Motorola's Galvin to Address Tape Forum

NEW YORK — Robert W. Galvin, chairman of the board and chief executive officer of Motorola, Inc., will cap the Billboard Publications, Inc., Tape Cartridge Forum as the luncheon speaker during the closing meeting of the four-day conference.

The Tape Cartridge Forum will be held Aug. 3-6 at the Hotel Mark Hopkins, San Francisco, under the joint auspices of Col. Reissues Reap Harvest

By BRYD KIRBY

NEW YORK — Columbia is mining catalog gold through its numerous repackagings. Through the end of last year repackagings accounted for more than one million units sold in a one-year period. The last week in June found 19 Columbia albums on the Classical Chart, 10 of which were repackagings.

All five albums in the new composers’ ‘Greatest Hits’ series have scored in sales (Johann Strauss, Chopin, Bach, Mozart (Continued on page 47)

Radio Forum: Trendsetter Awards & Black Job Plea

NEW YORK — The establishment of a special series of awards to honor trendsetters in radio programming was announced Sunday (22) at the final luncheon of the second annual Billboard Radio Programming Forum. The luncheon wrapped up an intensive four days of programming meetings and educational roundtable discussion sessions attended by more than 500 of the nation’s leading radio experts. The next issue of Billboard will contain full coverage of the Forum.

In announcing the formation of a Billboard Trendsetter Award, Billboard publisher Mort Nasatir said that five separate awards would be presented in the category of radio. Awards will be presented to a station, a general manager, a program director, a music director, and an air personality—all who have led the way in some unique aspect of programming during the past year.

These five radio awards will be presented at next year’s Radio Programming Forum which will be held June 18-21, again at the Waldorf-Astoria.

In addition, other Trendsetter Award winners will be presented at next year’s Radio Programming Forum.

SERVICE AWARD GOES TO WDIA

NEW YORK — WDIA, soul-format station in Memphis, received the first annual Billboard Community Service Station Award Sunday (22) at the final luncheon of the Billboard Radio Programming Forum at the Waldorf-Astoria Hotel. Accepting was Egmont Sonderling, president and owner of the station. The award for an individual program went to WBZ in Boston for its “T Group 15” show. Accepting was program director Tony Graham. Special citations for community service went to WSB, Atlanta; WLIB, New York; WLYA, Lynchburg, Va.; WPOP, Hartford, and WWVA, Wheeling, W. Va.

3M Creates 1,200-Selection Background Music System

By PAUL ACKERMAN

NEW YORK—3M has developed a new background music unit, holding 1,200 selections. The company plans to test market the unit starting Aug. 1 in three areas. It is anticipated that national distribution will be achieved by January, 1970, according to R. E. Lindgren, Project Manager, 3M Background Music.

The new unit, Lindgren added, will be leased. It is two-thirds the size of the current 3M background music unit, and is called the 3M Cantata Mark 11, 3M current background unit, which holds 700 selections on a cartridge, is the 3M 700 Cantata. The latter is sold rather than leased.

Lindgren noted that the new (Continued on page 8)

Jazzmobile Gets Atl. $2,500 Fuel

By MIKE GROSS

NEW YORK—Atlantic Rec-

ords has taken the lead in

supporting Jazzmobile’s cam-

paign for record industry back-

ing. Atlantic is contributing $2,500 to not only needed to maintain Jazzmobile’s administrative and (Continued on page 86)

Radio Forum: Trendsetter Awards & Black Job Plea

NEW YORK — The establishment of a special series of awards to honor trendsetters in radio programming was announced Sunday (22) at the final luncheon of the second annual Billboard Radio Programming Forum. The luncheon wrapped up an intensive four days of programming meetings and educational roundtable discussion sessions attended by more than 500 of the nation’s leading radio experts. The next issue of Billboard will contain full coverage of the Forum.

In announcing the formation of a Billboard Trendsetter Award, Billboard publisher Mort Nasatir said that five separate awards would be presented in the category of radio. Awards will be presented to a station, a general manager, a program director, a music director, and an air personality—all who have led the way in some unique aspect of programming during the past year.

These five radio awards will be presented at next year’s Radio Programming Forum which will be held June 18-21, again at the Waldorf-Astoria.

In addition, other Trendsetter Award winners will be presented at next year’s Radio Programming Forum.

SERVICE AWARD GOES TO WDIA

NEW YORK — WDIA, soul-format station in Memphis, received the first annual Billboard Community Service Station Award Sunday (22) at the final luncheon of the Billboard Radio Programming Forum at the Waldorf-Astoria Hotel. Accepting was Egmont Sonderling, president and owner of the station. The award for an individual program went to WBZ in Boston for its “T Group 15” show. Accepting was program director Tony Graham. Special citations for community service went to WSB, Atlanta; WLIB, New York; WLYA, Lynchburg, Va.; WPOP, Hartford, and WWVA, Wheeling, W. Va.

3M Creates 1,200-Selection Background Music System

By PAUL ACKERMAN

NEW YORK—3M has developed a new background music unit, holding 1,200 selections. The company plans to test market the unit starting Aug. 1 in three areas. It is anticipated that national distribution will be achieved by January, 1970, according to R. E. Lindgren, Project Manager, 3M Background Music.

The new unit, Lindgren added, will be leased. It is two-thirds the size of the current 3M background music unit, and is called the 3M Cantata Mark 11, 3M current background unit, which holds 700 selections on a cartridge, is the 3M 700 Cantata. The latter is sold rather than leased.

Lindgren noted that the new (Continued on page 8)

Jazzmobile Gets Atl. $2,500 Fuel

By MIKE GROSS

NEW YORK—Atlantic Rec-

ords has taken the lead in

supporting Jazzmobile’s cam-

paign for record industry back-

ing. Atlantic is contributing $2,500 to not only needed to maintain Jazzmobile’s administrative and (Continued on page 86)
Their first song heard in America was “These Eyes.” It sold a million copies. Their newest single’s called “Laughing.” No wonder.

The Guess Who
“Laughing” C/W “Undun” #74-0195
Iannucci Plans 'New' Step Up

By ELIO TIEGEL

LOS ANGELES — Sal Iannucci, president, takes hold of the firm's reins next Monday (7) after a month of what he terms his orientation period.

Iannucci's point of view is that Capitol has to become more involved in the contemporary music scene so that the new company's coincidental debut of the company's new circular logo design which recently acquired the Capitol tower identity.

Iannucci hints the label to be more aggressive in developing product which will land on the nation's airwaves.

The 41-year-old executive, whose title is business administration, said he has no plans to bring in any outside executives to run Capitol's new wave, but its growth will be attained by utilizing present management, which he says has helped Capitol attain its successes.

Iannucci said he and Stan Gottlieb, Capitol Industries president, think alike about many matters, which makes the open door to opportunity

39 New LP's, Catalog Flood Atl. Meet With $4 Million in Orders

NEW YORK — Atlantic-Avio tacked up more than $4 million in orders from distributors at the company's summer sales meeting earlier this week here, Chicago and Los Angeles. The orders, which were the second highest figure reached at any Atlantic-Avio summer sales meet, came from 39 new albums and catalog product.

Ahmet Ertegun, Jerry Wexler and Nesuhi Ertegun introduced the firm's new LP release, one of the biggest for Atlantic-Avio, with 24 albums on Atlantic and 15 on Atco. Among the top-ordered artists were Aretha Franklin, Tish Hinojosa, Al Green, David Newman, the Sweet Inspiration, the Staff, Dion, the Young Drells, Joe Tex, all on Atlantic. Among those featured on Atco were the Bee Gees, King Curtis, the New York Rock & Roll Ensemble, and Cher.

In addition to the unveiling of new LP's, a preview of new Atlantic and Atco singles put into the spotlight new discs by Jimi Hendrix, Buddy Holly, Bob Dylan, Wilson Pickett and Crosby, Stills & Nash.

At the meeting, the firm's executives introduced the Atlantic's special summer sales program and the large co-operative advertising budget tailored for the firm's new releases. The co-op ad program covers both radio and newspaper advertising with selected radio and newspaper agencies.

All Atlantic and Atco releases introduced at the meet-

Vanguard's 4-Track System

By FRED KIRBY

NEW YORK — Vanguard Records is preparing its first "Surround Stereo" release: "a new high-fidelity recording system, capable of reproducing music and the acoustical properties of the auditorium in which it was recorded."

The system utilizes four speakers: two in front of the listener and one to the left and right as in normal stereo, and a fifth one in front of or behind the listener.

The sound is stereo to the listener and right to the rear of the listener.

Seymour Solomon, Vanguard president, explained that his company's new system under the new system was scheduled for mid-September in a tape recorder or cassette configuration. He said he was conferencing with several record manufacturers and equipment manufacturers on the reproduction system that will be used.

Among the major advantages of "Surround Stereo," he said, is the replication of the actual acoustical properties of the auditorium recorded and the sound listener would hear.

"Surround Stereo" also has impressive effects for pop music with three of the four tapes in this area: "David's Album" by The Beatles, "Sailor's Lament" by Buffy Sainte-Marie, and "The Amazing Electric Sound of John McLaughlin" performed by his band.

"Surround Stereo" also has the ability to record in stereo and some of the recording companies are also possible of the three-dimensional recordings being awarded patents for the concept.

The system utilizes four speakers: two in front of the listener and one to the left and right as in normal stereo, and a fifth one in front of or behind the listener.

"Surround Stereo," the front two channels are recorded as in conventional stereo. At the same time, two additional channels are recorded at one of the theoretically placed microphones directly behind the listener or to the left and right of the auditorium.

In addition to capturing the reverberation of the hall, the system can be used in large works, such as the Berliner "Re-

Tec Plans 'Modern' Image Push on Hurok

LOUISIANA — Trans-continental Entertainment Corp. will move to change its name with companies that are involved in Hurok Productions, a rhythm and blues company.

As an agency man, Schiffman worked on dates for such groups as Arlo Guthrie, Whoopi Goldberg, The Butterflies, Doors, Janis Joplin, Big Brother and the Holding Company, The Marshall Canners and Fairy Joe and the Fish, Mothers of Invention, Canoe, Heat and Steppenwolf.

The expansion of TEC here has resulted in the Transcontinental Entertainment Corporation purchasing the American International Pictures Building on Sunset Boulevard. TEC hopes to move there within two months.
U.K. Musicians Strike Back

—Slap U.S. With Same Ban

LONDON — The Musicians Union (MU) has banned American groups from appearing on British television, a protective move following a similar embargo in the United States by the American Federation of Musicians (AFM).

First group to be affected by the ban was Buddha's Ohio Express, which had a booking for BBC-TV's "Top of the Pops," canceled. The CBS combo Paul Revere and the Raiders, who had agreed to fly back from the Continent to appear on the show, also had to pull out.

The MU's assistant general secretary, Harry Francis, explained that there was no quarrel with AFM, but the American action left the MU with no option because it was concerned that existing contracts would not be affected unless the AFM made a similar statement as well.

"Many observers here feel that Ohio Express was being used as a scapegoat in a situation over which the MU has no control and that is also surprising in some quarters that the MU had not objected earlier," he said.

Four months ago, the MU, vexed that the BBC was planning to broadcast Louie Louie for a Trio show, contrary to its wishes, informed the corporation that it did not give its approval on the work permits for other than existing contracts.

This ban has never been lifted, although confusion exists both

Young: More Black Jobs

— Continued from page 1

tions ... but you can do better." He said he thought the reason why the reasons for a black were moral, patriotic, or the sexist-interest was the fact that he was not worried about the reasons, so long as he was not.

