
<td>21</td>
<td>0</td>
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<td>I'VE BEEN搁</td>
<td>Howard Tate, Okeh 54180</td>
<td>22</td>
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<tr>
<td>PLEASE SIT DOWN AND LISTEN</td>
<td>Bo Diddley, Chess 498</td>
<td>23</td>
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<tr>
<td>THERE'S A SONG I'M GONNA WRITE</td>
<td>Johnnie Taylor, Atlantic 1667</td>
<td>24</td>
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<tr>
<td>SHE CAN'T DO THAT</td>
<td>The Foundations, VG 1105</td>
<td>25</td>
<td>0</td>
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<td>ME AND LUCINDA ON THE ROAD</td>
<td>Al Hibbler, Mercury 7259</td>
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<td>GONNA TURN ME LOVER</td>
<td>Ray Charles, Mercury 2677</td>
<td>27</td>
<td>0</td>
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<tr>
<td>SOMETHING'S COMING UP FOR ME</td>
<td>The Elgins, Atlantic 2631</td>
<td>28</td>
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<td>SUGAR OR SPICE</td>
<td>The Drifters, Philles 1526</td>
<td>29</td>
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<td>I WANT TO BE A MOTHER</td>
<td>The Moonglows, Mercury 7175</td>
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<td>ABOUT MY BABY</td>
<td>The Teenagers, King 6240</td>
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<td>ABOUT MY BABY</td>
<td>The Teenagers, King 6240</td>
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<td>THINKING ABOUT MY BABY</td>
<td>The Teenagers, King 6240</td>
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<td>I Touch A Woman</td>
<td>The Clevelettes, Atlantic 2627</td>
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<td>YOU MADE ME A BELIEVER</td>
<td>Al Armstrong, Columbia 1015</td>
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<td>I'VE DANCED TOO LONG</td>
<td>Martha Reeves, Volt 2648</td>
<td>36</td>
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<td>DON'T LET THE JONESES RECONSIDER ME</td>
<td>Brand New Heavies, Epic 1225</td>
<td>37</td>
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<tr>
<td>I'M STILL A STRUGGLING MAN</td>
<td>B.B. King, Fame 364</td>
<td>38</td>
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<tr>
<td>FOLLOW THE LEADER</td>
<td>The J. Story Combo, BMI</td>
<td>39</td>
<td>0</td>
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<tr>
<td>NOTHING CAN TAKE THE PLACE OF YOU</td>
<td>Brook Benton, C&amp;M 46000</td>
<td>40</td>
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<tr>
<td>YOU MADE ME A BELIEVER</td>
<td>Al Armstrong, Columbia 1015</td>
<td>41</td>
<td>0</td>
</tr>
<tr>
<td>I'VE GOT TO GET TO WORK</td>
<td>The Silver Foxes, Mercury 7055</td>
<td>42</td>
<td>0</td>
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<tr>
<td>I'M MARY ANN</td>
<td>Dave &amp; Cindy, Capitol 2473</td>
<td>43</td>
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</tr>
<tr>
<td>PLEASE SIT DOWN AND LISTEN</td>
<td>Bo Diddley, Chess 498</td>
<td>44</td>
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<td>45</td>
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<tr>
<td>SHE CAN'T DO THAT</td>
<td>The Foundations, VG 1105</td>
<td>46</td>
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<td>SOMETHING'S COMING UP FOR ME</td>
<td>The Elgins, Atlantic 2631</td>
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<td>GONNA TURN ME LOVER</td>
<td>Ray Charles, Mercury 2677</td>
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<td>I WANT TO BE A MOTHER</td>
<td>The Moonglows, Mercury 7175</td>
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<tr>
<td>ABOUT MY BABY</td>
<td>The Teenagers, King 6240</td>
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<td>0</td>
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<tr>
<td>THINKING ABOUT MY BABY</td>
<td>The Teenagers, King 6240</td>
<td>51</td>
<td>0</td>
</tr>
</tbody>
</table>

Selling Summer Sounds

“PICKIN' ON THE PLANTATION”
Plantation #21
Jim & Jenny

“THE RIB”
Plantation #22
Jeanne C. Riley

“RECONSIDER ME”
Plantation #25
Ray Pillow

“The Day After Forever”
Decca #73249
Mike Douglas

“THAT'S A NO NO”
Chart CH5021
Lynn Anderson

“The Circle of Friends”
Hickory #1544
Leona Williams

“MEN”
Metrone Media #MMS-137
Edna Lee

Summer's Most Recorded Song

“San Francisco is a Lonely Town”
Liberty #56114
Ben Peters
Amos #120
Mel Carter
Happy Tiger #HT 513A
Roberta Sherwood

For Deejay copies contact
Dave Olson or John A. Singleton

SHELBY SINGLETON MUSIC, INC.
3016 Bannock Boulevard - Nashville, Tennessee 37212
(615) 256-0053

The charts tell the story—Billboard has THE CHARTS

Soul Sauce

By ED OCHS

SOUL SLICES: Soul Sauce told it like it really was last month when we predicted that UNIFICS’ manager-producer-writer Guy Draper and the Temptations would form a new record label, though the Temps would still be managed—but only—for Motown. Tune smith Records, with Old Williams, president, and Draper, executive vice-president and general manager, will plunge into rich, pop, gospel and rock. One of Draper’s groups, Sugar & Spice, has already joined the label, and along with the other acts to be signed, will be produced by the Drapers’ Gayla Productions and Tall T Productions.

New Bobby Bland: “Chains of Love,” on Duke. . . Added to the roster of the Tennessee Jazz Festival in Frisco are the following bands: Tuesday-Sunday (23-29) are Stan bluesman John Lee Hooker and Atlantic’s pop-gospel cornerback Marion (“I Shall Be Released”) Williams. Nina Simone will preside . . . Blue Thumb opens its blues “a” boogie campaign with Earl Hooker’s “Boogie, Don’t Blat.” . . . The Edwin Hawkins Singers, who cut their historical “Oh Happy Day" gospel gold disk in a church with a tape recorder, have debuted the 24-track music (Continued on page 34)
**BEST SELLING**

**Rhythm & Blues**

**LP's**

Billboard SPECIAL SURVEY for Week Ending 7/24/69

<table>
<thead>
<tr>
<th>Title, Artist, label &amp; No.</th>
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<tr>
<td>&quot;CHOKIN' AIN'T NO JOKE&quot;, Sound Stage 7 SSL 13006</td>
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<td>&quot;GRINNIN' IN THE GRASS&quot; Friends of Distinction, RCA Victor EPS 419</td>
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<td>&quot;MEET THE lifting Son of A PREACHER MAN Newton Wilson, Capitol CL 234</td>
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<td>&quot;PHILIPPINE THERAPY&quot; Johnny Taylor, State ST 2002</td>
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<td>&quot;OTT! GROOVE&quot; Kaye Kaye, Verve VOS 606</td>
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<tr>
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<tr>
<td>&quot;SO I CAN LOVE YOU&quot; Emotions, Vee VOS V99</td>
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<tr>
<td>&quot;I BIS-12-15&quot; Billy Cord, Cadet T 159</td>
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<tr>
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<td>&quot;PRAISE&quot; Little Milton, Checker LP 3201</td>
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<tr>
<td>&quot;MODE&quot; Deric Hynn, Command 938</td>
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**BEST NEW RECORD OF THE WEEK**

**"KIND WOMAN"**

PERCY SLEDGE (Atlantic)

**Continued from page 33**

computer on their new single, “Ain’t It Just Like Him,” from their upcoming album, “He’s a Friend of Mine.” The latest soul executive to patent in Europe, has a chance of soul and join the Beatles. The singer is ex-soldier Billy Preston, whose “Turns” English charts. Preston, who was featured on the Beatles’ “Get Back” rocker, last week returned to work with his old boss, Ray Charles, at Harlem’s Apollo Theatre. Preston’s music past, which included a spell with Little Richard, must have impressed the r&b-minded white boys. B.B. King brings his guitar, Lucille, and back-up band, Sonny Freeman & the Usuals, to Central Park, Monday (21). His Sound Records in Chicago is bidding for a piece of the pie on Tyrone Davis with a single called “Confession.”

Patti Austin, who is scoring for Austin, is planning to make a studio record as an side. The new album will feature songs originally written by Austin, including “I’m a Woman,” “Soul to Soul,” and “Sister.” Austin’s new material is expected to be released in the coming months.

Looking for a new way to promote your music? Billboard offers a range of advertising options that can help you reach your target audience. Whether you're looking to promote an upcoming release, tour, or event, Billboard has the tools to help you succeed. Contact us today to learn more about our advertising packages. 

**NEIL BOGART, left, Buddha Records vice-president and general manager, helps restore order after fans rushed the stage during the Isley Brothers’ recent Yankee Stadium show for the benefit of the Musicians’ Wives’ Corp. and the Bivins Corp. The “First Soul Brothers Summer Music Festival,” attended by 20,000 fans, also featured the Brooklyn Bridge, Edwin Hawkins Singers, the Five Stairsteps & Cubes, Moms Mabey, the Chambers Brothers and more. The show was sponsored by Betty Spreier of Action Talents with J&K Productions and Soul style Enterprises.**

**Soul Sauce**

**BEST NEW RECORD OF THE WEEK**

**"KIND WOMAN"**

PERCY SLEDGE (Atlantic)
Washington—The Country Music Association board of directors and officers, in their quarterly meeting held here, heard Sen. Howard Baker (R., Tenn.) extoll the virtues of country music and relate the facts and figures regarding its spread.

Baker, who attended the meeting on invitation from the board, said the spread was particularly noticeable in such places as Hawaii. The board promptly voted to have its Janu- ary meeting here. The October meeting, as usual, will take place in Nashville.

For the third consecutive quarter, CMA reported a growth in over-all membership of the world-wide organization. The latest efforts of the mem- bership committee and the sep- arate state chairmen have pro- duced individual memberships of 2,152 and organizational memberships totaling 2,309.

Tandy Rice is national chair- man for membership.

Thirty-two officers and di- rectors met here to take up a variety of business, introduced by CMA president Bill Williams. Generally they related to Octo- ber events.

Board chairman Bill Gallager of CMA announced that the association would extend an invitation to the various labels to furnish the Country Music Hall of Fame an Museum with taped repertories of Hall of Fame members so that such a repository might be available for serious future study. The board of the Country Music Foundation also was praised by CMA for its progressive action in expansion of the Library and Media Center.

Tex Ritter reported completion of plans for enlargement of the panel of Hall of Fame electors.

In honor of the coming cele- bration of October as Country Music Month, more than half the governors in the nation have signed proclamations to that ef- fect. This has always been done under the leadership of Roy Horton of Peer-Southern, who still is chairman of the commit- tee in charge of the event.

Dick Broderick reported to the board that the growth of country music internationally has nearly paralleled that in the U.S. As a result, added attention has been given to the In- ternational Seminar during the "Opry" birthday celebration.

This year the seminar is built around country music in Eng- land. One group of country music businessmen arranged to charter a jet airliner to bring a British contingent to the annual affair.

Emphasis also was placed on the Artist-DJ interview meeting of last year, under the direction of George Hamilton IV and WHO’s Mike Hoyer. Closer reg- ulation of time and the addition (Continued on page 42)

Starday Fights Back in 700G Damage Suit by Campbell

Nashville—Starday Re- cords has filed an answer to a $700,000 damage suit, conten- ting the suit involved recordings owned by other men and ac- quired through "written agree- ment" by Starday last year.

In a chancery court action, Starday stated: “Glen Camp- bell’s claim that the recordings were to be used for demonstra- tion records is purely a con- voction and an afterthought on his part.”

Hal Neely, Starday official, contends in the answer that the term “demonstration records” was generally unknown in the phonograph business in 1961 and 1962 when the records al- legedly were made.

Chancellor Ned Lenz had issued a temporary injunction against Starday last month (Bill- board, June 21) restraining the record manufacturer from furth- er production, manufacture or sale of Campbell’s records.

Capitol artist Campbell charged that Starday acquired the “demonstration” recordings without his consent and used them to produce three albums. Campbell said he has not been paid for them.

The Starday reply said Camp- bell was paid $300 per session by two Californians to make the recordings in 1961 and 1962. Starday contends the songs re- corded were written by the two men, with the exception of one they wrote in collaboration with Campbell.

The record company added that “provisions were made for payment of certain royalties” to Campbell, although Starday was not legally required or obligated to do so.

The two California men — Bryan Mintz and Fred Horton, brother of the late Columbia artist Johnny Horton — “were working in enterprises unrelated to the music and record business at the time and in order to enable them to pay the fees to Campbell, who needed the funds to support himself and his wife, Horton borrowed from finance companies and credit unions,” Neely’s statement said.

“Starday agrees with them at the time that the recordings to be produced would be re- leased in whatever form necessary, to include the form of commercial recordings, in order for Horton and Mintz to earn back their investment.” The statement adds.

Horton and Mintz both filed depo- sitions saying, in effect, that Neely’s contentions are true.

Starday asks that either the injunction against it be dissolved and Campbell’s suit dismissed or that Campbell be required to post a "realistic bond com- puted on the basis of the poten- tial loss" that Starday says it is sustaining and will con- tinue to sustain as a result of the injunction.

JULY 26, 1969, BILLBOARD

HOW SWEET IT IS!

"Sweet Baby Girl"

Dot 17259

Peggy Little

Produced by Henry Hurt

Nashville Dynamite from

Distributed by Paramount Records, a Division of Paramount Pictures Corporation, a G & W Company
COMPLETE PROGRAM AND SPEAKER LIST

The greatest array of speakers ever assembled from all facets of the Tape industry.

