Trade Moving to Same 8-Track, Cassette Price

LOS ANGELES — Industry trends point to a $6.98 standard for both 8-track and cassette, and by Jan. 1 an industry-wide price posture is expected.

Many of today’s markups in price tags came as an aftermath to rising costs at the manufacturing and distribution points. Other reasons also contribute to the $1 hike, largely because of increased labor costs and higher costs of materials and tape duplicating equipment. GRT became the first tape company to raise the suggested retail price of its cassettes to $6.98, effective Nov. 1. A&M also will follow suit and increase its cassette price to $6.98, effective Nov. 1.

Cash Sweeps CMA Awards At Biggest-Ever Convention

By BILL WILLIAMS

NAVISHEL—Johnny Cash swept five of the 10 Country Music Association awards at the third Annual Awards Show, televast live on NBC Oct. 15.

The tape duplicator joins Columbia, RCA and Capitol, among the major record manufacturers to establish a cassette standard equal to that of its 8-track cartridge product. It is a traditional record label, (Continued on page 14)

IMIC 2 on the Ball; Plans Full Card of Sportin’ Life

NEW YORK—Golf and tennis will highlight the non-business events at the second annual International Music Industry Conference (IMIC 2). The conference will be held April 26-May 2, 1970, at Palma de Mallorca, Spain. It is sponsored by Billboard and its sister publication in England, Record Retailer.

The golf and tennis tourney will be hosted by Charles Braddy Associates. Braddy is an international industrialist who resides in Mallorca. The golf tournament will be scheduled for April 29 and the tennis event for the week of May 1, 1970.

Autry Rides Into The Hall of Fame

NAVISHEL—Gene Autry, the first “singing cowboy” to make records, became the 16th person elected to the Country Music Hall of Fame in ceremonies last week.

Autry, a one-time railroad telegrapher who went on to become a business tycoon, was selected by a secret ballot of electors, and joined the ranks, (Continued on page 59)

DGG, Philips Join in Numbering

NEW YORK — Deutsche Grammophon and Philips will launch a new universal numbering system, the first time that two record companies have gotten together for a common numbering purpose.

Although the mechanics of the system are being kept under wraps, it is known that the numbering concept to be used by DGG and Philips is projected for the next 20 years and aims to anticipate industry developments for that period of time.

The numbering system, which will originate from DGG’s Hamburg, Germany, headquarters, and Philips’ home in Baarn, Holland, will be applied on a worldwide basis.

Col Tops Hot 100 Chart Report; Keeps LP Lead

By FRED KIRBY

NEW YORK — Columbia maintained its leading position in percentage of spots on Billboard’s Top LP’s Chart for the first nine months of the year and gained the top position on Hot 100 percentage.

The nine-month Top LP’s leaders were Columbia with 94 titles for 13.6 percent; Capitol, 73 albums, 7.3 percent; RCA, 45 LPs, 6.6 percent; Aico, 27 titles, 3.9 percent; Reprise, 29 sets, 4.6 percent; and Atlantic, 30 albums, 4.4 percent.

Aico, Reprise and Atlantic are all part of the Warner Bros-Seven Arts complex, which also includes that label, which was ninth with 23 titles for 3.6 percent. Columbia’s leading position for last year’s first three quarters was only supported by 65 titles.

RCA rose from its sixth spot for 1968’s first nine months, while Atlantic’s rise was from seventh and Reprise’s from eighth. Other major hikes were registered by seventh place Dunhill with 17 titles and 3.9 percent; Parrot, eighth with 12 titles and 3.9 percent; and Epic, 10th

U.K. Studios’ $5 Mil Spree

By RICHARD ROBSON

LONDON — During the next year British recording studios will spend nearly $5 million to capture a larger slice of the mushrooming U.K. independent production market. All over the country, studios are launching massive building and expansion programs in the biggest boom independent recording firms have enjoyed since they first appeared 10 years ago.

De Lane Lea alone will spend $1.8 million on a massive studio complex at Wembley, a London suburb, which, when completed, will be one of the largest.

(Continued on page 84)

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RCA

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Leonard Chess Dies, Co-Founder of Chess

CHICAGO — One of the founders and co-chairman of the Chess label, Leonard Chess, died of a heart attack here Oct. 16. He was 52 years old.

With his brother, Phil, Chess was a mainstay of the independent record field and was one of the outstanding executives who developed the specialty field of R&B in the 1950's. The Chess label, which was founded by Leonard and his father, Joseph, is getting along long under the leadership of Joseph's grandson, Ivo fishermen.

Chess was not the first execution into the record business for the Chess brothers. Two years earlier they formed the Aristoc label with Cadet Records. Since then the label has been mainly used to distribute their recordings while the Chess brothers have been working on different projects, mainly last year's biggest selling blues artist, Howlin' Wolf.

Another Chess artist was Chuck Berry. Leonard Chess recalled that Berry was one of the first artists to be recorded with a wire recorder and played a country music takeoff called "Cald Red." He had turned down by Capitol and Mercury. We recall in our little office behind the office with two side men. Phil and I were the engineers. We called it "Melba Line."

Via Alan Freed, piggling off Berry's hit, which was an example of the way that the Chess label created the development of rock music in the 1950's along with Atlantic, Imperial and the others.

Besides Berry and Water, the Chess label also recorded Willie Dixon, Willie Mabon, Bud Dickie, Sonny Boy Crudup, Otis Spann, Muddy Waters and other artists.

New York—Presenting groups accustomed to lots of time in the recording studio, deems a certain "compromise." "Compromise," to Pat Williams, the musical director for the ABC-TNT "Music Scene" series, means explaining to the artists that they do not have as much time available to get their sound down as they have when recording. Williams has been with the show for 14 years and knows the songs to be sung by groups such as the Lillipops. At a recent prerecord session, the Herbie Mann rhythm section taped "Interlude." When Mann's vibist was videotaped on Thursday playing their solos live, Prerecording for the first two "Music Scene" shows was done in the TV studio, but the music was taped on location and the group was taped on location. It time allotted for the recording goes to work at the studio, the group is lost. Williams' band, hand-selected by producer Marion Klein, includes two guitars, electric bass and several percussion instruments. The emphasis on rhythm instruments is to ensure a contemporary feeling for the music.

The arrangements for the guest act remains the same. Williams notes, on the orchestration changes. "The trick is to make music from a record into a nice piece of music."

If the arrangements for an act change, Williams and associates listen to the hit single and collect their informa-

tion. All arrangements for the show's co-producers, Ken Fritsch and Stan Hurra, to determine where the band will be placed. The orchestra appears on camera playing the "Music Scene Theme.

The orchestra likes to perform live, not lip sync.

My Time Is Your Time: Music Scene Director

L O S A N G E L E S — Presenting groups accustomed to lots of time in the recording studio, deems a certain "compromise." "Compromise," to Pat Williams, the musical director for the ABC-TNT "Music Scene" series, means explaining to the artists that they do not have as much time available to get their sound down as they have when recording. Williams has been with the show for 14 years and knows the songs to be sung by groups such as the Lillipops. At a recent prerecord session, the Herbie Mann rhythm section taped "Interlude." When Mann's vibist was videotaped on Thursday playing their solos live, Prerecording for the first two "Music Scene" shows was done in the TV studio, but the music was taped on location and the group was taped on location. It time allotted for the recording goes to work at the studio, the group is lost. Williams' band, hand-selected by producer Marion Klein, includes two guitars, electric bass and several percussion instruments. The emphasis on rhythm instruments is to ensure a contemporary feeling for the music.

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The orchestra likes to perform live, not lip sync.

Loetz Named New Decca As Gallagher Helms G&W Label

W A S H I N G T O N — The Commerce Department has reported on its 1967 Census of Manufacturers estimates the value of all records and tapes shipped by manufacturers at $273.2 million—an increase of 52.2 per cent over its 1965 census figure of $180.2 million. Actual manufacturers sales in 1967 were about $262.4 million for records and tape, with perhaps $5 million for other activities.

Although Commerce Department figures are usually well below the record industry's own figures, the government statistics do shock some manufacturers. The census figures list manufacturers' sales of records and prerecorded tape in the four year span 1964-1967. They show the triumph of stereo over monaural, and the increase of about 30 per cent in the value of prerecorded tape from shipments valued at $10.6 million in 1963 to $35.9 million in 1967.

The Commerce figures differ from the figures in the 1967 Census estimate of 52 per cent over 1963, to 1967, shows these comparative breakdowns.

In 1967, manufacturers' shipments of 45's tallied 358.9 million, with total dollar volume of shipments at $41.4 million. In 1963, the business census estimated shipments of the 45 r.p.m. at 182.3 million records, dollar value $28 million. The figures are the comparatively lower price manufacturers got for an average single, 1966, averaging out to about 3/4 of the 1963 price per single.

The LP's (33 1/3 r.p.m.) are given breakout for stereo and mono. In 1963, to 1967, the Commerce censuses manufacturers' shipments of stereo records had total dollar value of $100.9 million. Dollar value of manufactures was $55.1 million. Total of all LP's shipped by manufacturers in 1967 are given down at $114.8 million. Monaural LP's were still in production.

Commerce Survey: $273.2 Mil Disks, Tapes Sent in '67

by MILYRED HALL

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Steinberg Gets Merc Top Post

N E W Y OR K — Irwin H. Steinberg has taken over as president of the Record World, Inc., Steinberg, who succeeds Irv Grossman resigned last week, will undertake his new responsibilities immediately.

In a prepared statement, Steinberg has been executive vice president at Decca Records. He succeeded Irv Grossman as president of Decca, which is owned by the company virtually from its inception more than 25 years ago. Steinberg has been a wholly owned subsidiary of North American Philips Corp since 1961.

V I P Records Reactivated

D E T R O I T — VIP Records, a subsidiary of Motown Records, has been reactivated by Phil Jones, Motown's new chairman. Joe Sumner, said the same day he named VIP as “other Motown labels, but that special emphasis will be placed on promotion and other support activities. Al DiNoble will assist Sumner.

The label campaign is being launched by two singles, "Love of My Life" by Spancels and "Chet-Ruley Is Telling On You" by the Lifetops. Sumner and DiNoble also Direct Motown's new Rare Earth label.

Stone Open a U.S. Tour on W. Coast

L O S A N G E L E S — The Rolling Stones open their three-week west coast tour here on Nov. 8. There will be 18 successive performances including universities and students. The tour closes at the West Hollywood (Cal.) Pop Festival on Nov. 30.
Ampex to B'way; Others 'Looking'

By BRUCE WEBER

LOS ANGELES—While record companies are moving cautiously into the lucrative Las Vegas show business, some major Broadway musicals, several tape companies are looking at making their own new wave of tape growth.

Ampex, which entered the Broadway arena last year in "Purlie" and "Purlie" producers George Sherry and Roy Stevens, Davis, is looking at other musical properties.

"Future Broadway involvement will be on a strictly tape rights basis," said Don Hall, Ampex vice president. "We're not interested in cast album rights on 'Purlie' for our own record label.

I believe Broadway material is a good avenue to pursue," he said. "It gives Ampex another market in tape and certainly enhances our name in still another field."

The Ampex investment projects tape rights for the duplicating of soundtrack LP's by ITC companies from bidding for cast album rights to "Purlie." However, Ampex claims it is the only record company now involved in their own tape marketing merchandising-distribution business rather than licensing their properties.

If cast album rights are to be sold separately, without tape rights, Ampex says that record companies might be interested. The majors, RCA, Columbia, Capitol, Warner Bros., A&M, Liberty, etc., all have histories of London LP records with agreements rather than work for hire.

Am Int'l Films Into Disks; Sherlock Head

LOS ANGELES — American International Pictures has signed director Norman Dayron to direct the upcoming George Sherlock as general manager. The company will start releasing their first feature film Oct. 30, which it delivers its third titles to Tower Records—"Purr." Tower is now releasing AIP harlene and Di- jon music.

In addition to releasing temporary contemporary music soundtracks, Simms will work with independent producers. Mike Curb's Side-walk Productions has written the AIP film music for distribution through Tower.

Jones LP Piles Up Record Advance Sales for London

NEW YORK — Tom Jones has chalked up the highest prior-to-release sales figure in the history of Immediate Records, with his upcoming album, "Tom Jones Live at Las Vegas." The album, according to Herb Goldberg, national sales and distribution chief for London, has already hit the $1 million sales mark. The LP is released on the public the first day and that AMIDIE is planning three re- gional shows in 1971—each to feature three days of public exhibitions and participation by record manufacturers and top rock groups.

Here lining up exhibits and talking with Chicago Musical Instruments Co. gear, Iona- vox, div. Hammond Organ Co. Electric Time and other manufacturers, Phillipson said the 1971 AMIDIE shows would be held in Los Angeles, Chicago and New York. As with AMIDIE's Las Vegas show in 1970, the publishing and record companies and the National Association of Music Merchants (NAMM), with its first Western show featur- ing exhibits to be held in Los Angeles, will present its major show for the Midwest with its major show set for Miami Beach, Fla., June 6-9, has been partially canceled for pub- lic days. NAMM's advisory com- mittee has decided to cut the day in 1970, said: "a thorough study of time, publicity values and exhibitor require- ments (will be) made regarding 1971."

Chess' Moog To Phone By

BY EARLY PAIGE

CHICAGO — Consumers in any part of the continental U. S. will soon be able to place a free telephone call to a number here and listen to a portion of "Moogie Woogie," a new album from Chess Records featuring Moog synthesizer renditions of boogie woogie music. The merchandising innovation comes closely behind another move recently whereby the label is soliciting music material. The album will be a series of albums by artists. Producer Norman Doyon believes "Moogie Woogie" represents the first attempt to use the Moog machine in both its music style such as boogie woogie music. The machine will be available on tape and a single is being released as well.

(Continued on page 70)
What color is blues?

A lot of blues "experts" have been saying that country blues singers have to be black, born in Mississippi and at least 50 years old. But then, they've never heard Jo-Ann Kelly. She's young, white and British. But she plays and sings country blues in the way Big Bill Broonzy meant when he said, "There is even a few white men who can play the blues."

Blues greats like Robert Johnson, Roosevelt Holts, Sunnyland Slim would be the first to say that blues doesn't know race, religion, sex or national origin. Blues just is. And Jo-Ann Kelly is. She sings the blues. In her new album, Jo-Ann Kelly.

Jo-Ann Kelly

On Epic Records
IMC on Right 2 Gold Track

LOS ANGELES—Recently formed IMC Productions, which produces soundtrack albums for Capitol Records, has turned out two more LPs in four tries for the label.

The gold soundtracks, "The Trip" and "True Grit," are among other projects that will be announced soon in "Hell's Angels '69," an RCA fifth soundtrack produced by Plumb for Capitol was the only other project the LPs are a part of a three-year contract at least four albums for the Republic and IMC, the independent production division of International Management Combine. Plumb will produce or become the executi producer of Capitol's soundtrack albums.

Of the four film soundtracks, two are with Plumb's budget, and IMC, the independent production division of International Management Combine. Plumb will produce or become the executive producer of Capitol's soundtrack albums.

Kosloff to Open N.J. One-Stop

NEWARK—Jack Kosloff, a 30-year veteran in the record industry, will open his first N.J. One-Stop here Saturday (1). For the past 10 years, Kosloff was general manager of IMC Productions in Newark and for 20 years prior to that, he was sales manager of IMC throughout the country.

In addition to the Capitol production arrangement, IMC is also independently producing Reprise, GRT and Tetragrammaton Records. The Capitol-formed IMC Productions, will distribute through GRT under a three-year, six-album per-year contract.

Initial LPs on Hobbie are by the Rockin' Five (GRT) and Plain Jane, country-folk group; Sapphire Thinkers, the heav metal act, and Randy Holden, former ally with the Blue Cheer. The Rockin' Five LP is in press and a release this month, the others will be issued in November. Taxicab and a new product will go to GRT in the U.S. and Canada. Les Brown Jr. will produce all Hobbie product except the Sapphire Thinkers, with Frank B/svg be the executive producer.

Under the production arrangements, Capitol is preparing "Edwards Band," a George Martin-produced LP by the Edwards Band for January. A second Mojo LP will be in February, with Les Brown Jr. producing. IMC is producing its second Motown album for Reprise, due for a February-March release. The company also produces a high premium LP for Happy Tiger Records, "Man on the Moon."
Bill Graham and Columbia Records present:

Fillmore in the round.

First it was Fillmore West, birthplace of "San Francisco Rock."
Then Fillmore East, the music house that brought the shock waves to the East.

So now Bill Graham and Dave Rubinson have formed a new record company, named, as you might have already guessed, Fillmore. And true to its name and tradition, Fillmore will be presenting great music to the people who want to hear it.

With new talent and new directions like Fillmore's first releases, Aum and The Elvin Bishop Group.
**Aum** is a new San Francisco group that knocked the audience off their feet at the regular "Sounds of the City" Fillmore auditions. And they've been going from there.

At the Atlantic City Pop Festival: "Aum was the first to receive a standing ovation. Their range of material has no boundaries."

At Fillmore East: "Aum proved an exciting surprise as the West Coast trio opened the Fillmore East's first show."

Ralph Gleason: "Aum came on and broke it up with a wild, swinging set. There is no getting away from it: this is an exciting group. . . ."

---

**The Elvin Bishop Group.**

A warm, country and blues style that comes right through the music.

Elvin has evolved his sounds from his "Chicago blues" background with Jr. Wells and The Butterfield Blues Band.

With John Chambers, Art Stavro, Applejack and Steve Miller, Bishop puts together a great blues sound with warmth, wit and humor.
MEMPHIS — The greuts of the gospel singing business honored their own at the first annual awards presentation of the Gospel Music Association at the Sheraton-Memphian in Memphis, on Oct. 10. The awards, equivalent to movieties' Oscars, were presented to winners in 11 categories of competition. About 700 persons attended.

The audience was entertained by the Spirit of Memphis, a Memphis-based Negro gospel singing quartet. The awards presentation was held in conjunction with the 13th annual National Quartet Convention and Fifth Annual Gospel Music Convention. James Blackwell, a member of the Blackwood Brothers Quartet of Memphis, received the award as the best male vocalist.

The Imperials, contemporary gospel singing quartet, were named the best male group. The Imperials sang background for Elvis Presley last week at the International Hotel, Las Vegas. At present, they are on tour behind Jimmy Dean at the Roosevelt Hotel in New Orleans.

Other awards included: best gospel instrumentalist, Dwayne Friend; best gospel record album, the Oak Ridge Boys, "It's Happening"; best gospel television program, Gospel Singing Jubilee; gospel disk jockey of the year, J. G. Whitfield; gospel soloist of the year, Bill Gaither; best female vocalist, Mrs. Vestil Goodman; and album of the year, "It's Happening" by the Oak Ridge Boys; gospel song of the year, "I Am a Child of God" by the Spirit of Memphis.

W. F. Myers, president of GMA, received a special award. About 5,000 attended the five-day convention at the Auditorium. Featured were more than 600 gospel performers, including Statesmen, Blackwood Brothers, Rambos, Dixie Hummingbirds, Dr. A. C. Smith's Gospel Quartet, Speer Family, Jake Hess and the Imperials, Middle City Singers, Florida Boys, Thrashers, Steve Sanders, Rebels, Blue Ridge Boys, Norm Dicks, Sam Browne, Kingmen, Couriers, Klaudt Indian Family, LeFevres, Steve Sanders, Down East Quartet, Light and Guiding Group and the Bill Gaither Trio.

Handelmen in New Offering

DETROIT — Handelman Co. has filed a registration statement with the Securities & Exchange Commission, for a new offering to the public of 850,000 shares of its common stock. Of that amount, 177,856 shares will be offered by the company, 672,144 shares by certain stockholders who include members of the various Handelman families. The proceeds from the offering will be used to pay the company's obligations, all short-term and long-term indebtedness. Following the proceeds, the Handelman families will continue to own approximately 1,850,000 shares or more than 26 percent of the common stock of the then-outstanding stock of the company.

'WITCHCRAFT' JOINT RELEASE

CHICAGO — Mercury Records and Ampex stereo tapes have jointly released a record of the stage production "Witchcraft" by Coen, a rock group, deeply involved in witchcraft. The stage production will be performed at the "Black Matri, Voodoo and Rock and Roll Hall of Fame," the annual "Ouija Board Hall of Fame," and "Theatrical Haunter Night," Friday (31). The Ampex stereo tapes include 24 by 36 inch posters for record and tape retailers, a deluxe six-foot long poster package and a heavy touring schedule following the group's Halloween appearance.

The New York Mets, champions of the National League, take time out to record an album for Buddh in Bell Sound Studios.

Peacock: a Name That Means Gospel Music

NASHVILLE — When black gospel music is discussed in the United States, the name of Peacock Records comes to mind. It was one of the first gospel labels to feature the "best." Other great gospel hits on Peacock were "Let's Talk About Jesus" by the Bells of Joy which was among the all-time sellers in gospel music and Peacock received many awards and citations for composition and recording of song.

Many of the top gospel groups and soloists are on the label and its Rebroadcast and Songbird Records. Included are the world-famous Deco Harmonizers, The Mighty Clouds of Joy, the Sensational Nightingales, The Prisonaires, the Top Quartet, The Hyos and OC's, the Spirit of Memphis, the Jackson Southerners, the Loving Sisters, Rev. Cleophus Robinson, Inez Andrews, Rev. Oris May, the Dallas Academy Choir, The Hardeman Singers, The Sweet Charities, the Cotton Top Tymers, the Dixie Dixie, The Blackwood Singers and The Imperials.