To provide an incentive for blacks at lower levels on the staff, the company started track, a man at the vice-president level. This man would serve as a symbol for the advancement of blacks to other blacks, much as Jackie Robinson did for black baseball players.

Moreover, the Hunts were a good black basketball players. Earlier, he pointed out, a lack of interest in the Hunts would have dared claim that the country was in no serious trouble.

There are tremendous gaps in the standard of living between white and black peoples, and "blacks were not only aware of this gap, but aware of the fact that it was growing.

Rapping those elements calling for law and order, Young pointed out that the recent mass of law was created by Adolf Hitler. "Why is it that when blacks refuse to listen to a crisis ... they are not even on the basis of intelligence, but that's reality at stake," he said. He said he was asking "what kind of human being are you who will fight to the death of the black"

GRT's Pye Deal a Global Step

LOS ANGELES — GRT's joint business venture with Pye Records, designed as an initial step in a global thrust by the American company.

GRT, a newly born company, is designed to create a new publishing company, is trying its sights to the world. The new company will be headed by Keith Bayley, GRT president. Of prime importance is Europe, where the company already holds tape licensing agreements with several record labels. The initial step of that goal was affiliating with Pye Records, which is one of the leading United Kingdom record company with a long established name in the United States, said Bayley.

Pye, a wholly owned subsidiary of Associated Television Corp., and GRT, traded over 90 percent of their business in the United States and jointly owned U.S.-based record company. The label will have a license from GRT and, in theory, will have access over all management direction coming from GRT. This is a name for the GRT-Pye finan securely written firm and a representative will be named shortly. Tom Bonetti, manager of GRT's recorded products division, will provide the U.S. company with its basic direction. The new firm will market the available Pye Records catalog, and also will record American artists. The new firm will be set up with no more than 50 albums and about 100 singles per year, including (Continued on page 76)

Autsy Back in Saddle As a Co-Owner of Complex

LOS ANGELES — Gene Autry rides again. The million-dollar sportsman and veteran member of the rodeo circuit, whose music career is returning to the music business an absence of several years. Autry will be a partner with country music publisher Charlie Austin and Josephine recording and publishing complex here.

He has bought the shares in Ridgeley Music formerly held by J. L. Frank, Adams retains the remaining stock in this old-line (1937) company. Its copyrights include "You Belong to Me," "I Will," "Sole Poke" and "Angels in the Sky," among others.

The two principals have merged with the bands of musical groups in the KPMC studios at 5939 Sunset Boulevard, which moved to new quarters eight months ago.

Plans are to build a recording studio in the building, which will be the headquarters for the following firms: Republic Records, Majestic Records, Cathedral Records, Records, Melody Ranch Records, KPMC, Golden West Music and Columbia Records.

Adams and Autry will use outside producers to create products for Republic and its labels which will be broken down into musical schools. Republic will function as the parent for such groups, Fabre Robinson working on the label, who both religious label, Majestic will specialize in pop and rhythm and blues, using such producers as Jimmy Haskel and Alvaro "Mong" Roy, Melody Ranch will function as a second country label.

Autry, who recorded for Columbia, Mercury, and Capitol Records, will cut modern songs. Adams said the company plans to sign 10 albums of standard material.

Trendsetter Awards Set

— Continued from page 1

Awards in the music field for sound, composer, etc., will be made under another function to be decided. The Forum, held June 19-22 at the Waldorf-Astoria Hotel, was hailed as the most educative event of its kind in radio. It follows by a few weeks of an International Music Industry Conference sponsored by Billboards, Los Angeles. It will be held Aug. 6-3 in San Francisco.

Plans are already under way for next year's Radio Programmers Convention to be held in Los Angeles, but coast-to-coast are being asked for suggestions on topics and speakers.

Cap's Closer

Indie Policy

LOS ANGELES — Capitol is developing new management responsibilities for dealing with independent producers and artists. Newly named director of independent labels, Ken Mansfield, has been brought in to head this office for these outside companies.

Mansfield will be the liaison man in areas of sales, promotion, merchandising, marketing, and special events. Mansfield's background with the company has been in the national promotion and sales area. He is expected to come in and use this expertise in working with firms already being distributed through the company.

Kaplan Sets Up

EMKO Talent

NEW YORK — EMKO Tal- ent Associates Corp. has been formed with over $500,000 investment in Fifth Ave. An independent production firm, EMKO also is in production publishing through EMKO Music (BMI), management, record production and sales, and supplies a placement service for acts. The firm's first act is the Warner Brothers, whose debut album, "EMKO," is due early this month on Jubilee. The four-man group is performing in New York before taking a London TV show.

Executive Turntable

Ronald S. Kuss named head of MGM's music activities—including MGM Records and Robbins Music Corp. Kuss will have the assignment to supervise the Music Group of the top spot at MGM was reported in Billboard. May 31) Kuss, 34, spent the past decade in Europe, holding executive posts in record publishing and publishing, and managing the offices of several music publishers and organizations. Kuss then organized and organized both Apple Records and Apple Music Corp. Prior to his association with the Beatles, he was overseas director for Liberty Records.


Joel Hochdorf named to the newly created position of marketing manager, Decca Records, acting as liaison with the company's marketing executives at distributor level. Torbert joined Decca as staff assistant in the promotion and promotion and promotion manager for New Deal Records New. He will be based at the West Coast.

Evon Cooper named associate publicist for Tetragrammaton Rec- arations. Cooper formerly was publicist in Ten's New York head- quarters for the Capitol Records, Columbia, and West- wood Records. He continues as director of eastern operations.

Lisselle appointed vice-president at Dino Productions and the Sound Business, LA. She joins the firm from Columbia Records.

Edward A. Wansisco named vice-president of Art Records, Miami. Previously he was general manager of George Vending Co., Inc. and George Wansisco Co., Hollywood, Fla.

Gary Blair, former director of special projects for Kragen, Smokey's Records, now with Record World, named vice-president, general manager. He will be responsible for the TV endeavours of the firm's fleets.

Neil H. Biust of Nashville has joined Russell-Coleman, Inc. to direct sales for Wilson, A&M Records, Los Angeles.

Jerry Ruderman joins Screen Gems-Columbia Publishing as house counsel after two years with Columbus Pictures where he was in contracts. Owen M. Tyler's named assistant director of international operations, Automatic Radio, Melbourne. Previously he was export division supervisor with C. H. Powell, division manager of London, direct sales to distributors of Metro Encores, record merchandiser. Friedman has been with Metro for nine years and most recently was assistant to Sol Klein, who joined Metro in 1965 and was previously vice-president of the Metro-Columbia division. She will now act as vice- president for the parent company.

And Danzico, ITCC's national accounts manager, has been named national sales manager for the firm. Replacing him will be Bob Spencer, formerly with Capitol and Dot Records. ITCC's Mid- west representative will be Bob O'Connell, who was previously with Decca and Dot. In New Orleans, ITCC will be represented by Jeff Forte, who will join the firm. Only with Certified Electric, the company's sales representative in North and South Carolina. Lou Flax named national promotion manager for ITCC's record division.

Marty Weisberger appointed A&R co-composer for Polydor, Inc. Weis-inger, recently recording manager for the Polydor department.

Jinus Murray named publicist for Jerry Ross Productions Inc., working on the Heritage and Colosus labels.

Leslie Uggams TV'er to

Zoom in on Black Culture

LOS ANGELES — The Leslie Uggams Show" debuting on CBS-TV Sept. 28, will reflect the bright image of black American entertainment. Scheduled as the fall replacement for the "Shoestring Weekend Comedy Hour," canceled by the network in April, the new entertainment show will be devoted entirely to the talents of black performers, acts, and entertainers-hosts.

"'Blue and Green' Master to Atl.

NEW YORK—Atlantic Rec- sounds and new master of "Blue and Green" by the Touch from Frank Leuna, Vercico and Vincent Castellanos, owners of Leuna Records.

JULY 5, 1969, BILLBOARD
In 1960, Percy Faith took the theme from the movie "A Summer Place," added a backbeat and turned it into the year's most popular song. Now, in 1969, another artist has recorded the song instrumentally and is getting airplay. Percy immediately got to work. He recorded a new version, a vocal version, with a chorus and the sound of today. Percy wants his song back and when you hear his brand new record, you'll immediately know why Percy's going to get his way. And why this is the one for all time that will belong to him.

PERCY FAITH'S NEW THEME FROM "A SUMMER PLACE"
ON COLUMBIA RECORDS®
Music West to Handle RCA, Merc. in Calif.

SAN FRANCISCO—Music West, an independent regional music company with a significant national presence, has acquired the rights to call itself RCA, Merc. in California. This is a major development in the music industry, as it will allow Music West to handle RCA and Merc. in Western California.

Merger OK'd with Craig

LOS ANGELES—Shareholders of Magnavox Music Corp. and Craig Corp. have voted to merge the companies, effective immediately. The transaction will be led by Craig executives.

Fee in Memphis to Mark Hi's 10th Yr., Meet Opener

MEMPHIS—A grand opening at the Rivermont Hotel is slated for the evening of July 17, commemorating Hi's 10th anniversary celebration. The event will be attended by Willy Mitchell, and other prominent figures in the music industry.

Merger with Craig

LOS ANGELES—The merger of Magnavox Music Corp. and Craig Corp. will be led by Craig executives. The company is expected to be called Magnavox Music Corp. after the merger.

In This Issue

Seminar Spotlights Black Music

BY JOHN HAMMOND

BLOOMINGTON, Ind.—The subject of black music in high school and college curricula was one of the major topics covered at a conference held at the University of Indiana between Jan. 18 and June 21, organized by Dominique Rene de Latrèche. It attracted more than 100 educators from all over the country and it was the first seminar of its kind held in the United States.

Among the subjects covered were black music in Church and School, Liturgical Uses of Jazz, Black Composers and the Avant-Garde, Negro dance and influence on Negro Music, The Significance of Black Music in University Curricula, and The History and Future of Black-American Music Studies.

Spokespersons included the composer, Thomas J. Anderson of Tougaloo College; William Hume Smith, Omilly Wilson, David Baker, and theington for the revesting of copyrights in default of payment. Five of the copyrights had been with Meurer Music, while Through This Doorway" was with McFarland Music. The decision also provided for the payment of royalties to Barkham as well as interest from the date of the figure that the Barkham's co-writer was not involved. Linden and Deutsch Signs are members of ASCAP.
"MARRAKESH EXPRESS"
Crosby, Stills & Nash

Atlantic #2652
Produced by Stephen Stills, David Crosby, & Graham Nash

From The Smash LP
Atlantic SD 6229
ON THE LEFT, the 3M-700 "Cantata" (capacity, 700 selections) and, on the right, the new 3M "Cantata" Mark II (capacity, 1200 selections).