Every manufacturer, distributor and retailer concerned with the changes, trends and successful practices in this burgeoning industry will want to attend this significant forum.

TWO WEEKS LEFT TO REGISTER

Fill in the attached coupon and mail it today!

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

MONDAY, AUGUST 4
9:00 a.m. - 12:00 noon

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

The Manufacturer’s Point of View
Edward Reavey
Vice-President & General Manager
Consumer Products Division
Motorola, Inc., Franklin Park, Illinois

The Wholesaler’s Point of View
William E. Goetz
Chairman and Chief Executive Officer
Music West, Daly City, California

The Retailer’s Point of View
Harvey S. Laner, President
Recco Inc., Kansas City, Missouri

SESSION 2 RESOLVING THE PACKAGING DILEMMA

Frederick H. Rice
National Merchandising Development Manager
Capitol Records Distributing Corporation
Hollywood, California

LUNCH

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

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

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

John W. Nort, Director
Western Regional Sales
CBS Electronic Video Recording Division
San Rafael, California

SESSION 4 THE VALUE OF TAPE CLUBS IN EXPANDING TAPE SALES

The Contribution of National Clubs to the Growth of Tape Sales
Cornelius F. Keating, President
CBS Direct Marketing Services
A Division of Columbia Broadcasting System, Inc. New York, New York

Profit Potential in Developing a Local Club
Alan Pierce, Account Executive
Jonathan, James, & Alan, Inc.
Huntington Woods, Michigan

SESSION 5 PINPOINTING THE TAPE AND EQUIPMENT MARKET

The Consumer—Who is He? What Does He Buy?
Where Does He Buy It?
Andrew Csida
General Manager, Special Projects Division
Billboard Magazine, New York, New York

Forecasting Equipment Sales — Portables, Home, Automotive
James R. Gall, Vice-President, Marketing
Lear Jet Stereo, Inc., Detroit, Michigan

SESSION 6 ADVERTISING APPROACHES TO DEVELOP CONSUMER TRAFFIC

When is Broadcasting Advertising Effective
James W. Johnson,
Advertising & Sales Promotion Manager
Ampex Stereo Tapes (Ampex Corporation)
New York, New York

Getting Greater Mileage from Print Advertising
James Toland, Director, Magazine Division
Los Angeles Times, Los Angeles, California

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

Setting Up a Self-Service Section for Pre-Recorded Tape
Hal Rothberg
Merchandising Manager for Special Markets
Capitol Records Inc., Hollywood, California

Effectively Displaying, Demonstrating and Selling Equipment
Herman E. Platt, President
Platt Music Corporation, Torrance, California

Training the Dealer in the Basics of Selling Equipment
George R. Simkowski
Marketing Manager—Audio Products
Bell & Howell Video and Audio Products Division
Skokie, Illinois

SESSION 8 TRENDS IN INTERNATIONAL MARKETING OF TAPE AND EQUIPMENT

Market Growth in Far East
Robert Mitcham, Vice-President
C. J. Brady Company, Honolulu, Hawaii
SESSION 15 IMPACT OF THE SESSIONS, WEDNESDAY, AUGUST 6:30 A.M. - 6:30 P.M.—FIELD TRIPS
Registrants will make a selection of two of these trips for on-site visits to key tape operations in the San Francisco area. Their visits will be preceded by presentations of what these firms are doing, how they have overcome problems in operations, and what they have found successful and what they have learned are not successful. You will have a chance to ask questions following the presentations as well as at the place of business.

TRIP A
SESSION 9 OPERATION OF AN INSTALLER OF TAPE EQUIPMENT IN CARS
Henry Fogel, President
Car Radio Tape Center
San Bruno, California

SESSION 10 HOW AN AUDIO ACCESSORY STORE SELLS AND DISPLAYS TAPE AND TAPE EQUIPMENT
Merv Levin
Grand Auto Stores, San Mateo, California

TRIP B
SESSION 11 A TEST STORE FOR TRYING NEW MARKETING IDEAS FOR TAPE AND EQUIPMENT
Larry Finn, Manager Retail Operations
Tape Deck, Los Altos, California

SESSION 12 THE TAPE CARTRIDGE MANUFACTURING PROCESS—EVOLUTION OF THE FINISHED QUALITY PRODUCT
Harry Stern, Vice-President Operations
GRT Corporation, Sunnyvale, California

TRIP C
SESSION 13 OPERATION OF A RETAIL RECORD AND TAPE STORE
Russ Solomon, President
Tower Records, San Francisco, California

SESSION 14 AN INSIDE LOOK AT A SUCCESSFUL DISTRIBUTOR
Music West, Daly City, California

SESSION 15 IMPACT ON TAPE AND EQUIPMENT MARKETING OF ADDITIONAL RETAILERS ENTERING FIELD
Rack Jobbers' Role in Setting Up and Servicing the New Dealer
William Hall, Vice-President
Transcontinental Music
Burlingame, California

The Camera Store as a Tape and Equipment Retailer
Ronald W. Inkley, President
Inkley's, Ogden, Utah

The Experience of a Jewelry Chain Entering the Tape Field
Leon Bauman, Vice-President
Millen's jewelers, Oakland, California

SESSION 16 IMPORTANCE OF SERVICING FOR BUILDING SALES OF EQUIPMENT AND TAPE
Responsibility of Manufacturer, Distributor, Retailer in Setting Policies on Returns and Defectives
Jack K. Sauter, President
Calecien, San Francisco, California

Profit Opportunities in Equipment Servicing
Joseph V. Loiacono
Manager, Field Product Service
General Electric Company
Syracuse, New York

SESSION 17 NEW TECHNIQUES FOR SELLING PRE-RECORDED TAPES AND EQUIPMENT
Finding Prospects Through Participation in Exhibits in Local Area
Philip Costanzo, Manager
Jet Stereo Distributors, Inc.
Montebello, California

Using Vending Machines to Sell Tape
Robert H. Brether, Vice-President
Vendor Sales
Seeburg Sales Corporation
Chicago, Illinois

SESSION 18 SELLING TO KEY TAPE MARKETS
Selling to the Teen-Age Market
James Muntz, National Sales Manager
Muntz Stereo-Pak, Inc.
Van Nuys, California

How the Affluent Market Affects Tape Sales in Cars
James P. McClusky
Operations Program Manager
Ford Motor Co., Dearborn, Michigan

Ralph J. Gleason, Columnist, Critic
San Francisco Chronicle
Rolling Stone Magazine
San Francisco, California

SESSION 19 PROMOTIONS THAT PAY OFF
Developing In-Store Promotions That Make Sales
Donald M. Roun
Manager, Electronic Sales Operation
Consumer Electronic Division
General Electric Company
Syracuse, New York

Off-Site Promotions That Build Sales
Donald L. Bohanan, Sales Manager
Muntz Stereo-Pak, Inc., Van Nuys, California

SESSION 20 TRENDS IN INTERNATIONAL MARKETING OF TAPES AND EQUIPMENT
The Future in Canada
Gary Salter, Vice-President
International Tape Cartridge of Canada, Ltd.
Downsview, Ontario, Canada

Growth in Latin America
Manuel Camaro, President
Tape Car Gravacoes, Guanabara, Brazil

12:30 P.M. - 1:30 P.M.
LUNCH
Protecting Performer's Rights on Tape
Stan Kenton
National Committee for the Recording Arts
Los Angeles, California

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

Off-site No. - 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)

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)
### Hot Country Singles

**RCA 74-1071**

**GEORGE HAMILTON IV**

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<th>Label</th>
<th>Publisher</th>
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<tr>
<td>WINE ME UP</td>
<td>Karen Young</td>
<td>Musicor</td>
<td>(RCA)</td>
<td>5</td>
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<tr>
<td>BE CAREFUL OF STONES THAT YOU THROW</td>
<td>The Drifters, RCA</td>
<td>74-0162</td>
<td>(MGM)</td>
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**This Week/Last Week**

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<th>Label</th>
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Shooting For Another #1

Loretta Lynn

‘TO MAKE A MAN Feel Like a Man’

Exclusively on: DECCA RECORDS

Published by: SURE-FIRE MUSIC
Bookings: WIL-HELM AGENCY
801 16th Ave. S., Nashville, Tenn.
"Thanks" from Henry O'Neal and all the gang at Country Music

By BILL WILLIAMS

"Days of Sand and Shovels," written by Doyle Marsh and Bud Renew of Nuggett Enterprises, has been recorded by six top artists, and requests from another eight or 10 have been made for recording consideration. The Nuggett Corp. now is headed by Fred Carter Jr., as president; Bob Moore, vice-president; John L. Sullivan, treasurer, and Dotty Pendley, secretary. Larry Graham now heads Rainbow Talent Agency. Tex Feenster has formed two new P.R. firms, Myna-Zuris Promotions, and Dina-Zuris Associates. Shelby Singleton, waiting for completion of the first of his new studios, had to record Freddie Quinn, Germany's leading vocalist, at the Woodland Street Sound Studio here. Woodland's Glen Snoddy presented the artist with a'report for the first "foreign singer" to use the facilities.

RCA's Archie Campbell is being besieged with requests for copies and repeat performances of his version of 'Ridersella,' re-cited on the CBS-TV "Hee-Haw" Show. Bon Sussman and the Stony Mountain Cloggers are scheduled to tape the new fall-furnishing "Lennon Sisters Show." It was arranged by Joe Taylor.

As the John William Delegation, from Hamilton, Ont., for a benefit performance with fellow Canadian Gordie Tapp, Jack Barlow's new Dot LP, produced by Rudi Buddy Killen, is scheduled for immediate release. Planation's Ray Pillow is doing a repeat performance for the Kentucky Rural Electric Co-op Corp. in its annual schedule of 22 meetings throughout Kentucky. It's its third straight year.

Dot Artist Peggy Little started July by taping two television syndications, and making a live TV appearance, John Wesley Kyle back into the Columbia Studios for a series of sessions under George Rehey. Decca's Jimmy Newman has a new LP which will include his single of "Boo Dan," in addition to the numbers which he contributed. Jeannie C. Riley's near-future appearances include the Canadian National Exposition in Toronto, and Dinersland. She just wound up the Sahara Tahoe and a show at the Houston Astro Dome. Troy Shondell has been granted a release from Hickory so that he may record for his own label, Melon. Shondell also is now operating a publishing company called Garrills (BMI), and will open an ASCAP firm called Shondell International.

WMAD, Madison, Wis., program director Johnny Howard has written his second song for Chart Records' Johnny Dollar. It's titled "If I Get Love Enough." The songs of Don Howard join her in the music world. Corky Howard has written a new Bill Anderson song titled "I Am." David Howard made his singing debut on a recent Bill Anderson syndicated television show, both plan to pursue careers in the television business. CFS's Slim Williamson has produced a country album featuring Fran Warren for Audio-Fidelity, Paty Skelly, talented wife of a musician with the Osborne Brothers. She has cut her first session for United Artists under the direction of Bob Montgomery. That tune is due out soon. Dot's Jack Burlowe will do a series of package shows in Indiana, then move back into his old home territory along the Mississippi River.

I ALMOST CALLED YOUR NAME
Johnny Soul
#763

RECONSIDER ME
Johnny Adams
#770

TIL HE CALLS MY NAME
Georgie Boy
#771

BREAKING UP IS HARD TO DO
Big John Hamilton
#143

KAY
Billy Lee Riley
#1100

COLOR HIM FATHER
Linda Martell
#24

Country Music Scene

For extra deejay copies contact Henry O'Neal

I'LL SHARE MY WORLD WITH YOU
Johnny Howard
#483

Johnny Cash at San Quentin
Columbia CS 4397 (S)

THE SENSATIONAL CHARLEY PRIDE
RCA Victor LSP 4153 (S)

YOUR SQUIN IS ON THE WARPATH
Loretta Lynn, Decca DL 73044 (S)

HALL OF FAME, VOL. 2
Jimmie Lee Swann, Scepter SPS 47118 (S)

DARLING YOU KNOW I WOULDN'T LIE
Carney Trinity, Decca DL 71050 (S)

SONES MY FATHER LEFT ME
Jack Williams, MGM SGM 4021 (S)

I'LL SHARE MY WORLD WITH YOU
Johnny Johnson, Monument M 3137 (S)

FROM ELVIS IN MEMPHIS
Elvis Presley, RCA Victor LSP 4155 (S)

HALL OF FAME, VOL. 1
Jimmie Lee Swann, Scepter SPS 47118 (S)

BUCK OWENS IN LONDON
Buck Owens & His Buckaroos, Capitol ST 232 (S)

CALTSTON
Glen Campbell, Capitol ST 210 (S)

CHARLEY PRIDE... IN PERSON
RCA Victor LSP 4094 (S)

WICHITA LINEMAN
Glen Campbell, Capitol ST 103 (S)

STATUE OF A POOL
Decca DL 71524 (S)

SNOODIE THE BAR
Munk Thompson, Dot DEP 2992 (S)

MORE NASHVILLE NUGGETS
Danny Davis & the Nashville Brass, RCA Victor LSP 4176 (S)

JUST TO SATISFY YOU
Mercury Records, RCA Victor LSP 4137 (S)

WE PUT OUR HEADS TOGETHER
Ernest Tubb & Loretta Lynn, Decca DL 71515 (S)

STAND BY YOUR MAN
Tammy Wynette, Epic EQK 4043 (S)

CARRIOL COUNTY ACCIDENT
Perry Kaye, Dot LSP 4116 (S)

CONNIE'S COUNTRY
Corinne Smith, RCA Victor LSP 4102 (S)