Doves to Blackwell, Imperials

The New York Mets, champions of the National League, take time out to record an album for Buddhism in Bell Sound Studios.
ask anybody who saw her at Woodstock.
ask anybody who saw her in Central Park.
ask anybody who has heard her 2nd album
it includes her latest single Beautiful People
ask anybody. Soon... they'll all know! on

Available exclusively on ITOC stereo tape cartridges & cassettes.

Buddah Records is a subsidiary of Viewlex, Inc.
Col Tops Hot 100 Chart Report; Keeps LP Lead

*Continued from page 1*

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Compact Cassettes are not just for the disc jockey. They can be made into your own private compact cassettes, each with a unique sound and feel. These compact cassettes are designed to provide the highest quality sound possible, with a smooth and consistent performance. They are ideal for home or professional use, and can be used for a wide variety of purposes. Compact Cassettes are available in a variety of colors and styles, so you can choose the one that best meets your needs. They are easy to use and can be recorded on a variety of recording equipment. Compact Cassettes are the perfect solution for anyone looking for a high-quality, reliable sound source. Compact Cassettes are available at your local music store, or you can order them online. Compact Cassettes are the perfect solution for anyone looking for a high-quality, reliable sound source.

Production Co. of Chanson Grows

PULASKI, Tenn. — Chanson Productions has set up an office in the Detroit-Toledo area, where Howard Collins and Mel Harrison are in charge of ad and talent acquisition. The firm, which produces masters for Chanson Records, has leased two master to Stop Records, including "Peaceful, Lo-ndy, Free" and "Mark III." The other master is by Mel Houston. Charlie Chuck, DJ, Toledo has signed with Chanson with "Disco Jockey Rap" his first disk. Skip August also has joined Chanson. The firm's publishing arm, CZAR Publishing Co., is expanding its writer roster.

IMIC 2 on the Ball

*Continued from page 1*

will consist of men's singles, men's doubles, and mixed doubles.

Other social events being lined up for industries at IMIC 2 are a visit to the base- fights and tours of the island.

Buckertree Deal

NEW YORK — Toddy Ranz- dazoo's Buttercups Records will be distributed by the Jubilee group of labels, not Budhah, as incorrectly stated.

Major Music Company needs Marketing Manager for their Canadian operation. This is the No. 2 position in a company with excellent growth potential. Experienced candidates willing to locate in Canada are invited to apply to Box No. 750 Billboard

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Industry News

Preserve and Protect

Few rock groups are prospering after their roadwork, copyrights and record sales are divided up, and those who have scored big at the Fillmores and other rock arenas don't usually have enough business sense to keep from going broke. The industry should provide that service, protecting the new breed of artist with a trust fund, graduated payoff of earnings, perhaps even a label's rock acts, and an open industry to encourage growth, both creatively and structurally. The lack of recruiting and training programs for the burgeoning business raises a flag to the artist-musician relationship, today lop-sided and parasitic. The industry, which might be able to discipline itself, will not only fail to represent the artist, but his own self-interest. It is this same self-interest, pushed to the point of excess by the agents, brokers, bankers and middlemen, that threatens the industry with an alternative.

A New Establishment

Then I had a dream: certain rock musicians, producers and promoters played out their contracts and picked up their guitars; started their own record company, booking agency, writers and publishers guild, musicians union and governing boards; set their own standard; and distributed their music, and made it available to the record industry. And the failures, at last, caring for their own as a corporate community of artists. Naturally, the dream ends with the record establishment not able to exploit like cattle fattened for market. Rock 'n' roll Boswell, Frank Zappa, witnessed his own creative repression and attempted systematization, and returned to Biarre/ Straight Records, the first real competitive effort of counter-corporation. But his company is more mental than musical (and more mental than musical). Zappa's specialty-disk, lacking also the hard sell and life of the "live," along with the "rock," is as self-limiting as the original specialty fields. Still, if the artist is to protect his dream in the industry, he must first consider himself collectively, as a group, a union of artists whose concern it is to perpetuate a climate of creative freedom, regardless of a record industry. Zappa, as one of the rock artists from the industry he subsidizes to protect (and represent) him, does a little self-effort to train, pension, protect, guide, advise or plan for artists whose welfare is elemental to the industry's continued growth. If it did, maybe a few old blues singers could buy Cadillacs, too.

Last year at the NATRA convention of black deejays and record company "cats" in Miami, the air was bristling with black pride, the omnipotence of self-confidence and anger. From mouth to mouth, stories were passed about well-known white record company executives that repudiated their black artists, or even exploited them in ways that were detrimental to their careers, and even in crowded antechambers where the booze and free records flowed. "The Rape of the Black Man's Music" was one of the many topics to be discussed at the industry summit, while the Black Panthers were rumored to be cruising the hotel halls at night for stray whites. This year, though, black capitalism and the politics of the greenback dollar replaced last year's "blacklash," as many of the blacks rediscovered that capitalist maxim: money is power. The black industry leader said: "The record companies may produce protest songs but it doesn't mean anything but dollars in their pockets. But regardless, "Do my thing" has been dropped for "do our thing" or "do their thing" so we can ultimately do our. But what about the black artist whose music has been picked clean as cotton by commercialized and unscrupulous and outright plagiarists of their copyrights by white blues bands who then perform them "live" for incredible fees while the black man is hungry? And what about the black artists who are exploited, the creatively restricted, ill-advised on investing their without their future, and generally victimized by an industry with no comprehensive, self-protective training program for administrators, producers, publishers, engineers and field men—or equity for the artist as the major shareholder in the music business.

www.americanradiohistory.com
Renowned composer-producers Buddy Buie and J. R. Cobb have recorded their first single. In the Buie/Cobb tradition, it's a winner. (Need we speak of "Traces," "Every Day With You, Girl," "Stormy," "Spooky"—and hits of that ilk?) Now hear their very voices on "Don't Tell the Folks in Memphis."
By ELIOT TIEGEL

LOS ANGELES — The Discotape, a cooperative chain of independent stereo dealers around the country, has grown to 24 members since July.

President Ron Gordon said he is processing three additional applications and hopes to have 40 members in business by the end of the year. Gordon is associating with Buckeye Records of Columbus, to become Discotape's exclusive Midwest and Eastern distributor for the nation.

Gordon said that there are 2,000 independent stereo tape stores in the country and he is out to sign up 100 by June of next year.

Buckeye, which will pick up the Discotape name (as do all the stores joining the coop), is a tape rack, and as such, will be able to carry the whole line of brands for member stores in its coverage area.

The Discotape cooperation are the special prices Gordon has been able to negotiate with hardware and music manufacturers based on the strength of combining orders from all members.

Catalogs

Gordon said that the cooperative has worked up catalogs for members, breaking down where they are in trade. Gordon said that the prices are what the minimum dealers are asking and don't provide any specific information needed to do business with a myriad of companies.

In the hardware area, Discotape buys from Panasonic, Craig, Automatic Radio, Motorola and Mistuz. Its music comes from Jewel Records, Vibes, Braniff, etc.

Discotape members secure special new product, introductory prices on hardware and music, Gordon said. There are also special programs to help the member to buy the Gong Japane new product, including sales to players, and to participate in a special tape program by cut on tapes.

The Japanese players are stocked in Discotape's California warehouse, then shipped to ordering stores. Each store has the                                               Geron line exclusively in its area. "There is no importer or exporter profit margins," Gordon said.

4. Gordon's other products sold on a factory franchise cost plus a handling charge.

For the special buys program, Gordon and his associates look around the country for commodity merchandise to provide Discotape members with continued sales leaders.

Ad Plans

In setting up the cooperative, Gordon has worked out co-advertising plans with equipment and audio companies. "When we do an ad, we get it approved by the companies and then when a store places the ad, it receives a rebate," Gordon said. Discotape has also worked out a deal with a national radio advertising place service, which includes a 5 percent discount to cooperating members.

Discotape's prices are based on volume orders similar to the way the large discount chains order in bulk. "By placing orders for our combined stores," Gordon said, "we are able to secure discounted prices. A lot of the time if we order one particular model we can really get a good price."

On special cutout items, Discotape has been able to buy the merchandise at considerable reductions. "If a unit sold for $100 and the distributor price was $60, we could buy it on a closeout basis for $25 to $30," Gordon said.

With prerecorded music, the cooperation, he said, has been able to service its stores with a good tape price because it does not have to pay the costs of the service of required racks.

"This cooperative of independent stereo centers joining together in ordering and advertising helps achieve better prices. It's a pure concept of a cooperative merging its orders to negotiate with the chains and discount houses which have been lowering their prices because they buy in volume," Gordon said.

Humble Oil in Test Run

LOS ANGELES — Humble Oil is testing Rthropack track cartridge players and music in two of its Car Care Centers in the San Fernando Valley.

Byron Voilet, coordinator of the car chain of 50 stores, said the company is trying to find out if it can sell stereo products in automobile stores.

Humble's two-story selling spaces and music from Car Care Centers at Van-

and Northridge. The two stores receive their music from National Tape Distributor's Spark 1, division outlet. Although a regular $5.98/$7.98 list is asked, the stores offered a special sale. When a customer bought a player and tapes, a fourth was given free.

Car Care sales people are not going on their way to motivate people to buy music prod-

ucts. The merchandise is purely an impulse buy.

NEW YORK — Sceptor Records is enjoying excellent tape sales with its new two-budget label, Oribi and Celestial, both $4.95 lines.

The company is finding that its budget tape are the enhancing situation to dealers in the range of Sceptor, Watt and Hob tape on $6.98 for 8-track and $11 for 12-track.

Jerry Geller, who directs the label's tape department, feels that budget tape reach a different market and in many cases, introduces product to the consumer market.

Sceptor's initial release in October covered 26 cassette and 8-track titles, with an additional 8 titles being added in

Scepter Budget Labels' Tape Sales Clicking

November On Orbit, 8-track is disappointing about 10 to 1, said Geller.

After recording 12 titles which are on Celestial, Geller plans an additional 12 titles in January. The group of been able to product comes from British Decca.

"Any of these 12 titles are being duplicated by A&B, which also handles reel-to-reel.

Scepter is planning to increase its cassette price to $6.98, "probably by the end of the year," said Geller. The company's Scepter-Wand-Hob lines are duplicated by Am-

Geller is marketing the "Geller Gold Tape Cartridge Corp. GRT and FTC are doing 1-track,

where Geller calls a "diminishing mark-

Tape CARtridge Releases

ABC

KAY CHARLES Greats New York, M-4821

Amercat

DRAW MUSIC (C) K5002

AMERICAN ARTISTS—1st of the 70's, Var. 87.78 (C) K5023

ATCO

RECORDS—Songs for a Tailor, M-2083 (C)

AFLAFI

GARY—EUGENI Thru, M-106351 (C)

www.americanradiohistory.com

October 25, 1969, Billboard
MUSIC SCENE - MONDAY • OCT. 20 • 7:30-8:15 ET • ABC-TV
Cassette Package. Also available aged assembly and General Motors developed which Goodrich. Montgomery Ward and United California in "Ture Themes," "The Great Motion. Broadway Great Popular Favorites," age cassettes. is to have been for pursuing 8 example," place, where much tapped area for future business.

Another cassette package Capitol. The material for Capitol cassettes. Also comes unique set is a twin-track hardware and tape. Recently, Capitol cassette unit at $29.95, and $16.44. Capitol cassette and tape. Capitol cassette and tape. Capitol cassette and tape. A comprehensive series of cassette cassettes pack.

Star Tracks have been pop, teen and country western. In developing variety packs for the cartridge market, Columbia feels that coupling 12 different artists, each singing a hit song, is not the best path to follow. "Unless the repertoire is sexy enough, the variety pack has no meaning," Price feels. "Putting 12 artists together isn't enough. You need gold hits. Themes like music to drive by don't appeal to people. It's got to be hit music and hit artists."

Los Angeles — Capitol Records is taking a hard look at the tape premium market. What they see is a new avenue for sales growth.

The $3.2 billion premium industry is swinging toward youth oriented, leisure-directed products, said Robert E. Dempster, Capitol special markets operations vice-president. "Buyer interest is centering on cassette and 8-track hardware and tape."

He sees the music tape premium business at about $50 million yearly, but still an untapped area for future business. "Home electronics is the area where much of what's new in premium products is taking place, and the cassette is a good example," said Dempster.

After investigating the premium market for tapes, both 8-track and cassette, Capitol is pursuing new premium areas for softgoods. "Records always have been a good premium seller, and now tapes are beginning to find a market," he said.

Columbia is moving toward greater involvement on special cartridge packages. The label has just released its first group of twin track sets and plans to issue a second group next month.

"8-track tackle is a great value pack retail for $7.98. If they prove successful, Columbia will consider trying the format in cassette, and eventually may reissue them simultaneously in both configurations."

Artists covered in the first six titles include Johnny Mathis, Andy Williams, Marty Robbins, Taj Mahal and greatest hits from the rock and country fields. Twenty artists have been coupled in each of these latter packs. Slated for release next month are Jerry Vale, Andre Kostelik, Natalie Cole, Paul Revere and the Raiders and Tony Bennett.

Columbia is also looking to release additional titles in its Star Track series begun one and one-half years ago. The concept behind this $6.98 series is 4 and 8-track is to pair four acts each singing three of its hit songs. "This series is still selling," according to Mel Price, national sales manager for tape.

There is no album counterpart. We are hoping to put out additional material in this series because it has been successful." Repertoire covered by Star Tracks have been pop, teen and country and western. In developing variety packs for the cartridge market, Columbia feels that coupling 12 different artists, each singing a hit song, is not the best path to follow. "Unless the repertoire is sexy enough, the variety pack has no meaning," Price feels. "Putting 12 artists together isn't enough. You need gold hits. Themes like music to drive by don't appeal to people. It's got to be hit music and hit artists."

Attention Dealers! New Home Storage Carousel Terrific Gift Item!

Holds 24 Tape Cartridges or Cassettes. Polystyrene trays and hardwood base revolve smoothly on precision ball bearings.
AFTER 9 HIT SINGLES IN A ROW, WHAT DO YOU DO FOR AN ENCORE?

RELEASE A 2-SIDED HIT.

ON THE DOCK OF THE BAY
WHEN I'M IN YOUR ARMS

NUMBER 10
BY THE DELLS.

PRODUCED BY BOBBY MILLER
ARRANGEMENTS BY CHAS. STEPNEY
**Tape CARtridge**

New Tape CARtridge Releases

- **Hob**
  - Shirley Caesar: My Testimony (B) M8784
  - Five Blind Boys of Alabama: Tell Jesus (B) M8786
- **Kopp**
  - Jack Jones: Greater Hits Vol. 2 (B) M3002, (C) X5002
- **London**
  - John Mayall & Eric Clapton: Blues Breakers (B) M7222
- **MGM**
  - Bill Medley: Someone is Standing Outside (B) M6000
  - The Family Band: Judy Garland (C) X5045
- **Ranger**
  - Hank Williams Jr.: I'm the Drifter (B) M3013, (C) X5013
  - Hank Williams Sr.: I'm at Goo Goo Hall (B) M4044, (C) X5044
  - The Essential Hank Williams (B) M4061, (C) X5061
- **Monitor**
  - Rodrigues & Fernandes: Vacation in Portugal (B) M81483

**Tape Happenings**

- **Our Phoenix Plant has a bunch of skilled cats who make tracks:**
  - 8-track, 4-track, reel-to-reel and cassettes. All of purrrr-fect quality.
- **For duplicating info, call our National Sales Manager, Sil Pittasi — Tel. 203-531-6132, P.O. Box 92, Glenville Station, Greenwich, Connecticut 06032.**

**GENERAL CASSETTE CORPORATION**

**Tape Happenings (Continued on page 22)**

**THE ORIGINAL ONE THE QUALITY ONE THE ONE**

**LeBo**

<table>
<thead>
<tr>
<th>TA-52 Deluxe Tape Cartridge Case</th>
<th>Holds 15 cartridges</th>
</tr>
</thead>
<tbody>
<tr>
<td>TA-54 Deluxe Tape Cartridge Case</td>
<td>Holds 24 cartridges</td>
</tr>
</tbody>
</table>

**Distributor! Jobber!**

Custom padded top
The best value
The only case with lock and key

**NOW!** A New Concept in Color! The Two Tone from LeBo, the Only Two-Tone Color on the Market. Six attractive decorator colors done in Black, Chalk, Alligator Blue—Bronze—Red. And the All New Alligator Blue and Alligator Green. Once you see these New Colors All Others Become Dated. Deluxe wood construction. Genuine high grade rayon Tocked Interiors. Available in Two Sizes.

**LeBo Products Co., Inc.**

71-08 51st Avenue, Woodside, N.Y. 11377

**OCTOBER 25, 1969, BILLBOARD**
BELIEVE! CHART LISTINGS
! HEAVY AIR PLAY
! NATIONAL BREAKOUTS
! 150,000 SALES

"I Still Believe
In Tomorrow"
732506

John and Anne
Ryder

INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS
THE QUALITY TWINS

FOR TAPE CARTRIDGES

#85TC

Holds 24 Tapes
Available in 4 colors
BLACK ALIGATOR
BROWN BLUE WHITE

FOR CASSETTES

#86TC

Holds 30 Cassettes
Available in BLACK and BROWN ALIGATOR

Here are the only truly De Luxe Tape Cases built to last. Completely covered with top grade vinyl (not a coated paper) these cases can best withstand scratches and nicks from constant wear. Made of solid wood construction, brass hardware, the cases have red flocked interiors with individual compartments equipped with lock and key.

For full information on all Recoton Tape Cartridge and Cassette Accessories write:

recoton CORPORATION
46-23 CRANE STREET LONG ISLAND CITY, N.Y. 11101

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

SY173L
Single speed (2000 rpm) For record players
DMFS54R-02
Single speed (2400 rpm) For tape recorders
RF220R
Single speed (2400 rpm) For car players
BF110R
Single speed (2000 rpm) With electrical governor
BF220R
Single speed (2500 rpm) For car recorders & players
ZF200R
Variable speed (such as 1100, 2200 and 2800 rpm)
With brushes & transistor motor. For de luxe record players & electronic calculators.
VM250B
Single speed (3600 rpm) For auto tuners.

Belair Expanding to Specialty Market

LOS ANGELES — The next consumer thrust for Belair's line of stereo 8-track and cassette portables is camera stores, drugstores, jewelry outlets and marine facilities.

Rod Pierce, Belair marketing vice president, feels portable equipment is a natural for specialty outlets because of its in-stallation headaches.

"Merchandising also is easy," said Pierce. "Merely put the players on open display next to a tape rack for impulse buying."

The company's initial effort in reaching specialty locations is paying off, said Pierce. "We've set up retailers in several marine locations with an assortment of portable players with a resultant sales result."

In Marina Del Rey, with its thousands of moored sail and power boats, hardware, a steady seller. Sight and Sound, a three-store chain, sells about 75 percent of its players to enthusiasts for use in their boats. The outlet sells Belair, Craig, Panasonic and Sony lines, with Belair and Panasonic getting the nod because of their complete systems which do not need to be installed.

The Belair line is a seller because of its novel designs," said Jerry Johnson, Sight and Sound president. "Another plus for the machine is its compactness."

In Newport Beach, another recreational marine paradise, Muntz Stereo Pach carries Muntz, Motorola, Belair and Craig units for weekend sailors.

"We get a lot of calls for portables," said Don Brown, store manager. "Boat owners are buying their own 12 volt models, like the Muntz C120 or M60 or the Belair model 314, which has both AC/DC or battery capability."

Pierce feels there are four reasons why a camera store can be a tape and hardware retailer, too.

"Camera outlets are experienced in selling big-ticket items; there are excellent salesmen in most camera stores with experience in handling technical equipment; most camera stores are aware of selling credit plans to finance above average sales, and most camera operations have good locations and heavy foot traffic."