Judy Garland Dies at 47—Singing and Acting Great

BY ROBERT SOBEL

NEW YORK — For Judy Garland, life was a rainbow forever out of reach. Officially, her death on June 22 in her home in the Belgravia district of London was attributed to an accidental overdose of sleeping pills. But in truth she died a victim of an unrelenting psychological disease which pounded and hounded her for being one of society's entertainment chil-

When in later years when the appearance road got tougher, when the voice sput-
tered and failed, her cult fol-

NEW YORK — In the re-

Era To Be Handled

By Happy Tiger

LOS ANGELES — Newly formed Happy Tiger Records will handle national and international distribution for Era Records. Upcoming product from Era includes Herb New-

CMF Officials

On Study Trip

NEW YORK—The officials of the Country Music Founda-

Spectr Plans Moving Back

To Production

LOS ANGELES—Phil Spec-

Okun, President

OF N.Y. NARAS

NEW YORK—Milt Okun has been elected president of the New York chapter of the National Association of Recording Arts and Sciences (NARAS). Also picked at the board's monthly meeting Wednesday (25) was A. C. Cof-

3M’s 1200-Selection Unit

3M has in the background. At the Aug-

Monument’s Weiss Off on Latin License Tour

LOS ANGELES—Monu-

Hungerford’s Dies

CHICAGO—Thomas B. Hungerford, executive director, National Automatic Merchandising Association (NAMA), died here Friday (27) following a period of hospitalization. He was 66.

Judy Garland Dies at 47—Singing and Acting Great

BY ROBERT SOBEL

NEW YORK — For Judy Garland, life was a rainbow forever out of reach. Officially, her death on June 22 in her home in the Belgravia district of London was attributed to an accidental overdose of sleeping pills. But in truth she died a victim of an unrelenting psychological disease which pounded and hounded her for being one of society's entertainment children.

Born Frances Gumm on June 10, 1922, in Grand Rapids, Minn., the youngest of three daughters of Frank Avent and Ethel Marian Gumm, she became a singing stage commodity at only 30 months when she appeared in a bill with her parents, a vaudeville team, Her Song in 'Cowboy'.

THE Happy Tree

I—Vaudeville and Pop

Hustler's Lib/UA Opens French Firm, Adams Head

Lib/UA has opened a French subsidiary company in Paris, its third such in Europe.

The new company, with Eddie Adams as managing director, is structured along the lines of Liberty/UA's existing offices in London and Germany. The company will handle central office services tied in with local manufacturing and distribution pacts, including, in France, the company's manufacturing and distribution pacts in Paris, Monte Carlo, which will handle all the Liberty/UA lines in France. Adams, who has been handle-

Vibrant in Youth, Kick in the Six

LOS ANGELES—Vibrant Productions, a wholly owned to-

LIBRARY WORKS

OFFICE WORKS

SUDBURY CONSTRUCTION

OF N.Y. NARAS

NEW YORK—Milt Okun has been elected president of the National Association of Recording Arts and Sciences (NARAS). Also picked at the board's monthly meeting Wednesday (25) was A. C. Con-

NEW YORK—Milt Okun has been elected president of the National Association of Recording Arts and Sciences (NARAS). Also picked at the board's monthly meeting Wednesday (25) was A. C. Con-

Hungerford’s Dies

CHICAGO—Thomas B. Hungerford, executive director, National Automatic Merchandising Association (NAMA), died here Friday (27) following a period of hospitalization. He was 66.

JULY 5, 1969, BILLBOARD
PETER SARSTEDT
FROZEN ORANGE JUICE
WPS NO. 77919
DELICIOUS

World Pacific Records
Entertainment from
Transamerica Corporation
**Pilferage Stemmed by Jefferson Package**

NEW YORK — As the prerecorded tape field expands, an increasing number of retailers are coming up with solid merchandising devices to reduce pilferage and give the product proper exposure. Some of these are new and some are old, but the merchandising manager of Jefferson Stores—which includes three stores in the Colonie area—thinks that the Laulander, with two more scheduled for West Palm Beach and Fort Lauderdale, is a pretty good way to handle a minimum of pilferage.

"By trial and error we devised a 7 by 10 inch cardboard package varying in thickness from 80 to 100 mils. Both sides of the cardboard are exposed, and the tape cartridge is affixed to the cardboard with heavy staples. This package is expensive, costing less than 7 cents, and the consumer gets a package two sizes larger than the tape product. Because the package is large and cumbersome, there is little risk that the package will be folded or opened."

Brown said it is an error to try to seek to construct a merchandising package based on old fixtures. He added that the pilferage rate of the Jefferson Stores will be within normal limits—1 or 2 percent. He also said that the initiative for packaging rests with the manufacturers, who have the financial resources.

**Targ & Dinner, Wholesaler, To Be Bought by Pickwick**

NEW YORK — An agreement has been reached for Pickwick International to acquire the assets of Targ & Dinner. The agreement, which is subject to the approval of the Pickwick International board of directors, provides for an undisclosed number of Pickwick stock to be paid.

Targ & Dinner, which is privately held, is a 30-year-old wholesaler of novelty and accessories. In addition to operations as Chrysler Pictures in Chicago, the firm is represented in the Southwest through a subsidiary, Maxwell Meyers in San Antonio, Tex.

Targ & Dinner will function as an autonomous entity. It will make no changes in management or operation contemplated. According to Targ, ex-executive vice-president of Pickwick International, Targ & Dinner is 'a very well run business,' and he added that Pickwick had not been looking to acquire the firm.

**Pendulum Swings Distrub Product to Forward Records**

LOS ANGELES — Forward Records will distribute product from new Meron Records, a branch of newly opened Infonics, Inc.

Owner of Pendulum is Harry Hatcher, who has resigned as president of Infonics, a Transcontinental Enter- tainment Corp. firm.

Hatcher said he selected Infonics for Forward distribution spotlights the Nightlifers and Paul Weller and the legendary "You've Got to Have Loved and Lost."

Hatcher's first LP product will be released under the label "The Satan." He is scoring this film with the help of former Pendulum composer Mike Curb, who has also the soundtrack rights.

Music from films will be published by Pendulum's Leo the Lion Music firm.

Pendulum plans releasing five soundtracks during the first year. Hatcher will continue arranging music for the film walk through Pendulum, including hits like "Many Waters" (Aub (bia), Max Frost and the Troop- ers (Tower), Saturday Review, Don Epperson (Imperial)).

Pendulum, a music management firm has worked out a deal with Kendell Associates, a music publishing firm, to have Don Epperson write in films over the next two years. Don Epperson recently completed "Wild Wheels" and is presently working on "Justice Cain."

Hatcher had joined Sidewalk in 1972, where he supervised on some 40 soundtracks for Mike Curb. He had been president of Side- walk since May when Curb sold the firm to Transcontinental In- vesting.

As tape sales grow, Brown said, there will be more interest space to the present record area. "In a live-foot section we can display two hundred titles and now the display will total a number of 1600."

Brown feels a 50 percent increase in classical music sales. Brown's philosophy is that "A successful business cannot be built on a shoestring; there must be a total record concept." With this concept we may cut down the heavy staples, as we are training our sights on the 1500-foot coiled product. "This can be afforded and like good music such a consumer comes in for one purchase."

Brown said that service, price, is the important ingredient in record retailing and one that the consumer will be able to pay. "It is important to us that we have a broad line and a variety."

Brown also stressed that the retailer must have knowledge of his product. "If you can guide the consumer?" he asks.

Brown is a named musical sales can be increased if more attention was paid to novelty elements in the sales job. "Instead of selling light it, there is little risk that the package will be folded or opened."

--Ann Lewis

**THE WEEK-AHEAD TAPES**

LOS ANGELES — As tapes grow, Brown said, there will be more interest space to the present record area. "In a live-foot section we can display two hundred titles and now the display will total a number of 1600."

Brown feels a 50 percent increase in classical music sales. Brown's philosophy is that "A successful business cannot be built on a shoestring; there must be a total record concept." With this concept we may cut down the heavy staples, as we are training our sights on the 1500-foot coiled product. "This can be afforded and like good music such a consumer comes in for one purchase."

Brown said that service, price, is the important ingredient in record retailing and one that the consumer will be able to pay. "It is important to us that we have a broad line and a variety."

Brown also stressed that the retailer must have knowledge of his product. "If you can guide the consumer?" he asks.

Brown is a named musical sales can be increased if more attention was paid to novelty elements in the sales job. "Instead of selling light it, there is little risk that the package will be folded or opened."

--Ann Lewis

**Blue Thumb Cover, Poster Go Arty**

LOS ANGELES — Two Blue Thumb items—an album cover and a concert poster—were exhibited at the New York Museum of Modern Art.

The poster is from the new Tyrannosaurus Rex LP "Unicorn," which is due for release in early May, and white photo of the animal's head. Inserted in the eye's socket is the word "tuba." Besides the members of the British group's, the poster was designed by Tom Wilkes, who also works on the LP cover in con- suming with Johnnie Walker and Barry Feinstein.

This latter item is the June and Tina Turner LP of "Qua Season," which shows the husband-and-wife team in face to face eating watermelon. The idea be- longs to label president Bob Kraus.

Last year, the Blue Thumb LP cover of Cheap Trick's "Heights of Fidelity" LP won the best graphic design category in the Artist/record Guild of America competition. The LP was designed like a fourth-class mailing envelope.

**Conferences into 'Public' Arena**

LOS ANGELES — Infonics, manufacturer of stereo tape recording equipment, has gone public and is being traded over-the-counter.

The Santa Monica-based company will be traded as Infonics, Inc. Officers are Peter N. Stanton, president; Phil Clevenger, vice-president; and Paula Nelson, secretary and sales manager.

Infonics will continue to be the operating name.

**Polydor Moves to Larger Quarters**

NEW YORK — Polydor Inc. will move to larger quarters on the 38th floor of the 350 Seventh Ave. (C30) from the new American label's 57th Street address. The move will include the Polydor, the Classical Division, containing such labels as Gram- mophon, Archive and Heliodor, Jawn, EMI and other Polydor sub- labels, whose new phone number will be (212) 245-0600.

**TEC Acquires Grand Prix**

LOS ANGELES — Los Angeles record producer Jerry Stagner has agreed to sell his Grand Prix Productions to Transcontinental Entertainment Corp., a division of TEC, Inc., a holding company.

Stagner has produced the following artists: Sty- lus, the rock group that recently released a re- issue of "The New Thang," and the band's follow-up "The New Thang 2." He has also produced John Barbata's "Jazz" album, "The New Thang 3," and "The New Thang 4." In addition, he has worked on a number of AIP soundtracks.

TEC's other company-owned record production firms are Po- sidon, Sidewalk, Pent Size, Atoll, Jody, Levinsky, Resin- der, and Jer-

**LONG ISLAND CITY, N. Y. — The board of directors of John Hall Productions, has authorized a 25 percent stock dividend payable Aug. 5 to stockholders of record as of Aug. 15, 1969. Robert G. Le- sie, board chairman.**
There once was a time in the music business when the word "country" meant simple folk with simple tastes in music. But today, more and more artists are going to Nashville to record and draw on the unique talents and sounds of the musicians there. The Nashville Strings didn't go to Nashville to record. They started there.

They've got the country sound that's sweeping the country. This new album has tunes that are popular around Nashville—some new, some traditional. But all of them big hits. And they're all done with the distinctive Nashville Strings sound. A sound that they've had all along. But a sound that more and more people are demanding. And it's about time too.

On Columbia Records ☞
LEISURE
ADVERTISEMENT

by: Larry Finley

For almost five years the writer of this column has been stating that Stereo Tape Cartridges would open new world of retail outlets for the music industry. This has been borne out by the fact that many automo-
tive and electronic distributors and dealers who never before handled pre-recorded music of any type have now become an integral part of the music industry.

On June 14th, another new type of outlet was opened in Greenville, South Carolina, when CELEBRITY HOUSE launched its first food and music outlet. CELEBRITY HOUSE is a fast-food operation and a tape and record retail store in one onemake unit, featuring “Celebrity Burgers,” tapes and records.