IT'S A SIN
Marly Rogers, Columbia CSS 9811 (S)

THAT'S WHY I LOVE YOU SO MUCH
Ferlin Husky, Capitol ST 239 (S)

JAN HOWARD
Decca DL 73030 (S)

RINGS OF GOLD
Ortie & Ob Ilison, RCA Victor LSP 4153 (S)

HOLY LAND
Johnny Cash, Columbia LSP 9726 (S)

UNTIL MY DREAMS COME TRUE
Jack Greene, Decca DL 71411 (S)

YESTERDAY WHEN I WAS YOUNG
Donna Warren, Dot DEP 2955 (S)

JOHNNY CASH AT FOLSOM PRISON
Columbia CS 109 (S)

I REMEMBER JOHNNY HORTON
Wanda King, Columbia 70008 (S)

CARL PERKINS' GREATEST HITS
Columbia CS 1963 (S)

GLORY OF LOVE
Eddy Arnold, RCA Victor LSP 4179 (S)

SATURDAY SATAN, SUNDAY SAINT
Pat Donahue, Decca DL 71527 (S)

THE TWO OF US
Porter Wagoner & Dolly Parton, RCA Victor LSP 4109 (W) LSP 409 (W)

ANYTHING TO COUNTRY
Hot Shucks, RCA Victor LSP 4123 (S)

THE BEST OF BUCK OWENS, VOL. 3
Capitol SKAO 145 (S)

ONLY THE LONELY
Johnny Horton, Capitol ST 190 (S)

(Marge's) AT THE LINCOLN PARK INN
Bobby Bare, RCA Victor LSP 4177 (S)

CARL SMYTH'S GREATEST HITS, VOL. 4
Columbia 70007 (S)

SHE'S LOOKING BETTER BY THE MINUTE
Bobby Bare, Decca DL 73008 (S)

JOHNNY PAYCHECK'S GREATEST HITS
Little Darlin' SLO 6112 (S)

SING ME A SONG
Key Price, Columbia CS 2022 (S)

MEET DARRELL MCCALL
MCCALL S 7200 (S)

SING MY SONG
Lavondie Lindsey, Chart CMS
Country Music

Clement Sets Up Complex in Site Away From Music Row

NASHVILLE — A cluster of music complexes which will include three recording studios and numerous publishing houses is gaining a geographic foothold in an area away from the city's famed Music Row.

Jack Clement, songwriter, independent producer and head of Jack Music, Inc., has followed the lead of Shelby Singleton to a section far removed from the record row area. Singleton has offices for his various enterprises, has one studio nearing completion and another in the planning stages. It is in a residential area, with a Catholic church directly across the street.

Announcing his move to the new location, Clement revealed the promotion of long-time associate Bob Webster to the post of general professional manager for Jack Music, Inc.

The completely renovated two-story Belmont Boulevard structure housing the new quarters also provides occupancy for the Hall-Clement Publishing Co. and Big Bopper publishing interests which are handled by Bill Hall.

The move to the historic Belmont section includes a soon-to-be recording studio immediately adjacent to the modern office complex of Clement's expanding music combine. The studio, following a recent pattern, will contain 16-track equipment.

Less than a block away is headquarters for Little Darlin' Records, now a part of International Tape Cartridge Co.

DICK FLOOD and Pat McKinney, husband and wife, have signed individual artist contracts with Bobby Bobo's Chalet Records. Flood also has signed with Bobo, left, as an exclusive writer for his Hardtrack Music.

22 Golf Pros to Compete In Music City Tourney

NASHVILLE — Twenty-two of the leading golf professionals in America have been signed to compete in the Music City Pro-Celebrity Invitational Golf Tourney next Oct. 17.

Coupled with some of the top celebrities in the music business, this event will far surpass anything in the past, according to tournament director Frank Rodgers.

Among the tour pros signed by Mason Rudolph, a member of the combined golf committee of the sponsoring agencies, are Bob Goalby, Don January, Gay Brewer, Frank Beard, Bobby Nichols, Dan Sikes, R. H. Sikes, Dean Beam, Lionel and Al Hefert, Dave Marr, Lou Graham, Charles Coody, Dave Hill, Jackie Cupps, Johnny Pott, Bill Maxwell, Tommy Aston, Miller Barber, Gardner Dickerson and Tom Weiskopf.

Agencies involved in sponsorship of the tournament are the Country Music Association, the Junior Chamber of Commerce, and the Nashville Tenessee. Each of these groups divides whatever profits may occur, and distributes them to charities.

With 22 of the Top 30 PGA golfers - a fact, concentration will be on the very top names in golf to complete the roster. Additionally, Chet Atkins, whose responsibility is the celebrities, is rapidly rounding up the names of those who will be lending their name to this fast-growing sports event each fall. It precedes by one week the "Grand Ole Opry" birthday celebration and Country Music Association convention.

The "Country Gentlemen," a group of well-endowed philanthropists, each contribute $1,000 to the annual affair to provide the basis of the money for the professionals. The non-performing members of the group.

(Continued on page 42)

Brenda Lee to Open Fair Tour

IONIA, Mich. — Brenda Lee, at Harold's Club in Reno, opens her summer tour of fairs and clubs here on Aug. 4 with a three-day stint at the Ionia Fair. The Decca artist also will appear at the Jackson County Fair in Brownstown, Ind., Aug. 7; Lawrence County Fair, Gouverneur, N. Y.; Waco's Three Rivers Inn 9-16; Montgomery City Fair, Dayton, Ohio, 29; Baltimore's Venus Club, week of Sept. 7; Buckeye Lake Park, Buckeye, Ohio, 14; Kansas State Fair, Hutchinson, Kan., 19-21; and Alabama State Fair, Birmingham, Oct. 2-5.

Nashville Dynamite from Paramount

BONNIE & BUDDY

Produced by Buddy Killen

ATRuer HIT YOu'LL NEVER FIND!

Hot Country Singles

This Week Last Week TITLE, Artist, Label Number & Publisher

45 65 A Truer Love You'll Never Find ... 4

BONNIE & BUDDY, Paramount 00004 (Tree, BMI)

Nashville...
Yesteryear's Hits

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

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

POP SINGLES—10 Years Ago
1. Lonely Boy—Paul Anka (Capitol)
2. The Battle of New Orleans—Johnny Horton (Columbia)
3. Tiger—Nat King Cole (Charlton)
4. Waterloo—Tommie Jackson (Columbia)
5. A Big Misty of Love—Elvis Presley (RCA Victor)
6. My Heart in an Open Book—Carl Dobkins Jr. (Decca)
7. There Goes My Baby—Drifters (Atlantic)
8. Lipstick on Your Collar—Connie Francis (M-G-M)
9. Forty Miles of Bad Road—Rance Eddy (Deja Vu)
10. Personality—Lloyd Price ( ARC-Paramount)

R & B SINGLES—10 Years Ago
1. There Goes My Baby—Drifters (Atlantic)
2. Personality—Lloyd Price (ARC-Paramount)
3. You're So Fine—Falsetto (Sharpe)
5. What a Difference a Day Makes—Dinah Washington (Mercury)
6. There Is Something on Your Mind—Johnny Horton (Columbia)
7. I Only Have Eyes for You—Flamingos (Eddy)
8. Lonely Boy—Paul Anka (ARC-Paramount)
9. I'll Be Satified—Jackie Wilson (Brunswick)
10. The Battle of New Orleans—Johnny Horton (Columbia)

POP LP's—5 Years Ago
1. The Beatle—A Hard Day's Night (United Artists)
2. Hello Dolly—Original Cast ( RCA Victor)
3. Hello Dolly—Louis Armstrong (Kapp)
4. Funny Girl—Original Cast (Capitol)
5. The Dave Clark Five Return ( Epic)
6. Cotton Candy—Al Hirt ( RCA Victor)
7. Barbara Streisand—The Third Album—(Columbia)
8. The Beatle—Second Album—(Columbia)
9. Honey in the Horn—Al Hirt ( RCA Victor)

Yesteryear's Country Hits

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

COUNTRY SINGLES—5 Years Ago
1. Bang Me—Roger Miller ( Smash)
2. My Heart skips a beat—Buck Owens (Capitol)
3. The Cowboy in the Continental Suit—Marty Robbins (Capitol)
4. Memory J—Webb Pierce (Decca)
5. Wine, Women and Song—Loretta Lynn (Decca)
6. Together Again—Buck Owens (Capitol)
7. Burning Memories—Ray Price (Columbia)
8. I Don't Love You Anymore—Charlie Louvin (Capitol)
9. Looking for More in '64—Jim McBride (Chart)
10. Country Gentlemen—Billy Walker ( Columbia)

COUNTRY SINGLES—10 Years Ago
1. Watermelon—Stonewall Jackson (Columbia)
2. The Battle of New Orleans—Johnny Horton (Columbia)
3. Heartaches by the Number—Ray Price (Columbia)
4. Big Midnight Special—Willis Lee & Stoney Cooper (Dorothy)
5. Tennessee Stud—Eddy Arnold ( RCA Victor)
6. Somebody's Back in Town—Willie Nelson (Decca)
7. Chasin' a Rainbow—Hank Snow ( RCA Victor)
8. Black Bird Farm—Frankie Ballard (Starday)
9. Long Black Veil—Jettie Frizzell (Columbia)
10. Who Shot Sam?—George Jones (Mercury)

Orpheus Descends on Park—But Without Much Impact

NEW YORK — Early in the first set at the Schaefer music festival in Central Park Monday (14) Jack McKeens, lead singer and rhythm guitarist of Orpheus, pleased with a disruprive audience: "Aw c'mon, don't bow, try to dig it," he said. The incident was typical of the lackluster performance given by the MCA Boston group, and of the raucous, rock-loving crowd who attended it.

Plagued by amplification which made the vocals almost inaudible to hear and music which was generally languid, the group struggled thru the set hoppin' that smiles and "good vibes" would placate the audience. Such techniques don't work too well in Central Park, especially when the audience is anticipating a superstar. Unfortunately, for Orpheus, "good vibes" are no substitute for good music, and smiles are a poor replacement for talent. Neither their performance or their material was up to the standard of their recorded work.

The only member of the group who showed any musical or performing fire at all was drummer Harry Sandier, who is by far the most exciting member of the quartet. One of his solos elicited cheers.

One of the reasons for the audience's impatience was that the second half of the bill was Epic's Jeff Beck Group, who were in the tradition of British rock. Led by the enigmatic Beck who plays fantastic lead guitar while other members of the group revolve their sound around his head, letting him take the well earned bows, they roused the crowd from its doz- drums within minutes and kept them cheering and shouting for more.

Country at Meet

Country at Meet • Continued from page 35 of special personnel and equipment should result in more effective operation.

The board also decided to allow George Albert to fill the unsanctioned two-thirds of the month of May. "Dave Crockett" will be held Friday and Saturday nights through Aug. 30 at Rogers Stadium.

JAMES D. KINGSLY

Country Music Town City Play

Country Music Town City Play • Continued from page 41 of the music capital of the world, and industries and others are do- ing everything possible this year to ensure the success of the tourney and the enrichment of the char- ities.

Country Music Town City Play

Country Music Town City Play • Continued from page 41 of the music capital of the world, and industries and others are do- ing everything possible this year to ensure the success of the tourney and the enrichment of the char- ities.
Operators Like Stereo 45

* Continued from page 1

word ‘stereo’ means good music to the public and we are in the business of supplying the music the public wants,” said Howard Ellis, Coin-a-Matic Music Co., Inc., Omaha, Neb., and president, Music Operators of America. “I’ve received more stereo singles in the last year than ever before,” said Joseph Caruso, TAC Amusement Co., New Orleans. Ms. “And I don’t think there are any more of them.” He has heard no complaints about playing stereo records on old machines. he said, but added that his company jumped on the stereophonic equipment trend when it started and has few, if any, monaural machines on location anymore.

Chicago one-stop Al (Little Al) Tenenator named RCA, Decca and Capitol as labels which manufacture stereo singles exclusively, saying these companies identify their product as stereo or non-stereo by different numbering of initiating on the disk.

The manager of Lormar Distributing, another Chicago one-stop, added RCA, Decca, and Capitol to the list of stereo single manufacturers and predicted that all the major labels will follow that trend. Some companies identify their product as stereo and others do not, he said. Sam Sclafani, singles manager for New Deal Record Service, a Detroit one-stop, estimated that one eighth of the manufacturers’ labels stereolize their singles, that others may now release unmarked stereo records and that the other companies will follow the trend toward pressing stereo disks.

Columbia Records’ singles release office said that while it has sold several hundred such records for distribution to disk jockeys only and that Columbia has no plans to intro press stereo singles for the consumer market. The word ‘stereo’ is printed on a special blue label. Sclafani, however, said he had Bob Dylan’s new release on Columbia, “Lay Lady Lay” available in stereo.

(Continued on page 45)

Vendo Forms Division For Games and Music

By RON SCHLACHTER

FORT LAUDERDALE, Fla. — Vendo Corp., headquartered in Kansas City, has formed a new division here to be known as Military Amusement Company (MIAMCO), for the purpose of handling distribution and sales of jukeboxes, amusement equipment and vending machines on a national basis. The move is seen as significant, inasmuch as many national vending operating firms have been actively acquiring music routes. In Kansas City, executives president George Arneson, said, “The whole area of coin-operated entertainment area is growing. Here was an opportunity for us to service our customers in this area. We have already enjoyed a very considerable business in theater concessions.”

Arneson said agreements as to which lines Vendo will distribute “have not been signed.”