(Continued on page 22)
BEST SELLING
Tape
Cartridges

8-TRACK

This
Week
Last
Week
Title—Artist, Label
1
1
GREEN RIVER
Creedence Clearwater Revival, Fantasy
2
2
BLIND FAITH
Atlantic
3
3
IN-A-GADD-A-DIVA
Van Butterfield, Atco
4
4
BLOOD, SWEAT & TEARS
Columbia
5
3
JOHNNY CASH AT SAN QUENTIN
Columbia
6
6
THROUGH THE PAST DARKLY (Big Hits, Vol. 2)
Rolling Stones, London
7
8
BEST OF THE CREAM
Atlantic
8
10
SMASH HITS
Jimi Hendrix Experience, Reprise
9
6
CROSBY, STILLS & NASH
Atlantic
10
7
SOFT PARADE
Dores, Elektra
11
11
BAYOU COUNTRY
Creedence Clearwater Revival, Fantasy
12
12
HOT BUTTERED SOUL
James Brown, Atlantic
13
13
LED ZEPPELIN
Atlantic
14
15
NASHVILLE SKYLINE
Bob Dylan, Columbia
15
14
HAIR
Original Cast, RCA Victor
16
—
GLEN CAMPBELL “LIVE”
Tape
17
—
ABBY ROAD
Beatles, Apple
18
—
SANTANA
Columbia
19
18
IT’S A MOTHER
James Brown, King
20
20
BEST OF THE BEE GEES
Atco

Weeks on Chart
6
9
22
5
12
5
22
21
22
22
22
22
22
22
22
22
22
6
9
22
5
22
1
1
1
2
1
3
2

CASSETTE

This
Week
Last
Week
Title—Artist, Label
1
3
GREEN RIVER
Creedence Clearwater Revival, Fantasy
2
7
JOHNNY CASH AT SAN QUENTIN
Columbia
3
3
BLOOD, SWEAT & TEARS
Columbia
4
5
BLIND FAITH
Atlantic
5
7
BAYOU COUNTRY
Creedence Clearwater Revival, Fantasy
6
8
HAIR
Original Cast, RCA Victor
7
5
BEST OF THE CREAM
Atlantic
8
8
THIS IS TOM JONES
Tom Jones, United
9
9
CROSBY, STILLS & NASH
Atlantic
10
11
BEST OF THE BEE GEES
Atco
11
11
SOFT PARADE
Dores, Elektra
12
13
NASHVILLE SKYLINE
Bob Dylan, Columbia
13
13
TOUCH OF GOLD
Johnny Rivers, Imperial
14
15
THROUGH THE PAST DARKLY (Big Hits, Vol. 2)
Rolling Stones, London
15
10
IN-A-GADD-A-DIVA
Janet Jackson, Atco

Weeks on Chart
6
5
6
7
6
6
10
13
2
4
2
2
14
3
11
9
3
22
22

4-TRACK

This
Week
Last
Week
Title—Artist, Label
1
3
BLIND FAITH
Atlantic
2
1
GREEN RIVER
Creedence Clearwater Revival, Fantasy
3
5
BLOOD, SWEAT & TEARS
Columbia
4
1
THROUGH THE PAST DARKLY (Big Hits, Vol. 2)
Rolling Stones, London
5
4
JOHNNY CASH AT SAN QUENTIN
Columbia
6
6
LED ZEPPELIN
Atlantic
7
8
BEST OF THE BEE GEES
Atlantic
8
3
BAYOU COUNTRY
Creedence Clearwater Revival, Fantasy
9
9
NASHVILLE SKYLINE
Bob Dylan, Columbia
10
10
BEST OF THE CREAM
Atlantic

Weeks on Chart
5
6
20
1
11
9
3
22
20
22
20
8

SAGA OF THE TAPE-TAKER

(OR—THE CARTRIDGE CAPER)

OH-OH—HERE COMES TROUBLE!

CASING THE JOINT . . .

HUMM—CARTRIDGE TAPES BEHIND PLASTIC DOORS.

HAND FITS THRU HOLE . . .
MAN HANDLES TAPE . . . BUT—

DOORS HAVE HOLES!
"LET ME AT THE TAPES!!"

. . . MOTHER OF SIN-MAN
CANNOT PULL TAPE THRU HOLE!

This MESSAGE is brought to you by the ONLY people who have solved the cartridge tape lock-up hang-up. Communication Electronics, Inc. Our patented (patent serial 703,779) PICK-A-TAPE displays hold and SELL from 100 tapes to more than 500 tapes, at very reasonable cost. PICK-A-TAPE is completely bullet-proof. It puts the tapes into the customer's hands, but never into their pockets (until they pay for them). We are now in commercial manufacture of PICK-A-TAPE display cases. We can supply your needs right now. Won't you write or call today?

P.S. . . . HE BOUGHT THEM!

COMMUNICATION ELECTRONICS INC.—THE LOCK-UP HANG-UP SOLVERS!

COMMUNICATION ELECTRONICS, INC.
P. O. Box 14100
Oklahoma City, Oklahoma 73114
(405) 848-2267

www.americanradiohistory.com
Let audio put you in the tape duplicating business

New Tape CARtridge Releases

* Continued from page 18

White Whale
200 FORD - Harlan County, (8) 780-002, (6)
37002

MUNTZ

Audio Fidelity
THE SACRED MUSLIM, (2) AF A 4001
BANJIRA-Taharka-The Brave Bull, (2) AF
4002
BANDIT'S BLUES-Can't Help Myself, (2) AF
4003
JE MUNRO-Jeanne Covered, (2) AF A 4004
LETRA LEANNA-Thoroughly Modern, (2) AF
6180

DEZEVIT HEIGHT-Goats Don't Grow As
tongue as the Trap, (2) AF A 6320
THE RAINBOW FLAX-There's a War On,
(2) AF A 9003

Capitol
GETTYE SWANN-Go Try It On, (2) AF A 4001
JACKIE O'BRIEN-A Love for Christmas
(2) AF A 9003
JACKIE O'BRIEN-A Love for Christmas
(2) AF A 9003

Elektra
BREAD-(2) EXT A 74040
HANDELS-See You Again, (2) EXT A
74040

Gordy
MARSHA REEVES & THE VANDELLAS-Supper
N' Spice, (2) 020 A 844

Hickory
The Best of DONOVAN, (2) MCA 6127

Mercury
JERRY BUTLER-It's Me, (2) MCA 6733

Reprise
AND GENE-Buying Our Love, (2) ARE A 5130
BEST JUICE-Best of Juke, (2) ARE A 6540
THAT'S WHAT A NEW DAY, (2) ARE A 6546
PERLMAN RECORDS-Thin Ice, (2) ARE A
6546

The Don Ho TV Show, (2) ARE A 6507

TAMLA
THE MAVSHELVES-In Full Bloom, (2) TAM
6506
STEWART MARKER-Daytime Your Arrow, (2)
TAM A 2724

Warner Bros.
LEONARDO DEUMILA-Blasphemy, (3)
7301
DOOBIE BROTHERS-The Captain, (2) 408
4920

Windfall
LESLIE WEST-Mainline, (2) WNN X 4200

Specialty Market
* Continued from page 20

"If a studio store is aggressive in tape merchandising," he said, "it can achieve its sales
profit. It involves plenty of space, environment, location, display, salesmanship, promo-
tion and service."

For a jewelry store, believes Pierce, success can be achieved
with a line of low-end to me-
dium-high-priced tape equip-
ment. "In our investigation," said
Pierce, "portables in no way
detract a purchaser from buy-
ing jewelry."
JOEY LEVINE
Becky & Joe
(EARTH #103)

Anyone can look back.
Joey's looking ahead.
An explosive improvisation captured on disk.
Instamatic hit.

Produced by Levine & Resnick
Earth Records, 322 West 48th Street, New York, N.Y.
"I CAN'T GET NEXT TO YOU"  GS 7093

"THAT'S THE WAY LOVE IS"  TS 299

"BABY, I'M FOR REAL"  SS 35066

"YESTER-ME YESTER-YOU YESTERDAY"  TS 54188

"THAT'S HOW HEARTACHES ARE MADE"  TS 54186

"JUST ANOTHER LONELY NIGHT"  SS 35065

COMING SOON
A SMASH NEW SINGLE

"IF YOU WILL LET ME, I KNOW I CAN"  SS 39

MOTOWN  TAMLA  SOUL  GORDY

"YESTER-ME YESTER-YOU YESTERDAY"  TS 54188

"THAT'S THE WAY LOVE IS"  TS 299

"BABY, I'M FOR REAL"  SS 35066

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"JUST ANOTHER LONELY NIGHT"  SS 35065

COMING SOON
A SMASH NEW SINGLE

"IF YOU WILL LET ME, I KNOW I CAN"  SS 39

MOTOWN  TAMLA  SOUL  GORDY
The Greatest Release!
Nine albums by new and legendary artists featuring the songs they made famous!
Capitol's Greatest Release... now yours.

On Record and Tape

Sander & Young's
GREATEST!

Glen Gray's
GREATEST!
HE'S BIG* IN VEGAS...

*AND EVERYWHERE ELSE

BUCK OWENS

MANAGEMENT: JACK McFADDEN • 403 CHESTER AVENUE • BAKERSFIELD, CALIFORNIA 93301 • (805) 327-1000

Capitol #2646
Look At Me, Look At You
Yes, I Will
Love Affair
The Nest
What Were the Words
Are You Ready
Dubuque Blues
Under Branches
I Am Up For Europe
Broccoli
Goodbye Forever
Boy On the Mountain
The Association has always been one of the finest groups in the field of pop-progressive rock, writing great songs and producing floods of excellent and very successful singles and albums, but this LP outing surpasses even the group's previous musical triumphs. The lyrics, printed on an insert with the album, are subtle, sometimes quite profound and poetic, and often very witty. The songs, graced by beautiful melodies, are further enhanced by brilliant arrangements and those great Association vocals. Expect heavy FM and MOR play and gigantic sales and chart victories. — Cash Box

and already at $752,135...
Aum Sets Sparks at Fillmore

NEW YORK — Aum, led by the dynamic Will Lewis, was the focus of the evening in one of the most powerful sets of the season, in the one show the label's new supergroup did not miss. Aum set the pace and led the fans to the new sounds of blues/rock and a feel for the music, with a strong sound that was both raw and sophisticated. The lead guitar also left little to be desired.

Cash Rings Up SRO At 2 WJRZ Concerts

NEWARK — The Johnny Cash Show came to Symphony Hall on Tuesday (10) for two performances, under the sponsorship of radio station WJRZ, and what a show it was! From the opening notes of "Flowers of the West," Cash introduced the group to the very best of his repertoire. His voice was strong and his lead guitar work was precise, with a distinctive and engaging vocal style and strong stage presence. His lead guitar also left little to be desired.

Groovy Stand For The Band

NEW YORK — They came from as far off as Philadelphia, Chicago, and Detroit rock bands to Faneuil Hall and a marque stage setting for the legendary band. The Rolling Stones brought their newly reunited lineup, complete with Charlie Watts, on tour in support of their new album, "Some Girls." The band got a rousing reception from the crowd, with a strong performance that left many in awe. The setlist included hits like "Gimme Shelter," "Paint It Black," and "You Can't Always Get What You Want."

Kirk Group Vibrates With Driving Jazz

LOS ANGELES — Roland Kirk and his Vibrations group brought their brand new jazz group to the Fillmore East, with a setlist that included new and classic material. The group's sound was driving and vibrant, with a focus on Kirk's unique style of playing multiple instruments simultaneously. The group's performance was a high-energy show that left the audience wanting more.

Genya Ravan Vocals Lead Ten Wheel Drive Success

NEW YORK — The strong distinctive voice of Genya Ravan is one of the many reasons why the group's debut album, "Renaissance," has been a hit. Her vocals add a unique touch to the group's sound and have contributed to their success. Genya has been described as "the new Janis Joplin," and her talent has been recognized by critics and fans alike.

3 Ex-Yardbirds, Renaissance, New U.K. Act

NEW YORK — Keith Relf, Jim McCarty and Paul Samwell-Smith, all formerly of the Yardbirds, have joined forces to create a new band, Renaissance. The group has been making waves in the music world with their unique sound and has been praised for their harmonies and strong vocal performances.

Signings

Walter Jackson, formerly of Ohio, signed with Capitol, where his first single is "Anyways That You Want It." The record is backed up with a remake of "Down and Out." Barbra Streisand, who recently signed with Columbia, released a new album, "Songs for Dummies," which features a medley of standards and contemporary songs.

Columbus Smith to Platinum Records, a division of Miami's Music Inc., has signed a new group, the Detroit rockers, the new group, "The Thin Corsch." The band was formed in San Francisco, and their debut album will be "Paint Your Wagon," with Danny Kessler producing. The record will be released on November 15th.
"Can we talk to you?"

Talent

Looking for Talent
Booking an Act
Billboard's International Talent Edition has the ANSWER

South's largest tape on-1 stop and 8 track stereo cartridge tapes

Talent

U.S. Debuts for Atl's King Crimson

New York—King Crimson, British group which will be re-formed when its current tour ends this week, will make its U.S. debut Thurs.

The Band in Groove

unknown, the five-member group of two girls and three boys did a live show during the first half-hour of music and song

They set the mood for the rest of the club's entertainment with a program which ranged from the sentimental to the sexy and to the group's very well known, the newest, greatest, most exciting performers and to the group's very well known, the newest, greatest, most exciting performers and...
IN MEMORIUM

LEONARD CHESS
JARREAU GIVES STRONG ON VOCALS & INSTRUMENTS

NEW YORK — "Joe Jarreau is a distinctive vocalist, made an impression in his New York debut at Dangerfield's on Oct. 13. Beginning a five-week engagement, Jarreau not only sang well with his quirky voice but also effectively imitated such diverse instruments as flute and violin, coming closest to the latter with a flute-like sound to put background vocals on a new single on Spencer Wiggins. Jarreau handled promotion for the single, an up-tempo, Latin-flavored number called 'Mama Chanting in One Selection.'"

JAMES D. KINGSLY

CAPITOL'S GUY BOMBARDINO & HIS BOYS will headline the Uptown Cafe & Comedy Hall concert on Dec. 9. The Uptown is located at 481 West 48th Street through Wednesday (29), will open at 8 p.m., and will feature a variety of talent from across the nation. For information, call 242-2653.

FRED KIRBY

LAZY SUNDAY was the title of a one-night stand at the Berkeley's East on Thursday. Featuring the groups "A New Generation," "Nancy Sinatra," and "The Four Tops," the evening included a non-stop barrage of hits from the 1970s. Besides the expected hits, the band performed songs from "The Best of the 70s," "Best of the 80s," and "Best of the 90s." The show was one of the last performances at the Berkeley's East before the club closed its doors for good. For more information, call 843-3830.

JON MAYER

GREAT CD FRIDAY at the Fillmore West, with the release of the latest release from the legendary group Dire Straits. The evening included a special appearance by Dire Straits members Mark Knopfler, John Illsley, and Lambros. For more information, call 898-6262.

Talent

From The Music Cultures of the World

(DOMESTIC)

Joe's take on the Williams Lifetime program, "Pounds It Out," at The Mikado will be the highlight of this week's performance. The show will be performed at 8 p.m. on Oct. 9, 10, and 11. For more information, call 848-4848.

FRED KIRBY

Dexter's Scrapbook

BY DAVE DEXTER JR.

HOLLYWOOD — The Silence of the Lambs has become a sensation in Hollywood, with the film making a fortune at the box office. The film has earned over $15 million in its opening weekend at the Los Angeles box office, and has received critical acclaim for its performance by Jodie Foster. For more information, call 898-6262.

Gwen Barzni, author of "The Perfect American," studies the rich traditions of African-American music. Barzni believes that African-American music is a powerful force that creates a sense of community and identity. For more information, call 898-6262.

Dennis Ritchie, author of "The Perfect American," studies the rich traditions of African-American music. Ritchie believes that African-American music is a powerful force that creates a sense of community and identity. For more information, call 898-6262.

CONNIE FRANCIS listens to a suggestion from Les Reed at a recent recording session for her MGM album "Connie Francis Sings the Songs of Les Reed." For more information, call 898-6262.

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WHY ALL THE TALK ABOUT UNDERGROUND, COUNTRY, BLUES, HARD-ROCK AND BUBBLE GUM, ETC....? WHEN IN FACT WE'RE TALKING ABOUT GOOD SONGS AND GOOD SOUNDS....IN SHORT, ENTERTAINMENT!

THREE DOG NIGHT IS ENTERTAINMENT
ELI'S COMING
D 4215

THE GRASSROOTS IS ENTERTAINMENT
HEAVEN KNOWS
D 4217

MAMA GASS IS ENTERTAINMENT
MAKE YOUR OWN KIND OF MUSIC
D 4214

THREE SINGLES THAT ARE DOMINATING THE CHARTS

IF IT'S ON DUNHILL RECORDS® BELIEVE IT!
Wurlitzer Offers 'Programming Plus' With Two Pre-Set Record Programs

• Continued from page 41

with play pricing set at two for a quarter, he said.

Flexibility in play pricing will carry out the flexibility theme seen both in decor and in the ability of the unit to be adapted to existing wall box installations, he said. Factory shipments will go out with pricing set for two for a quarter and five plays for 50 cents, other price announcement cards will be packed inside the machine. Operators can easily adjust to any desired pricing by the use of a screwdriver. The unit is available with a dollar bill validator and will also play Little LP's. The 3400 is available as a 100, 160 or 200-selection phono graph. The new phonograph features subdued styling. Black vinyl clad steel, colors described as "subdued lavender" or "star-light burgundy" blend with trays of Moroccan brown. The unit features four speakers in the dome area and two large speakers in the bottom section. Factory eng ineer C. B. Ross warned the distributors that the increased power of the stereo amplifiers is not seriously test new speakers in some existing location installations.

Ross said that Wurlitzer will conduct extensive service seminars and training programs to familiarize operators with the new developments in the unit. The most radical of which is a completely new mechanism called the "Wordomatic" featuring 125 degrees for playing the reverse side of a recording. Ross said.

Emphasizing the modular approach, he pointed out that the record magazine can be removed and only the retaining clip and that the tone arm and 40c can be removed by taking out two screws and a clip.

The simplicity of the inner assemblies is also carried out in the use of light bulbs in place of fuses. "We're only using a fuse on our AC and DC power supplies," he said. "Otherwise, we're using light bulbs. The problem with fuses is that too often a service man will get the right fuse and you find he's using a nailing. Or he might figure that a large fuse would be better and then you're in trouble.

Ross said that the Model 266 stepper comes wired for 160-selection consulate wall boxes and that the Model 265 stepper will accommodate wall boxes for either 100 or 200-selection phonographs.

Merle Solomon, assistant promotion manager, outlined the advertising program which will feature color shots of Mount Rushmore to carry out the Statesman theme. Wurlitzer is using photographs of attractive models in its brochures to convey the feeling that a jukebox carries the theme of youth. Beauty and activity, he said.

Tells Methods Used to Switch Games Around

• Continued from page 41

numerous other items, including many in the Sega line, will do excellent business in taverns if the operator will make room for them and keep them in taverns for five to six weeks.

"You just have to tell the tavern owner that you want to run some pieces through his location for five or six weeks. The location owner must appreciate that these extra pieces of equipment are not going to stay in his place of business indefinningly.

"Chances are that the operator has a shuffle alley or some other kind of game in the place of business that can be moved around or moved out temporarily. Why keep an old piece in a location when you have other pieces that can bring in an extra $100 a week?" Wilson asked.

"Some of these newer pieces of equipment cost as much as $600 to $700. With that kind of initial investment, operators have to find ways to earn every dollar they can from the equipment, he said. I'm happy to move a piece into a tavern and keep it there until certain franchise it starts dropping at low $30 a week. That is when, I expect to draw him there and keep the piece to another location or into a bowling alley."

Wilson said the bowling alley is always one location where he can count on using a piece of equipment up to a year. "You always have the bowling alley to fall back on. But while a piece is new and has the kind of play appeal to attract new business you should make sure it has the exposure that a tavern or other good spot furnishes."

(Continued on page 49)
What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Missoula, Mont., Location: C&W-Tavern

Eva Shelhamer, programer, Montana Music Rentals

Current releases:
- "It Started With A Kiss," Jerry Lee Lewis, Sun 1101
- "Don't Be Cruel To Me," Bobby Vee, Capitol 2559
- "Shame On Me," Nana Walker, Smash 2239

Oldies:

Glendale, Calif., Location: Adult (Over 30) Tavern

Carol Stephens, Programer, Valley Venetors

Current releases:
- "You've Lost That Lovin' Feeling," Four Tops, Motown 12262
- "Stop! In The Name Of Love," The Animals, RCA 7674
- "Little Louie, Little Louie," Peppino Lee, Capitol 3202
- "September Song," Ray Conniff, Dot 17799

Oldies:

Austin, Minn., Location: C&W-Restaurant

Judy Hateli, programer, Star Music & Vending Co.

Current releases:
- "House Of The Rising Sun," The Animals, Capitol 305

Oldies:
- "Go, go, go," The Beatles, "The House That Built Sam," The Animals

Roswell, N. M., Location: Adult (Over 30) Lounge

Charles Ely, Programer, Ginsburg Music Co.

Current releases:
- "These Lonely Hands Of Mine," Pat Boone, Epic 3849
- "Stop! In The Name Of Love," The Animals, Dot 2049
- "September Song," Ray Conniff, Dot 17799

Oldies:
- "Great Balls Of Fire," Johnny Cash, "I've Lost A Good Thing," Johnny Cash

Syracuse, N. Y., Location: Kid-Restaurant

Joe Ciccariello, Programer, Michael Amusement Co.

Current releases:
- "Sugar, Sugar," The Archies, Epic 1205
- "Easy To Be Bad," The Ventures, Dot 2482

Oldies:
- "Green Door," Loretta Lynn, "I'm A Woman," Pat Boone

Ames, Iowa, Location: R&B-Tavern

Elena Danyshchuk, Programer, K. B. Music Co.

Current releases:
- "What's It Take," The Electric Prunes, "I Can't Help Myself," The Four Tops

Oldies:
- "I Can't Help Myself," The Four Tops, "I'm A Woman," Pat Boone

On the Street

By RON SCHLACHTER

Representing the Luxton Novelty Co., at the service school were Donald Smith, Charles Hamber- son, John Neugardt, Gary Selland, Michael Woods and Tom Adams. Karl Johnson, field service representative for the Wurlitzer Co., was instructor for both of the schools and concentrated on the mechanics of the Wurlitzer 100, 1001 and 200 selection Americana III phonographs. Culpep, the base company, is headed by president C.A. Culpep and manager Lee Kitch. Daniel Cox, director of special activities and promotions for Dickerson Inc., Glenwood 3 and II Theatres in Kansas City, Mo., has won the grand award in the National Association of Concessionaires of 1969 C.J.M.Y. (Concession Idea Man of the Year) Contest. Cox will receive an all expense paid trip to NAC's 1969 annual convention at the Washing- ton Hilton Hotel, Nov. 9-13, and will be presented with a plaque in recognition of his achievement during the association's annual meeting.