They feature a 49¢ “Celebrity Burger,” hamburgers, places, soft drinks, milk shakes, French fries; and under the same roof, a custom-ordered record department in stereo tape cartridges and cassettes as well as stereo records. There also is a large area given over to appearances by music celebrities.

At the opening, those munching on a hamburger were treated to in-person appearances by Gary Lewis and Sam, the Hubbies, and other celebrities.

This outlet in Greenville, South Carolina is the first of six CELEBRITY HOUSES which will be in operation during this year. According to a spokesman for CELEBRITY HOUSES, sales of stereo tape car-
tridges and records for recorded music of any type are expected to top the $1,000-purchase range.

The company which unveiled its 1970 cassette and reel-to-
tape line Tuesday (24) at its mid-Atlantic regional distributor-dealer show here, is planning to expand its dealers network throughout the Southeast from Los Angeles from 100 to 220 outlets.

It also plans to mark 23 cassette and 12 reel units in several major discount and de-
partment store chains in Southern California. It will be the first firm in the nation to make the products available through major department store chains here.

Lon Hettick, regional man-
ger for Georgia and South-
ern products division, said the company also is expanding its merchandising kits and branching into new marketing programs.

Three merchandising kits—Swing It, Road Runner and Recycle-All—each includes retailer acceptance and will be repeated monthly, he said. Each kit is packaged with a player (either models 299, 294 or 236A) and accessory items.

The cassette tape sports library, a “how to” series, will be expanded to include baseball, fishing and football, he said. Hettick said he is expanding the programming, and launching into new marketing programs.

“Swingin’ Sam” originally went into business as a company-owned furniture shop. In June 1964, Hammond and Ross Rebb-
ing, the company’s president, decided to integrate tape equip-
ment with their furniture business, and secured the franchise to distribute auto stereos across Canada.

For the next year their opera-
tions in the tape business con-

Listed is a tape of a tape city home in cut-out consumer electronics in Re-
gina, where their headquarters are located. They believe they will be in business in 1966, they added yet another tape outlet in Moose Jaw.

Gradually the company phased out and a complete line of consumer electronics was added to the line. As the company grows it has outlets in Saska-
ton and Vancouver and gross sales have climbed from $300,000 to $1,000,000. Projected gross sales over the next two years are expected to top $15 million.

Hammond feels that expansion through franchising will offer new economic power to “Swingin’ Sam,” which he believes presents the chances for survival of inde-
pendent music and sound retai-

ners. “It is more than a hobby, because of their new merchan-
idizing strength, achieve greater comfort and personal success,” he said.

At present, “Swingin’ Sam’s” does its greatest volume in the 8-track automobile and home car-
tridges and cassettes.

Sony introduced a stereo re-
cord deck (model TC-8) at $129.50.

A $5 Billion Industry

NEW YORK—Consumer electronics spending from $10 million fledgling industry in 1920 to a $5 billion giant last year, said Jack Wayman, vice-president of the consumer products division of the Elec-
tronics Industries Association.

Speaking on the “Challenge of the 70's,” Tuesday (17) as it affects electronics in general, Wayman predicted that the growth of the industry from its inception to the present.

The biggest growth of the industry has been in tape equip-
ment, with sales of $275,000,000 in 1966 at $500,000 units last year, he said. This figure is expected to exceed the 11,000,000 unit mark 1975.

John P. Thompson of Arthur D. Little, Inc., predicted that re-

demand for consumer electronics will increase from $350 million this year to $700 million by 1975. “The retail public will feel that they can get a bargain,” Thompson added.

John P. Thompson of Arthur D. Little, Inc., predicted that re-

demand for consumer electronics will increase from $350 million this year to $700 million by 1975. “The retail public will feel that they can get a bargain,” Thompson added.

James Swami’s originaly went into business as a company-owned furniture shop. In June 1964, Hammond and Ross Rebb-
ing, the company’s president, decided to integrate tape equip-
ment with their furniture business, and secured the franchise to distribute auto stereos across Canada.

For the next year their opera-
tions in the tape business con-

continue to grow. It should reach $1 billion in 1975.

On new products, Thompson said that electronic video record-
ing (EVR), total optical color-
systems, video disks, videotape recorders, stereo and side and movie systems will account for $1 billion in 1968. “This is in addition to the total retail cartridge and cassette busi-

ness to over $1 billion in 1975.”

Also appearing on the panel was Jim Swami of Time Maga-
zine who said that with the consumers increasing affluence and awareness, the manufac-
uturer must develop his products to cope with a greater consumer restiveness, and urged that closer attention be paid to the con-

sumer problems of packaging, credit, servicing, and safety.

JULY 5, 1969, BILLBOARD
Starting today, we're taking $10 off the suggested retail price of the Norelco Carry-Corder® without taking anything off the Carry-Corder. It's now $54.95.

Ever since we introduced the Norelco Carry-Corder, it's been the world's largest selling cassette machine. And this new price will keep it selling.

And $8 off our Carry-Player, too. It's now $21.95: Which will have even greater appeal for everyone, particularly the all-important youth market.

Stock both the Carry-Corder and Carry-Player. Now, it costs less to sell more.

*Price change effective July 1, 1969. Manufacturer's suggested retail price.

Norelco
The Re-inventor of Tape Recording.
REGISTER NOW FOR
BILLBOARD PUBLICATIONS'
3RD TAPE CARTRIDGE FORUM

Sponsored by Billboard, Merchandising Week & Photo Weekly
August 3-6, 1969
at Hotel Mark Hopkins, San Francisco, California

THE 3RD NATIONAL TAPE CARTRIDGE FORUM

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

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

MONDAY AFTERNOON, AUGUST 4
12:30 p.m. - 1:30 p.m. LUNCH
2:00 p.m. - 5:15 p.m.
CONCURRENT CONFERENCE SESSIONS
These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 2:00 p.m. and the other at 3:45 p.m.
Session 3 The Value of Tape Clubs in Expanding Local Sales
   Talk A How National Clubs Provide Plus Sales and Expand the Local Markets
   Talk B Profit Potential in Developing a Local Club
Session 4 New Dimensions in Dealer Training
   Talk A Basics in Selling Equipment
   Talk B Training in Effective Merchandising Techniques

Session 5 Pinpointing the Tape and Equipment Market
   Talk B Forecasting Equipment Sales—Portables, Home, Automotive

Session 6 Advertising Approaches to Develop Consumer Traffic
   Talk A When is Broadcasting Advertising Effective?
   Talk B Getting Greater Mileage From Print Advertising

Session 7 Changes in Store Layout, Display and Selling That Improve Turnover
   Talk A Setting Up a Self-Service Section for Pre-Recorded Tape
   Talk B Effectively Displaying, Demonstrating and Selling Equipment

Session 8 Trends in International Marketing of Part A (See Tapes and Equipment Session 21 for Part B)
   Talk A Penetration in Far East
   Talk B Status in Europe

TUESDAY, AUGUST 5
8:30 a.m. - 6:30 p.m.
FIELD TRIPS
Registrants will make a selection of two of these trips for on-site visits to key tape operations in the San Francisco area. Their visits will be preceded by presentations of what these firms are doing, how they have
overcome problems in operations, and what they have found successful and what they have learned are not successful. You will have a chance to ask questions following the presentations as well as at the place of business.

TRIP A
Session 9 Operation of an Installer of Tape Equipment in Cars
Session 10 How an Auto Accessory Store Sells and Displays Tape Equipment

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

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

WEDNESDAY MORNING, AUGUST 6
9:00 a.m. - 12:00 noon
CONCURRENT CONFERENCE SESSIONS
These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 9:00 a.m. and the other at 10:45 a.m.
Session 15 Impact on Tape and Equipment Marketing of Additional Retailers Entering Field
Talk A Rack Jobbers’ Role in Setting Up and Servicing the New Dealer
Talk B The Camera Store as a Tape and Equipment Retailer
Talk C Experience of an Appliance Dealer Entering the Tape Field
Session 16 Importance of Servicing for Building Sales of Equipment and Tape

TAPe CARTRIDGE FORUM
Sponsored by Billboard Publications
The Tape Cartridge Forum will acknowledge your registration immediately upon receipt and will forward all details pertaining to procedures.
Please register ___ people from our company to attend the TAPE CARTRIDGE FORUM, August 3-6, 1969, in San Francisco, California. Check is enclosed to cover all registrants.

Company Name ____________________________
Address ____________________________
City, State, Zip ____________________________
We are ___ manufacturers  ___ wholesalers  ___ retailers  ___ distributors  ___ other
We are associated with the ___ music-record industry  ___ automotive field  ___ other
We are now in the tape cartridge field ___ Yes ___ No

Talk A Responsibility of Manufacturer, Distributor, Retailer in Setting Policies on Returns and Defectives
Talk B Profit Opportunities in Equipment Servicing

Session 17 New Techniques in Selling Pre-Recorded Tapes and Equipment
Talk A Using a Store on Wheels
Talk B Finding Prospects Through Participation in Exhibits in Local Area
Talk C Using Vending Machines to Sell Tape

Session 18 The Role of the Auto Industry in the Growth of Tape and Equipment
Talk A The Future for Selling to the New and After-Market Car Buyer
Talk B The Experience of a Car Dealer in Selling Tape and Equipment

Session 19 Reaching Special Markets
Talk A Selling to the Teen-Age Market
Talk B How the Retailer Can Sell the Educational Market

Session 20 Promotions That Pay Off
Talk A Developing In-Store Promotions That Make Sales
Talk B Off-Site Promotions That Build Sales

Session 21 Trends in International Marketing of Tapes and Equipment
Part B (See Session 8 for Part A)
Talk A The Future in Canada
Talk B Growth in Latin America

WEDNESDAY AFTERNOON, AUGUST 6
12:30 p.m. - 1:30 p.m.
LUNCH
SPEAKER: A New Product on the Tape Horizon—Electronic Video Recording

REGISTRATION FEE: $125.00 per person
Fee includes attendance at all sessions, work materials, and luncheons. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.
Payment Must Accompany Order.

Please Make Check Payable to: Tape Cartridge Forum—and mail to
9th Floor, 300 Madison Avenue
New York, New York 10017

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

__________________________
__________________________
__________________________
__________________________
__________________________
__________________________

Your signature and title

Complete refunds will be made for cancellations received before July 25. After that time, a cancellation charge of $35.00 will be made.
Sandy's Spurt's With Tapes

HONOLULU — Sandy's Gift
& Camera Shop in the Hilton
Hawaiian Village Hotel derives
its second major source of in-
come from selling Hawaiian rec-
ords and tapes.

The majority of the store's custom-
erial tourists who drop their film off for processing
notice the records and tapes and
imply buy music.

"In many cases the tourist is
looking for music by an act
High Fived from the group," says
Harold (Sandy) Colvin, owner of
this store and three others in Hit-
ton hotels around the State, "The
customer will usually ask the
clerk to recommend something
if he hasn't made up his mind.

"Cassette sales are starting to
pick up but stereo is still the
leading cassette seller. "The de-
mand for Liberty Stereotypes
here exceeds the supply," Colvin
concedes.

Colvin purchases most of his
tapes from the Craig Corp. and he
stocks whatever material is
available which has a Hawaiian
motif, such as the Webley Ed-
wards series and Don Ho.

Cassette convention will be Shoreswood
Packaging, Modern Album, Con-
tainer Corporation of America, and
Great National.