Johnson Johnny will be general manager of MIAMCO. George Katz will handle military and government sales nationally, Artie Breckman, Eastern representative, and Daniel Gould is Western representative.

“For the most part, the sales effort will come from Vendo people,” Arneson said, however, we will use distributors in some limited markets.”

Cut Proposed Fee on U. K. Games

* Continued from page 3

they have nothing but penny machines on their precincts.

John Singleton, secretary of the ACA, who led the campaign for an alteration in the proposals, told Billboard: “This is an improvement, but we are still not satisfied. For instance, we still think it wrong that machines with a number of coin slots should bear duty for each playing position. This means that a machine with 20 playing positions would have duty charged at 300 pounds ($720). We want to get some reduction here.”

The ACA is also opposed to the proposed legislation regarding evasion of duty on machines. “As the proposed law stands,” said Singleton, “the owner of the premises is liable. This scene unreasonable since he may have leased the premises to someone else.”

(Continued on page 47)

Warning on IRS Computers

“Gasoline stations, restaurants, and other businesses are centralizing their accounting with forms specializing in a certain field. Coin machine operators must do that,” Argus Wolske, from Peoria, Ill., said IRS hasn’t depended upon computers so much for determining taxpayer compliance or finding illegal payments. But more to develop a program keyed to specialized business areas. “One of (Continued on page 44)

Labels Ponder MOA/NARM Exhibit Dates

* Continued from page 3

show because the phonograph is selling better. They feel space much earlier this year, apparently planning newly designed exhibits, and over half our exhibitors have requested additional space. There will be more larger exhibits this year.”

Granger explained that MOA prefers the Sherman House Hotel, after returning there last year for the first time in several years, because it offers exhibitors space.

(Continued on page 44)

PUBLIC RELATIONS was one of several subjects taken up in seminars held during the MOA spring meeting last week. Here (from left) are ICMOA’s Wayne Hesch; Musc Operators of America (MOA) president Howard Ellis; ICMOA’s new president, George Wooldridge, and MOA executive vice-president Fred Granger.

ELECT WOOLDRIDGE

ICMOA Discusses Taxes, Public Relations, Toursneys

By EARL PAIGE

SPRINGFIELD, III. — Despite the attendance of members from wide areas of the state, especially from Chicago, and an interesting program of seminars covering public relations, taxes, licensing, and pool tournaments, Illinois Coin Machine Operators Association (ICMOA) members attended business meetings during the group’s annual meeting last week. One officer said, “I know a lot of members are here in the room, but I could count only 11 at one of the seminars.”

The group elected George Wooldridge, Sterling, Ill., as its new president.

Appearing on the seminar panels were Music Operators of America (MOA) president Howard Ellis, Olin, and MOA executive vice-president Fred Granger, Chicago, Maurice Scott, Taxation Federation of Illinois, Frank Fries, Illinois Department of Revenue; Herman Wolke, Peoria, Ill., accountant; Frederick Gain, ICMOA executive director and counsel; and Leonard Schneller, U. S. Billiards, Amstivity, N. Y.

Granger described MOA’s public relations kit and its current program underway around the country and non-industry business people as far away as Japan have requested the kit. He told members planning to give prepared speeches included in the kit, to review carefully, read it silently, and aloud, practice before a mirror or another person and try to tape record one’s delivery of the speech.

MOA Speech

In his presentation, Ellis said he had delivered the speech three times this year. “It’s unbelievable what the public wants to learn about our business. It’s our own fault our story has not been told. People are especially interested in the income from jukeboxes, which I estimate to be about $1.50 to $2.50 per hour.”

(Continued on page 45)

Pool Tournament Benefits Told

SPRINGFIELD, III. — Operators must develop programs to promote jukeboxes and all types of equipment and the organized coin-operated billiard tournaments that lure people into public locations is one of the best promotions, according to Leonard Schneller, U. S. Billiards, who addressed Illinois operators here last week. Any group of 10 or 12 operators in an area can carry on a successful tournament, he said, with the result that as many as 10,000 people (Continued on page 44)

Estimate U. K. Decimal Coins

LONDON — The British Decimal Currency Board (BCB) warned operators here last week that the Internal Revenue Service (IRS) develops more computer programs to analyze the returns which it will also determine average percentage related to coin machine operating and reject more and more tax reports. At the same time, he urged operators to switch to centralized accounting and seek out accountants firms utilizing computers.

(Continued on page 47)

JULY 26, 1969, BILLBOARD

New Equipment

Parannasch—Kiddie Ride

Two new coin-operated, battery-driven kiddie rides have been introduced to the German market by Parannasch Produktion Betriebe in Westerwahl. The rides, unveiled at the I.A.K.S. Fair in Cologne, are the Mini-Car and a motorcycle version, the Mini-Mot. The batteries, which have a life of 10 hours, can be recharged from any 220-volt mains and the riders are equipped with timers which can be adjusted to give rides for any duration, up to 7 minutes. The rides can also be operated to receive by electronic remote control. Parannasch is producing the rides at the rate of 54 a day, but this, says Mr. Jean Laroche, manager, still does not meet the demand. Another coin-operated exhibit at the I.A.K.S. show was a mini-football table manufactured by GeKa Sport Guter Kaagel of Ellbeshaven. When not in use the game converts into an ordinary table by the raising of two flaps. The exhibition attracted participation of more than 1,000 exhibits from 128 countries and was open to the public for the first time. Its main purpose is the presentation of sports facilities and swimming pools.
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MISTY DOLI... $100
GOTTLIEB... $125
MILLS... $150
CAMPUS QUEEN... $125
ROCKET... $125
BALLY... $175
GOLD STAR SA... $200
ASHCRAFT MFG. CO. 250
TEXAS BANGER... 265
UNITED

GOTTLIEB... $125
ASHCRAFT MFG. CO... $125
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Two in a fast moving split, dual row footswitch. If dropped, the gator will be out of action.

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Brilliantly new in eye-appeal, exceptionally new in play-

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Coin Machine News

On the Street

By RON SCHLACHTER

So Lipkin reports that American Shuffleboard Co. is "all set for MOA. We hope to see some interesting items. The pool table line has moved up and the mechan-

ical drop-shot is good." Lipkin, who just returned from a trip out West, will visit the Midwest in August. His trip will include a stop at the American Hospital As-

sociation Convention in Chicago. Meanwhile, Lipkin will find time for a weekly fishing expedition off the Jersey coast. Nick Mellen, general manager of American, is all set to go to Florida for two weeks. While there, he will visit the company's dealers. ... Paul Cusano, son of Mary Cusano, presi-

dent of American, just completed his first year of medical school. He is a student at New Jersey State Medical College.

Companies that will exhibit at the upcoming N.A.T.O.-N.A.C.


nystein Instrument & Electronics, Inc., Bally Case & Cooler, Inc., Beech-

Nut, Inc., Bennett Sales Co., Candy

Pool Tourney Benefits Told

Continued from page 43

can become involved in a 64-

event location.

Schneller reviewed past pro-

motion programs. "A pack bowel-

er or shuffle board league involv-

ing 16 or so tourneys just isn't a

broad enough program. Pro-

moting a regular bowling team is not related to the tavern but to a bowling alley. We want peo-

ple to seek out the tavern and be-
mome involved there. Color televi-

sion isn't the answer either, be-

cause the jukebox collects co-

webs, not quarters." We want to see tourneys put a sign in their window announc-

ing that people can come in and partici-

pate in a tournament that could result in their becoming a state, or even a national cham-

pion. This is the kind of promo-

tion that can fill a taproom on its slowest night and the oper-

ator can organize this with his

existing equipment.

He stressed the public rela-

tions aspects of tournaments and told how many majors and sports columnists have become involved in various parts of the country. He especially stressed the ad-

vantage of organized tourna-

ments as a way to increase bar business and collections and to prevent location ownership of equipment.

"Do collections go down after a tournament?" he asked. An operator in the audience an-

swered, "No, it's up." Schneller said, "because it con-

vinces the location owner that he must rely on the operator.

Computer Warning

Continued from page 43

the operator's biggest items is depre-

ciation. IRS wants to de-

velop a "fair game for equipment depreciation and when average percentages are determined, the tax people will know where to look for discrepancies."

He cited a real estate court case in which he said he saved an operator $39,000 by compro-

mising on depreciation, extend-

ing the life of equipment from three to six years. "Every oper-

ator has his own beneficial method, whether this is straight line, double declining balance, sum of the digits, or what have you. A tax plan requires indi-

vidual and personal..."

"The operator should arrive at five important points: know how many machines he has; know how he pays for equip-

ment; know how his payments are impaired; know his fixed liabili-

ties, such as phonograph record purchases, equipment maintenance, facilities upkeep, and so on; know his age; and know the length of time he is inclined to remain in business."

Wolfe favors breaking ex-

pense items into categories. "Op-

erator A may spend more on premiums for operator B, but by spreading it out, operator A may receive more tax advan-

tages." Under Wolfe, he would suggest: travel and entertain-

ment involving location own-

ers; convention expenses; pro-

motion, as a separate item; gas and oil involving location busi-

ness; and location expenses.

Lickers Label Ponder

MOA/NARM Exhibit Dates

Continued from page 43

area all on one level and has no other conventions competing with MOA. "We also had to take the earlier date this year because we learned two months ago that our show is a month apart from the NAMA (National Automatic Merchandising Association), which is searching to show that the many coin machine people would be able to attend both the music and vending can attend both shows."

NAMA's show is in New Orleans this year Oct. 18-21.

Granger said another indica-

tion of the general interest in this year's MOA show stems from the demand for free stickers of-

tered by the trade group. "Our first 12,000 are gone and we have ordered the same quantity again."

Record acts lined up so far to appear at MOA's banquet in-
clued Bill Williams and his act featuring the Cheatin' Hearts (MGM), Boots Randolph (Monument); the Impressions (Curtom/Buddah); London Lee (Mercury); Frankie Randall (Cipitol); Roberta Quinlan and Don Cornel (1B); and Jerry Smith (ACE)." "Young Williams, sons of the late Hank Williams, recently starred in a movie, "A Time to Sing," and will star in a television movie this fall called "The Sun Country." His current single, "Cajun Baby," is on the CPM chart, and his dis-

cography includes tunes such as "Long, Gone Lonesome Blues," and others that his father wrote and immortalized.

July 26, 1969, BILLBOARD
Operators Like Stereo 45 Singles

Continued from page 43

Oscar (Buckey) Buchman, Redisco, Baltimore, said he saw no need for the production of stereo singles "at this time. "If you're talking about compatible singles, I would say no," he explained that MGM and Atlantic press this type of record. "But if you're talking about exclusively stereo records, I would ask 'why'?

Adding to the confusion about who does or does not manufacture stereo singles, Philadelphia one-stop veteran Sid Williams identified MGM and Atlantic as labels that do press "some" stereo discs. "Operators with older machines may have some trouble playing these records on those machines," he said, and added that he had heard a few complaints from operator customers. "The complaint is not so widespread that it is a serious problem," he said, "but it is there.

D. M. Steinberg, Sterling Title New York, Novaark, included Metromedia among the labels which press only stereo singles. Steinberg, a manufacturer of jukebox record strips, said that nothing special was being done to promote these discs, explaining that the words 'stereo' and 'jukebox' had been identified with each other for quite some time.

Concluding the general trend in jukeboxes, Town Hall one-stop, New York City, estimated stereo discs at only 20 per cent of his total stock of singles. "I believe they have had no important impact on our business," he said, while adding Buddah Records to the list of stereo singles producers.

Bill Cannion, Haddonfield, N.J., said he believed the trend toward manufacture of stereo singles is "snowballing," and that all the labels will soon be producing them. Jukebox distributors are urging operators to dump old monaural equipment for new or used stereo machines, he said, adding that his company "has always pushed the stereo line."

Ellis agreed that monaural equipment is so scarce that it would be foolish to attempt no problem to the proliferation of stereo singles. His company has never attempted any renovation of old equipment, he said, and hinted that the few machines of this type still on location might not worth the trouble of re-equipping.

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4 TARGETS and 4 MOVING
TARGETS ARE HIT

Eerie Realistic Animal
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Spectacular Dual Black Lights for Brilliant Jungle Effect

* Bursting Flashes of Light When Targets Are Hit
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Like all Chicago Coin's singles, this one has hit the market first. It is a highly realistic Jungle and Safari Game. It is available in both single play and multiple play models.

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CHICAGO DYNAMIC INDUSTRIES, INC.
URGE VENDORS TO BE ALERT TO NEW QUARTER ITEMS

CHARLOTTE, N. C.—Lee Smith, president, Merchandising Associates here, a company formed to specialize in 25-cent vending and related business, cultured bulk vendors last week to "get out of the Modul 'I Ford age or continue working for peanuts." Smith, who is very optimistic about his own move into balloon vending, is equally enthusiastic about the prospects of vending American Corp.'s 50-cent miniature recordings.

"Bulk vendors offer the music industry hundreds of thousands of locations never before involved in selling records. I don't think the record industry realizes the potential existing in the bulk vending industry," Smith said. Jack Thompson, Smith's partner, is equally enthusiastic about vending records and has been watching with interest a marketing introduction now under way in Detroit.

"I do believe that vending records, just as we have found in vending balloons, will be a specialized business. This is why we have set up Merchandising Associates. For one thing, record vendors must be serviced more regularly, a fact which we have found to be true for balloon vendors," Thompson said.

In urging distributors and operators to get into 25-cent vending, Smith said, "Unfortunately, distributors have been spoiled by their ability to traffic in small machines costing them less than $25. Most people seem to go into this business thinking they're going to put in a little bit of time and work and maybe pay off the mortgage. If you think small, you're going to remain small." Merchandising techniques are changing too fast for the distributor to stand pat, he added.