Rock-ola introduces the 21 hour day!

MISSILE, a new amusement game from Sega, is causing much talk in the coin machine world. The Japanonese manufacturer reports that production schedules have had to be "greatly revised." The game was on exhibit at the Music Operators of America show Sept. 5-7 at the Sherman House Hotel in Chicago. Above, Japanese singer Akihiko Yasaka poses with Missile and Sega operations division director John Kano (left). Yasaka visited the Sega plant as part of Sega's ongoing jukebox promotion of recording artists. Akihiko records on the King label in Japan.

IT'S NO SECRET!

You don't need the F.B.I., or the F.B.I., to tell you when you can find out for yourself we have the world's largest inventory of lowest prices. All machines checked and ready to go, go, go because:

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**ROCK-OLA /442**

"we want you to take it easy"
Bulk Vending News

Too Much Reliance on Import Items Causing Lack of Variety in Charms

NEW YORK—The criticism that too many of today's charms "look alike" and there are too few radically different items is to great extent valid, according to Sidney Eppy, Eppy Charms, who said: "We're becoming a charm industry." He thinks much of the problem stems from the widespread use of imports. "We're really trying to bring out different items and not are producing over 400 different items at our own plant. These are being combined with import items for even greater variety. Many of the operators complaining about the lack of variety are buying import items in case lots instead of buying mixes from producers that have both domestic and import product," he said.

"Operators who are buying import product in case lots just so that the largest percentage of their machine fill will be items that cost 60 cents per gross are discouraging kids. When people find that all the items in a machine are nearly alike they stop purchasing and business drops. Then the operator starts blaming the charm manufacturer.

"Operators forget that the charm manufacturer here in the U.S. is always trying to bring out new items but too often we just don't measure the support the import items are getting. Many operators are loading up with import items in larger case lots, and we lose less to try to get our new items in and we are all caught up in a vicious cycle. There is a real reason that our import business—a one item business."

"Individuality.

Eppy also thinks that the bulk vending business is suffering from a lack of individuality. "Operators are all following each other. No one strikes out on his own with an item. There are too few leaders in the merchandising area. Pool balls began selling and all of a sudden everybody has pool balls. "We are at least trying to give the operator a variety, even in pool balls," he said. "We have a 4-in. ball for penny vending, a 1-in. ball for nickel and dime vending and 1-in. ball for quarter vending. Our ball is also a plastic, which means that the kids can actually play pool with it is they want to. You have to offer this kind of variety.

"Eppy feels that the need for supplying variety in machines is being dropped by the importers. "You have to motivate people to keep turning again and again to the machines. In many of our mixes there are only three or four of the same item in a bag. This makes it a little harder to find a filling machine with items that all seem alike."

He said that his firm will shortly be introducing eight different gum machines and eight different dime items and four new quarter items. Eppy also said the firm has a need for attractive displays.

"We're the only charm manufacturers that is introducing a picture frame display. We're using a vacuum metallized construction and very shortly we will have a picture frame display for the machines that will feature styrofoam material."

"Equally important as display and variety of merchandise is the need to give full value in items being offered bulk vending customers, according to Eppy. He thinks that now the government is considering minting a new 1-cent coin the bulk industry should start considering items that will vend for a half dollar.

50-Cent Charm

"We have already recognized readiness for quarter merchandise so the next logical progression will be 50-cent items. There will definitely be a strong interest in this change if the industry strives to give full value in the items it offers.

"There's no question but what the machine manufacturers can support this. There are coin mechanisms capable of handling either two quarters or a half dollar. Both types of items are that so different and of such added value that the consumer will have confidence in purchasing them. We can't just produce larger versions of existing items.

The "bulk vending business is a business where you aren't only lucky. You have to work hard and make it happen."
Missouri Operators Meeting

JOHN MASTERS, secretary, Missouri Coin Machine Council (at far end of the table), the Missouri group, which meets six times a year, has not missed holding a meeting in over 20 years.

JOHN FLING, industry veteran who founded the Missouri group and who was an early MOSA leader (center), poses with Placek and Missouri association President Art Humoldt (right).

BIL MULT (right) and Art Humoldt, partners in Automatic Music Co., Trenton, Mo. and officers of the Missouri group. Many who attended the Kansas City meeting traveled as far as 300 miles.

All Machines Ready for Location

C.E. All American Boulevard 3200 South
Seeburg 200 selection wall box 20.50
Seeburg 200-100 345.00
Crest-Cross Dink-Ball 195.00
AMI Continental 2-100 185.00
AMI Photoviewers with all attachments 445.00
Searcher 200 195.00
Searcher 27 column 195.00
Seeburg V-36 45.00
Seeburg V-27 30.00
Early Boz Ribbon 195.00
Bally 50-50 85.00
Bally Drive-In 115.00
C.C. All American Jacket 295.00
AMI 800 call

A bold step into tomorrow

Lew Jones Distributing Co.
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Say You Saw It in Billboard

"we want you to take it easy"

$:462

coming soon

ROCK-O-HA/442

"we want you to take it easy"

OCTOBER 25, 1969, BILLBOARD
Good Programming Key To Holding Soul Spots

*Continued from page 41*

bidders on their doors, and lock them after 6 o’clock. If the man knows you, he’ll let you in. Even restaurants are doing this now. And bars are closing real early in Detroit.

The great operating problem related to this is voiced by another operator. "Servicemen will not go either downtown or into the inner city to service machines after dark. If a machine is out of order, it stays out until the next day. It is not so much a matter of the location—well, but you are afraid of people in the area—afraid of being robbed or mugged."

"The inner city is strictly out for operators," said one operator. "I know several operators and servicemen who have been beamed."

This widespread fear in Detroit—evidenced in the thousands who dread to even go downtown among the great skyscrapers and well-known shops and stores, and in the strong men who sit in their offices in the big buildings, cowering behind locked doors—has an economic impact in two related ways, suggested one man.

"People are afraid to carry any money around, and afraid to go out to eat after dark."

"Today when a man goes to the bar, stay in the hillbilly and black neighborhoods, he does not take 50 cents for beer any more. He carefully takes out just the 40 cents—the local price in lessee saloons."

The overall adverse impact was stated by another operator.

"There are now as many white operators as black operators in colored locations in the inner section of Detroit. There are few new locations—and the operators just remain the same people."

This also of course accounts for a low turnover of locations. One man reported, "The only reason I have any pieces of equipment is because I had some. There was a race riot and I gave some locations I couldn’t get rid of."

Traditional ways of free enterprise have suffered, said one operator. "There is nothing like competition in this field any more. We don’t go in and sell our service. You can’t stress the new business a machine would attract as a way of getting locations—it is just a case of survival. The normal turnover of business doesn’t exist as it did before—when the weaker operators got out of the business."

Despite all the problems, "Most black spots produce good revenue," said one operator.

"Programming is a big thing with any black spot. You have to put on the right kind of music—and do it right now. You can’t wait two weeks to put new records on. But of course this is just good business."

"Mostly, the black locations request good, new hot numbers, and we try to keep on the top of it and get them."

Another operator was equally optimistic. "We have had good results with the majority of our black locations. We find most of the locations would rather do business with a white man than with a black operator."

"They seem to feel that if they need any assistance they can get it quicker from a white operator. If they need an advance on a commission, they can get it. This has become more of a lean business than anything else."

Another man said: "A lot of operators are selling out. He details other aspects of the security situation. "Trucks are being high-jacked, Operators and mechanics are being rolled. Most operators have to walk around armed. Collections are being stolen."

"Some of the neighborhoods are a little rough," said another man. "But we find that the black owners will look out for us—if there is any indication of any trouble at all, the owner will escort our man right out to his car."

"And one of the largest operators here, with widespread contacts throughout the industry, is very optimistic about the future."

The fact that we have gone through two summers since the July, 1967, riots without racial conflict is encouraging. If we can continue this through the next few weeks, the outlook for the future will be very good. People are getting so they can trust each other, white and black, once more."

Continued from page 42

In many of the taverns where Wilson spots games for a short period of time, he has the privilege set at 25 cents. "After all," he said, "here you are bringing in an entirely new type of game. The customers and the location owner will go along with a little more money to play the game. Play time is short in our taverns. The week ends are bread and butter times and the hours are limited at that."

Most of the operators have personnel they can use on a limited basis for the purposes of moving equipment around, Wills, said, when asked about the problems of switching pieces about. "Set aside a day or two each week as moving day. Maybe you have a chance of a collector that can help out. This kind of games equipping is something the operator has to sell, both to the location and to his employees."

Film Seizure Ruling *Continued from page 41*

Spear would prohibit further seizures unless there is a prior adversary hearing. The injunction is to remain in effect pending a final determination of the case by the panel. A federal court previously has declared unconstitutional sections of the Texas Penal Code authorizing seizures prior to a hearing.

A federal court previously has declared unconstitutional sections of the Texas Penal Code authorizing seizures prior to a hearing.

Barry W. Langford is operator of the Atlas Amusement Center and the Fun Palace and is seeking to have Sec. 6, Art. 527 of the Texas Penal Code declared unconstitutional.

The section gives "full" power to the district courts and judges, upon application by a district or county attorney, to issue temporary restraining orders, temporary and permanent injunctions to enforce the obscene laws of the state.
Oldies Played By WIP Show

PHILADELPHIA — WIP, Metromedia’s easy listening powerhouse here, is shifting gears slightly in the evening hours to meet the competition from WWEN, the other easy listening in the market. Personality Charlie Group, who is on 8-11 p.m. Monday through Friday, will continue to hold on to his format, but will play more records and less disc jockey. "The reason for the change is in order to continue to stay on the air with the same station," said Group.

Rock Regaining Format Vigor

By CLAIRE HALL

NEW YORK — The rock format is gaining back a few years, nearly every market had two, three, or even four rock-dominant stations. Then, easy listening radio stations shaped up and began to mature not only their music but other programming aspects. Country music radio took the same step forward in programming. The result was the down trend of rock stations and many markets ended up with only one station.

Through the enormous growth of FM during the past several months, rock is making a comeback. New York gained its sixth rock station on Monday (20), WCBS-FM, under station manager Howard McCord and program director Gus Gouset, switched to a format lagging largely on good but not acid, album cuts and super personalities. Gouset has outlined a "format hour" approach and doesn’t want his personalities going on long raps, but Tom Clay, K.O. Bayley, Steve Daker, Bobby Wayne, and Bill Brown will have virtually free rein at the mike. There will be certain guidelines, of course. For example, WCBS-FM will be playing seven hits an hour, plus two oldies. However, via a limit of eight commercials per hour and only brief three-minute news capsules, there should be plenty of time left for seven-to-nine album cuts per hour.

"We’ll be playing album cuts nowhere else knows," said Gouset. "One of the beautiful things about WCBS-FM is that all of the personalities really dig music. The new music is presented by the best music, musician, for example." He said that guidelines will determine what kind of album cuts will be played during different times of the day and even during different times of the hour. He hopes that the personalities will have a "hit song of the day" to choose from and some of the hit bound records will also be album cuts.

WCBS-FM was the flagship station for Metromedia, now CBS, and the music grew fairly up-tempo shortly before the format change. Other CBS-owned stations will continue carrying the "You’re going to like this one" as outlined that WCBS-FM is a pilot project and if the reaction is good, the other CBS FM stations will eventually do the same.

Because Gouset is aiming for older demographics than most rock stations, he wants the 20-35 age group—he said that some records, even though they become No. 1 in the nation, will not be played. He mentioned "Sugar, Sugar" as an example.

WCBS-FM will have a limited format which will not last longer than any other rock station in town, Gouset said. CBS is planning WCBS-FM to be "entertainment," he said. "When I first went to San Francisco, we all made a lot of mistakes, but we also learned a lot in the format. I think there’s a moulding of the market here going up in free-form radio, but I wonder why the numbers aren’t there.

Yet, I feel that most people are changing to free-form radio because they want to return to that one-to-one relationship between deejay and listener.

So, going back to personality radio results a good gamble, he then set out to define his music. He visited the ARB research files to come up with data about what people listened to and why and why they. Among those artists who want to receive airplay are Lou Rawls, Byrds, Jr. Walker, Crosby, Stills, Nash & Young.

Included in the station are inclusions of WABC (the leader in ratings), WOR-FM, WNEW-FM will blend into the city’s rock stations and progressive rock and WMCA (which goes talk at night). Indianapolis has WIFE and WNAP-FM, San Francisco has KFRC, KOFM, KMPF-FM, and KNEW-FM Los Angeles has KFI, KRLA, KDNY, and MET-FM, along with various fringe market operations. Speculation is high that Baltimore and Washington are due for additional rock FM outlets.

Country Play Launches KNBO

NEW BOSTON, Tex. — KNBO, 1,000-watt day time station managed by president and general manager J. H. Maguire Jr., has received the $100,000 license, the air here Oct. 15 with a country music format. Doug Davis, receivably well known Whitesboro, Tex. Monument Records. "Up on Cripple Creek," Band, Capitol Records.

"Why Is the Wine Sweater (on the Other Side?)," Eddie Floyd, Stax Records.

"St. Louis," Easybeats, Rare Earth Records.


"I’ll Bet You," Funkadelic, Westbound Records.

Selling Sounds

What’s doing among the major music houses. Items should be sent to: 600 Ninth St. Croix, Billboard, 165 W. 46th St., New York, New York 10036.

WEEK OF 6-11 OCT.

NATIONAL RECORDING STUDIOS, INC.—Pl 7-6440

New York 10019


(Continued on page 50)

Gavin Radio Parley Dec. 5-7 in Atlanta

ATLANTA—Bill Gavin, who prints the weekly Gavin Report tipsheet on records, will hold his fourth annual Radio Program Conference Dec. 5-7 with congressman John V. Tunney as his keynote speaker.

The conference will be held in the Regent Hyatt House. Among the Gavin representatives will be keynote roundtable discussions will be Tom Ford, WDUT, Spartan, WSAI, Cincinnati; Jim Taber, KLIF, Dallas; Bob McLaughlin, programming d.b.; Al Athan, KDAL, programming consultant; Tom Bonham, went to a format in size. Then, easy listening radio stations shaped up and began to mature not only their music but other programming aspects. Country music radio took the same step forward in programming. The result was the down trend of rock stations and many markets ended up with only one station.

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**Selling Sounds**

- Continued from page 49

**PACIFIC RECORDING STUDIOS**

(Larry E. White reporting)

- The first significant album in some time out of San Francisco is set for release first for Columbia. 
- Number 16 on the current Billboard chart, it was produced by Brent Dangerfield, one of our staff engineer-producers, and was recorded and mixed here at Pacific Recording Studios.
- The leading label, whose first effort was for RCA, has just completed enough new material for a top-stopper album. It was produced by their manager, Ron Barnett, and they are currently negotiating with several majors after being unhappy with their previous affiliation.

- Columbia's new "Super-Group," Southern Comfort, was recorded and mixed here and just completed Sunday, Oct. 5th. It was produced by Mick Greenland and engineered by Fred Careno for Fillmore Records.

- Delphon's MANSON FLYING CIRCUS is currently finishing the final mix of their new album. Pacific's Steve Kimbell is engineering. And THE MOJO, produced by Lee Brown Jr. for GTT Records, will be making the final mix of their second album in the next couple of weeks.

**PROCESS RECORD COMPANY—814-423-4633**

Franklin, Penn. 16232

- "Recording Session" Dock Darky recorded High Cost of Living I & I Really Don't Want to Know on Country Star. Produced by Norman Finklein.
- Mr. Guppy recorded Me and My Teddy Bear & The House Inside of Me on Process. Produced by Jack Sloan.

**EMMIT BROOKS RECORDING STUDIO—505-524-1889**

Mesilla Park, New Mexico 88047

- Richard (Dick) Jameson, Captain, USAF, recorded an album on his own songs about lighter things in Vietnam. The songs recorded were: THE WIGGLES, BANANA VALLEY, VANITY AIR PLANE, PIGEON PILOT, SON OF SATAN'S ANGELS, LITTLE TOWN UP NORTH, THE BALLAD OF KABIB ODDS, TALES THAT I CAN TELL, THERE WILL BE A TOMORROW, AND A FIGHTER PILOT'S CHRISTMAS.

- The album will be released by the Department of Defense through an official agency. The proceeds will be used only for special interest to Air Force personnel. The album will be Goldust LPS-155, and will be available for military personnel at various locations.

- Work was completed on a single by Larry Senger, to be released by Goldust Records in November. The songs recorded were Only the Guilty, and Begging to You. The single will be Larry's second release on Goldust.

- Demo tapes were made of two new songs for ENCHANTMENT MUSIC CO.

**MUTT RECORD PRODUCTIONS—505-5001**

Inkster, Michigan 48141

(Hand Over Galvin reporting)

- Summit Laboratories, the agency was M.W.R., Indianapolis, Ind. The producer was Robert Welch. Advertising consisted of (7) one-minute spots recorded at Mutt Recording Studios on Indiana's top 40 radio stations.
- Singer was Ramy Bishop, and the executive was Frank Leslie.

**SYNCRON RECORD STUDIOS, INC.—203-269-4465**

Wallingford, Conn. 06492

- Jim Gorman recorded on Demo. Produced by Robert Greenlee.
- NA recorded Film Transfers. It was produced by Nick Dob.

**NATURAL STUDIO, New York**

- Just completed by Chris Hamilton at Natural Studio was a new version of "Light My Fire," to be heard on Buck's Ope! TV campaign from McCann-Erickson. Agency producer was Jack Wilkinson.
- Ochie Hambin performed, composed and produced a Kilmaha solo for Dirksats new TV campaign from Walter Ent. Bob Cohen from Duo Productions filled the spot.

**SINGA PRODUCTION, New York—582-1035**

(Anne Phillips reporting)

- Campbells, the agency was B.B.D.O. INC. The arranger and composer was Anne Phillips. It was a radio spot.
- American Gas Association, the agency was J. Walter Thompson. The arranger and composer was Anne Phillips. It was a radio spot.
- Lady Scott, the agency was J. Walter Thompson. The arranger and composer was Anne Phillips. It was a TV spot.

**LOU GARISTO PRODUCTION, New York—246-7192**

(Frank Garisto reporting)

- Magic Chef's oven, agency was J. Walter Thompson. The producer was Kathy Amos. It was recorded at National Ed. It was a TV spot.
- Swanson Frozen Food, the agency was Needham, Harper & Steers. The producer was Peter Green. It was recorded at Radio St. This is a TV spot.
- Bond Bread, the agency was McCann-Erickson. The producer was Bob Seaver. It was recorded at National Studio. It was a TV spot.
- Lou, the agency was Perkinson and the producer was Don Blakow. It was recorded at National 5th Ave.
LISTEN FOR THE
OVERDUE EXPLOSION!

from

SMOKESTACK LIGHTNIN'

"BABY DON'T GET CRAZY"

B/W "THE BLUE ALBINO SHUFFLE"

Bell Records, a division of Columbia Pictures Industries, Inc.
CONNECT THE DOTS WITH A PENCIL
AND LET'S PLAY

“GET RHYTHM”
SUN #1103
JONNY CASH

“THINGS GO BETTER WITH LOVE”
PL #29
JEANNIE C. RILEY

“YOU — I”
AMAZON #1
THE RUGBYS

“SUGAR MAKER”
SRS #781
PEGGIE SCOTT
AND
L.D. BENSON

“YOU GOT TO PAY THE PRICE”
SILVER FOX #14
GLORIA TAYLOR

“I CAN'T BE ALL BAD”
SRS #780
JONNY ADAMS

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(615) 291-2003 Cable: SHELREC

www.americanradiohistory.com
Dave Dudley's new hit single, "George and the North Woods," just jumped from 18th to 10th on the charts in two weeks.

To be continued next week.

George made the right moves on Billboard's Hot Country Singles Chart for the week ending 10/4/69 and 10/11/69. Produced by Jerry Kennedy, 72952.


Dave Dudley's Produced ending George made -lot n just for be 10/4/69. Today". "Gettir b'i (aid. in 11_1E5 P Je-ry of the aid hit door. -Duration `lie and right Back album Kennedy: "It's two Fam ty Of Chart the Not A Very Pleas- Weckx LIMELIGHT Noels Woods) 72952 on from the week3 Billbocrda's BLUE Fam ty Of the Woods1° www.americanradiohistory.com Robert continue of Norfolk, merly 20. at ords, Turner, BP: Eyes," Crosby, Stills & BP: John Mayall. Soundtrack. KYOK O'Jay, show. PR: "Easy" package from ABC begun WNCN-FM, other to is WDOT tip. "And for the accepted at quarters Francisco, replacing tioned this Matty Singer Love De Cripple Creek," Shondells, Roulette. "I can't remember the 6-10 a.m. show and can't remember the note Davis.... By Radio-TV Projects Group for ABC. KXJO-FM in Portland is now "do- ing more business than in its entire history and is expanding to 24 hours of Love Dec. 1" he had. That show, leading producer of singles and commerci- cals, was one of the key speakers at the NBC radio network conven- tion in Puerto Rico last week. (Continued on page 51) 45 rpm RECORDS oldies by mail OLDIES from 1955 to 1969 All original artists. For complete listing send $1.00 (refundable from first order to)

BLUE NOTE SHOP
154 Central Ave, Albany, N.Y. 12209

"Can we talk to you?"
SEEBURG APOLLO...The new space-age coin phonograph!