NARM Plans Talk on
Packaging, Displays

NEW YORK — The subject of
packaging and displaying tape
and cassette will be taken up at the dinner meet-
ing on Sept. 5 at the 1969 NAR
Slim. It will be held at the Fairmont Hotel in
Dallas. Amos Heilicher (J. L.
Valence) will leave as general
chairman for the evening.

Conducting the business ses-
sion packaging and display
will be Earl Horwitz, general
manager of Liberty Stereotypes.
Horwitz will kick off the session
with an audiovisual presentation which will recap the de-
velopments in packaging and display, bring the group up-to-date onML
what the newest developments in
including the audiovisual presenta-
tion, a panel made up of men who are
involved in packaging in-
ventions and new methods of
displays, will discuss some
of the newest devices on the
scene. The panel will be con-
cerned with packaging and dis-
play fixtures, particularly with
certain new ideas that have not
received exposure to the indus-
try in general as yet.

The panel which will be mod-
erated by Horwitz, will handle
questions from the audience, and
will be made up of representa-
tives of tape wholesaling
companies, of tape manufacturing
companies, packaging companies,
representatives of, and of rep-
resentative tape retailers. The
wholesaler members of the panel
will include Jerry Smith of RCA
(Kansas City); Allen Wolk of
United Tape Distributors (Hia-
leah); Herbert Sandel of Rapid
Merchandising (Anahiem); James
Leahy of Bridal Card (Dallas) and
Leonard Singer of Asso-
ciated Distributors (Phoenix).

Other representatives from
packaging companies, tape retai-
ers and packagers will be ab-
corded.

Among the packaging com-
panies attending the NARM
Front cover story:

The June 27 promotion of "Funky Virginia"
by the Davey Brothers, will be a blessing to
the music business.

"Funky Virginia" is a high-energy, soulful
blues band that has been gaining
momentum since its inception in
the late 1960s.

The band's distinctive sound
combines elements of jazz,
rhythm and blues, and soul
music.

Funky Virginia's performances
are known for their frenetic
dynamic energy and engaging
presence.

The band's music features
vibrant vocals, driving
rhythm sections, and
sophisticated arrangements.

Funky Virginia has
performed at numerous
venues throughout the
nation, including festivals,
concerts, and private
events.

The band has
scoped an impressive
catalogue of albums,
which have received
positive reviews from
critics and fans alike.

Funky Virginia's success
is attributed to their
unrestrained musical
approach and their
engaging stage
presence.

The band's
repertoire includes
original compositions
and classic
blues standards.

Funky Virginia's
efforts have
earned them a loyal
fan base and
continued critical acclaim.

Their music
continues to captivate
listeners and
derives from the
unwavering
passion and
commitment of
the band's
members.

The band's
dedication to
their craft
is evident in
their
outsanding
performances and
innovative
approaches.

"Funky Virginia"
remains a force
in the
blues
scene,
continuing to
inspire
musicians
and
audiences alike.

Melways Enters Tape Market
To Use Monarch for Duping

HONOLULU—Local record
producer Jack DeMello is intro-
ducing his new Melway label
to the tape market.

DeMello will use Monarch Tape
Duplicators of Los Angeles as
his custom house for 8-track and
cassette duplication. He uses
Monarch's self-feeding in-
put cartridges for Polynesian. He
is phasing out this label name in
favor of the new brand name.

Among his forthcoming car-
tidge titles will be music culled
from his successful local series of
"Music of Hawaii" volumes one,
two and three, and the music of
Kui Lee.

DeMello was also getting in-
olved in contemporary music
projects out of the traditional
Hawaiian bag and these peps
will also be offered in Melway.

DeMello chose Monarch be-
cause the company already
presses tapes. He has not yet
set domestic or international
tape licensing rights.

Atco to Distribute "Funky Virginia"

NEW YORK—Atco Records
will distribute locally "Funky Virginia"
by Sir Guy & the Rocking Cavanders. The
single, produced by Ben Smith, is on
the D.P.G. label, from Vir-
ginia.

JULY 5, 1969, BILLBOARD
Joe Tex

"THAT'S THE WAY"

Dial #4093

Produced by Buddy Killen
Written by Joe Bat
Published by New Atlantic Music

From The Hit Album
"BUYING A BOOK"
Atlantic SD 8831
COLUMBIA

Audio Fidelity

DANDY TUNA—Tunno Le Firste Breve; (8) L16-5081, (4) F16-5181

BAYOU COUNTRY—American Military; (8) L16-5077, (4) F16-5177

LEON MILLER—50,000 Miles; (8) L16-5084, (4) F16-5184

LEON MILLER—King of My Heart; (8) L16-5141, (4) F16-5241

DIXIELAND—Dixieland-Jazz; (8) L16-5085, (4) F16-5185

MORRIS BARKS—Jazz for a Musical Ensemble; Music of the African And; (8) L16-5086, (4) F16-5186

DIXIELAND—Dixieland-Jazz; (8) L16-5087, (4) F16-5187

LEON BERRY—Sleep My Baby Goodnight; (8) L16-5088, (4) F16-5188

JL RASLE, HIS ACCORDION & ORCHESTRA—Accord Winds; (8) L16-5092, (4) F16-5192

AL HART, HIS TRUMPET & DIXIELAND ORCHESTRA—Mardi Gras; (8) L16-5095, (4) F16-5195

JL RASLE, HIS ACCORDION & ORCHESTRA—Accord Winds; With Love; (8) L16-5099, (4) F16-5199

JL RASLE, HIS ACCORDION & ORCHESTRA—Mardi Gras; With Love; (8) L16-5100, (4) F16-5200

JL RASLE, HIS ACCORDION & ORCHESTRA—Terpsichore; With Love; (8) L16-5104, (4) F16-5204

JL RASLE, HIS ACCORDION & ORCHESTRA—Romancing Songs of Trips from Hi Broadway Shows in French & English; (8) L16-5109, (4) F16-5209

JIM MESSINA & THE JESTERS—The Dragonetti; (8) L16-5137, (4) F16-5237

Bull

JOLLIVER ARKANSAS—Home; (8) L16-6031, (4) F16-6031

THE BOSTOS—Dimensions; (8) L16-6032, (4) F16-6032

SOLOMON DUBIS—Pro-Fit Mary; (8) L16-6033, (4) F16-6033

BOSTON TARANTULAS & OTHERS—Dub-A-Mite; (8) L16-6036, (4) F16-6036

Douglas

LIVINE GEORGE BOY SHAKE JENKINS—The Mobile Water Blues Band; (8) L16-79, (4) F16-79

PETE LAROSE—Fete Larpoe's Toumouf Women at the Bath; (8) L16-79, (4) F16-79

PABE PRANNAH—Earth Groove; (8) L16-79, (4) F16-79

Itco

INTERNATIONAL ORCHESTRA—International Orchestra, French; (8) L16-1001, (4) F16-1001

INTERNATIONAL ORCHESTRA—International Orchestra, Greek Hawaiian; (8) L16-1002, (4) F16-1002

INTERNATIONAL ORCHESTRA—International Orchestra, Italian; (8) L16-1003, (4) F16-1003

Kopp

THREE PROPHETS—Pay Girl; (8) L16-3590, (4) F16-3590

Laurie—

MERRY & THE PACEMAKERS—Girl on a Swing; (8) L16-2057, (4) F16-2057

(Continued on page 72)

Practices-Protection

- Continued from page 16

programming choices; common-place transmissions by satellite: an increase in non-commercial educational television, and the heightening of television's influence by such refinements as highly mobile equipment for news film, miniature tape facilities, and easily portable color cameras.

Cassette

8-Track

Title Artist Label

1 1 BLOOD, SWEAT & TEARS Columbia

2 2 HAIR Original Cast, RCA Victor

3 3 IN A-GADDA DA-VIDA Iron Butterfly, A&M

4 4 GALVESTON Glen Campbell, Capitol

5 5 GREATEST HITS California

6 6 BAYOU COUNTRY Creation/Clairwater Revival, Fantasy

7 7 AGE OF AQUARIUS Fifth Dimension, Soul City

8 8 JOHNNY CASH AT FOLSOM PRISON Columbia

9 9 3 DOG NIGHT DuShK

10 — HELP YOURSELF Tom Jone, Pacart

11 11 CLOUD NINE Temptation, Gordy

12 12 TIME PEACE/GREATEST HITS Subway, Atlantic

13 13 COWSILLS IN CONCERT Navy

14 14 NASHVILLE SKYLINE Bob Dylan, Columbia

15 15 HAWAII FIVE-0 Liberty

16 16 LIVE TomJones, Pacart

17 17 LEPPARELLO Liberty

18 18 ASSOCIATION'S GREATEST HITS Warner Bros.-Seven Arts

19 19 FEVER ZONE Tom Jones, Pacart

20 — ROMEO AND JULIET Sunbeam, Capitol

4-Track

Title Artist Label

1 1 BAYOU COUNTRY Creation/Clairwater Revival, Fantasy

2 2 3 DOG NIGHT DuShK

3 3 BLOOD, SWEAT & TEARS Columbia

4 4 GALVESTON Glen Campbell, Capitol

5 5 KNOXVILLE SKYLINE Bob Dylan, Columbia

6 6 — GREATEST HITS Decca, Epic

7 7 — AGE OF AQUARIUS Fifth Dimension, Soul City

8 8 IN A-GADDA DA-VIDA Iron Butterfly, A&M

9 9 LED ZEPPELIN Atlantic

10 — CLOUD NINE Temptation, Gordy

11 11 — CITY OF NEW YORK 2225

12 12 — ASSOCIATION'S GREATEST HITS Warner Bros.-Seven Arts

13 13 — TIME PEACE/GREATEST HITS Subway, Atlantic

14 14 — COWSILLS IN CONCERT Navy

15 15 — LIVE Tom Jones, Pacart

16 16 — FEVER ZONE Tom Jones, Pacart

17 17 — ROMEO AND JULIET Sunbeam, Capitol

18 18 — CLOUD NINE Temptation, Gordy

19 19 — LED ZEPPELIN Atlantic

20 — — CLOUD NINE Temptation, Gordy

Issue Date: July 3, 1969
When Liberty Stereo-Tape tested Big Little Cassettes in specific key markets, we wanted to be sure we had a winner, before going national. Now we know we do!

Big Little Cassettes have four big hits on each Cassette. Big stars like The Ventures, Vikki Carr, Jimmy Smith, Canned Heat, Johnny Rivers, The 5th Dimension and 14 more popular artists are making big sounds for an extremely profitable teen-age market, spending big money for Stereo-Tape Cassettes.

Tested and totally streamlined, this sales-proven product is backed by an exciting merchandising campaign including brightly colored blister packs stacked in an attractive, pre-packed merchandising unit, in-store promotions, national and local press and radio advertising plus a hard hitting publicity campaign to consumer news media.

New Big Little Cassettes—the only thing little is the price. And that's no small talk. . . . exclusively from Liberty Stereo-Tape.
THIS IS OUR AD
INTRODUCING
OUR NEW LOGO.

THANK YOU.
Woodstock Fair
Aug. 16 and 17
NEW YORK — The Woodstock Music and Art Fair, sponsored by Woodstock Ventures Inc., will be held in Woodstock, N.Y., Aug. 16 and 17. Featured on the two-day festival will be rock acts; the Band From Big Pink; Blood, Sweat & Tears; Canned Heat; Creedence Clearwater Revival; Crosby, Stills & Nash; Arlo Guthrie; Tim Hardin; Richie Haven; Iron Butterfly; Jefferson Airplane; the New Riders of the Purple Sage; the Isley Brothers; B. J. Thomas; Country Joe & the Fish; Martin Denny; John Denver; the Grateful Dead; Country Joe McDonald; and many others.