"My hope is that those in bulk vending will not remain asleep at the switch too long and miss the opportunities that are coming their way just because they can't acclimate themselves to thinking beyond a penny or a nickel," he said.

Smith reports "phenomenal success" for the 25-cent balloon vending machine manufactured by Paramount Textile Machinery Co., Chicago, Merchandising Associates is the national distributor of that machine.

** If your competition is giving you location trouble... You may find the answer to this problem by selecting the most advantageous machine in bulk vending — the all new Victor — **

**SELECTORAMA® 77-88 CONSOLE**

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations. Ranges from 10¢ to 25¢.

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(312) 633-3205

**H. B. HUTCHINSON JR.** (right) shows a bulk vendor a new piece of equipment in the Atlanta distributor's new headquarters.
III. Amusement Device Stamp Regulations Told

* Continued from page 45 *
bought the licenses. This must be worked out between the operator and location. The statute states that the license is issued for the privilege of operating. I have taken the position that the operator is responsible for buying the stickers.

Dwayne Kramzar, a local operator, complained that he had been used as "an example" by revenue department agents and had been unable to buy licenses. "They told me that the location owner had to buy the license," he told Fiorite. Others, too, complained about the ambiguity of the enforcement officials. Fiorite told members to inform him of any instances where agents were not courteous or not following directives.

Harry Schaffner, former ICMOA president, asked if licenses could not be placed on the wall with liquor licenses, but was told they must be affixed to the machines. The licenses are transferable, but when transferring a license, operators are required to write the revenue office for a transfer license, Fiorite pointed out.

Pinball Bill

Gain singled out members of the ICMOA legislative committee he said had worked hard on the recent anti-pinball legislation and told how the bill, which was designed to legalize amusement—only pinball machines but outlaw bingo-type equipment, was finally defeated in the General Assembly. "I consider this committee one of the most successful committees ICMOA has ever appointed. There were many meetings and many details to be worked out.

While commenting that the ICMOA bill lost, one member spoke from the floor and reminded the group, "We still have pinball games in Illinois." The defeat of Senate Bill 592 means that pinball restrictions revert back to present laws, which leaves the operation of all types of pinball games up to local restrictions.

The group recommended that a term be established for directors; that a past-presidents council be established; that the site of the next meeting be worked out by a meeting committee; and was told, that henceforth, Gain will handle all legal matters, but can call on attorney James Winning's services.


Cut Proposed Fee

* Continued from page 43 *
"Equally unjust is the fact that if just one machine in an arcade of 200 has not had duty paid on it, the Customs and Excise officials are authorized to confiscate all 200 machines."

Although the new eight-month license is intended primarily for operators in seaside resorts working only in the summer, it is not limited to this category of operator. It will be possible for a town operator to take out a summer license at the reduced rate of 15 pounds and then revert to the normal license for the remainder of the year.

"In order to do this," said Singleton, "the operator will have to move out the 3d and 6d machine for the summer period to comply with the law."

Estimate U. K. Decimal Coins

* Continued from page 43 *

of which 350 million will be 5 new pence and 10 new pence pieces (equivalent to the present one shilling and two shilling pieces).

These pieces, said the Board, will be needed well in advance to meet the increased demand caused by coin machines, now operating on the obsolete sixpenny piece, being adjusted for decimal coinage.

The Board said that some vending machines which now take shillings will be converted to take 5 new pence coins (twice the value) and to sell twice as big an item as before. Many of these conversions will take place before D Day because 5 new pence coins are already available. The Board estimates that 2,763,500 coin-operated machines will be affected by the switch to decimalization. It said that all the machine suppliers have allowed its Engineering Support Group to examine conversions and all seen by the Group have been of a high standard.

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1969 MOA EXPOSITION

Sherman House Hotel, Chicago

Friday, Saturday and Sunday, September 5, 6, 7

THREE BIG DAYS

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Exhibits Open

9:00 AM to 3:00 PM

Ladies Luncheon & Program

Noon

Industry Seminar

3:30 PM

Exhibitors' Hospitality Suites Open in Evening

SATURDAY, SEPTEMBER 6
Exhibits Open

10:00 AM to 6:00 PM

Membership Luncheon & Program

Noon

Exhibitors' Hospitality Suites Open in Evening

SUNDAY, SEPTEMBER 7
Exhibits Open

10:00 AM to 3:00 PM

Gala Banquet & Stage Show in Evening

GALA BANQUET AND SHOW

MOA's three-day Exposition will be topped off with the traditional awards banquet and stage show. Recording artists firmed at press time (with more to come) were:

Boots Randolph, Monument Records
Frankie Randall
Jerry Smith, ABC Records
Roberta Quintlan & Don Cornell, Jaybee Records

Hank Williams, Jr., and
The Cheatin' Hearts, MGM Records
London Lee, Mercury Records
The Impressions, Custom Records

THE 1969 MOA EXPOSITION IS AN INTERNATIONAL TRADE SHOW FOR THE COIN-OPERATED MUSIC AND AMUSEMENT INDUSTRY.

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JULY 26, 1969, BILLBOARD

www.americanradiohistory.com
**London Meet Bow 6 Albums**

**BOOK REVIEW**

On Life of "Today's Writer, "Scriabin" Welcome Work

(Scriabin. By Faubion Bowers. Kodansha International Ltd. 245 pages in two volumes. 525 list.)

**NEW YORK** — This authoritative biography of Alexander Scriabin, carefully documented, has much for today since Scriabin, a controversial composer, clearly was ahead of his time.

Scriabin not only saw music in terms of colors, he prescribed colored lighting to be used with performances, especially his later orchestral works, a forerunner of today’s psychedelic lighting. But his deism also can explain his increasing popularity on college campuses.

An extensive discography shows the leading pianists, including Vladimir Horowitz and Sviatoslav Richter, who have recorded his famous piano works. Others have included Hilde Sorner, Walter Gieseking, Raymond Lewenthal, Bachauer, Murott, Capek, Zenoff, Svanberg, and many others.

The chronicle of Scriabin’s works plus musical analysis and critical comments also is interesting as a history of the composer’s philosophy and thought. This readable biography should prove an important addition to college libraries.

**BAROQUE WORK ON CORONET**

COLUMBUS, Ohio—A baroque music concert held recently at the French Academy of Music features the current release of Coronet Records. The set contains music of John S. Bach, C. P. E. Bach, Ver- scini, Blavet and LeClair.

The recording coincides with the bicentennial anniversary of the composer's birth and is a welcome addition to the baroque repertoire.

**MISS Swarthout Is Dead**

NEW YORK—Miss Gladys Swarthout, who was a leading mezzo-soprano in the Metropolitan Opera during the 1930's and 1940's, died on July 2 and was 63.

Swarthout, who was born in 1887, started her career at the age of 16 and was a member of the Metropolitan Opera from 1908 to 1940. She was noted for her dramatic acting and her voice, which was described as a rich, full sound.

Swarthout is survived by her husband, Robert J. Swarthout, and two sons, Robert J. Swarthout Jr., and John A. Swarthout.

**MEMPHIS** — Six new classical albums, including four multiple sets, were introduced by Columbia Records at their annual London concert here on Saturday (19).

A special feature of the program was a two-LP package of Verdi's "La Traviata," which was sung by the Metropolitan Opera. Also conducted was "The Count of Monte Cristo," a comic opera by Offenbach, conducted by the Deutsche Opera, Berlin.

Another operatic set has Peter Usinov as narrator in Kodaly's "Hary Janos" with the London Symphony Orchestra, which will be heard in the Hungarian State Opera under Istvan Kertesz.

A new album, "An Introduction to "Der Ring des Nibelungen," which is narrated by Derek Cooke, has musical illustrations from London's award-winning opera "The Ring." It is conducted by Georg Solti and features Birgit Nilsson, Kirsten Flagstad, Wolfgang Windgassen, Regine Crespin, Hans Hotter, Clare Watson, Set Svanholm, Fischer-Dieskau, Georg London, Christa Ludwig, James King, Gottlob Frick and others with the Deutsche Philharmonie.

The fourth multiple set is a salute to the Israeli piano virtuoso, Mehta, who conducts the orchestra. The album includes works by Stravinsky, Cui, and Gretchaninov as well as a first stereo version of Mehta's "Concerto for Harp and Orchestra," featuring harpist Odette Dangles. Completing this presentation was an LP on Viennese music featuring Willy Boskovsky and the Vienn Philharmonic.

**HARMONIA PUBLISHING**

**Florida Festival Opens Thursday**

Daytona, Fla.—The Florida International Music Festival opens here Thursday night with a program of music by the London Symphony featured. Among the soloists are violinist Yehudi Menuhin, pianists Emile Gilels, Mischa Elman, Sheku Kanneh-Mason, and cellist Joseph Silverman. The program also includes a performance of the Mendelssohn Violin Concerto by Isabelle Faust, violinist of the Menuhin Quartet.

The festival, now in its 17th year, is held at the overlooking the Atlantic Ocean and is one of the most prestigious music events in the United States. The lineup of performers includes many of the world's leading musicians, and the program features a wide range of music from classical to contemporary.

**DGG TO ISSUE FIDELIO PKG.**

HAMBURG — Deutsche Grammophon has announced a complete recording of the Beethoven opera "Fidelio" for release in the fall.

The recording, made in Dresden, features Martha Tetley, Theodor Kueppers, William Bay, and The Dresden Radio Symphony Orchestra and the Dresden State Orchestra with Karl Böhm, conductor.

**BAROQUE WORK ON CORONET**

COLUMBUS, Ohio—A baroque music concert held recently at the French Academy of Music features the current release of Coronet Records. The set contains music of John S. Bach, C. P. E. Bach, Ver- scini, Blavet and LeClair.

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Musical Instruments

Moog Sets Pace for New Limelight Release

By RON SCHLACHER

CHICAGO—"Ragarak," a new electronic music album to be released soon on the Limelight label, is a result of letting "the Moog do its own thing," according to Bernard Krause, president of Parasound, Inc., San Francisco.

Krause and Paul Beaver, board chairman of Parasound, completed the album as the initial release under their recently negotiated Limelight contract. Parasound, a two-and-half-year-old firm, is involved in all areas of audio-record production, master-pressing and pressing, publishing and research/design of audio devices.

"The album took 100 hours to cut," said Krause. "There are things on the album that have not been done before. I don't know how to describe it. While these things are new to us, we utilize the Moog in ways not used before.

"We're trying to open up new uses for sound in music. It's random and non-structured. Much of it is automatic. We let the Moog do its own thing. At the same time, much of it is traditional music—popular music.

"There are three selections that are really pop. One is 'Fisherman.' This is a translation of an eighth century Chinese poem set to music. Another popular selection is 'Moogy Blues Funk' which is straight, fun-type, flag-waving, good-time Mao music. The third selection is a good-music piece called 'I Hear It.'

Other popular selections include "Fountains of the Department of Water and Power" and "Try Not to Twitch," which is 37 seconds of "Moogy marching band." Other numbers were accomplished with the help of walkie-talkies and "scare newscasts." Both devices were used to trigger the Moog.

Parasound is responsible for the development of a number of audio devices. One is the Orban/Parasound stereo synthesizer which legitimately takes monaural signals and changes them to stereo. Another device is a voltage-controlled version of the stereo synthesizer which can produce "a cyclical monaural stereo effect," according to Krause. The company is currently building a string-controlled synthesizer which looks like a guitar.

Expect 5,000 at Guild Event

BY EARL PAGE

CINCINNATI—Over 5,000 delegates, including 1,000 music students and parents, 100dealers, and representatives from 18 instrument manufacturing firms, were expected here July 20-24 for the 68th annual American Guild of Music Convention. This is the first time that the national group of music instructors were to use the new Cincinnati Convention Exposition Center, which has 95,000 square feet of exhibit area.

Tom Pickett, exhibit chairman, explained that the Guild was the largest and oldest organization specializing in music teaching and student contests. "For the past year, and I am sure the trend will continue this year, we have seen guitar represent over 75% of our involvement. The rest breaks down into accordion, keyboard and drums, although we will see some new instruments here this year."

Noted musicians set to appear were Roy Burns (Rogers Drums), George Van Epps (Greatech), Joe Morello ( Ludwig), Roy Sneck (Harmonics), Bruce Bolen (Gibson) and Andy Nel- son (Fender).


New Altec Amplifier

ANAHEIM, Calif.—Altec Lansing has introduced a new mixer/amplifier utilizing silicon transistors. The unit, Model 159A, is powered by a self-con- tained 120/240 VAC supply and can be operated from a 24/28 VDC battery. The unit has two inputs, a low impedance, and an output for either high or low impedance, based upon the plug-in transformer selected. The unit measures 1 ¾ inches high, 4 ¾ inches deep and mounts in a standard 19-inch rack mounting.

Tired of playing a 97-pound weakling?

Install the muscle of Electro-Voice SRO speakers in your amp!

Now you can add clean power to your instrument ... without adding more speakers. Just replace your present 12" or 15" speakers with Electro-Voice SRO loudspeakers. No matter what you're using now, we guarantee you'll get more volume from your present amp — up to double your amplifier power. And every octave will be clean, transparent. SRO/12 and SRO/15 models fit most speaker boxes as direct replacements. Hear the powerful difference EV makes with your Electro-Voice amplifier.

Or write us today for the complete story.
**Parasound Has 3 Synthesizers**

By GEOFFREY LINK

SAN FRANCISCO — Parasound Inc., Redondo Beach, Calif., last month introduced a stereo synthesizer for AM cars, radios, and to the dealer. This hit-and-run module that scans the bands and is for a new price of $27.50. Power output, plus or minus 1 dB, is rated at 170 watts.