Once again, Seeburg leads the way with years-ahead engineering and features that mean more play, easier servicing, less maintenance . . . and bigger profits.

New! 10 Button Electronic Digital Selector for instant music selections  ■ New! Exclusive Mixed Coin Accumulator allows multiple selections with mixed coins up to one dollar's worth of play (with bonus incentives)  ■ New! Plug-In Pricing Programmer—it's fast, easy and requires no tools.  ■ New! Exclusive Plug-In Microlog® Circuitry simplifies maintenance  ■ Improved Dollar Bill Acceptor makes dollar play easier than ever for the customer  ■ Plus . . . elegant new styling and Seeburg ultra reliability. See the APOLLO now, at your Seeburg distributor.
RANWOOD RECORDS, INC.

RANWOOD & LAWRENCE WELK

have done it again another pre-sold SMASH!

Most recent Lawrence Welk hits:

- LAWRENCE WELK MOTHER'S DAY
- LAWRENCE WELK MEMORIES
- LAWRENCE WELK GALVESTON
- LAWRENCE WELK I LOVE YOU TRULY

RANWOOD RECORDS, INC., A SUBSIDIARY OF RANWOOD INTERNATIONAL, INC., 9034 SUNSET BLVD., LOS ANGELES, CALIF. 90069
By ED OCHS

SOUML SLICES: Fame Records' Rick Hall, who recently expanded production operations with Capitol in the South and midwest, will add on to his already booming studio workshaws with the planned purchase of a studio in Tupelo, Miss. A little soul, plus Mohammed Ali's new boxing license, could bring some black pride to a needy area. . . . Barbara ("Baby I'm Yours") Lewis has joined the Stax/Volt family from Atlantic. Her first album on the Enterprise label will be titled "The Many Grooves of Barbara Lewis." It's due this week . . . Ritchie Yorke, one of the most prolific writers in rock and soul, is said to be leaving Atlantic. The Beatles are also said to have written "Let It Be" for Aretha, recorded by the group on "Get Back" album due in mid-December . . . New from the Masqueraders—"Tell Me You Love Me" on AGP . . . Larry Maxwell's black diskery, distributed by Bob Crewe's CEC Records, will debut with singles from the great Ben E. King and Listen My Brother, a group of 13 young Harlemites who recently appeared at Fillmore East. The Isley Brothers' 1-Neck label has debuted the Sweet Cherries with a Brothers tune from "The Beginning . . . ." . . . Stax/Volt's Isaac Hayes, The Staples Singers and Carla Thomas appeared at a special concert Oct. 10 to raise funds for the re-election of Cleveland's Mayor Stokes. Leon Bibb will join other performers for Mayor Lindsey, Sunday (26), at the Electric Circus . . . Delta Reese, starring with her own TV show, has signed with Arbe Embassy Records . . . Nina Simone will play Fillmore East in mid-December . . . Jerry Lee's Colonel has purchased a soul version of "Woman, Woman," by the Roadrunners. The disk, produced by Art Wayne for Atlantic Productions, will be followed with both singles by the group . . . New UNICIPS: "Gotta Get You Baby," on Kapp . . . Aretha has reserved "It's Your Thing," by the Cold Grits instrumental group . . . Carwyn Records, new West Coast label, will open soul-wise with Irma Thomas "Save a Little Bit for Me," and jazzman Stanley Turrentine and newcomer Otis Young.
CONGRATULATIONS
TOMMY BOYCE
& BOBBY HART

From Screen Gems-Columbia Music

on the many millions of records their songs have sold...
with a very special thanks to these performers
whose great talents have contributed so much to making these sales possible:

Andy Williams, Dean Martin, Ed Ames, Trini Lopez, Roger Williams, Lalo Schifrin,
The Four Tops, Andre Kostelanetz, Paul Revere & the Raiders, Kieth Allison, Fats Domino,
The Lettermen, Jay & the Americans, Al Hirt, Boyce & Hart, Dick Smothers, The Living
Strings, The Monkees, Floyd Cramer, The King Family, Jimmie Rodgers, Dino, Desi & Billy,
Jimmy Webb, Jean Paul Vignon, Flatt & Scruggs, Gary Lewis & the Playboys, and 53 others.

...latest entries...Nancy Wilson...Elvis Presley...Patti Page
...and the James Cleveland Choir.
**Soul LP's**

**BEST SELLING**

**This Week**

1. "I'M IN YOUR ARMS" by Jerry Butler, Mercury 1010 (S)
2. "MOTION" by Little Milton, Stax 642 (S)
3. "GREAT GROWTH" by B.B. King, Stax 289 (S)
4. "TIME OUT FOR SMOKY ROBINSON & THE MIRACLES" by Tamla 2095 (S)
5. "HIGH VOLTAGE" by Steve Winwood, Tamla 1996 (S)

**Last Week**

1. "LOVE" by The Temptations, Motown 855 (S)
2. "GREAT GROWTH" by B.B. King, Stax 289 (S)
3. "TIME OUT FOR SMOKY ROBINSON & THE MIRACLES" by Tamla 2095 (S)
4. "HIGH VOLTAGE" by Steve Winwood, Tamla 1996 (S)
5. "I'M IN YOUR ARMS" by Jerry Butler, Mercury 1010 (S)

**Weeks on Chart**

1. "LOVE" by The Temptations, Motown 855 (S) - 16 weeks
2. "GREAT GROWTH" by B.B. King, Stax 289 (S) - 8 weeks
3. "TIME OUT FOR SMOKY ROBINSON & THE MIRACLES" by Tamla 2095 (S) - 15 weeks
4. "HIGH VOLTAGE" by Steve Winwood, Tamla 1996 (S) - 11 weeks
5. "I'M IN YOUR ARMS" by Jerry Butler, Mercury 1010 (S) - 10 weeks

---

**I HAVE MY FINGER ON YOUR TRIGGER**

**Excello #2309**

Slim Harpo

**CRYSTAL BLUE PERSUASION**

**Excello #2308**

The Kelly Brothers

DISTRIBUTED BY NASHBORO RECORD CO.

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**Soul Sauce**

- Continued from page 56

first album for the label. . . Sum Phillips has been editing tapes on blues singers for his new Midnight Sun label, distributed by Shelby Singleton’s Nashville operations. Featured will be 50’s stars Howlin’ Wolf, Little Milton and Rufus Thomas. The Dells, chartbound again with "When I’m In Your Arms," will work the "Della Reese Show," "Joyce Bishop" and "The Music Scene." . . . New from Sam & Dave - "Ohh, Oohh, Oohh," on Atlantic. The T.S.R. Toronadoes have joined Qwest with "My Thing Is a Moving Thing." The group is a Moving Thing. The group, formerly recorded for Atlantic before joining the Houston label. . . . Max artists have been busy producing their own acts for the company. Booker T. & the M.G.'s Steve Cropper has worked with Mavis Staples and the Staples Singers, Booker T. Jones with William Bell, "Darky" Donnie, and Al Jackson with the Mad Lads. The Mad Lads have taped the "Della Reese Show." . . . Columbus' O.C. Smith will accompany Herb Alpert & the Tijuana Brass on their nine-stop European tour, starting Nov. 4. Gene Chandler's Bamboos label, distributed and promoted by Scepter, has a big hit with Mel & Tim's "Backfield in Motion." . . . Blues queen Victoria Spivey reads Soul Sauce. Do you?

---

**Billboard SPECIAL SURVEY For Week Ending 10/25/69**
Autry Named To Hall of Fame

*NASHVILLE — Six more acts have joined Top Billings' expanding roster of country music talent. Agency vice president De- lorez Stanford says contracts have been signed with Johnny Paycheck and Little Dee Records, Bobby and Dori Helm, also of Little Darlin', Merv Shiner of the WSM Recording Studio, Charlie Brown of Chart, Dee Mullins of Plantation, Robb of Stubby Rubb of Stubby's, Averyson Jones, and comic Pap Wilson. There are now 25 new agency's total roster to 18, which includes Porter Wagoner and the WSM, Dolly Parton, Billy Walker, Jim Ed Brown and the Gospel Bluegrass, Spectro Races, Chase Webster and Jamey Ryan.

Shadrick, Boyd Form Disc Co.

OKLAHOMA CITY — Smoky Shadrick and Ralph Boyd have announced the formation of Big-Way Records, with main offices in Oklahoma City. Shadrick, pres- ident of Big-Way, said that the company plans to open a branch office in Nashville by the end of the year. Boyd, who is currently an independent producer for several years, will be general manager. He will also produce all the artists for Big-Way and will handle dis- tribution of the product through Boyd Records. Boyd said that Big-Way will sign artists in all fields of the music industry and hopes to have several under contract by the end of the year.

The first release by Big-Way will be a new record by "Riverboat Annie," which will be out within the next week.

Miller to Nashville

*NASHVILLE — Roger Mil- ler, who has spent the past sev- eral years in the music industry, is moving "locally." Miller, an Oklahoma native, had a successful 10-year career in radio, where he has bought and sold many music and buying homes for his family. Miller also has local business interests, including the "King of the Road" motel chain.

6 More Acts To Top Billings

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Singleton's Mobile Unit

*NASHVILLE—Shelby Sin- gleton has bowed his Remote Recording System, the first mobile unit of its type anywhere, and the first portable unit in this area.

The studio on wheels con- tains two and four track equip- ment, and four speaker amplifiers, four American-made speakers and mi- crophones. The unit also has portable microphone stands with boomers, a four camera with wide angle lens, and a Rogers video tape recorder. The RRM can carry 15 feet of 20 audio feed lines, 150 feet of video feed lines with all audio and video cables on a drum reel for a quick set-up. The unit is also a mov- ated AC power, and is air condi- ditioned. The studio is contained in a 21-foot mobile home which can be carried to any location.

Williams Cites Giant Gains Made by CMA

*NASHVILLE — The Coun- try Music Association has enjoyed its greatest year of growth and expansion, according to outgoing president Bill Williams.

In his speech before the members- ship meeting, Williams noted that the organization had taken in its largest membership numbers in its history, and had gained heavily in both individual and organizational strength.

Additionally, the inclusion of two new categories, international- cal and director, will strengthen the board of directors and give new dimensions to country mu-

Chester, Moore Win Jukebox Awards

A special "President's Award" was given to Jack Shup, president of Tre Country International, and to Irving Waugh, president of WSM. Inc. Waugh is in connection with the CMA awards, made to Billings Walker, Buddy Miller, and the Farmer, Morgan, Bean, Beeskin, Wade Pepper, Wexon Rogers, Tex Ritter and Dick Bronderick.

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Buck Owen, John D. Loudermilk and Wesley Rose accept accolades from BMI's Frances Preston and Edward Cramer.

Say You Saw It in Billboard

OCTOBER 25, 1969, BILLBOARD
about David Houston...

Epic Recording Artist
Unions...AF of M, AFTRA

TV Guest Appearances:
Grammy Awards
Johnny Carson Show
Joey Bishop Show
Donald O'Connor Show

Appearances:
San Antonio Fat Stock Show
—1969
Music Hall—Newark, N. J.
Symphony Hall—Boston
Madison Square Garden
Illinois State Fair
Grafton Ballroom—
Liverpool, England

Commercials:
Coca-Cola
Falstaff
CBS—Columbia
Record Club

Movie Credits:
Title Song—NBC Movie,
“Kansas City, I Love You,”
starring Efrem Zimbalist, Jr.
“Cotton Pickin’ Chicken Pickers”

Awards:
Grammy Award—1967
#1 Country Record
#1 Performance
Billboard—#1 Country Record—1967
Cash Box—#1 Country Record—1967
Record World—#1 Country Record—1967
Cash Box and Billboard—
#1 Country Record Award for each of 10 Straight Singles in a row.
Billboard—Most Promising Country Artist—1966

Ten Straight Number One Hits:
“Almost Persuaded”
“Loser’s Cathedral”
“With One Exception”
“My Elusive Dreams”
“You Mean the World to Me”
“Have a Little Faith”
“Already It’s Heaven”
“My Woman’s Good to Me”
“Where Love Used to Live”
“I’m Down to My Last (I Love You)”
...and now
David Houston
sings his biggest ever...
"BABY, BABY"
(I Know That You're A Lady)

Words and Music by Norris Wilson and Alex Harvey

BABY
HEAR ME CALLIN' ... BABY
COME OVER HERE AND LOVE ME
HOLD YOUR LOVIN' BODY CLOSE TO MINE.

CRAZY
YOU'RE DRIVIN' ME CRAZY
MAYBE YOU DON'T MEAN TO
BUT YOU NEVER KNOW WHAT'S GOING ON IN A WOMAN'S MIND.

I KNOW YOU'VE BEEN HURT BEFORE
YOU DON'T KNOW WHAT YOU'RE LOOKIN' FOR
AND YOU'RE LONELY
IF YOU'LL ONLY LET ME STAY
I WILL KISS THE TEARS AWAY
AND LOVE YOU ... FOREVER.

BABY
I'M ON MY KNEES NOW, BABY
I KNOW THAT YOU'RE A LADY
BUT I WANNA WATCH THE SUN COME UP WITH YOU.

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AL GALLICO MUSIC CORPORATION
101 WEST 55th ST., NEW YORK, N. Y. 10019

Produced by the World's Greatest A & R Director, Billy Sherrill. Need we say more . . .

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PIERCE

"LOVE AIN'T NEVER
GONNA BE NO
BETTER"

DECCA #32577

EXCLUSIVELY ON DECCA RECORDS
OCTOBER 25, 1969, BILLBOARD

This week's issue of Billboard features articles on hot country singles, including a list of the top songs in the genre. The issue also includes news and analyses of the music industry, with a focus on country music. The cover story talks about the industry's top artists and their latest releases, as well as look at the business climate and trends.

The issue's headline is "Hot Country Singles," and the cover story is titled "Training the Unskilled Minorities Isn't Just for Giants." The article discusses the challenges faced by young, unskilled trainees in the music industry and the steps record labels are taking to ensure they are prepared for better positions.

The issue also includes a chart of the top 10 country singles for the week, with titles such as "The Ways You Are," "Go," and "I'd Rather Sing With You." The magazine also features articles on specific artists, such as Faron Young, who is highlighted for his hit song "Little Rainin' (Quartet/Bexhill)."

In addition to the music industry coverage, Billboard also includes a section on the music business in the United States, with articles on the business climate, trends, and news.

Overall, the issue provides a comprehensive look at the state of the country music industry, with insights into the challenges and opportunities facing artists, record labels, and fans alike.
The nicest things are happening to one of the nicest guys in today's Country Music.

Carol has two out on Cherryville Records, Brant Martin has a new release on Indiana-based Landmark Records. Allen Warchus has a Nashville-cut session on Ohio, Bobby Mae & James C. Stevens have new B-W releases and Howdy Kemp has his "Country Music Star" released in Canada on Dominion Records.

TRX Records has begun the groundwork on what the firm feels will be a hot new artist and hot single of the year, "Death Letter Blues," by Cove. The singer, who has been playing coffee houses and clubs for the past five years, is moving to Nashville from North Carolina. Ralph and Mrs. Emery are parents of a new daughter. The same is true of Mr. and Mrs. Don Bowman. Robert Holladay has announced the opening of a public relations department under the direction of Mrs. Dandy Nesse, former director of continuity at WMKA radio. George Hamilton IV will be among the group of RCA artists who leave Wednesday (29) for a concert tour of Europe. The tour is scheduled to wind up its major appearances on Nov. 17 at Albert Hall in London. Every stop is a sellout.

Paul Tannen, director of eastern operations for Warner Bros., completed LP, "Lowrence Reynolds." The album's liner notes are being written by Harlan Howard, who brought Reynolds to the attention of Tannen. The latter, in turn, introduced Reynolds to Jimmy Key, who is now his manager. Little Richie Johnson has a few weeks of sessions set up while in Nashville. His artists include Darrell McCall, Connie Moore, Randy King, and others. Jody Lynn has signed a new three-year contract with Harrah's headlining the Casino Club in Reno and their Sizzle Cabaret in Lake Tahoe. The contract calls for a minimum of 12 weeks a year between the two rooms for each of the three years. The show closed a successful four-week appearance at Harrah's Reno. Another Johnny Cash movie will be put into national distribution at last fall by Continental, the motion picture division of the Walter Reade organization. The film is titled "Johnny Cash: The Man, His World, His Music." The series of the Music Operators of America award plaque citing "Harper Valley PTA" as the jukin disc of the year added to the laurels for this song already stacked in the Shelby Singleton office.

Sketer Davis met with agent Joe Taylor in New York to work up negotiations on several network TV showings. Junior Samples is said to be doing well after his (Continued on page 66)

Charlie Louvin
EXCLUSIVELY ON CAPITOL RECORDS
has many
‘LITTLE REASONS’
To Be Thankful,
Most of Them
He Met This Year at
the Convention

Published by
TREE INTERNATIONAL
Written by
ED BRUCE
Booked exclusively by
L.O. TALENT PRODUCTIONS
1030 18th Ave. S.
Nashville, Tenn. 37212
MIKE NIGHT, V.P.
LARRY MART, A.G.

BMM PRESIDENT EDWARD CRAMER and award-winning Bobby Goldsboros and Bob Montgomery.

OCTOBER 25, 1969, BILLBOARD
CONGRATULATIONS

...to the winners of the

BMI 1969 Country Music Achievement Awards

For the most performed Country songs April 1, 1968 to March 31, 1969

ANOTHER PLACE ANOTHER TIME
Jerry Chesnut
Passkey, Inc.

AUTUMN OF MY LIFE
Bobby Goldsboro
Detail, Inc.

BALLAD OF TWO BROTHERS
Curley Putman, Buddy Killen,
Bobby Braddock
Tree Publishing Co., Inc.

THE BATTLE OF NEW ORLEANS
Jimmy Driftwood
Warden Music Co., Inc.

BY THE TIME I GET TO PHOENIX
Jim Webb
Rivers Music Co.

CARROLL COUNTY ACCIDENT
Bob Ferguson
Warden Music Co., Inc.

DADDY SANG BASS
Carl Perkins
Cedarwood Publishing Co., Inc.

DIVORCE
Curley Putman, Bobby Braddock
Tree Publishing Co., Inc.

DREAMS OF THE EVERYDAY HOUSEWIFE
Chris Gantry
Combine Music Corp.

THE EASY PART’S OVER
Jerry Foster, Bill Rice
Hall-Clement Publishing Co.

FIST CITY
Loretta Lynn
Sun-Ray Music Co., Inc.

FOGGY MOUNTAIN BREAKDOWN
Earl Scruggs
Peer International Corp.

FOLSOM PRISON
Johnny Cash
Hi-Lo Music, Inc.

GENTLE ON MY MIND
John Hartford
Glaser Publications, Inc.

THE GIRL MOST LIKELY
Margaret A. Lewis, Mira A. Smith
Shelby Singleton Music, Inc.

GREEN GREEN GRASS OF HOME
Curley Putman, Sheb Wooley
Tree Publishing Co., Inc.

HAPPY STATE
Bill Anelson
Stallion Music, Inc.

HARPER VALLEY P.T.A.
Tom T. Hall
Newkeys Music, Inc.

HAVE A LITTLE FAITH
Billy Sherrill, Glen Sutton
Al Gallico Music Corp.

HEAVEN SAYS HELLO
Cindy Walker
Four Star Music Co., Inc.

HOLDING ON TO NOTHING
Jerry Chesnut
Passkey Music, Inc.

HOW LONG WILL MY BABY BE GONE
Buck Owens
Blue Book Music

I TAKE A LOT OF PRIDE IN WHAT I AM
Merle Haggard
Blue Book Music

I WALK ALONE
Herbert Wilson
Adams-Vee & Abbott, Inc.

I WANNA LIVE
John D. Loudermilk
Acuff-Rose Publications, Inc.

IT’S MY TIME
John D. Loudermilk
Acuff-Rose Publications, Inc.

JOHNNY ONE TIME
Dallas Frazier, A. L. Owens
Hill and Range Songs, Inc.

LAMENT OF THE CHEROKEE RESERVATION
John D. Loudermilk
Acuff-Rose Publications, Inc.

THE LEGEND OF BONNIE AND CLYDE
Merle Haggard, Bonnie Owens
Blue Book Music

LET THE WORLD KEEP ON A-TURNING
Buck Owens
Blue Book Music

LOUISIANA MAN
Doug Kershaw
Acuff-Rose Publications, Inc.

MAMA TRIED
Merle Haggard
Blue Book Music

MENTAL JOURNEY
Leon Ashley, Margie Singleton
Al Gallico Music Corp.

THE ONLY DADDY THAT WILL WALK THE LINE
Ivy J. Bryant
Central Songs, Inc.

RAINBOWS ARE BACK IN STYLE
Dave Burgess
Four Star Music Co., Inc.

RELEASE ME
W. S. Stevenson, Eddie Miller
Four Star Music Co., Inc.

REMEMBERING
Jerry Reed
Vector Music Corp.

THE SONG OF HICKORY HOLLER’S TRAMP
Dallas Frazier
Blue Crest Music, Inc.

STAND BY YOUR MAN
Taunya Wynette, Billy Sherrill
Al Gallico Music Corp.

THE STRAIGHT LIFE
Sonny Curtis
Viva Music, Inc.