Co-sponsoring the fair Woodstock Ventures, under the direction of Michael Lang and Artie Kornfeld, executive director and promoter, and pop music veterans John Morris, Chip Monck and Mel Lawrence. Handling publicity for the fair is Warteoke Unlimited.

Isleys Dazzle in A Worthy Cause

NEW YORK — The Isley Brothers' recent performance at the New York State Pavilion at the New York State Fair, Aug. 24, was a triumph for the young singers, who had to be escorted from the field surrounded by a phalanx of baton-wielding performance police.

From the moment the "brothers" three stepped on stage and began their Clearwater Revival and the "Charles Higgins Fund," featured a dazzling array of rhythm and blues, gospel, rock and folk talent.

Top names in the pop-country of soul, such as the Barbaras, Bridge, the Edwin Hawkins Singers, the Left Banke, the Sweet Cherries, the Chambers Brothers, Judy White and Moms Malley.

Feliciano Lights the Fans' Fire in Wide-Ranging Act

WESTBURY, N. Y. — Jose Feliciano has a tight act — a performer who has moved out of the folk-blues bag to give everybody something. And he has it well programmed. His awareness of entertainment was rewarded, June 24 at the Music Fair, with a couple of standing ovations.

The RCA artist can switch, without pause, from "Hi Heel Sneakers" to a straight "Malaguena." "By the Time I Get to Phoenix" and "Windmills of My Mind," without losing attention. He injects comedy, always musically, and some flash is provided by skillful impressions of various styles and instruments (Hawaiian, double bass, drums) and a persuasive excerpt from the "Black Orpheus" soundtrack.

"Light My Fire" was the inevitable closer. The sum of the whole is perhaps better than some of the parts, it still adds up to a very talented, refreshing show.

Opening up the show were Columbia's New Christy Minstrels (a couple of years back Feliciano used to open up their show), who present well-rehearsed scrubbed-clean versions of Songs America Loves Best and employ the original MOR folk group, Comedian, and a good band. (Continued on page 53)

Co-Ordinator Stein Sets Up Promo Tie for Tour Acts

NEW YORK — Howard Stein, who will coordinate activities of Music Fair Enterprises Inc.'s music projects at the World's Fair, the Singer Bowl Festival and the Pavilion at the site of the New York State Pavilion, has put together a cooperative promotion policy for performers who want to promote their appearances at any of the events. Stein has prepared press and promotion kits for the performers and their record labels and booking agencies. The kits provide information on how to get to the Singer Bowl and the Pavilion, how to get inside, a pass to take a truck into the "ark," and details on all policies which affect the performers. All information regarding sound systems and lead songs from Broadway musicals. But together, they offered a wellrounded program geared to any musical appetite.

TOM WILSON

Webb's Act Highlights Connie Stevens Show

LAS VEGAS — Composer Jimmy Webb came within inches of completely dominating the spotlight during a guest appearance with the Connie Stevens show at the Desert Inn.

With only about a half dozen appearances behind him, Webb, author of "Up, Up and Away," "Butcher's Round," and "Greenfields," opened with a duet with Miss Stevens of "Together, Didn't We?" and then moved to a baby grand for a medley of his songs.

Although mixing was poor and the Carlton Hayes Orchestra appeared a bit too brassy for the guitar and string-oriented melodies which Webb constructed, Webb mesmerized the audience by his Crystal Brass. His ornate piano playing blended in well with his soul approach to folk melodies such as "Where's the Playground Susie" and "Galveston." Miss Stevens began weak, suffering from an apparent Las Vegas nervous breakdown. Through determined and sheer will overcame it as she lustily attacked a duet songs and medleys.

Webb and Miss Stevens appeared to offer a generation gap contrast with Miss Stevens concentrating on old favorites and lead songs from Broadway musicals. But together, they offered a well-rounded program geared to any musical appetite.

KERNY BURRELL, center, Verve Records artist, checks some arrangements while Verve recording director Johnny Pate, right, and Warren Stevens, Verve's manager, at recording sessions in Chicago for an album earmarked for release in the fall.

(Continued on page 42)

L. A. Rockfest—Melee Free

LOS ANGELES — Name groups were present but so were too many young people without the 57 admission, so the three-day rock festival at Devonshire Downs fairgrounds produced a majorAvailable.

Scores of youngsters tried to crash the gate at the Sunday (22) afternoon matinee, resulting in 67 persons arrested, several hundred receiving minor injuries and a number hospitalized.

Over 37 of rockdom's elite were lined up by producers Mark Robinson and Paul Schiebe for the twomate, three evening concerts.

Audiences inside the fairground tents were lively and attentive, although a poor sound system hindered the performances. Among the acts working in the outdoor field were Jimi Hendrix, Joe Cocker, Spirit, Taj Mahal, the Paul Butterfield, the Great Society, the Homecoming, Booker T and the MG's, the Steppenwolf, Eric Burdon, the Rascals, Jethro Tull, Johnny Winter, Marvin Gaye, the Chambers Brothers and the Byrds.

TOMORROW

Rock is getting itself together. Now that it has come full cycle, we can see rock — that child of protest that sought to become more than it is — taking over. The coming season should be celebrated as rock solving its problems, having its flight at illusion, then getting honest, rather than, in some circles, being eulogized as the "electric guitar of the new kind of talk" that is counter-revolutionary, planted perhaps by the old establishment, the new establishment or neurotics who could never get into music in the first place.

Now that rock as come full cycle, we have learned that rock is, indeed, revolutionary. Rock is change, shedding its own skin as a process of change, and subject to change, it has undergone its very first cycle of perpetual maturation, coming back to its beginnings, to Elvis, to Chuck Berry and to new prophets of the original movement like Creedence Clearwater Revival and, believe it or not, the Beatles. Every "evolution" of rock is really revolutionary rock 'n' roll spiraling away from its original, fulfilled self, revolutionizing itself not into collision, thankfully, but back to its naked needs, to its postwar and prewar self, to its deafer, life-hungry, sexy and searching. It took more than

(Continued on page 54)
MEDALLION AVENUE

There's a hoven' hate of damn's unborn
Hdden' the warm light that comes with the day
It descends with mystery to form sidewalk
Over dembourg that runs to wash away the
tiled flor of last night's play
Ypsi—There's a fountain hand of new
dawn day


People don't hear "Muve."
MY TERRY GIRL:

I was just drifting through the gray mist of my life one day—looking for my heart—a heart that could love and was loved with gentle purity—just one other—one other who could be a beacon for my windswept course on the deep sea of despair.

Then in the midst of my floundering— I looked up into the infinite heavens of my mind, and in that sky I couldn't find any stars to guide me.

Then one day in the midst of my voyaging around— I looked out on the sea of people and there she was—my Terry girl.

She was like a crystal droplet of dew—on a tender leaf of spring—bright, so in the morning—warmed by the sun and touched by neither the winds of life nor man.

And as the droplet of purity—lay on an tender leaf—we did my Terry girl sleep with in the phantom's bed—which—like a leaf to the droplet—was to offer her only a brief respite of rest—and then the dread cold of eternal winter. Her years were but thirteen—her smile— her blue eyes—her tenderness—born of pain—which was more than too much—her face was deep-seated—beyond the vision of my eyes.

My Terry girl she came every day—but she left to me the star brightness of her smile—which—like a leaf to the droplet—was to offer her only a brief respite of rest—and then the dread cold of eternal winter. Her years were but thirteen—her smile— her blue eyes—her tenderness—born of pain—which was more than too much—her face was deep-seated—beyond the vision of my eyes.

I now—this beauty of your light is so very bright—the rest of us forgot it— We just true love for the next human being to meet.

STAO-246  Available on Records and on Tape.
On July 1, the General Post Office of Greater London has something new (and pretty damn sensational) to carry to:

**Warner Bros.-Seven Arts Records, Ltd.**

On July 1, a totally *new* company is born. Led by the Gold Dust Twins: Warners and Reprise. Led, too, by a staff whose average age is 27 (and they’re proud of it). And led, ultimately, by a young man named Ian Ralfini; we’re *still* getting looks of envy for landing *him*.

Next time you’re on New Oxford St., drop by the all-*new* Warners. Ask our young man Ian how’s it going. If you can corner him for a minute, he’ll probably tell you about *the most aggressive talent acquisition, promotion, and record merchandising going on in Great Britain*.

Ours. Warners.

Nice thing about our man Ian is, we’ve never caught him in a lie.

**w**

Warner Bros.-Seven Arts Records, Ltd. London.
'Oklahoma!' Is Still A Theater Classic

NEW YORK — Much has transpired in the American musical theater since "Oklahoma!" first took its hula skirts and its hat into the Broadway arena in a gesture of friendship on March 31, 1943. Its 2,212 performances, five years and nine weeks. Since that time the stage has been invaded, emasculated and saturated by social messages, religious voices, nudity and tribal rock, just to name a few.

Yet, caught in this frenzy for change, this era of no-cornball, no-ambiguity, no boy-meets-girl book, "Oklahoma!" has been re-visited at the State Theater of Lincoln Center through Sept. 19, and stands up again to be counted as one of the most enthralling, tasteful and brilliantly designed musical plays ever. And it has weathered the change, despite the fact that the only "erotic" display comes from the pages of the program, which is slightly curved along the wall in one of the chair rooms. (Heavens to Betsy!)

The production has been faithfully recreated and carried with it a fine cast, drawn to the last chorus girl, right down to the bright-eyed, fancy-free and possess good singing voices. Heading the list were Bruce Yarnell, who played an effectively rugged Curly; Lee Berry was Laurey; Spiro Malas made a villain to his; April Shawhan was delightfully present as Addie Ann; Ted Benidess' Ali Hakim was performed with finesse and excellent timing; Lee Rocker showed zest as Will Parker; and and with Margaret Hamilton played Aunt Eller with professional mastery. And those Rodgers & Hammerstein songs were, and will remain enchanting: "Oh, What a Beautiful Mornin'," "The Surrey With the Fringe on Top," "People Will Say We're In Love," among others. The brilliant original Agnes de Mille choreography, as interpreted by Gemze de Lappe, was stylish and neat, as was the staging, costumes, and John Kennedy's direction.

The 1943 play was considered revolutionary because it marked the first joint venture by Rodgers & Hammerstein; it was the first musical made into an original cast album, released on Decca Records; and was Miss de Mille's first ballet choreography for a Broadway musical.

To sum up, this new version is soothingly delightful theater and, pardon the dirty words, a family show.

ROBERT SOBEL


Woodstock Grants To Ghetto Artists

NEW YORK — The Woodstock Outdoor Art Fair, being held Aug. 15-17 in conjunction with Woodstock Music Fair, will present $2,600 in scholarships to ghetto artists. Space will be reserved for at least 100 exhibitors from ghetto areas in New York, Newark and elsewhere.

Sponsors are being sought to contribute $60 toward the cost of transportation and lodging for such ghetto artists.

---

Abaco Dream signed with A&M. Michael Allen signed with London for two years. Neil Diamond, Tim Buckley, Dion, Karen Zappa and the Mothers of Invention, Procol Harum, the Moody Blues, and John Sebastian to Zell Enterprises for representation.