**Consumer Electronics Sales Picture Healthy**

WASHINGTON—Exports of U.S. produced-electronic consumer products totaled $24.6 million during the first quarter of 1969, as compared with $16.7 million last year. Tape recorders were up 76.8 per cent during the period, totaling $10.1 million. U.S. factory sales of consumer electronics are expected to reach 3.8 billion this year, or 4.4 per cent, according to latest Electronics Industries Association (EIA) estimates. At the same time, EIA reported that only 18 electronics manufacturers had total failures reported last year as compared with 36 manufacturers in 1968. This distributor failures a year ago. The voltage control stereo synthesizer is used in mixing by giving the effect of going from monaural to stereo. It will take any standard or stereo or stereo wave for power source and is designed for use with stereo instruments in particular. The stereo synthesizer matrix is used in a new minidisc technique. Actually three stereo synthesizers in a 10-part mixdown matrix is created by only one stereo control over each truck in a multitrack studio, he said.

**DeVorzon & Botkin Team for Complete Musical Film Pkgs.**

LOS ANGELES — Songwriter/producer Barry DeVorzon and arranger Perry Botkin Jr. have signed an agreement to bring contemporary sounds and ideas to motion picture scores. For DeVorzon the association marks a return to the music business after a two-year hiatus followed by the sale of Valiant and Sherman-DeVorzon Music to Warner Bros. Records. Botkin will continue his record company projects but will now formally work with DeVorzon on creating music for films.

DeVorzon has been researching film music from films for the past several months and has already outlined his plans for three major film projects. As Dick Zanuck, the production vice-president, considers the film DeVorzon is now working on, “Airport 1975” and “The Man from Atlantis” with James Nicholson.

The duo has been signed by CMA which only represents one other composer, Burt Bacharach. Neither DeVorzon nor Botkin is available for comment.

**New Scotch FM/AM/FM receiver.** Instant-acting electrical overload protection, a full complement of lights indicating reception, a quartz crystal lattice filter, "wire wrap" electrical connections eliminating solder joints, printed servo boards and connectors, a line-cord antenna are but a few features of the new unit. Power output, plus or minus 1 dB, is rated at 170 watts.

**Forward Adds To Promo Staff**

LOS ANGELES — Forward Records, Inc., has added to its promotion staff to handle product from the labels which it distributes. Newest member to the promotion staff is David Fox, formerly of Tower. Fox will handle product from Forward, Sipiora, the Winter-Rosen label formerly called Aquarius. Rick Sidler is the specialist for merchandise by Forward and Together.

Fox's title is national promotion manger for Forward.

**NORTHERN HAMMER**

DeVorzon and Botkin are working on a complete musical package for Columbia Pictures crime caper, “Airport 1975,” directed by Norman Jewison.

**Western Hams Rock**

HOUSTON — Southwestern Appliance, Inc., here has been appointed Texas distributor for Motorola home entertainment and personal electronics products. The Ochterbeck Distributing Co., Inc., was selected with its auto sound product wholesaler.

**New Robins Catalog Out**

FLUSHING, N.Y.—A phonograph stylus tip, record and phonograph protective and cleaning devices are featured in the new Robins Industries Corp. catalog.

**Stereo System**

STEREO music center. This is Parasound's 40-watt music center featuring FM multiplex tuning, an AM/FM tuner, and individual speakers, which are like those in a modern, all-pled glass cabinet.

**Order Shipped Rush for Same Day**

**Order Shipped Rush to Same Day**
**Programming Aids**

* Continued from page 32

Franklin: Jan & Jerry, Plantation. **BFLP: "Remember Me."** Ray Pillow, Plantation.

Kansas City, Kan. (Echo)

Ted Cramer, Program Director

* Continental Sam Smith, Columbia. **BFLP: "Blue Callier."** Bob Julian, Direc.

Trensetter Burland

* Continued from page 28

The revolution has taken some of the edge of the glory of its originator, yet he and his work continue to be remembered and lauded by key people in the music and advertising business. In his office-studio hangs at least 30 awards presented to C/HEAR for advertising excellence, honoring his skills and the direction and arrangement. They come from organizations like the American TV News and Festiva-

The American Institute of Graphic Arts, the New York Art Directors Guild, the Holly-

Looking at the future of the musical commercial, Burland said that it would eventually shift from the present, limited form to a more limited form on the youth market and will broaden its scope to speak to all ages.

Burland was educated at Yale, where he sang with a group known as the "Whiflin Poets." He also studied music and theory with Barry Galbraith and has done a lot of work singing with choirs.

JULY 26, 1969, BILLBOARD
Audio Retailing

TOP 40

These are the best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

<table>
<thead>
<tr>
<th>#</th>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>LOVE THEME</td>
<td>RONED &amp; JULIET</td>
<td>RCA</td>
</tr>
<tr>
<td>2</td>
<td>4</td>
<td>2 SPINNING WHEEL</td>
<td>BLOOD, &amp; TUEWS</td>
<td>Columbia</td>
</tr>
<tr>
<td>3</td>
<td>5</td>
<td>MY CHERRY AMOUR</td>
<td>STEVE MADDEN</td>
<td>10,000 Records</td>
</tr>
<tr>
<td>4</td>
<td>3</td>
<td>GOOD MORNING STARSHINE</td>
<td>CLINTON BROWN &amp; FRIENDS</td>
<td>ABC/Paramount</td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>QUEEN'S THEME</td>
<td>CHARLES RANDOLPH &amp; GROOVE</td>
<td>10,000 Records</td>
</tr>
<tr>
<td>6</td>
<td>2</td>
<td>LOVE ME TONIGHT</td>
<td>TOM JONES</td>
<td>DJM/RCA (Dutch)</td>
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<tr>
<td>7</td>
<td>8</td>
<td>YESTERDAY WHEN I WAS YOUNG</td>
<td>RAY CHARLES</td>
<td>10,000 Records</td>
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<tr>
<td>8</td>
<td>12</td>
<td>HURT SO BAD</td>
<td>LETTHEM</td>
<td>CAPITOL</td>
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<tr>
<td>9</td>
<td>6</td>
<td>WITH PEN IN HAND</td>
<td>VCS3</td>
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<tr>
<td>10</td>
<td>9</td>
<td>IN THE Ghetto</td>
<td>BOO CROWLEY</td>
<td>DJM/RCA</td>
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<tr>
<td>11</td>
<td>11</td>
<td>THE DAYS OF SAND &amp; SNOWELS</td>
<td>BOBBY VEE</td>
<td>CAPITOL</td>
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<tr>
<td>12</td>
<td>16</td>
<td>(Sittin' On) THE DOCK OF THE BAY</td>
<td>SAM &amp; DIXIE</td>
<td>duit(RCA)</td>
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<tr>
<td>13</td>
<td>25</td>
<td>RUBY, DON'T TAKE YOUR LOVE TO TOWN</td>
<td>KENNY ROGERS</td>
<td>ABC/Paramount</td>
</tr>
<tr>
<td>14</td>
<td>37</td>
<td>IN THE YEAR 2525</td>
<td>ZAP &amp; EVANS</td>
<td>DJM/RCA</td>
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<tr>
<td>15</td>
<td>26</td>
<td>COLOR HIM FATHER</td>
<td>WESLEY</td>
<td>10,000 Records</td>
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<td>16</td>
<td>30</td>
<td>SWEET CAROLINE</td>
<td>GOOD TIMES</td>
<td>NEIL DIAMOND</td>
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<td>19</td>
<td>MOMENTS TO REMEMBER</td>
<td>VOGUE</td>
<td>10,000 Records</td>
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<td>18</td>
<td>35</td>
<td>A TIME FOR US</td>
<td>JOHNNY CASH</td>
<td>DJM/RCA</td>
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<tr>
<td>19</td>
<td>18</td>
<td>I'LL NEVER FALL IN LOVE AGAIN</td>
<td>BOB BARTON</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>20</td>
<td>21</td>
<td>MRS. ROBINSON</td>
<td>BUNKER &amp; MILLS</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>21</td>
<td>22</td>
<td>DON'T WAKE ME UP IN THE MORNING, M sector</td>
<td>ROGER MILLER</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>22</td>
<td>26</td>
<td>PUT A LITTLE LOVE IN YOUR HEART</td>
<td>JIMMY OSBORNE &amp; THE BLUE JAYS</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>23</td>
<td>23</td>
<td>THEME FROM &quot;A SUMMER PLACE&quot;</td>
<td>SWIFT, JACO'S</td>
<td>DJM/RCA</td>
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<tr>
<td>24</td>
<td>30</td>
<td>IT'S GETTING BETTER</td>
<td>BOBBY WILLS</td>
<td>DJM/RCA</td>
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<tr>
<td>25</td>
<td>29</td>
<td>MORNIN' ON A GROOVY THING</td>
<td>EDY ARNOLD</td>
<td>DJM/RCA</td>
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<tr>
<td>26</td>
<td>11</td>
<td>WOULDN'T HE</td>
<td>RICHARD NELSON</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>27</td>
<td>24</td>
<td>FOREVER</td>
<td>RONALD BROWN</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>28</td>
<td>33</td>
<td>GOOD &amp; EMBRACE</td>
<td>DONIE MARSHALL</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>29</td>
<td>32</td>
<td>FIRST HYMN FROM GRAND TERRACE</td>
<td>RICK LANDON</td>
<td>DJM/RCA</td>
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<tr>
<td>30</td>
<td>37</td>
<td>PUT IT IN YOUR HANDS</td>
<td>EDY ARNOLD</td>
<td>DJM/RCA</td>
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<td>31</td>
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<td>THE GIRL I'LL NEVER KNOW</td>
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<td>33</td>
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<td>DJM/RCA</td>
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<td>33</td>
<td>38</td>
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<td>ALAN SHAPIRO</td>
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<td>34</td>
<td>37</td>
<td>HE WHO LOVES</td>
<td>HAROLD HARRIS</td>
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<td>35</td>
<td>39</td>
<td>BURGER AVE</td>
<td>SHANON</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>36</td>
<td>38</td>
<td>THAT'S ALL THIS WORLD NEEDS</td>
<td>ABERGAVENNY BAND</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>37</td>
<td>39</td>
<td>MEMPHIS UNDERGROUND</td>
<td>HERB MARSHALL</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>38</td>
<td>34</td>
<td>THEME FROM &quot;PROV&quot;</td>
<td>BILL CONNOLLY &amp; MARY SHELLEY</td>
<td>DJM/RCA</td>
</tr>
<tr>
<td>39</td>
<td>35</td>
<td>TRUE GRIT</td>
<td>GLEN CAMPBELL</td>
<td>DJM/RCA</td>
</tr>
</tbody>
</table>

The Big Little Integrals That Can Make Or Break Your Product.

PANASONIC’s new Brookline, Model SX-944. Thus unit, which operates on AC/DC, includes two four-inch speakers, four-speed turntable, ceramic cartridge, flip-open stylus, continuous tone control, dual volume control and automatic changer. It lists for $99.95.

Kinney W-7 Buy Official

NEW YORK -- Kinney National Service has completed its acquisition of Warner Bros. Seven Arts Limited. The Internal Revenue Service ruled that acquisition by Kinney of substantially all the assets and the assumption of the liabilities of W/B in exchange for Kinney National Security constituted a "tax-free" reorganization of Warners.

Listing of Kinney’s new Series D Convertible Preferred Stock on the New York Stock Exchange and of its new 5 cent Series C Convertible Preferred Stocks on the American and Pacific Coast Exchanges became effective following the July 8 closing.

Teichiku Push On Randolph

LOS ANGELES -- Monument’s Japanese licensee, Teichiku, is saluting Boots Randolph with a four-month promotion, running through October. The label will release three albums, including a special triple-set, one single and re-issued play disk during the campaign. Plans are being made by the saxophonist- record a special LP of tunes selected by the Japanese firm.

Classical Notes

- Continued from page 48

under Ferdinand Leitner... The new record award created by the Vienna Musikgemeinde in conjunction with the Vienna Festival will be awarded to three Deutsche Grammophon recordings — the Archiv recording of Mozart symphonies under Karl Böhm/Conservatorium; the complete Mozart works for violin and orchestra by Wolfgang Schneiderhan with the Berlin Philharmonic Orchestra; and Mozart piano concertos Nos. 13 and 19 by Giuseppe Sinopoli with the Salzburg Mozarteum Camerata Academica. This year’s Academy has released its first ten minutes записки retailing at 56.75.

In connection with the 50th World Music Festival of the International Society for Contemporary Music in Hamburg, Deutsche Grammophon will release "Avant Garde, part 2" featuring works by Stockhausen,-evangelists, Kagel, Schaeffer and Zimmermann.

WOLFGANG SPANHR

Sankyo

American Sankyo Corp. . 801-3, 95 Madison Ave., New York, N.Y. 10016. U.S.A. Tel. LE-2-0202


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52

JULY 26, 1969, BILLBOARD
Their new album is beauty and emotion. Perception and poetry.
A real whiz-kid of an album containing hitSingle greatest hits. Menuhin has taken to the top of the charts with one album he has not released yet. This LP is not available on any other American LP, and his success for the "Per-
former of the Year"...
In the summer, go to the country, where everything's cool and you can party all the time. That's the message on Sly and The Family Stone's newest single, "HOT FUN IN THE SUMMERTIME".

It's a cool and easy song for summer, with a cool and easy sound—by the family who like being themselves, no matter what season it is. Goodness, we hope you didn't think the title meant something else?