THEN YOU CAN TELL ME GOODBYE
John D. Loudermilk
Acuff-Rose Publications, Inc.

THE WIND IN THE WILLOWS
When I Was Full of Years
Acuff-Rose Publications, Inc.

WILD WEEK-END
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Stallion Music, Inc.

WITH PEN IN HAND
Bobby Goldsboro
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YOU GAVE ME A MOUNTAIN
Marty Robbins
Noma Music, Inc.

ALL THE WORLDS OF MUSIC FOR ALL OF TODAY’S AUDIENCE.
Ceremony Marks Dedication Of ASCAP's Nashville Office

NASHVILLE—ASCAP dedicated its $500,000 southern regional office here last week with a ribbon-cutting ceremony and a champagne toast.

President Stanley Adams led a contingent of leading writer-and board members, aided by Ed Scho, the southern regional director. Among the guests were Congressman Richard Fulton, and Hudley Crockett, representing the governor's office.


The board later held its first meeting outside New York. Mayor Beverly Riley officially welcomed the ASCAP members, and joined Chamber of Commerce officials in extending a red carpet welcome.

From The Music Capitals of the World

DOMESTIC

- Continued from page 38

The Miller Lite sponsor to the new music event.

- continued from page 54

Piano recital

Bannett's Judy Mayfield... 

Nashville Scene

- Continued from page 64

brief illness while on tour.

Hubert Long spoke for the music industry during an appreciation banquet at Charlotte, N.C., for Punt Rock, the Calcasieu-Nashville manager. In turn, represented Long in last week's celebrity golf tournament.

Steve McNeal and Skip Gibbs have signed exclusive writers contracts with John A. Singleton, who runs the Shelby Singleton Music, Inc.

May Nutter has done his first release on Straight Records and has signed an exclusive booking contract with the Hubert Long Agency.

Counsels' Robertino, Carla Boni of Cetza and Fans, and Pittsburgh's Georgia Connelly appear in a Philharmonic Hall concert on Sunday.

What would you get if you crossed MUSIC SCENE with an elephant?

A big gray

45 minutes that never forgets...
Philips Imports Bows 1st Issues With '1st Stereo LP of 'Deum''

NEW YORK—The first true stereo recording of Berlioz’s “Te Deum” is included in the initial release of the new Philips Classical imports in line with the company’s policy of the manufacture of regular-price Philips classical product in the U.S.

The performance is the second in a projected Berlioz cycle by conductor Colin Davis. Davis conducts tenor Franco Tagliavini, organist Nicolas Kühne, Kühne's orchestra, and the London Symphony and chorus.

Pianist Claudio Arrau has a Schumann coupling released this week in a first in a series of Beethoven’s complete piano concertos with Bernstein's New York Philharmonic and the Concertgebouw Orchestra of Amsterdam. The other albums will be released next year in observance of the 200th anniversary of his birth.

Haitink and the Concertgebouw also continue their Mahler symphony cycle with a two-LP set of the No. 2 Symphony “Resurrection” with Elly Ameling, Aafje Heynens and the Netherlands Radio Choir.

Baritone Gerard Souzay performs with the Vienna Philharmonic and Brahms' Piano Concerto No. 2, tenor Frank Patterson is featured in a Purcell set with Adam Skemping, viola da gamba, and John Beckett, harpsichord. 1 Musician has a set of Wolf, Mendelssohn and Rossini.

Wolfgang Sawallisch continues his Mendelssohn symphonic cycle with the New Philharmonic Orchestra in a coupling of the “Symphony No. 4” (Italian) and “Symphony No. 5” (Reformation). The cycle will be completed later this year with the issuance of the “Symphony No. 3” (Scottish). Sawallisch also will be represented by a forthcoming set of Mendelssohn’s “Elisabeth,” according to Joe Bost, director of the classical division of Mercury and Philips Records.

In conjunction with a fall U.S. tour by Quartetto Italiano, Philips is issuing a Beethoven quartet album by the group for the first time. The Berlin Philharmonic Octet, new to the label, has a Dvorak set.

Other forthcoming albums, Bob said, are Mozart’s “Idomeneo” conducted by Davis, pianist Stephen Bishop's disk of Brahms' “Handel Variations,” Raymond Leppard conducting four C.P.E. Bach sonatinas, Musica Reservata's “Music From the Time of Christopher Columbus,” and Haitink’s performances of Lizst’s “Les Preludes,” “Orpheus,” and “Fasolt.”

Telefunken's Harpsichord Set

NEW YORK — A five-record package of Bach’s complete harpsichord concertos is being issued by McGraw-Hill Records this month. The set, in Telefunken Records’ Das Alte Werk series, features harpsichordists Gustav Leonhardt, Herbert Tachezi, Eduard Miller, Anneke Uittenbosch, Alan Curtis and Jan van Veen with the Leondtort Consort.

Another Bach set on Das Alte Werk has three cantates performed by tenor Kurt Equiluz, bass Max van Egmond, the Vienna Chor Boys, chorus Viennensis, conducted by Hans Gillesberger, and Concentus Musicus, Vienna, conducted by Nikolaus Harnoncourt. The same forces plus bass Jacques Villot have a pressing of Biber church music.

The McGraw-Hill Book Company is pleased to announce that on selected record titles, (list on request) we will set aside $5,000 for coop advertising and will pay 75% of the total cost of advertising in local newspapers, on local rates on a first come first served basis.

For approval and more information, contact Jerry Proce at the address below.

This offer expires December 19, 1969.

I could watch MUSIC SCENE
24 hours a day, seven days a week!

Why don’t you get a job, instead . . .
Audio Retailing

Flip Side: a Triumph
In ‘Stopping’ Traffic

By RON SCHLACHTER

CHICAGO—The Flip Side, which will soon celebrate its first anniversary here on the north side, is successfully pulling in customers on a street that has little walking traffic.

“We’re pioneering the street,” said Larry Rosenbaum, who operates the the shop with his brother, Curt. “We’ve developed everything that has come here—

Located at 3314 W. Foster, the store does see some very desirable neighborhoods. North Park College is across the street and two high schools are located within a five-block radius.

“Since most of our customers are young, we handle mainly rock product,” explained Rosenbaum. “The kids feel at ease here because we don’t bother them. My brother and I are both young and while neither of us is in heavy rock, we can still talk to the kids. We simply maintain a nice, easy atmosphere.

“We have received many compliments on the layout of our store. We keep it uncluttered, neat and clean. It is not a junk shop. The store is arranged primarily for a young market and the records are separated more than in most shops. Our breakdown of artists is very complete.

“On one wall, we have a pegboard with wire record racks where we display the latest LP releases. The kids have the opportunity to see LP’s that they aren’t even aware have been released. As for rock, we try to carry everything on the Billboard charts and even more obscure pieces which only the real buffs know about. We also try to honor requests with no premiums charged.”

Rosenbaum and his brother also operate the record concession at the Aragon when rock concerts are held there on Friday and Saturday nights. They stock roughly the top 10 rock LP’s and if an A&M group is appearing at the Aragon, they stock accordingly.

“We always feature the artist who is performing that night,” said Rosenbaum. “When Joan Baez was here, we had her autographed album, but didn’t charge any premium. We want kids to come back every week. This type of promotion is also a good traffic builder for our Foster store.”

Another good traffic puller is Ticketron which has been in operation at the Foster store for six weeks. This is the first time that Ticketron, a computerized ticket service, has been put into a small store and according to Rosenbaum, “Although our volume is not that of Field’s, we’re doing better than most hands. Ticketron has really been beautiful for us. It does a lot of advertising and lists all of its outlets. We couldn’t afford this type of exposure.”

The Flip Side sells Panasonic and Hitachi phonographs and TV’s and also the Craig line of h-track auto units. In addition, the store features a selection of gifts.

“When first we opened, we handled mainly records and tapes,” explained Rosenbaum. “Now, we have gone into gifts, such as posters, cards and knickknacks. This is one of two major factors why we have attracted more adults in the past two months. The other factor is Ticketron.”

Rosenbaum and his brother also rack two liquor stores in “young” Chicago neighborhoods and the Valley View Adults Club in Frankfort, Ill. The club, located on 100 acres, offers a wide range of activities for high school youths and features rock concerts every Friday, Saturday and Sunday night.

“We have done some extensive advertising,” said the retailer. “We are on WLS-FM three times per week and advertise in all of the school newspapers. We recently had a full page in the University of Illinois Circle Campus newspaper.

“As for singles, they are nothing to get rich on. They provide a draw, but for young kids who will buy LP’s next year. We sell our singles for 69 cents and our LP’s for $3.19. Even with such low prices, we have a tremendous problem competing with Korvettes, Polk Bros. and record clubs. But we’re holding our own and making money. We have developed a real nice following.”

Rosenbaum added that the Foster store, which measures 20 by 60, will soon be enlarged. He and his brother will be taking over the store next door within six months.

MUSIC SCENE
brings light into the world...

Jazz LP’s

Flip Side: a Triumph
In ‘Stopping’ Traffic

By RON SCHLACHTER

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MUSIC SCENE
brings light into the world...

Sight & Sound Chain Grow

By BARRY CANDY

SAN ANTONIO—The first San Antonio Sight & Sound, Inc. store has been opened in San Antonio. The growing chain, which hopes to become public, has plans for opening 200 stores by 1973.

Less than a year ago the chain, featuring a full line of stereo components, phonographs, tape recorders, records and accessories for the hi-fi enthusiast, opened its first store in Houston, since then the firm has opened one store per month in Texas. There are now four stores in Houston and five in Dallas and other stores opening soon in Austin. Also, there are (Continued on page 71)

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TEN YEARS AFTER
COLOSSEUM
AYNSLEY DUNBAR RETALIATION
ALAN JACK CIVILIZATION
FREE JAZZ
ART ENSEMBLE OF CHICAGO
SUNNY MURRAY
BURTON GREENE
360 DEGREE MUSIC EXPERIENCE
NEW MUSIC
FREE MUSIC GROUP

SAT 25 (NIGHT)
POP MUSIC
PINK FLOYD
FREEDOM
KEITH RELF'S RENAISSANCE
ALEXIS KORNER & THE NEW CHURCH
BLUES CONVENTION
FREE JAZZ
GRACHAN MONCUR III
ARTHUR JONES
JOACHIM KUHN
DON CHERRY

SUN 26 (AFTERNOON)
FRENCH POP GROUPS
MARTIN CIRCUS
ALAN JACK CIVILIZATION
TRIANGLE
WE FREE
CRUCIFERIUS
INDESCRIPTIBLE CHAOS RAMPANT

SUN 26 (NIGHT)
POP MUSIC
NICE
CARAVAN
BLOSSOM TOES
AME SON
FREE JAZZ
ARCHIE SHEPP
KENNETH TERROADE
ANTHONY BRAXTON
NEW MUSIC
GER M. (P. MARJETAN)

MON 27 (NIGHT)
POP MUSIC
YES
PRETTY THINGS
CHICKEN SHACK
SAM APPLE PIE
FROGEOATERS
DAVID ALLEN GROUP
KEITH TIPPETT GROUP
FREE JAZZ
PHAROAH SANDERS
DAVE BURRELL
JOHN SURMAN
ANTHONY BRAXTON
SONNY SHARROCK
NEW MUSIC
ACTING TRIO

TUE 28 (NIGHT)
POP MUSIC
SOFT MACHINE
CAPTAIN BEEFHEART
EAST OF EDEN
FAT MATTRESS
ZOO
FREE JAZZ
ALAN SILVA
ROBIN KENYATTA
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P.S. THANKS FRANK & HERBI
Musical Instruments

West Coast Stores Mushroom But Diversification Is Slow

By ELIOT TIEGEL

LOS ANGELES—World Music Corp., a major factory sales representative firm handling musical instruments, which has recently diversified into the prerecorded music field, has hopes that more of the 530 West Coast stores it is servicing will also diversify. According to President Bill Lanzendorf, the number of stores entering the musical instrument field has increased 20 percent in the past five years, but purporting that only 5 percent of World Music's accounts have diversified into products related to musical instruments. Lanzendorf said the lack of capitalization is still disheartening.

World Music Corp., purportedly the West Coast's lone independent factory representative for musical instrument firms, sells its lines to stores in California, Washington, Oregon, Arizona, Nevada, Hawaii and parts of Canada.

"Stores need diversification," claims Lanzendorf, who has taken his own and one-half-year-old company into the phonograph record and tape cartridge equipment and accessory business. "The mainstay of the musical instrument business is based on rental programs and the education field," adds Bob Brilliant, World's national sales marketing manager. "Many of the stores are hardened about expanding their product lines out of the instrument category, but they're learning," Brilliant said. "They know they need expansion and diversification."

The question is how many musical instrument dealers have the capitalization to go into expansion programs. And how many will feel confident in selling tapes, cartridge players, records, sheet music and accessory items for phonographs and cartridge machines.

Prices of equipment are both going up and down, depending on the public's demand. Band instrument prices are going up across the board, according to Lanzendorf, who was with Gretch for 20 years before starting his own company. World Music has a staff sales force of eight men who sell musical instruments from Gretch, Slingerland, Armstrong, Ovation and Ramirez. Flutes can range from $99 to $1,250. An Armstrong instrument prices are up 25 percent in the past few years. Violins go from $14 to $1,250 for a Ramirez made in Spain model. World sells about 60 different guitar models. Power amplifiers go up to $1,500, the latter the Mother Dude from Ovation. As a specialty company representing manufacturers in the Western region, World only sells, Lanzendorf emphasizes. "We do no selling or shipping or collecting. Our objective is to sell merchandise and administrate our customer's music store. There are several firms in the East doing a similar job, but we know of no other independent manufacturers representative company in this part of the country."

Before Lanzendorf started World, each instrument company had its own sales representative. Many of the companies found the time and expense to continue, according to the executive. "Our's is a fixed cost based on a commission."

A musical instrument show is scheduled for March 14-17 at the Century Plaza Hotel, Los Angeles. Booth space at the Los Angeles event will be $2.75 per square foot. NAMM'S 69th annual music show and convention will be held in Miami Beach, Fla., June 6-9 at the Miami Beach Convention Hall. The exhibit plans book and contracts for this event will be mailed out in November. A total of 15,000 net square feet will be developed into exhibit areas. The projected cost will be $3.75 per square foot.

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When you can't get close to your listeners, you need the help of a good sound system. It's hardly a new problem. Professional sound engineers in radio, TV, and the movies have been dealing with it for years.

Perhaps you've noticed that their overwhelming choice is Electro-Voice. Success consistently show more EV microphones at major news events than all other U.S. brands combined, for instance.

You'll also find EV speakers wherever sound quality really counts. From huge stadiums to home hi-fi systems.

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And now Electro-Voice musical instrument loudspeakers have been created to add a new dimension to music. They are an integral part of organs, electronic saxophones, and the ubiquitous guitar. Carefully designed to add clarity and power wherever they are used.

Good music demands good sound. Insist on Electro-Voice microphones and speakers and let your audience hear you at your best. We'll let nothing stand in your way!

NORMAN DAYRON, producer of "Moogie Woogie," a new Chess Records album of boogie woogie music performed on the Moog synthesizer. Dayton, who teaches philosophy and humanities at the University of Chicago, is a member of the Committee for the Analysis of Ideas and Study of Ideas, was once a nightfighter and has been involved in blues music for 13 years.

(Continued on page 71)
**Moog Boogie Woogie Album Shows Instrument Can ‘Swing’**

- Continued from page 70

Working on the album with Dayton were Erwin Helfer, who has played in New Orleans with Cropped Clarence Lofton, Mama and Jimmy Yancey, Mark Naf- talin, formerly with the Paul Butterfield Blues Band; Paul Beaver, an electronic composer involved recently in “Cosmic Sound of the Zodiac” on Electra Records; and a musician Day-

ron will only identify as “Fast Fingers Finkelstein” (“But any-
one hearing Fireball Boogie will recognize this guitarist,” Dayton
said.

“Fireball Boogie” backed up with “Piggy Woogie” will be re-
leased as a single. Dayton said the latter features the snorting
sound of pigs and conveys the theme “Pigs gotta boogie, too.”
There are 12 songs in all, some
have never been heard before and
others are improvisations of
such boogie woogie classics as
Tomy Dorsey’s “Pine Top
Boogie”.

Describing how such a classic
form as boogie woogie served
to “free up” the mechanical
sound usually associated with
the Moog, Dayton said: “A good
example might be ‘Fat City,’ which is
actually 11½ bars. Erwin Helfer
played this way with the
Preservation Hall Jazz Band
in New Orleans and he doesn’t
consider 11½ bars a mistake—
you can’t classify boogie woogie,
but a lot of it depends on the feeling
of the musicians.”

“A lot of musicians approach the
Moog and find that they can’t play
chords because the
Moog has a monosyllabic key-
board. When you lay down one
line you have to be able to ‘hear’
the next line as you would ‘hear’
a chord. In order to overcome
the monosyllabic limitations of
the Moog we did not always

4-CHANNEL stereo amplifier. H. H. Scott, Inc. claims that this is the
first commercial amplifier specifically designed for 4-channel stereo.

Called Model 499, the unit will play the new 4-channel pre-recorded
fades and is compatible with existing 2-channel stereo systems. List
price is $599.95.

use conventional inputs and at
times bypassed the keyboard al-
together.

Dayron believes “Moog
Woogie” also overcame another
limitation of the Moog in his use
of actual musicians for rhythm
tracks. “I’ve heard people say
that you can’t obtain sensitive
percussion on a Moog. We be-
lieve we have. The Moog se-
quence on Fireball Boogie
sounds just like a drum. But we
used real musicians for rhythm
tracks, too, and then artistically
converted what we heard to the
Moog.”

Dayron, who was once a bull-
fighter in Mexico, teaches at the
University of Chicago and was
involved on “James Cotton Blues
Band.” a Verve/Forecast album
co-produced by Mike Bloom-
field and Gary Goldberg and
“Maxwell Street Jimmy Davis,”
an Electra album. He is now
working on 12 classical compo-
sitions for the Moog which he
will call “Electric Rosch.”

**Sight & Sound Chain Grows**

- Continued from page 68

openings in Tulsa, Oklahoma
City, Denver, Colorado Springs,
Memphis, Jackson and Atlanta.

Leslie P. Bryant, president,
said that by September 1970 “we
are to have 85 stores in opera-
tion. By 1973 we are to have
over 200 stores in operation.”

According to Bryant, the chain
is a private corporation but the
company plans to go public.

Each Sight & Sound store
covers approximately 3,000
square feet, and attracts those
wishing an inexpensive “starter”
stereo system as well as the au-
diophile interested in famous
name-brand equipment.

**JOIN THE GANG... Dec. 27th**

**I like MUSIC SCENE for a**

**variety of reasons.**

Why not, it’s a variety show.

---

**FLIP SIDE also has a record shop**
inside the Aragon Ballroom in
Chicago open for business when-
ever concerts are being held. The
shop stocks the top 75 best sell-
ing rock albums in depth. The
Aragon is owned by Triangle
Productions, Larry and Carl
Rosenthal and, and has leased
out a space for the record shop.
A flea market will also open in
the same facility very soon. In
the photo above, the Aragon Ball-
room store is plugged for people
browsing at Flip Side’s second
store.

**Say You Saw It in**
**Billboard**

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Nature of business

Published every Thursday, RECORD RETAILER is
available by subscription only.

---

**TICKETRON**, a computerized ticket service, is helping to pull in traffic
at Flip Side, a Chicago record store. The store also benefits from the
advertising of the ticket service which uses spots and print advertise-
ments that mention each outlet where tickets are available.
WANTED JUKEBOX
WANTED SINGLES COLLECTIONS
WANTED 45's, MONO, 60's, etc. Look at any offer, but
want LP's, 78's, phones, w/ sleeves, groups, F.O.S. Box,
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or accompanist or monitor on a
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Please give your basic musical
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WANTED—NEW YORK CITY—
Eight Confirms 32738

WANTED—NEW YORK CITY—
Four Confirms 32738

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FOOTBALL, Etc. Send
titles, etc. Such

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ORANGE, Main St., New

GIRL

BEEN FAMOUS IN CONCERT

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ORANGE, Main St., New

MUSIC TO THE TIMES

AMERICA'S LARGEST, INC.

182 28 5 6 7 8 9 10 11 12 13 14

PLANE

15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40

FIFTH

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We span yesterday’s generations with the greatest names in classical music of all time.

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The kids today are beautiful. They not only started a whole new way of life. They started a whole new way of music. And the record company that's going to reach them has to do more than just to keep up with them. It has to stay ahead of them. We are ahead. With Mayall.
with music that's ahead of its time.

With Cat Mother. With Tony Williams Lifetime. With Ten Wheel Drive. With Area Code 615. With Corbitt. With Savage Rose. We're growing so fast, we didn't even have time to announce ourselves. Charts were the first to announce us. Now we're announcing ourselves.
GET TOGETHER with the Group, Mercury 58 2525 (S)

'Columbia 9922 (S)

William's latest album is a collection of ballads and "fat as bellies," and his fresh, winsome playfulness makes this another winner. His exaggerated style, especially effective in "Yesterday Night," "I'm Sorry," and "Queentown," has the same flavor as his "March of the Grommet Brothers." Some of his lines are "Sweet Cornpie" and "Four Little Lads in Your Heart."'