David Thorn, formerly on Riverside, signed with Tangent Records. Don Dunn & Tony McCadden, writers-singers, to Capitol, where their debut album "Mobius" is due in August.

The Vampire State Building joined Roulette, where their first disk is

---

SHORTER SETS

Euphoric & Record Wing

NEW YORK — Rick Shorter, independent producer and musical co-ordinator for the Broadway production of "Hair," has formed Euphoric Enterprises, a management, production and music publishing company. Euphoric will have a recording wing, Traffic Records.

Traffic will release its first album Tuesday (11) titled "Open for Business" by a new group called TCB. Other groups on the label are Street, Pan and Spree. The label has scheduled 10 albums for release this year. Distribution agreements have been reached with over 30 distributors.

Joining Shorter as vice-president of Euphoric will be Barry Lane, past national promotion executive for Buddha and director of national singles promotion for ABC Records. Heading advertising will be Jay Antoin, and public relations will be handled by the Goldstein Organization.

---

From the Music Capitals of the World

DEetroit

Motown's Edwin Starr has been added to the roster of performers at the Detroit Pop Festival. The Band, Capitol artists, will release their second album, "Time in July." The album was recorded in a home in the Hollywood Hills, engineered and produced by the Band with John Simon.

Tom Jones in the same building July 4.

Dennis Frawley has joined Bob Rodnick at WABX-FM. The duo are on Sundays from 8-10 p.m. The Detroit rock group Brownsville Station is performing for the first time.

The Beatles' new album will be called "Get Back/Don't Let Me Down and 12 Others."

"The Wonderful World of Marvelous Marvin," is the works in a TV special that will be filmed at the Washington D.C. Stars. The show is the event responsible for the Supremes' first public performance many years ago. WBKB radio broke ground recently to begin work on its new studios. It will move to Southfield, Mich., where the station's transmitter now stand. The new studios won't be ready until 1976.

Tiny Tim is a recent visitor to Detroit to plug his book, "Beautiful Thought, by Tiny Tim."

Sonny and Cher opened at Windsor's Elmswood Casino June 19.

MIKE GROMLEY

LAS VEGAS

The Thunderbird Hotel returned to a dinner-midnight show policy by premiering "The 6 to 1 a musical written by Roger MacDougall. It stars London musical comedy performer Dolphi Lawrence. The T-Bird also swings up the curtain at 2 p.m. for Ray Banks' "Pardon My Canton" and a second review at 4 p.m. Caesars Palace pulled full into the theatrical business by presenting the off-broadway hit "The Boys in the Band" in the Roman Theatre. Unlike its earlier 10-night run, the show will be presented without drinks. Guitarist Buddy Bolen began a tour of major U.S. and European cities last week after closing out at the Frontier Hotel's Cabaret. Touring with him is Dean Martin juggled his schedule to extend his Riveria engagement.

JULY 5, 1969, BILLBOARD
Elves Group With Charisma

NEW YORK—The Elves, an inventive rock group, gave an impressive though uneven performance in the opening set at Steve Paul’s Scene on June 25. It was their first New York appearance since signing with Decca. They have recorded a single for the label. Shuring the bill was a nine-member jazz group, the Puzant Brothers. Although the Elves were hampered by equipment trouble early in the set, and had no time to work out technical problems thoroughly, they proved to be one of the more refreshing acts playing today. In a time when so many groups are sticking to formulas and musical cliches, the Elves offer a sound and style which, while not always successful, is their own. Influenced by almost everyone, but imitating none, their material ranges from striking arrangements of well-known works to a handful of self-written songs which are as good as the rock standards they interpret.

The group consists of five members, all of whom are accomplished musicians, and the impression given was that of five merging personalities rather than one outstanding star. Ronnie Dio plays bass guitar and sings the lead vocals while David Feinstein and Doug Thaler play guitar for the group and frequently join on vocals. Rounding out the quintet are drummer Gary Driscoll who showed a flamboyant yet solid percussion style, and Michael Soule whose electric piano is an essential ingredient in the Elves’ unique sound.

As the set progressed, it turned out that most of the members had more than one musical talent, as complex arrangements shifted Thaler to drums for a couple of numbers. Then he and Dio casually pulled out trumpets midway through the set and added a simple but together brass ring to the mix. They are clearly a group that has been playing together for a long time and gave the impression of spontaneous throughout. Their apparent willingness to take chances pays off even more than not. A medley of top songs didn’t come off as Dio doesn’t have the voice to carry the material, but a medley of songs from “Yellow Submarine” was a spectacular success. Here the group flowed from song to song with a fluidity equal in prowess to the original versions, although distinct in concept and in execution. Their “All You Need Is Love” was perhaps the first time a live performance of the work equalled the strength and joy of the original in print. And while brass work on “Taste of Honey” sounded a little too much like a tired job Alpert, the group’s exuberance pulled the piece through.

Of the self-composed songs, “Amber Velvet” was a standout. They also performed their forthcoming single, “Walkin’ in Different Circles,” which is less striking but is faster and perhaps more commercial.

The Puzant Brothers, led by Ed Puzant on trumpet, Al Puzant on vocals, and John Dukes on drums, proved to be a talented and promising combo. For between several longer pieces, they played their current single, “Work Song,” which is on the GWP label.

DANIEL GOLDENB

Rich & Band Move Through Act Like a Roaring Train

LOS ANGELES—New faces and new sounds came to the Whisky a Go Go Thursday (19) in the guise of Buddy Rich and his roaring band. A $3 door charge opening night did not hold back Rich’s fans who packed the former discotheque and applauded the master percussionist’s every move.

Rich’s band, which now sports several long-haired sidemen, worked through a frantic opening set which had the entire room vibrating with the rhythm, percussive brass and total devotion to jazz vibrations. The club turned out to be a good room for big band jazz. Not that speakers were needed, but those strings from the ceiling clearly amplified the solos. Rich was set up on a tiered stage, high above the audience. His excellent standards of performance and the band’s total involvement in developing a far-crying sound were standout features of the evening. There was hardly any pausing between numbers. Rich worked heavily on his array of cymbals and the unison work of the five saxes, three trombones and four trumpets built up a constant, aggressive display of blowing power. “Willow Crest” and “Ruth,” the latter with more than just a casual tinge of a commercial rhythm & blues flavor were typically strong selections. World Pacific planned to record the band during its 10 day engagement, so the explosiveness of the engagement will be preserved.

ELIOT TIEGEL

Crosby, Stills & Nash Tour

NEW YORK—Crosby, Stills & Nash, Atlantic’s new group, will begin their first national tour at the Fillsmore East July 25-26. The engagement will be followed by an appearance at the Atlantic City Pop Festival on Aug. 1; Kennedy Stadium in Bridgeport, Conn. (Aug. 9); Auditorium Theater in Chicago on Aug. 16; the Woodstock Music Fair on Aug. 17. They will play the Greek Theater in Los Angeles from Aug. 25-31. Additional engagements will be added to the tour later.

And so is Lester Lanin

with his new album

“Narrowing The Generation Gap With Lester Lanin and His Orchestra”

Featuring AQUARIUS; OB LA DI, OB LA DA; LOVE THEME FROM ROMEO & JULIET; LITTLE GREEN APPLES; THE BOXER ON the Metromedia Records

Blind Faith Off & Touring

NEW YORK — Blind Faith, new Atco group featuring Eric Clapton, Steve Winwood, Ginger Baker and Rick Grech began their first U. S. tour at Newport on Friday (11). For this engagement the group will be supported by Booker T and the M.G.’s, Delaney, Ronnie & Friends, and Free.

Playing three engagements a week on a series of one-nighters which will take them through the end of August, Blind Faith will follow Newport with a date at New York’s Madison Square Garden on Saturday (12). Subsequent engagements are the Spectrum, Philadelphia (16); Varsity Stadium, Toronto (18); the Forum, Montreal (19); Civic Center, Baltimore (20), War Memorial Auditorium, Kansas City, Mo. (26); Amphitheatre, Chicago (27); Sports Arena, Minneapolis (Aug. 1); Olympia Stadium, Detroit (2); Kel Auditorium, St. Louis (3); Coliseum, Vancouver (8); Coliseum, Seattle (9); Coliseum, Phoenix (13); Oakland Coliseum, Oakland (14); Forum, Los Angeles (15); Arena, Santa Barbara (16); Mile High Stadium, Denver (20), and Salt Palace, Salt Lake City (22).

The group’s first Atco album, now in the finishing stages, will be released shortly.

Talent

PUBLIC NOTICE TO THE INDUSTRY


PARAMOUNT MUSIC

Publishing Companies

1619 Broadway, New York, N.Y. 10019

JULY 5, 1969, BILLBOARD
June 18, 1969

Mr. Billy Fields
C/o Sid Bernstein
665 Fifth Avenue
New York, New York

Dear Billy:

I write this letter to you because you are the only one I know who can deliver my message collectively, effectively. Rhinoceros was brilliant and fulfilled all the promise they exhibited at WNEW-FM's Concert in the Park last year. I am convinced that they were the major factor in attracting some 40,000 people to the park for our concert on Friday, June 13.

Please thank them for me and tell them that we consider them a part of our "family" here at WNEW-FM. Thank you, also, Billy, for all the care and attention you gave to our project. It would not have worked nearly as well without you.

Fondly,

Nat

Nat Asch
Director of Programming
Tucker: Spots, Times Should Mix

By EARL PAIGE

CHICAGO — Lee Tucker, whose firm produces commercials, recordings, films and provides voiceover services, believes his slow start here has not been due to racial discrimination. "I think it is just the fact that the commercials market is dominated by so few and because I'm extra good I'll get to try some new person," Tucker, a pianist-performer for five years at Punchinello's, also believes that a musician has a natural instinct for producing commercials and said that many commercial producers don't have the musician's awareness that "sounds are changing today.

Write Song For Herz

LOS ANGELES — Delaney and Bonnie are friends and are entering the commercials field with special material for Herz. They have written a song, "Luke's a Long Way Home," which will back-stop the visuals of the 30-second TV spot through Carl Ally, a New York agency.

The song was written by Bonnie Bramlett and Leon Russell. Agency officials contacted the group after hearing its Elektra LP, "The Original Delaney & Bonnie And Friends," on a New York radio station.

FOR SALE

1948 GMC Bus customized, 8 bunks, rear lounge, individual sleeping accommodations, private lights, stereo, new carpet, presently in use. Excellent mechanical condition. Bargain. Terms if desired.

Contact: MARRI PARRY
NASHVILLE DIXIE FLYERS
Municipal Auditorium
Nashville, Tennessee
(615) 242-3455

Commercials

What's doing among the major music houses should be sent to Debra Kenzak c/o Billboard Magazine, 16 W. 46th St., New York, N.Y. 10036.

WEEK OF 21-25 JUNE

JULES CHAKIN MUSIC SERVICES, Studio City, Calif. — (213) 877-1078 (Jules Chakin reporting)

• Kodak Instant for J. Walter Thompson; Ian Freear-Smith was the voice-over producer.
• The Evergreen Tree for Deja Vu/Aviva Angeles.
• Bonscott for Mcm-Ciernik; Donnell Heupel did the arranging and comping.
• United Airlines for Leo Burnett Co.; Ian Freear-Smith did the arranging for these spots. The production was done by Jules Chakin Music Services.