The album that keeps the summer fun moving.
**SPECIAL MERIT PICKS**

**POPULAR**

**JERRY JUNE WALKER**—Five Years Gone, Atco SD 32-291 (5)

Four folk singer, and former pop singer, Jerry June Walker, takes still another stab at country music with this album. It contains Standards and other songs of similar taste. The album is not outstanding, but it is also not bad. 

**JAZZ**

**THE MANY FACETS OF DAVID NEWMAN**—Vinyl LP, Capitol SD 32-101 (5)

This is an album that is representative of the many facets of David Newman's creative contributions to the jazz field. It contains Standards, and Newman's own compositions. Newman is an outstanding composer, arranger, pianist, and conductor. 

**BLUES**

**ELMA JONES—Anthology of the Blues**—Record艺术家: : (5)

This album is a fine collection of blues classics that are representative of the many facets of blues music. It contains many excellent performances of blues classics. 

**VARIOUS ARTISTS—Swingle_blues,** Vols. 1 & 2, Atco LP (5)

This is an album that is representative of the many facets of the Swingle Brothers. It contains Standards and other songs of similar taste. The album is not outstanding, but it is also not bad.

**TINA HAUGER**—Unicorn, Blue Thumb FMTS 7 (5)

As sad and compelling as the Incredible String Band is the music of Marc Bolan, Steve Stoff & Friends. Nielsen's fine of fantasy and dreamy music, and on an emotional and high, lustful, Tannhäuser's raw sound and textures through to gentle, odes, and the music as haunting at field. Bolan, Stoff another, hereby this fulminating English ensemble.

**KAT RING CEDAR—Close-Up, Capitol DWMB 505**

This album is an attractively packaged and attractively priced series that shows the Cats are not in the best of form. There are several entertainers, including The Baby and The Pearl, with Bobbi McEnroe and Linda Miller. It is a fine album.
TORONTO — Bill Cosby and Glen Campbell are among the performers who will mark the Canadian National Exhibition's return this year with "Theatre in the Square" attractions in this year's grandstand show, Aug. 14-Sept. 1. Last year the CNE produced a historical pageant which was a disaster at the box office.

The move to bring in "big name" talent for one or two days represents a radical departure with the past when one or two stars would headline a variety show for the three-week exhibition. Many stars failed to draw the expected crowds to put the CNE spectacle in the black. Encouraged by the strong showing of the Canadian Armed Forces Military Tattoo in 1967, "Revival Set by Marmalade"

LONDON — Giorgio Gomelsky is receiving his Marmalade label, distributed in the U. K. by Polydor, with the release of eight new albums by a variety of acts including Julie Driscoll and the Brian Auger Trinity ("Street Noise"); Bill Wyman ("Blues for a Moment"); the Chris Barber Band ("Battersea Rain") (Continued on page 61)

CNE Booking Top Names In Move to Bolster B. O.

TORONTO — Bill Cosby and Glen Campbell are among the performers who will mark the Canadian National Exhibition's return this year with "Theatre in the Square" attractions in this year's grandstand show, Aug. 14-Sept. 1. Last year the CNE produced a historical pageant which was a disaster at the box office.

The move to bring in "big name" talent for one or two days represents a radical departure with the past when one or two stars would headline a variety show for the three-week exhibition. Many stars failed to draw the expected crowds to put the CNE spectacle in the black. Encouraged by the strong showing of the Canadian Armed Forces Military Tattoo in 1967, "Revival Set by Marmalade"

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Holland Festival Ends on Bitter Notes Re: Winner

SCHIEVENINGEN, Holland — The first international song festival in Holland, called the Singing Europe '69 contest—held here July 4-9, produced a surburban carnival atmosphere one day when the jury's verdict, giving victory to the Spanish team, with 127 votes to 125, was announced by Louis van Rynemant, leader of the Dutch winning entry, which came second with 239 points.

Rynemant protested that Spanish juror Joaquin Alonso should be disqualified since the rules did not permit record company officials to serve on the jury (Alonso is artistic director of the Wooden Shoe Records, to which company the entire Spanish team is contracted; in the voting he awarded the Spanish team five points — the margin by which they beat the Belgians).

After considerable argument, the jury expressed sympathy for the Belgian protest, but refused to award joint first prize to Spain and Belgium, allowing the scores to 242 points each. Van Rynemant, however, refused to accept the decision of the jury, and thus this ambitious European song contest came to a rather uneven and inconclusive conclusion.

There was general agreement that the scoring system, in which jury members had to divide 50 points among three teams each night, was too complicated and the festival orchestra, under Charlie Nederpel, had an impossible task in attempting to master about 90 arrangements in the course of five days. Among the best performances were that of Gilbert Becaud, Sandle Shaw, Dusty Springfield, Maynard Ferguson, Ryko Florek, Rhen Scott and the Foundations — the standard of performance and quality was so high that the only acts really worthy of participation in an international festival were the Wallco Collection and Rita Deneve from Belgium, Stockholm's Eva Pilova, Spain's Conchita Bautista, Britain's Consortium and Frank Giddings.

The Wallco Collection were awarded the Press Prize for the best presentation and the Wooden Shoe prize for the most original song, 'baby, it's you', to the Yugoslavian act, Korni Grupa.

Tito Burns, the British jury member, based his choice of the best European song to sing Europe could develop into a major festival, notwithstanding certain Spanish restrictions, and Bovena president Gerry Dowling promised that the contest would provide a good promotion show-case for record artists.

Jaroslaw Sevcik, an Artis executive and one of the managers of the Czech team, saw the festival as a valuable shop window for West European artists. The first international festival which was organized by Lou Van Rees, were screened by Dutch TV and the final night was broadcast on radio to many European countries, reaching a total audience of more than 30 million.

The top teams were: (1) Belgium and Spain (50 points each), (3) France (201), (4) Yugoslavia (197); (5) Britain (178); and (6) Germany (107).

个百分点

BASAT BUYS SLICE OF PUBS

AMSTERDAM — The Basat music publishing company has acquired a 50 per cent interest in the Altona and Bellinda publishing companies which each became effective on July 1, thus mean that management of the two companies will be handled by Basat president Guus Janen Jr. and managing director Ferry Wieriks from office at Leidsegracht 11, Amsterdam.

International News Reports

BBC to Ask for Sharp Increase
In Disk Airplay Time on Radio

* Continued from page 1

record industry, but no agreement would be contemplated on either side without prior consultation with the relevant government representatives. With the corporation planning to disband three orchestras, and the others in jeopardy and a cutback in the orchestra programs, there could hardly be a less favorable time for broaching the matter of an increase in the presentation of needletime to the MU.

If the government sanctions an increase in the license fee the BBC could offer a reprise of the two of the doomed orchestras in exchange for an MU agreement on a limited increase in presentation.

But PPL may not welcome

Singing Europe '69

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Percentage

Stereo Jaubert Kicks Off C.C. Wit Slim

PARIS — Stereo Jaubert, the commander, has presented 8-track and 8-track cartridges in France, has launched a record label, Calcul, with an album by Paris-based blues singer and pin- nate Memphis Slim.

The company is also signing tape deals with various artists and is producing background music by the Raymond Légrand Orchestra for its own Carson 8, 8 and 8 cards.

Jaubert expects to have at least 25 new titles in its Carson repertoire by September which, in addition to its own production, from material supplied by German, American and Mexican catalogs.

In addition to 8-track, cartridge and records, Jaubert is also producing cassettes in its Courbevoie production center for some 8-track models. These cassettes are retailing at 17 francs (55 francs 15 cents), the average price of 32 francs (56.40). An American-sized Brasilia videocassette from French record companies.

Jaubert recently signed French comedian singer Henri Salvador on an 8-track tape contract.

Jaubert chief Michel Jaubert said that a recent survey of 8-track tape sales gave a breakdown of 35 per cent hit material, 30 per cent background music, and 25 per cent classical music and 10 per cent rock and roll.

Jaubert also said that new import restrictions, scheduled to come into operation in 1970, will make it impossible to obtain a licence to import play- fors on tape.

(Continued on page 6)

1,600 Songs in Hungarian Fest

BUDAPEST — More than 1,600 songs have been submitted for the 4th Hungarian Pop Song Festival, organized by Hungarian radio and TV, the first of which will be held at the Erkel Theater on Aug 16.

The Festival's song commission has a 13-member panel of music and vocal judges and beyond the selection committee who will select 60 to compete in the finals.

A rule has been introduced into this year's Festival forbidding entries by girls. Last year, because of public acclaim, several performers repeated their songs and this was thought to have influenced the voting.
MANILA — The Association of Record Managers, the music commerce union, is in the middle of a three-day strike. The Association, non-profit, has been active in the music industry, involving itself in the activities of a number of music associations. Currently, the Association is working on the implementation of a new music record policy, aimed at streamlining the recording industry's operations. The strike is expected to last for two weeks.

2 Staff Shifts Made at Pye

LONDON — In an inter-departmental shuffle at Pye, Ltd., Chris Cocks has been named director of the newly formed creative and promotional department. Also, Jo Preedy is named a director of Pye Records (Sales), Ltd.

The music industry also hopes to participate in the New Year's Eve foreign song festivals in the near future and has announced that a new department started in the First National Library of Recorded Music, the first Philippine film record exposition, and a Music-Record Industry Week.

Gallo Plans Distrib Update

JOHANNESBURG — Gallo (Africa), the owner of the Gallo-Melodia music company, has announced a streaming campaign to bring their distribution to the digital age. The campaign includes the launch of a new streaming platform in the U.S. and U.K. record markets.

Peter Loza, with his team of AL Heritage, Otten, information officer, and Margie Hoffmann, radio exploitation, said the campaign is a big deal.

They also announced the launch of a new streaming platform in the U.S. and U.K. record markets.

The awards will be presented to the producers of the recordings at a special reception in the presence of the Queen, carrying the Grand Gala Du Disque Classique on Oct. 21.

The award-winning recordings are:

**Classical Records**
- Beethoven: Symphony Nos. 5 and 8 by the Vienna Philharmonic Orchestra; Hans Schmidt-Isserstedt (Decal); Sibelius Symphonies Nos. 6 and 7 by the Berlin Philharmonic under Lorin Maazel (Decca).

**Contemporary**
- Beethoven: Piano Concerto No. 2 by the John Adams Choir and Daniel Barenboim and the New York Philharmonic under Otto Klemperer (HMV); Messiaen: "Quatuor pour la fin du temps" (Decca); Chopin: Piano Concerto No. 1 by the New Zealand Symphony Orchestra under Sir Neville Marriner and the Concentus Musicus under Nikolaus Harnoncourt and Frans Bruggen (Telefunken).

**Choral Music**
- "Elias" by Felix Mendelssohn and the Leipzig Radio Choir and Gewandhausorchester under Wolf-Friedrich Schnittke (Philips).

**Vocal Recitals**
- "Songs of the Baroque" by Harry Christophers and Thomas Pringle (EMI); "Handel's "Messiah"" by the English Chamber Orchestra under David Parry and the Concentus Musicus under Nikolaus Harnoncourt and Frans Bruggen (Telefunken).

**Instruments**
From the Music Capitals of the World

Can't Live Without You," written by Danny Sibley. "Tom Jones' саtсaсtаI Dreaming," (London), Marcoe will record both "Sugar Cakes (Warner Bros.)," "Baby It's You," and "My Way" (RCA Victor, "Gone Like the Wind," Connie Francis (MGM), "Baby Love," and "The Love I Had with a Lovers's Theme" (RCA Victor). Metro's managing director, Jeff Dorse, has asked a "ollo, the film which won Vanessa Redgrave a grand prix at Cannes this year. The theme has been recorded in English by Brian Jones, Instrumental directors of the concert were recorded by Caravelli (CBS), Raymon, Atlantic managing director, and Paul Mauriat (Philips).

By Records is releasing its first album, "Half A Man," by Alan Jack Chivalry which will be distributed by EMI in London and Barclay affiliate, CED, by EMI international manager Jean-Luc Young is successfully distributing an albums in Britain and America. All titles to be released will be by EMI. By Records is also releasing a single by Dinah Washington from "I'm Your Woman," a former winner from First Annual International..

MEXICO City

Jorge Grovas, international air chief of Murst Records, will also handle Liberty and United Kor labels for his company. Lt. Crasar Costa, actress-singer, married Gilia Gonzalez on a trip to Mexico last September, (CBS) held a press and disk jockey reception to celebrate the Latin American hit "The Latin Lullaby," by Ray Stevens, the first hit under the new arrangement. Orbo-Vox also distributes VC-1 and makes arrangements for Orbo-Vox, producer of (EMI-CBS). The new label is said to be released in Mexico-

England, "Kris Kristofferson's next release on目the CBS label," as well as on the hit single by "Eloise," DUSA Records, who has recently acquired a new "Kissin' Cousins," which will be distributed by Monst Cordovox anyway, and "Vieille Fille" by Los Sufres. Both are Marvin Gaye and "Secret Love," by Los Sufres, will be distributed by A&R London, W.C. 2. (Tel. 011-435-795)

APHRODITE GRACE, 46, has a hit on the U.S. chart with "Sugar Cakes." The song was produced by Geoff Ralston of Capitol Records, and is being distributed by Apollo, a subsidiary of the Capitol-EMI group in England.

Holland, singer Sandra Rossen leaves Holland (Tuesday) (22) for a series of performances in Surinam. Sandra, who recently recorded with Willy, Willette Albert, Fred Kapte, the Dutch and Cas Oudchoek leave Holland for California and other engagements in Los Angeles in San Francisco.