TURLUTES-Turtle Song, Mercury 58 2526 (S)

The irrepresible turtles are in keeping with their fans' favorite rock 'n' roll style. In addition to such catchy items as "Roll the Ball of Wax in the Dark," "Lazy in the City," Howard Kaylan, Mark Volman and Mike Nesmith are also popular with other rockers in "The Always Leaves Me Laughing" and "Baehmeo Naerharb." The instrumental work of "Hat Little Hands" aptly fits this winner.

SPANKY & OUR GANG--Spunky's Greatest Hit(s), Mercury 58-61022 (S)

Here's another sure chart rider for the group that put up the simplest chart with their "Cauliflower." They're a hit in "Can't Love You Too," and "I Want You To Know." Both included here. They've got a breezy vocal blend and good material, especially the ballads. This group should ship out on their next single! Other winners are "Love and Give Your Love to Me" and "Blue Eyes."

THE SONS---Capitol 54432 (S)

With a double-album debut to their credit and a reputation top not to keep down on the coast, the Sons firmly place the Sons of cheaper---have collected their talent for varieties and straightforward rock and roll all together. The seven-rock band combining ringo, creative material and vocals, is an apt title for their tune "Lonely Bopper City" and "You Can Fly."

LORRAINE ELLISON--Winner, Best--Savoy Arts 7317 (S)

One of the most dynamic and commercially successful female performers in the field today. She's got the X factor in her personality, making her performance strong and emotional. Her new album is fully of drive and balled out in the best of style. Producer Jerry Reggini has a hand in most of the writing of which you don't know. "Nothing About Love," and "Only Your Love" are standout.

MONGO SANTAMARIA--Mondo, on a Details Thing, Columbia 74207 (S)

The pulsating Latin-soul sound of Mongo Santa Maria spark up as mesh well as ever in this new "rock it to" album. With his band and his ensemble the main ingredients of their craft, whipping up a mood of paralytic and exhilaration which would make any audience ecstatic. Great music for partying, listening or chilling the brain away.

JOE BYRD & THE FIELD HOPPERS--The American Marshango, Columbia 72207 (S)

Joseph Cecil Byrd has a remarkable new collection of songs that should only be heard around Columbia's collegiate campus or wherever campus rock is expected by this disk's appearance on Columbia's Masterworks label. These are some of the best of the season's hits here, but jazz, rock, gospel, and even standard and contribute to an up-to-date program.

CHIPPENDALES--Phillip Emerick Engineering, Columbia 72005 (S)

Philip Emerick, undoubtably one of the finest concert pianists ever to come out of France, brings new warmth and feling to Chopin's Polonaise. No stranger to American's classic ballets. Emerick's playing reflects a grace, charm and beauty which does justice to composer.
Leonard Chess
1917-1969

We mourn his untimely death as we admired his unselfish life.

A final tribute to a great man from the Company that bears his name.
MAYVELITE—John Gold, Tanto 15 S 298 (S)

The Mayvelites are always in top form, and this album offering is no exception. Their songs within their category are of good quality and will appeal to a lot of fans. The group's blend of harmonies and melodic arrangements make for a delightful listening experience. Highly recommended.

POPPY

BIZZ CLIFFORD—"If You Make Me Cry," 33-203 (S)

"If You Make Me Cry" is a beautifully rendered ballad that showcases Bizz Clifford's vocal talents. The song's melody and lyrics are both memorable, resulting in a strong performance. A must-listen for fans of the 60s pop genre.

BEETHOVEN—ZELDA SONATAS

Low Price Classic

Lot of four: 3 & 5-Pablo Casals, Piano. World Records, PHC 1099 (S)

These sonatas are brilliantly executed by the performers, each bringing their own unique dynamic to the pieces. The recording quality is excellent, making this album a great addition to any classical music collection.

JIMMY MCCAFFERY—"A Thing to Come By," M-DO 8089 (S)

Jimmy McCaffery, one of the better organ players working in the east coast field that overlooks the names of some of the best, has put together a fine slim-filled album here in this usual market—of small groups taking up the foreground while a Big Band (not named on the jacket) fills in the background. Good doo-wop, New York, and the like.
Telefunken’s Harpsichord Set

• Continued from page 67

Telefunken also has a disk of first listings played by harpist Helga Stock and cellist Klaus Stueber featuring Duport’s “Sonata for Cello and Harp in D.” According to Harpsichordist Conrad Romberg’s “Sonata for Harp and Cello in F-Flat,” both first listings for the composers, and Spohr’s “Sonata for Cello and Harp in A-Flat.”


Marriner also conducts the Academy of St. Martin-in-the-Fields, searchlights sweeping across the way Parade at WXYZ. 1970. 27th

Vox Jox

• Continued from page 54

J.P. Williams has resigned as executive vice president of Trails network stations, still in time as member of the board and director of WABC, which man-
ages WEZ in Boston.

I’m so far behind on Vox Jox items (and there’s almost no hope of catching up) that this will have to forgive me if I forget some of the current events be-
ting over a new leaf next week, I promise to get caught up be-
thagain.

Craig Reinert, former general manager of pro-
ducers in Denver (which but the dust a couple of years back, has been a new general manager of WLS-FM, Chicago. Reinert, who John Mor-
rison and Steve Burke with him (they’ll also be on KMYT. The Station is now on the air 19 hours a day and will go 24 hours in January. Morrison and Burke will keep live progressive rock on 3 p.m.-6 a.m. The Return of the Love“ package from ABC oc-
cupies 6 a.m.-3 p.m. Harvey Wil-
tons, former manager of WLS-
FM and a strong advocate of pro-
gressive rock as a format, expect to announce his new plans shortly.

Going to WCAR in Detroit are Dave Prince from WXYZ in De-
troit and Wuschel in last week’s in Kansas City. J.J. Jeffrey is joining WJTL in Philadelphi. He’d been with WRKO in Boston.

Engineering manager at WNOX in Norfolk, has resigned to join WOHR in Har-
ford. He’ll do the mid-morning show on Friday, the music di-
rector of WNOX is also leaving. Going to WGH, the competition.

Soy far, there is on OR in Flint. Chuck Knapp at WOR in New York with Jim Hilliard, manager of WJNL, at WRFR. and was flabbergasted to hear an Edelweiss being played. The band is playing all things, a commercial for Hit Parades, and this will demand a high muzzle.

This is Hilliard’s way to turn in new listeners. Knapp brought the promotion idea back to WXYZ and WXYZ general manager Norman Wain said: “We can do better than that.” Riviera Mike Reineri of WXYZ is open-
ing an Edelweiss director in Cleve-
land, heralded by radio announce-
ments back to WXYZ and WXYZ.

Dancing across the sky, the whole jazz, WXYZ found four or five Edelweiss (owned by David Engman) playing a medley, “at the dealership,” but will ac-
tually try to find a band of Edelweiss.

Got some calls on the WABC party in Vox Jox. No winners yet. John L. Sulliva, a hip radio personality at SWOU-FM, Seton Hall, South Orange, N.J., was one of the callers.

October 25, 1969, Billboard

Trade Faces Overproduced Music Problem: LiPuma

LOS ANGELES — The record industry faces the problem of overproduced music, believes John Wilbraham, the president of Tommy LiPuma.

Tommy’s major producers are overproducing their dais, LiPuma said, because they don’t know what their roles are. The producer is now seeing with the artists for top billing, LiPuma believes. “There’s nothing wrong with special ef-
fects,” LiPuma said, but not on every project.

A record company is selling entertainment, not smart, truck production, he continued. “It’s got to be the group which comes first.

As a result, LiPuma recorded Southwind, the first act he’s done for Blue Thumb, his new company, as if the band were playing live in a club. There were no overdubs or special takes. In fact, two of the LPs tracks were taped at the Fill-
more West to capture a live flavor. In the studio, the band avoided sound separators so that they could hear each other. The group’s debut LP, “Ready to Ride,” has just been released.

Two major producers don’t realize that they “contribute” to a record’s sound by being able to analyze the good and bad points of the project, LiPuma feels. A producer must know how to use the tools available to him in the studio, but he also has to realize that the artist comes first, then the produ-
ction.

Pentagram in Distrib Deal

NEW YORK — Pentagram Records, the new label of Steve Douglas and Al Schmidt, will be distributed by the largest group of lay-Jee Groo-
Reed Co. Five-year deal was signed after negotiations between Mickey Eichner, Jubilee Records’ owner and Al Schmidt and director of aed and national pro-
motion, and Douglas and Schmidt.

Pentagram’s first product will be an album by Rex Holmes a single, “Bucher and Bakers” by Oogor D & The Track, and a single album by Turniquet Rowsley. Schmidt and Douglas are producing discs at their will and all Diminished Records sound studios in Los Angeles.

Schmidt produced the Jeff-
erson apartment as West Coast aed, director for RCA Records. Douglas formerly was staff pro-
ducer for Capitol Records and Mercury Records, now based on the West Coast.

Commercial Survey

• Continued from page 3

We’ll put the point not much. Stereo shipments totaled $265 million by Commerce figure, and „monaurals $36.1 mil-
lion—grand total of all LP’s shipped in 1963 was $119.6 mil-
lion.

Total manufactured value of all records through singles and LP’s — in 1967 is given as $206.2 million, in the prelimi-
inary Commerce figures as $147.6 million in fac-
tory shipments in 1963.

Tape figures provide the most phenomenal leap. The 1967 pre-
liminary Commerce figures are at a value of $35.9 million, against a $33.2 million in 1966, a jump of 85 percent over the four years.

Decca’s New Chief

• Continued from front page

International, will stay on as vice president of that division.

According to Gallagher’s leaving Decca with the company on its way to making the most successful year in its his-
tory and with sales 35 percent ahead of 1967. Gallagher also told Billboard in Nashville that he would remain based in New York City and handle a variety of new men headquarters, and would func-
tion there in all phases of the business.

• Continued from page 80

HARRISON: PACIFICA BONOMO—Various Ar-
tists, Volume 28, 4479 (1)

This remarkable label contains a variety of excellent material by Lou Harrison, headed by the Oakland Youth Orchestra under Robert Reynolds. This week and several others, including voices, music played by Thomas Harker, has an oriental flavor, even using oriental instruments in addition to Western ones. Beverly Davenport, excellent piano player thus far, is heard in a number of performances on this label.

LOW PRICE CLASSICAL

SCHUMANN/SIGEL: PIANO CONCERTO IN A MINOR, 1st Movement—Cincinnati Orchestra, George Szell, 2690 (2)

This familiar passage from Piano Concerto in A Minor, Op. 54 by Robert Gies, the movement masterpiece from Schumann’s Symphony No. 1, is ably presented by the Cincinnati Orchestra under conductor George Szell. This work and several others, including soloists and various parts of the orchestra, are expertly taken in two pieces for pull.

GOSPEL

STAPLE SINGERS—The Circle Be Un-
broken, Buddah BBS 7508 (5)

The Staple Singers are certainly moving to the top in the gospel scene. This week draws a special collection of their early hits as a set of clearly executed songs with this title written naturally a standard just put together with dixie harmony. This is a simple, semigospel effort is a fine track.

INTERNATIONAL

RIMSKY—A Bravura Wedding Party, ABC 9063 (2)

This collection of Rimsky-Korsakov’s famous Rimsky-Korsakov’s famous, runs on “Kamarat” is the key to this album. Here, they are joined by signer Maria Pia TRACKS—Sooner or later, they’ll have to release a single or two. “Put Me Back on the Train,” as a classic, and “Wishing Was a Wilderness” is a choice, “Far Away” a real treasure.

SPECIAL MERIT PICKS

BUY & EAR: Complete LP’s 3001 (5)

Bob & Earl, a right good duet whose suc-
cess in England has kept the trend in the

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JOIN THE GANG... Dec 27th

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Two Revolution Partners Split With 3d; Co. Revamps

TORONTO — The partners of Revolution Records, a new and successful Canadian independent, have split. Revolution's partners, Larry Brown, 22, said on behalf of himself and partner Doug Riley: "There have been certain corporate disagreements between the partners, and we are going separate ways. There have been contractual disputes and disputes with regard to the direction which the company would take. As a result, we have decided on a complete corporate reconstruction program."

Circus, Disk Cos. Team on Shows

TORONTO — The Electric Circus has teamed with Canadian record companies to promote local talent during special Saturday afternoon sessions. The nation-wide "Circus showings, will not have an age restriction (16 years). In a move to pull in teen audiences, tickets are priced at only $1..." (Continued on page 88)

POLYDOR DEAL ON DUTCHMAN

MONTREAL — Polydor will distribute Flying Dutchman productions in Canada. Agreement was signed by Fredixon, Polydor's managing director, and Bert Thole, president of Flying Dutchman. Initial album release will be "Hail!" by Tom Stoppard, with single release of "Mama" by Ester Marrrow to follow.

Nimbus 9's Issue Dates

TORONTO — Nimbus 9, independent Canadian company, has set release dates for their new product. Disks will be released simultaneously in Canada and in the U.S. by RCA Victor.

Moffat Awards to Compo, Polydor

VANCOUVER — Releases from Compo and Polydor have been named winners of the third annual Moffat Canadian Talent Awards. The four disks were chosen by listeners of Moffat radio stations: CKWY, Winnipeg, CHAB, Moose Jaw, CHED, Edmonton; CKXL, Calgary and CKLG, Vancouver.

European Executive Turntable

Frank Fentor, Atlantic Records manager in London for the past 10th years, has taken the vacated post of Canadian vice president of a new U.S. label, Capital Records. He is in the only second Montreal, art-

From The Music Capitals of the World

TORONTO

RCA signed MarshallMallow Soup Group from London for a late October release date for their first single "Send Me an Angel". Brian Mon- son Moolen's "Better Watch Out" joined by Mythical Meadows' "A Day Has Come" is getting developed sales action after mid-sum- mer release date. Little Pig is beginning to move in a few key cities across the country.

John Alan Cameron, in tow for two weeks at the Horsehoe Turn, Oct. 6-9 (Sunday), active in promoting his "Mineral of Cranberry Lane" single and LP with two appearances on CBC-TV "Lunchtime Dome" and radio interviews on CFGM with John Curt on CIRK with Joe Lewis. "Sun set, Oct. 1, Reid, one of Canada's leading talent agents, died Oct. 7 in Tampa, Fla., after fighting for a long time. In recent years Reid was house booker for the Beverly Hills Motor Hotel Country version of "Who's Talkin'." By Max Nutter on the straight label, showing 42nd, ac- tion on some rock stations.

Laura Nyro's concert date at Massey Hall definitely set for Nov. 17. Show out with "British Tournament and Tattoo" LP be- fore the pageant begins touring the country. Oliver, Hamilton, New York, was presented with first LP in Canada to chart Bobby Sher- man's "Little Woman" at the top. Danny Leigh, Phonedia, Ontario- tion promotion chief, presented the award to Nevin Grant, sta- tion's music director. Electric Circus now showing underground movies in addition to rock and roll music on Thursday evenings. Quality releasing Paramount Records' "A Day Has Come" LP in Canada with a big promotion push, Film option in Toronto, Montreal and Vancouver Friday, "It's A-Term Music Non Plus" R&B being played by a number of key radio stations including CHUM. Song was quickly charted at station CKFM after being out in release only a week. Fast Revere and the Raiders in Win- nipeg, Sunday (10) and Port Arthur, Monday. Over 4,000 attended Johnny Winter's two concerts at Massey Hall, Oct. 6. Advance sales for Johnny Cash's show at Maple Leaf Gard- ens, Nov. 16, indicate an early sellout. The company's new Harvest Records LP are running neck and neck with U.S. orders. Over 91,000 sets have been shipped in Canada, while U.S. figures have hit 113,000, claims the company. Sales compare strongly with "A Foolson Prison" LP scoring over 165,000 sales in Canada, and "As Sun Quarter" well over the 70,000 sales figure. Three Canadian disk clicking on CFOX's Top 10, (Continued on page 88)
Nobody, but nobody, is more original than Johnny Cash.
Heritage to Get U.K. Distribution

NEW YORK—Jerry Ross, president, and Hal Charm, vice president and sales manager of Heritage Records, are negotiating for U.K. distribution of both the Heritage and Colossus labels. Ross and Charm have just returned from a European tour promoting artist Bill Deal involving release of Deal's current U.S. single, "What Kind of Fool Do You Think I Am?" in Germany, France, Belgium, Holland and the U.K.

U.K. Studios on $5 Mil Spending Spree to Lure Indie Producers

- Continued from page 1

est recording centers in Europe. Last week, it was an- nounced that in London, the George Martin-Peter Sullivan- Ron Richards-John Burgess con- sortium, operating as Olympic Studios at Oxford Circus, has announced the opening of a new studio at their existing premises.

Two new London recording centers, recently opened, are Sutton Sound in Soho Street and Chalk Farm in Belminton Street, both conversions of former studios which have been equipped with complex facilities.

8-Tracks Out

For all sound centers, the short-lived 8-track con-figuration is already beingscrapped in favor of the U.K. and 24-track decks, but per-haps the most significant advan- tage was the introduction this week of the first all-British 16- track machine which is being manufactured by Film and Track Equipment Ltd., a small South London-based electronics company.

Typical of the costly ex-pansion programs mentioned above, the new deck is equipped with the same components as those in the 24-track console and includes a microphone and a monitor amplifier. Also included is a remote control panel for remote recording of a studio or a building. The equipment is standard in all of the new recording centers, and the installation of a specially built 16-channel sound technique mixer. The new deck replaces the old 8-track console which has now been moved up- stairs to a new recording room.

"Recording has become so re- fined in recent years that to stay in business, one must just can't af-ford to fall behind," said studio manager of the new deck.

"Also, more and more American artists are coming to the United States to record because of the superior facilities we can now offer."

An important factor con-tributing to the blossoming con-fidencedown" version of the "Toned Down" single enters Italian Chart

MILAN—"Ti Amo. Io Di Più!" (I Love You... Even More) is the Italian version of "Je T'aime... Moi Non Plus," released two weeks ago on Caru- sello's Broadway label, has sold more than 10,000 copies in a week. Curo- sello general manager David MacMillan said that David en- tered the Italian charts this week.

The disk was recorded by various Anna Proclemer and Giorgio Albertazzi and is a "toned down" version of the original song by Jane Birkin and Serge Gainsbourg, which reached No. 4 in August, when it was released in Italy by Photogram.

U.K. Studios on $5 Mil Spending Spree to Lure Indie Producers

Several British industries have started diversifying.

Bottle Lees' other new project is a record in which Lees and his band--the artists' studio's Tony Gurvin, the center has been built primarily for film recording in a studio at 60 ft. x 20 ft. 8-track studio equipped with a 21 ft. wide projection screen for dubbing theaters.

Although there are many fac- tors contributing to this extraor-dinary growth of the independent studios, it is another indication of the way the structure of the record industry is changing with less and less prod- uct actually being recorded by the major companies.

The days of the traditional ad staffsman signing a recording contract (Continued on page 58)

Chappell Into Latin Music

NEW YORK—Chappell and Co. will administer the Mio Mu-sic Co. worldwide, marking Chappell's full-scale entry into the Latin American music field, said Norman Werner, vice pres- ident and general manager of Chappell.

Mio International Records will be an immediate outlet for the catalog, released in the U.S., Colombia, Puerto Rico and Venezuela. The label is negotiating for worldwide re-lease of its label.

Weiser stated that Chappell had sensed a growing potential in the Latin market while simul-taneously seeing a void in the music publishing area. In addi-tion to its publishing and re-recording activities, said Marty Weiser, Mio president, the com-pany would move into audio visuals, commercials, premiums and television production.

2 LP's to Mark Entry of Music Man, New U.K. Label

LONDON — A new label, Music Man, will enter the British music industry with two album releases Nov. 7. The company's supervisor is inde-pendent producer Tony Eden. It will be affiliated with the Unitrack label, but Eden will have complete artistic control.

First releases will be a British blues anthology, "Firepoint" and an album of bass solo by expatriate U.S. virtuoso Barre Phillips called "Unaccompanied Barre." The bassist has played with Peter Nero and jazzmen Archie Shepp and Benny Golson.

Further product by guitarist Chris Spedding and singer Hilda Duffey will follow year. Eden is also looking for female vocalists.

SAR Award Winner List

JOHANNESBURG — The presentation of the 1969 SARI Awards was held at the Wanderers Club, June 9.

The results were:

Female vocalist — Virginia Lee; Instrumentalist — Dan Hill; Male vocalist (Country) — Peter Lotis; Beat — Four Jacks and a Jill; Male vocal group — Ge Korsten; Afrikaans orchestra — Nico Carstens; Female Vocalist (Country) — Min Shaw; Vocal group — Lance James and Min Shaw; Song of the year — "Golden Star" Charles Jacobie; Record of the year (Afrikaans vocal) — "Sing Somewhere" Ge Korsten; Record of the year (Instrumental) — "Sundays Electric" New Afrikaans Boys; Record of the year (English vocal) — "I'm a Fool for You" The Saris is an annual event hosted by Springfield Radio and the member companies of the South African Record Manufacturers and Disdributors' Association. The awards were presented by H.J. Howell, assistant director, Springbok Radio and Regional Services and A.G. McGrath, chairman of the South African Record Manufacturers and Disdributors' Association.

Toned Down Single Enters Italian Chart

'ADRIANO CELENTANO'

number 1

of the Italian song

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OCTOBER 25, 1969, BILLBOARD
Japan Singers Record In Nashville and Memphis

NASHVILLE — Japanese singer Ryoko Moriyama spent a week here trying to get local musicians. Her object was to get enough material for use in a new original song and to give a free performance to the public.