PARIS

Jean-Luc Young is setting up an independent production company in France, "Eliane Bond" of Paris, Tel. (359.66.60) and is in charge of the company in Paris, W. C. 2. (Tel. 836.8171). Affair of the British manager of the company and international and administrative managers. The French company, Young International, will be formed by Young and Jean Georgakarakos, Ted Brown as the manager, and Lesley Ann Andy (CBS), Rainy Jones (Parlophone) and "Heather Honey," Tom Ray (ABC). OKSAR SALAZAR

LONDON

Carlin Music has registered its own record company, Carlin Records, under the name of London, but no pressing and distribution facilities have been fixed. The company, which has been launched by Fred and Miriam Black, is said to be taking as its vice-president, Derek Knob, as director. Carlin has acquired the Sam Records, with independent producers, and is reported to be planning a new label for Alan Hamilton and Mike Howle-

K didSelectRowAtIndexPath.

LONDON, U. K. independent music publisher, who has recently announced the formation of a new company called Transatlantic Records, has signed up his business partner Ronnie Oppenhu-

London and Holland, and Oppenheimer and have agreed to market publisher Mike Collier, the Transatlantic group will be releasing the majority of the shares in the company as an independent company which runs until the end of September, and the company record production company called Transatlantic Productions. Oppenheimer, who is the company accountant, said his company which cated the running of the entertainment business.

Cuban independence Transatlantic label will be manufactured under licence in London, and will be distributed through a forthcoming Transatlantic managing director Nathan Rosen. Transatlantic managing director Nathan Rosen. Transatlantic product will be launched in September, and the company, which has recently set up publishing and a full magazine, has been asked to market musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the musicologist, a composer, of the same name, has been asked to market"the...
GLADYS KNIGHT & THE PIPS

SOUTHPAW RECORD CORPORATION

SOUL 35063

www.americanradiohistory.com
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**SOUTH AFRICA**

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**Top 20 Pop Spotlight**

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

**EDWIN HARRISON SINGERS—AIN'T IT LIKE HIM**

(Prod. Edwin K. Hawkins) (Writer: Hawkins) (Kama Rips/Hawkins, ASCAP)—The Oh Happy Day” recent group has got all the excitement and rhythm here to bring them right back to the top step of the chart. Powerful falsetto. Flip: “Don't Have That Mountain” (Kama Rips/Hawkins, ASCAP). Philex 25001

**DONOVAN With the JEFF BECK GROUP—BARBARAJAGAL (Love is Hot)**

(Prod. Mickie Most) (Writer: Labell) (Peer Int’l., BMI)—A fast original and poetically rich item contains the elements of several of his past hits. Backed by one of the most popular underground groups, he will eye top the sales of “Atlantic.” Flip: “Truth” (Peer Int’l., BMI). EPC S-35058

**CREEDENE CLEARWATER REVIVAL—GREEN RIVER/COMMOTION**

(Prod. J. Rapaport) (Writer: Rapaport) (Jambos, BMI)—Another hitmaker smash from this hot group. First is a driving rocker in the same vein as the top hit. Second is another flip and softer rock item. Flip: “I Enjoy With You” (Acuff-Rose, BMI). Warner Bros.:Seven Arts 2731

**PEACHES & HERB—LET ME BE THE ONE**

(Prod. Billy Joel/Art) (Writer: Joel) (Kobalt-Weiss)—Smooth ballad item that will have no trouble putting the duo right back on the charts to improve their “When We Touch” hit. Second flip: “I Need Your Love So Desperately.” 7-3994

**ELECTRICIAN—KEEM-O-SABE**

(Prod. Lee Byrd) (Writer: Barlow-Birchik) (Blood/Elaine/United Artists, ASCAP)—One of the most infectious hits of the week. This instrumental is loaded with sales popularity for chart impact. The catchy melody and arrangement offers much for juke box sets as well as programming. Flip: “Broad Street” (Blood/Elaine/United Artists, ASCAP). United Artists 5048

**TROGGS—EVIL WOMAN**

(Prod. Larry Byrd) (Writer: Haskins) (Blood/British) Hard rock item, their first for the Page One label. Dynamic vocal work will bring them back to the top step with hot tags. Flips: “Head in a Tail” (Epic, BMI). Page 1729

**ELVES—WALKING IN DIFFERENT CIRCLES**

(Prod. Scott English) (Writer: English-Wells) (Wells, BMI)—Infectious swinger with golden ear appeal is an all rounder for the new group. Top Scott English production and material captured with Jerry Wells. Flip: “She’s Not the Same” (Wells/Fowran, BMI). Scepter 7200

**JOSE FELICIANO—RAIN/Shes A WOMAN**


**JOHNNY CUMMINS—Big River**

(Prod. Johnny Cummings) (Writer: Cummings) (Cayley-Heffner)—“Big River” is to the Holloway style what peaches is a plain commercial package. Has all the ingredients to put him back on the charts with solid sales. Altec 116

**BUDDY SAINTE—Mary Sayer To Flee Out For Yourself (for Yourself) (Prod. Lark Lane) (Writer: Sainte Marie) (Lark, BMI)—Swinging message ballad should prove a flip. 100 breakthroughs for the multi-talented star. Strong material. Fine vocal. BECAUSE IMI) – His sales here.

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LOU RAWLS
MAKING
THURSDAY NIGHT
T.V.

Cool. Refreshing. The hot summer of Lou Rawls.
Hosting the "Golddiggers" show in the Dean Martin prime time slot.
T.V. exposure selling the Lou Rawls blues power of his album
"The Way It Was, The Way It Is" and his latest hit single
"Your Good Thing (Is About To End)." Your good thing is only
beginning: Thursday nights on NBC.
PHIL OCHS, THE HUMAN, THE COMMENTATOR, IS ALSO AN ARTIST.

"...he possesses no spite or hate and this is a good quality in any man..."
— Charles Martignette, DiscoScene II

BUT IT DOESN'T END THERE

"The latest collection of songs (Rehearsals for Retirement) is imaginative and varied enough to defy categorization, revealing a more confident, sophisticated artist..."— Bob Baker, Los Angeles Image

PHIL IS A MUSICIAN,

"...the arrangements are tasteful and manage to always add, never detract, from what he's saying."— Dave Margoshes, Daily Iowan

AND AN ENTERTAINER

"When Phil Ochs ended his concert Saturday night... the UC students didn't want to let him go. They brought him back and they brought him back again. I think he could have sung to them all night and they would have been happy to stay there."— Ralph J. Gleason, San Francisco Chronicle

Phil Ochs / Rehearsals For Retirement / on A&M Records / SP 4181.
Evil Woman
The Troggs

their first singles hit on Page One - 21026
Produced by Larry Page

Distributed by
Bell RECORDS
1776 Broadway, New York, N.Y. 10019
A Division of Columbia Pictures Industries, Inc.

www.americanradiohistory.com
**Pick Show Tune Tied to Pop Mart: Kornheiser**

NEW YORK — Songs from Broadway’s Sistine Chapel will be taken out of the context of the show for inclusion on a record. That’s the opinion of Sidney Kornheiser, consultant for Music 28, a firm which publishes the Sherman Edwards score for the hit Broadway musical "1776." Kornheiser maintains that songs working on Broadway show scenes can be cut out. He also said that a publisher can no longer make up seven or eight "straight demos" of songs from the show to submit to record companies. "In the past, that may have been true, these days, Kornheiser said, "a publisher must try to fit the show’s songs into the pop market’s current needs as well as come up with left-field casting ideas."

For example, Kornheiser cites a recent Ep Records release of Debbie Taylor’s "Mama Look Sharp," and the upcoming album by the Manhattan Transfer on the Columbia label of "Molasses and Kung," both songs from the 1977 film "The Exorcist." Kornheiser said, Kornheiser, fits into the pop market, and the song "Aquarius," by using Jones, star of the Broadway play "The Great White Hope" as the left-field casting idea.

The success of the Fifth Dimension’s Soul City recording of "Aquarius/Let the Sunshine In" from the score of "Hair" has pointed the way for record companies to take songs out of the shows to sell as a single or as a record.

**Studio to Rise in Harlem - Seeks $$: Lack Job Aid**

* Continued from page 1

in the city would guarantee $10,000 worth of their overflow producers to produce a project, which is a drop in the bucket for the large companies. It is, in fact, much less than the cost of producing a single record.

Miss Jones, who has been working overtime on this angle of her fund-raising drive, is confident that the big name companies will support her venture. She feels that they have nothing to lose, and everything to gain. In return for a small financial complement, rather than conflict with the business of the already established houses.

So far, Miss Jones has had meetings with many key figures and representatives of the companies, and she reports that the companies have given a favorable response. According to Miss Jones, those companies which have already expressed interest include RCA, United Artists, and ABC, whose Joe Frey is collaborating with Astral on the venture as a consultant.

Near Completion

Miss Jones said, "The project is finally at a point where it is capable of being turned into a public work which point construction can begin. We have already acquired the required parts of the project, and we are almost ready to go.

The Small Business Administration, which has watched the development of the project with interest, is expected to lend its influence and name as well as to guarantee 90 per cent of the loan to the project. The only qualification most of the leading companies have to grant is that private funds be invested, and that the same be given a given ratio to the total capital requirements. The ratio can be little more than a percentage of the on the source of the private funds.

Commenting on the need for a black-owned-and-operated recording studio in the city, Miss Jones said it would open doors and offer positions previously closed to black engineers, arrangers and music executives.

Associated with Miss Jones on the project are Horace Ott, arranger, who has worked with James Brown, Dionne Warwick and other leading entertainment personalities; and the additional A&R, promotion director with Spector Records; Jimmy

**Motorola Builds A New Facility**

CHICAGO — Motorola is constructing a new research and development facility in Des Plaines, III., to house its Chicago distribution center. The new facility, 10 miles north of Palatka Road. The new plant will consist of five sections, will include a main prototype system for processing orders, and is scheduled to be in operation by January 1969, for occupancy Nov. 15, 1969.

**Film Division Of A&M Folded**

LOS ANGELES — A&M has distributed its film division, A&M Productions, with Perry Leff departing to form his own film company. The agreement has acquired several properties but never got into filming.

**Faith’s 2 Covers**

* Continued from page 10

made aware that there are two nude covers to "Faith’s". Ettgen said that distributor orders were running four to one in favor of the non-nude cover.

Putting the new cover together delayed the album production. Ettgen said, "I just couldn’t decide." Both covers would also be available in the tape version of the LP.

**Tone Into V Production Expands in Disk Production**

MIAMI — Tone Distributors has expanded its TV production field and is also expanding its recording studio facilities in Disk Productions. Part of the expansion, according to president Henry Stude is its new 388-track recording studio next door to the distribution plant.

The 388-track arm has wrapped up 52 half-hour color shows—"Stars Over Miami" in Spanish, and "Miami, Miami," in English. Shows are designed in New York, Corpus Christi, Hollywood, Miami, and Puerto Rico.

The record production wing has scored with several chart records, including dishes by the Mercy, and the Misfits. Other action includes an LP starring John Lee Hooker for Stax, a Jerry Williams single for Cotillion, singles by Betty Wright, George & Gwen, and J.P. Richardson, and released on the Alston label through ATO Records, and Spot Records.

**GARLAND PKG $ CUT BY DECCA**

NEW YORK—Decca Records has cut its "The Best of Judy Garland" package to $3.98. The de luxe, two- record set had been merchandised at the suggested list price of $4.98.

"The Best of Judy Garland" includes selected performances of songs originally performed by Garland. The cover pictures as "Meet Me in St. Louis," "Annie Get Your Gun," and "The Wizard of Oz."

**CONTRACT GIVES PHILA. ORCHESTRA FOR MINIMA**

PHI. ADELPHIA—Philadelphia Orchestra musicians will receive without precedent a $6,250,000-a-season package from any symphony orchestra in the U.S. under terms of a three-year contract agreed upon Monday on (Monday). The new terms take effect June 1, 1970 and remain in force through 1972. The minimum for the 1968-69 season was $14,350, with $2,000 in recording fees and $1,350 in salary. The recording fee figure will remain the same.

The second highest paid orchestra in the country will be the Boston Symphony, with members getting $10,650, of which $1,000 will be in recording fees. Both the Philadelphia and Boston record for RCA. The New York Philharmonic is third in salaries with $11,500-a-season package, including $1,100 in salary, $1,350 in recording fee. The Philharmonic records for Columbia. The Philadelphia and the Boston will be in the final years of their contracts next season.
Their debut METROMEDIA RECORDS' album, "COLOR HIM FATHER," titled after their smash single, establishes THE WINSTONS as one of the most outstanding groups on today's music scene. COLOR HIM FATHER is not an easy song to follow, but when you listen to THE WINSTONS sing other big songs like "Everyday People," and "The Days of Sand and Shovels" and "Only The Strong Survive" you'll know that they are here to stay.

ALBUM: MD-1010; 8 TRACK TAPE CARTRIDGE: 890-1010; CASSETTE: 590-1010

Side 1
Color Him Father
I've Gotta Be Me
The Chokin' Kind
The Greatest Love
A Handful of Friends
Everyday People

Side 2
The Days of Sand and Shovels
Birds of a Feather
Only The Strong Survive
Traces
Amen, Brother

Metromedia Records, 3 E. 54th St., New York, N.Y. 10022
THE MUSIC BANK

The top money-makers making even more for you during Capitol's "Close-Up" month. Newly released double-album tapes at a special price. On cartridge, cassette and reel-to-reel tape.

This is the big "Close-Up" promotion advertised coast to coast with saturation radio as Capitol sponsors ABC's special "MOONSHOT" coverage.