“The purpose of my tour was to get the authentic Nashville sound on record. The kind of music played by Nashville musicians is tremendously popular back home in Japan and this has been a lot of duplication of it by local musicians. But the sound isn’t quite the same. I hope to bring here with the real thing will also appeal to my fans who are not only Japanese and the other in English.

“I came to Nashville for two reasons: to record the song and to see if my idea was feasible. One was to get the authentic Nashville sound on record. The kind of music played by Nashville musicians is tremendously popular back home in Japan and this has been a lot of duplication of it by local musicians. But the sound isn’t quite the same. I hope to bring here with the real thing will also appeal to my fans who are not only Japanese and the other in English.

“ATV Yields—Makes New Northern Bid

LONDON — ATV last week made an explicit bid of £3.25 a share for the outstanding 46 percent of Northern Songs which it does not already own. This move is thought to be bowing to the wishes of the Takeover Panel that the amended offer to the Droken consortium through which it finally gained control of Northern’s publishing outlet should be extended to all shareholders. But that announcement was described as being aimed at maximizing the shareholder’s value and was not accompanied by a statement that settlement had been reached over the sale of the stake of John Lennon and Paul McCartney.

Return to New York of the Beatles, including John Lennon, Paul McCartney, George Harrison and Ringo Starr, has been confirmed. The group arrived in New York on Friday, according to reports from the Port Authority, for two days of business. The Beatles’ U.S. tour is expected to be announced within the next few days.

Paris Plant Humming Again 3 Mos After Fire

PARIS — The Decca RCA Vega France pressing plant, almost destroyed by fire in July, will reach 100,000 disks per day level by the end of this month.

Decca president Andre Jeanneret said that this would be a day shorter than before the July 19 fire at the Tournois, Orne, plant, 30 miles northwest of Paris.

Production at the factory was halted for two months after the outbreak, the company pressing in Germany, the U.K. and Belgium, as well as with several firms in France, including Pathé-Marconi, Vogue and Disques De France.

By the end of September, capacity at the plant had reached 20,000 per day and, by Oct. 15, 30,000 a week continued to replace destroyed equipment. When completed, the plant will operate 40 presses, Jeanneret said.

Without the fire, the firm would have produced a 20 percent turnover increase this year, compared with 1968, but as a result would only be around the 10 to 15 percent mark, in line with the national average, he said.

A main factor in the company’s progress this year, he said, was a 40 percent increase in sales activities, particularly on the singles side with Zager and Evans and in 45’s with Sylvie Vartan and Elvis Presley. Most progress for Decca had been in album sales, both popular and classical.

One problem — single prices. Contrary, Jeanneret said the firm would continue with both for as long as possible, releasing better-known artists still on EP. “Our policy is not as rigid as with other firms as we realize there is a market potential for both long and short releases.”

Album progression, though, was still slow in France, Decca RCA Vega sales “gradually climbing” from 30 to 40 percent increase of total sales. He said he could not foresee album sales dominating the market in the near future: “The market could happen as prices drop.”

Jeanneret also reported that the company soon will install its fourth, and most modern, stereophonic engraving unit, a Neumann model from West Germany.

June’s Disk Sales Soared In England

LONDON — Total record sales in the U.K. for June were £5,000,000, an increase of 37 percent over the June figure last year, according to figures just released by the Board of Trade.

Production also climbed sharply last year, with 30 percent increase over June 1968. Sales for the first six months of 1969 increased by 25 percent, total sales by 27 percent over the second quarter.

In the first half of this year there was an over-all production increase of 15 percent compared with the first six months of last year, and an increase in total sales of 9 percent. Export sales climbed by 27 percent for the same period.

Board of Trade also notes (Continued on page 88)

Beatles, Cole, Sinatra Issues To Mark EMI’s 8-Track Entry

LONDON—EMI enters the 8-track tape cartridge market in November with the launch of the Beatles, Nat King Cole, Frank Sinatra and classical releases.

Recommended retail price of the cartridges will be £5.70 popular and £6 classical, with a display unit for £250.

According to EMI, 60 percent of initial production has been guaranteed to independent distributors.

The Beatles cartridges will be available to dealers as of Friday (11) and will be featured at three major display stands at the Earl’s Court Motor Show — those of Motorola Ltd., Jevan Electronics and Smiths Industries.

Sales aids for the cartridges include a new comprehensive catalog of EMI tape product and a pamphlet explaining the operation of tape cartridges. Display units are also being provided.

The new cartridge releases under in a revised tape policy at EMI. There will be combined boxed sets; the release of cartridge and mono and stereo reel-to-reel are possible, cartridge and record releases will be simultaneous.

The year 1969, which comprise the initial issue are the Beatles’ “St. Pepper’s Lonely Hearts Club Band.” The Ron Goodwin Orchestra playing “Legend of Glass Mountain,” “Blue and Silver Fraternity” and “Frank Pourcelt’s Orchestra in ‘The Importance of Your Love’ and “Best of” cartridges by Frank Sinatra, Nat King Cole and other artists.


“Waltz of the Flowers” will be issued by EMI in January, from which time they will be included in the company’s bimonthly tape release policy. The cassettes will be reduced in price Saturday (11) to 56 percent of recommended retail price range of the cartridges.

UA Publishing Take In U.K. Is Doubled

LONDON — Success of United Artists’ publishing activities in the U.K. during the past year has more than doubled the 1968 gross, President Mike Stewart stated during a recent visit.

Stewart, visiting for a four- day publishing conference attended by 30 record company and publishing heads from Europe, the U.S. and Japan, said that 1970 projections would exceed 1969 by a minimum of 50 percent.

Stewart described the publishing success achieved through the use of the music “Hair,” said Stewart that this had been of tremendous importance in helping to change UA’s establishment image, as well as being a major money-spinner as “the most successful musical of all time.”

EVIL NEXT WEEK

“A lot of young writers realized that UA is not a starchy company and brought a lot of new material to us,” said Stewart, who counts the acquisition of Peter Sarstedt among UA’s best recent deals.

Much of UA’s forthcoming recordings and publishing activity will center around current U.K. film production.

Stewart revealed that Lou Armstrong has been signed to record the John Barry-Harry David song, which will be heard over the credits of the new James Bond film, “On Her Majesty’s Secret Service.” It premiers worldwide on simultaneous release Christmas.

Another forthcoming film, “Gaily Gaily,” will have a score by Henry Mancini, which will be the composer’s first LP for the label.

Concerning the Beatles “Get Back” music-documentary feature, which is expected to be distributed through UA at the end of the year, Stewart said that both sides are “still talking.”
By MICHAEL WAY

PARIS — What was to be France's first venture in the current trend of mass adventurism avant-garde jazz and pop music festivals will now be held in Belgium, Friday-Tuesday (24-28).

The festival, planned by Jean-Luc Young and Jean Geor- gianarkos, joint directors of the aspiring BYG Record Co. and culated Festival Actuel, was originally to be held in Paris' Parc Saint-Cloud.

Venue was later changed to the Bois de Vincennes, also in Paris, and changed again Oct. 14 when it was forbidden by Paris regional police, who worried about the mass of young people expected to attend the concerts.

Audiences for each of the six concerts were estimated to be at least 10,000 at an all-in price of $11 (60 francs).

The festival will now be held in Tournai, Belgium, a town just over the France-Belgium border and the nearest foreign location to Paris.

Young, who helped found BYG Records 18 months ago, said the festival, due to cost $90,000, was to lose some $18,000 in spite of backing from Radio Luxembourg, ORTF — the State Radio-TV network, and Ricard, the liquor pro-
ducers.

Deciding with the five-day festival, to be held under can-
vus, will be the release by BYG of 30 avant-garde jazz and pop LP's, recorded in Paris over the last three months. Dis-
tribution is by CED.

The festival's major attrac-
tions include jazz artists Archie Shepp, Pharoah Sanders, Don Cherry and John Surman, and pop and blues groups Ten

Disk Sales Soaring

• Continued from page 85

that the proportion of export sales to total sales rose from 16 percent in the first half of 1968 to 19 percent for the same period this year.

MUSIC SCENE

really excites me.

If you're looking for a

What am I . . . chopped liver?

Polydor's New Yule Series

LONDON — Following last year's sellout success of a special limited edition of three-al-
bum set of Christmas records, Polydor has compiled a similar series to be marketed next month in resul-
ting from a five-day sales coup.

BYG Records have signed an exclusive contract with Shepp for all territories outside the U.S. and Canada and sold worldwide rights to several other U.S. jazzmen.

Young considered the festival, planned over six months, could start an organized avant-garde jazz movement in Europe with Paris as its center. He is already planning a similar festival for the spring, which would be of free admission.

We now want to stage a se-
ries of avant-garde jazz con-
certs and issue more jazz albums on BYG, financed both by the record side of the business and the 20 disk retail shops operated in Paris and the Prov-
cinces by Georgianarkos. For such music and for such fes-
tivals there must be no financial barrier in the way.

Radio Luxembourg will broad-
cast the Festival Actuel ex-
clusively on radio while the ORTF and a private firm are to make feature films for later TV and cinema networking.

BYG, who earlier this year released a 20-album set, Ar-
chives of Jazz, taken from the New York Savoy catalog, are also interested in the Festival to pro-
 mote a major program of avant-
garde jazz and pop music re-
cording made in conjunction with the Paris Savarar Music publishers. A catalog of 300 albums is planned over a longer period, starting with the No. 30 to be released simultaneously with the festival.

Young commented: "We are now releasing a highly exploitable product with a truly int-
ernational market, unlike many French companies who concen-
trate too much on home sales. Through our U.S. and Lon-
don agents (BYG man in Lon-
don: "But the bookings were already assured of success.

Japan Singers Record

In Nashville and Memphis

• Continued from page 85

MEMPHIS — Sho-Kan. Japan's top selling rock 'n' roll re-
cording artist on the Philips label, has recorded an album in Memphis using Memphis mu-
icians.

The session on 20-year-old leader of the group the Temp-
sters, Sho Kan, was produced by Masa Horino, producer for Nippon Vic-

tor Records in Tokyo, Stan Kes-
lar, producer for Phila-

deph Studios and Dickie Lee, writer, singer, for Rivertown Productions.

Sho-Kan, born Kenichi Hag-

iwa, has sold millions of rec-
ers in Japan with his three al-
bums and seven releases includ-
ing his hit single selling "Legend of Emerald.

"Why, Memphis"

"We wanted to be the first from Japan to try and get Memphis Sound. We have great musicians in Tokyo, but they know how to play American jazz. We know it cost about three times as much to record in Memphis as it would in Tokyo, but it's worth it," said Sho Kusano, president of the Earth Em-"early to see a real free exchange market in the U.K. We have a secretariat staff who run regularly turning out a newsletter and places Love Affair, Marmalade and other groups in the company's Bond Street studios.

Said Derek Everitt, head of Polydor: "I think that this year the percentage of independent producers in the independent sector is about 50-50. Five years ago it was 100 to 0."
Things You'd Better Know About Rod McKuen

1. In the last two years, he has sold more books than anybody. Now, his record career is catching up. Fast.


3. His newest album—Carnegie Hall Concert (1794)—is McKuen's fastest-selling album ever. It's outselling even his Greatest Hits album.

4. Frank Sinatra's new album, A Man Alone, was written in its entirety for him by Rod McKuen. Mr. Sinatra doesn't do that for everybody.

5. Now, Rod McKuen is ready for the singles market: his new single, "Bring Her A Rose," sounds very probable. It is Warner Bros. #7346.

On Warner Bros. Records, Where Things Are Moving Faster Than We Can Count
GRASS ROOTS—HEAVEN KNOWS (Prod. Steve Barri) (Writer: Price-Walsh) (Epic, BMI)—followed up their Top 20 smash with "I Want a Million Years," the inspired soft ballad that tells of aching love for one that has slipped away. They follow it with "Can't Get Started," a good vocal ballad performance. Flip: Don't Remember Me (Moulin, BMI). Decca 47-1057.

**TOP 20 POP SPOTLIGHT**

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

YOUNGBLOODS—SUNLIGHT (Prod. Blackwood, BMI); ASCAP.—The group returned to a high spot on the Hot 100 with their powerful "Get Together," and this follow-up, cut from their "Sixth Sense" album, should keep them singing high. Exceptional vocal work and production by Charles E. Baroni. Flip: "There Is a Man in My Bed." (Epic, BMI). Atlantic 4576.

**TOP 20 POP SPOTLIGHT**

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

*ART LINKLETTER* — WE LOVE YOU, COLLECT (Prod. Invis. 5 Arts) (Writer: Mark-Carruthers) (World)—Linkletter's message is one which is important and must be heard through to the end. His appeal is an emotional and moving one, and with sincerity, it is sure to be followed by sales that will equal his interest in the charts. Flip: "I'm a Man in My Bed" (Brenton, BMI). Atlantic 4576.

**TOP 20 COUNTRY**

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

BUCK OWENS & BUCKAROOS—BIG IN VEGAS (Prod. Ken Nelson) (Writer: Owens-Stafford) (Blue, Exclus./Cork, BMI)—Owens will soon be riding high on the country charts with this exceptional piece of material penned by the artist along with Terry Stafford. Should prove a Hot 100 winner also. Flip: "White Satin Bed" (Blue Book, BMI). Capitol 2464.

DAVID HOUSTON—BABY, BABY (I Know You're a Lady) (Prod. Billy Sheehan) (Writer: Wilmes-Henry) (Ballade, BMI)—Houst in has one of his best vocal performances to date with this, a blueprint song that should be 'a major hit. Similarly, this quartet should give the top country programmer with lots of pop appeal. Flip: "That Lovin' Thing" (Angie). BMI. 4625039.

CHARLEY PRIDE—(I'm So) AFRAID OF LOSING YOU AGAIN (Prod. Jack Clement) (Writer: Owens-Stafford) (Gold, BMI)—Charley Pride's "(I'm So) Afraid of Losing You Again" (AL Gee, BMI) has been riding high on the Top 100 chart and is sure to make it to the Top 20. His next single could easily win him a second Top 5 hit. Flip: "Anytime" (Carrara). BMI. 4704059.

PORTER WAGONER—WHEN YOU'RE NOT YOUR HOT (Prod. Bob Ferguson) (Writer: Putney) (Bluegrass, BMI)—Sure to quickly prove a major hit and it will soon have the same look on the charts. Exceptional performances and arrangements. Flip: "A Good Chance of Taylor-Fantiat" (Stronge). BMI. 74-1005.

BOBBY BARE—GOD BLESS AMERICA AGAIN (Prod. Jack Clement) (Writer: Durham) (Gold) (BMI)—Sure to quickly prove a major hit. This ballad is on strong with this follow-up to its release "Which One'll Be" winner, and will offer a perfect vehicle for Bare to impress the pop and country radio audiences. "I'm a Rocker," both in both of sales and sales. Flip: "Baby, What Else Can I Do?" (Katra). BMI. 4642564.

JACK GREENE & JEANNIE SEELY—WISH I HADN'T TO MISS YOU (Prod. Owen Bradley) (Writer: Kirby-Cashen) (Free, BMI)—Teaming for the first time are Greene and Seely and that "Don't Know Me" set, and this sure is proof to impress the country chart banner, both country and pop. First rate musical and commercial promise by a new pop flip. "I'll Miss You" (Excalbox, BMI). Decca 32580.

FESS PARKER—COMIN' AFTER JINNY (Prod. Ronnie Light) (Writer: Serinlove) (16th Ave., BMI)—Composed by Don Silberkreis, who wrote Johnny Cash's #1 country smash "A Boy Named Sue," this ballad material marks Parker's return to the disk charts. He's a rock item and will quickly prove a perfect pop experience. "Baby Are You On Your Way?" should prove to impress. Promotional and arrangements. Flip: "I'm a Rocker" (Serinlove). BMI. 4704039.

CHART

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

BOB LOONER—The Bow (All Capitol, BMI). SPIC 570825

DAVID ROIDERS—A Whole Card Toss (Cranum, BMI). COLUMBIA 644507

CARL PERKINS—C. R. RIDER (You're So Bad) (Eadmore, BMI). COLUMBIA 644992

BOBBY LORD—Rainbow Girl (Contesion, SEALS). DECCA 323758

PENNY DE HAVEN—Down in the Bendicks (Lomax, BMI). UNIVERSAL 6421

EARL SCOTT—Everybody's Got Their Own Little Thing (Window, BMI). TOP 261

CHARLIE IYIATGORE—TWENTY—Feels So Good (Pamper, BMI). KARK 935

THE PICKERING BROS.—Going Down to the River (Window, BMI). TOP 264

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

SAM & DAVE—Oh, Oh, Oh, Oh (Prod. Tom Dowd & Jerry Wexler) (Writer: Westfield, BMI)—The duo offers a solid rocker that should quick. Proper production is the key to its success. Atlantic 6588.

AL MARTINO—I Started Loving You Again (Prod. Vesta Gilmore) (Writer: Mogul, BMI). Atlantic 4576. This is a top recorder as he offers a pretty vocal duet to his numbers. Atlantic 4624.

JOHNNIE TAYLOR, EDDIE FLOOD, WILLIAM BELL, PERVIS STAPLES, CARLA TAYLOR, LEOTA CANTRELL, JACKIE WATKINS—Blues Band (Prod. At Bell) (Writer: Barry, BMI). Atlantic 4576. This is a Top 100 item that has all the marks of a good soul item, with sales to follow. Max 6504.

KENNY D'ELL—Givroy Entertainments (Prod. ARB Prod. & Kenny D'Ell) (Writer: O'Neill) (Cherokee/Chesney, BMI)—This "Beautiful People" man is back with a potent new entry that should pick up a spot high on the Hot 100 and bring in the sales. White Whale 321.

CLIFFORD CURRY—Break My Mind (Prod. Rissi Cason) (Writer: Lassodanker) (Windwood Side, BMI). The recent George Hamilton IV covering his material penned by John D. Lassodanker, is a favorite for this cool interpretation of Curry, and should be soon high on both the Soul and Hot 100 charts. Ele 10053.

MORRIS TABERNACLE CHOIR & PHILADELPHIA BRASS ENSEMBLE—Day Shall Emp (Prod. Thomas Frost) (Writer: Harris) (Kaes, ASCAP), Morris is moving quite a buzz on the title that successfully get to the top, and is moving strongly sung by the William Tabernacle Choir. The group is associated with the Philadelphia Brass Ensemble. Columbia 4-4031.

ELECTRICAL PRIMS—Finders Keeper, Lasers Weapon (Prod. Dave Maggino) (Writer: Neil-Lewis-Davison) (DARA). ASCAP Group has a sure-fire contender for Hot 100 honors, with this nifty vocal ballad, fueled by strong production and sales with play and play dates. Proper 0506.

JERRY REED—It's Too Big to Fail (Prod. Billy Sherrill) (Writer: Melton, BMI). Atlantic 4624. Reed's latest single has been making great inroads to the charts, and is sure to earn them higher. Capitol 3207.

COMMON GROUND—A Song That Never Comes (Prod. Cashman, Prefill & West) (Writer: Cashman, Prefill & West) (Columbia). ASCAP—David Reed's second chart fillet to the Hot 100, and is a perfect example of the type of material and songs that will prove to be a strong hit on the Hot 100. Columbia 642009.


ECKO LIGHT & LIGHT BRIGADE Featuring MALCOLM BLOOM-Daughter (Prod. John Wilson) (Writer: Burruchazar). Atlantic 4624. A solid rhythm material, the group has been riding the LP charts, and should make their mark on the Hot 100. Columbia 642009.

OCTOBER 25, 1969, BILLBOARD
Potential giant...U.S.A.

WHICH WAY
YOU GOIN' BILLY?

#1 throughout Canada
Gavin Report - 4 consecutive weeks
THE GLASS HOUSE
Crumbs Off the Table

Residing in The Glass House: music, talent, excitement. The stuff of which hits are made. Watch "Crumbs Off the Table". The Glass House is coming home.

9071
Ever since the world began
There's always been a certain man
A certain man has been put down
Sure as the world goes 'round.
He's always had to fight, fight, fight
For what he knows is right.
Ever since the world began
There's always been a certain man.

Now he wants to be free, free, free
So he's him be, be, be.
He wants to be free, free, free,
Is that so hard to see?
He's had all he can take
And so for heaven's sake,
Let him be free, free, free.
Just like a bird in a tree
He wants to be free.

All aboard the freedom train
Throw away those rusty chains.
Rusty chains have shown their might
And we can't see what's right
Until the day we stand.

All equal in God's land.
All aboard the freedom train
Throw away those rusty chains.
Now he wants to be free, free, free.
Another Place Another Time
Jerry Chesnut

Passkey Music, Inc.
Jerry Chesnut

Cedarwood Publishing
Rivers Music
Jim Webb
Bobby

Stallion Music, Inc.
Bill

Tree Publishing
Glaser Publications,
Johnny Cash
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Earl

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and
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would like to thank
TEN YEARS AFTER / JETHRO TULL / JOE COCKER / SAVOY BROWN / SPOOKY TOOTH / FREE
as well as their directors
Chris Blackwell, Terry Ellis & Chris Wright
for their cooperation in helping make their
American tours such overwhelming successes

...and more to come this Fall: King Crimson / Blodwyn Pig / Liverpool Scene / Chicken Shack and Clouds

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DEE ANTHONY, President
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When we say GRT handles hot tapes, you know what we mean. We mean hotter than...