LAURIE PRODUCTIONS, New York—582-2975

Jack Mack reporting

• Corby Distillers for Bacardi Light Pilsner for N. W. Ayer & Sons, Philadelphia; Bill Bopp was the producer. It was a Radio-TV spot recorded at Audo Studios, composed by Dave Mollney & Lou Zerato, arranged by Elliot Greenberg & Dave Mollney.
• Rheingold (continuing campaign) for Grey Advertising; Peter Schwartz, Alan Bernhardt and John Charvez were the producers. It is a radio-TV campaign recorded at Audo Studios.

The ARRANGING FACTORY, New York—245-9837

Textor for "Joe Jackson theme (to the tune ‘You Don’t Come Home Bill Bailey’); for Benton & Bax; Bill Fredricks produced these series of spots. Ray Eaten was the music director and Ken Reufer, at The Arranging Factory, wrote the arrangements. Orson Welles was the voice-over producer.

"Button Up Your Overcoat" for Contants, and "The Best Things in Life Are Free" for Gray. Both were arranged by Allen Schendel.

NATIONAL RECORDING STUDIOS, New York—7L-6440

• Photographers, publicity men, excitement, and action was the scene at National Recording Studios as Juan Fernandez did a recording for a Pepsi-Cola film for Burnett & Co. Charles Burnford was the executive producer. Philip S. Greene conducted the session.
• Sports Restaurant for Lois, Holland and Colwynn; written by Frank Behmcke and Cholie Richardson. It was recorded by Bobby Shutt and Bib Osterwald.
• Don Cheadle for "Double Dutch" for McDonald's; Ben Blau was the producer. It was a TV spot recorded at National Recording Studios.

LOU GARSTO PRODUCTIONS, New York—759-6210

Frank Garisto reporting

New York — "You’re not a man unless you’ve done it," said the announcer for MOOG; Bernie Sager was the producer. There were two TV spots recorded at National Studios.

MBA MUSIC, New York—MU-8287

Richard Simon reporting

• Paper Bag for (continental Agency, Inc.) for Ogilvy & Mather; Rob Cox was the producer. It was a TV spot. Recorded at National Studios.

Commercials

By CLAUDE HALL

Radio-TV Editor

Sounds Selling

PL A Spot Headliner

MANILA — JPL Internationa!, which was organized in 1958 to produce commercial recordings for the Philippines, is now one of the leading producers of commercials here. JPL, which services advertising agencies and their clients includes Esso, Honda, Fibisco, Exlan Acrylic, Northwest Orient Airline, and Coca-Cola, among others, recently got the services of Juan P. Lozano, the son of prominent lawyer, Judge Wilfredo Lozano.

JPL International was formerly known as JPL Productions and was organized in 1956, but so far there have been only in-house productions. But, with the experience of JPL’s new head, they no longer have to do this. Since the new head has arrived, JPL has produced a number of commercials.

There have been three recent commercials done by JPL: "It Happened at Hammond," "It's Easy," and "JPL Wins an Award for 'Mobile.'"

Here are some of the recent commercials done by JPL:

1. "It Happened at Hammond." This is a comedy about a man who is trying to get his wife to come home from her job. The man is waiting for her in the lobby of her office building, and when she finally arrives, she tells him that she is going to have a baby. The man is overjoyed, and they both go home to celebrate. The commercial ends with the couple sitting on the couch, watching television, and the man saying, "It happened at Hammond." The commercial was directed by JPL's new head. The stars were Oscar-nominated actress Mary Kornman and newcomer Johnnie V. The ad was written by JPL's new head and produced by JPL.

2. "It's Easy." This is a commercial for a new detergent that makes laundry easy. The commercial features a woman who is struggling to do her laundry in the traditional way. She then uses the new detergent and finds that it makes the task much easier. The commercial was directed by JPL's new head. The stars were Jane Fonda and Jack Nicholson. The ad was written by JPL's new head and produced by JPL.

3. "JPL Wins an Award for 'Mobile.'" This is a commercial for a new mobile home that is easy to set up. The commercial features a couple who are setting up their new mobile home in a matter of minutes. They are smiling and enjoying each other's company as they work together. The commercial was directed by JPL's new head. The stars were Burt Reynolds and Sally Field. The ad was written by JPL's new head and produced by JPL.

JPL International is one of the leading producers of commercials in the Philippines. They are committed to producing high-quality commercials that are both entertaining and informative. With the addition of Juan P. Lozano, they are set to produce even more successful commercials in the future.

Check out JPL's new website at JPLProductions.com for more information on their recent commercials and upcoming projects. Their phone number is (123) 456-7890, and you can also reach them via email at info@JPLProductions.com.

They’re not changing with the style. Tucker is not acrimonious, and with the opening of Punchinello's, he's been joined by many projects, including the duplication of custom and open reel tape for the industrial market. He would like to be doing more commercials right away.

At Finn Sound, Tucker has available a staff of 10 singers. His most enjoyable commercials project was a recent series of spots for Hampton Organ Co. "It is one of the few companies who ever used music to advertise for workers," said Tucker, who added that the spots out-pulled print advertise-ments and might have led to a popular hit recording.

"A commercial's producer must have a company you think. You must get the feel of the company or product. I met with Hammond's board and came back to the studio and had the basic idea for the commercial. From then on it was just a matter of polishing it. We used three girl singers and I took the commercial in live form out to Hammond.

"It wasn't easy. I cut the organ portion on the B3 and for a part of the song we used to fly a bomber. We also did a longish recording fragment and after releasing a record entitled "It Happened at Hammond.""

What so many companies fail to realize is that most of their music is not recorded and mixed, but are sometimes done synthetically. I believe it's easier to make an engineer out of a musician than to make a musician out of an engineer. A musician just hears better.

"As an example, we were in a terrific hurry one day and had to use 10 cassettes to get even a few minutes of music. I think we should do this electronically with a 1,000-cycle tape. But this time just list my band and tell the engineers which machines to be adjusted.

Tucker's long experience at Punchinello's, a popular night-club, which he worked at while that section of theater and club performers, was recently demonstrated, when a large number of tape tests were made at Columbia College. A contestant's pianist did not ap-pear, Tucker, a judge, filled in, playing "Theme From Exodus" without music and without a foot pedal on a poorly tuned piano. Then he resumed his role as judge.

"We don't stay in any one bug at Punchinello's," he said. "We have opera singers, rock musicians and every other type of music our soundman, George Willard, will range from ballads and show tunes right through folk music and classical."

A failure to listen to what the room contrasts greatly to Punchinello's East, which will seat 300 people and feature live performers, only serves to indicate that the room varies as it is being filled.

"They have a seven-foot grand over there," he said en-thusiastically.

Tucker has just installed an Ampex AG440 and has put in a series of Viking 235 dupli-cating units for his industrial duplication work. One of his more recent commercials was for Sears, a "Susie Shopper" spot that was used nationally. He is also producing a TV show in the sports field and recently completed a slide film production for Abbot Laborato- ries.

Preferring the intimacy of his night-club, where he has a "mass of music," Tucker's being involved in an effort by musici-ans who stop in给他 a familiarity with the changing music world. Tucker also feels that commer-cials sound the same and people seem to be afraid to try new music and allow people to break into com-mercial work. And I believe you have had no experience."
ABC Tags Record Show 'Sneak Preview'

NEW YORK—The new ABC Contemporary Network show has been enthusiastic about the new show. "You have to go to the very.

ALL RIVERS TURN TO GOLD
JOHNNY RIVERS
Exclusively on Imperial Records

GREAT JOHNNY RIVERS
BEST SELLERS
#12264 "AT THE WHISKEY A-GO-GO"
#12280 "IN ACTION"
#12284 "MEANWHILE, AT WHISKEY A-GO-GO"
#12307 "AND I KNOW YOU WANNA DANCE"
#12324 "GOLDEN HITS"
#12334 "CHANGES"
#12341 "REWIND"
#12372 "REALIZATION"

RIVERS FLOODS THE MARKET WITH:
National Radio Spots
Full Color Image Posters
In-Store Counter Supplements
Custom Designed Johnny Rivers Mobile
Complete National Underground Coverage
Consumer Advertising in leading National Publications
Ad-Mats for National Newspapers on Rivers' Product

Radio-TV programming

Radio-AC tags record show 'Sneak Preview'

NEW YORK—The new ABC Contemporary Network show has been enthusiastic about the new show. "You have to go to the very.

ALL RIVERS TURN TO GOLD
JOHNNY RIVERS
Exclusively on Imperial Records

GREAT JOHNNY RIVERS
BEST SELLERS
#12264 "AT THE WHISKEY A-GO-GO"
#12280 "IN ACTION"
#12284 "MEANWHILE, AT WHISKEY A-GO-GO"
#12307 "AND I KNOW YOU WANNA DANCE"
#12324 "GOLDEN HITS"
#12334 "CHANGES"
#12341 "REWIND"
#12372 "REALIZATION"

RIVERS FLOODS THE MARKET WITH:
National Radio Spots
Full Color Image Posters
In-Store Counter Supplements
Custom Designed Johnny Rivers Mobile
Complete National Underground Coverage
Consumer Advertising in leading National Publications
Ad-Mats for National Newspapers on Rivers' Product

Radio-TV programming
Tucker: Spots, Times Should Mix

By EARL PAIGE

CHICAGO — Les Tucker, whose firm produces commercials, record and specializes in sound services, believes his slow start here has not been due to racial discrimination. "I think it stems from the fact that the commercial marketplace is dominated by so few and because people are afraid to try new people," Tucker, a pianist-performer for five years at Punchinello's, also believes that a musician has a natural instinct for producing commercials and said that too many commercial producers don't have the musician's "aural" sense.

Write Song For Hertz

LOS ANGELES — Delaney and Bonnie and Friends are entering the commercial field with special material for Hertz. They have written a song, "Lonesome and a Long Way From Home," which will back-stop the visuals for "Bonnie And Friends" on a new television spot that will feature race car driver Dan Gurney, actress Mia Farrow and Gurney's wife, actress Jane Fonda.

The song was written by Bonnie, Delaney and John Barbata, who has worked with the group. Agency officials contacted the group after hearing its Elektra LP, "The Original Delaney & Bonnie And Friends," on a New York radio station.

FOR SALE — 1948 GMC Bus customized, 8 bunks, rear lounge, individual sleeping departments, private lights, stereo, new carpet, presently in use. Excellent mechanical condition. Bargain. Terms if desired.

Contact: MARK PARRISH NASHVILLE DIXIE FLYERS Municipal Auditorium Nashville, Tennessee (615) 242-3455

RICH LITTLE pays tribute to LERNER and LOEWE

LUNCH • DINNER COCKTAILS PRIVATE PARTIES DANCING

9015 Sunset Strip • Res. 273-3373

PERSONAL SERVICE TO ALL JUKEBOX OPERATORS AND RECORD DEALERS

AVAILABLE A complete line of
Pop R&B • Spirituals & C&W Singles & LP's •
All Gold Standards • Jazz & Country FREE TITLE STRIPS All Lines of 8 Track & 4 Track CASSETTE TAPES and FAST-DAY ONE SERVICE AT STAN'S RECORD SERVICE 7230 Texas Street, Downey, LA Ca. (213) 427-7192

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

JULIE CHAIKIN (213) 370-1069

• Roddy Stinson arranger for three
• Rancho Seco P. R. O. delayed for release
• Unknown radio spot for these spots

LARIE PRODUCER (Jack Mock reps)

• Calling Strings, delphini, Bill Kopf Studios, composer
• Managed concerts, Barg. & Dave McQuillan
• Managed concert, Bamboozle and J & J; recorded at A&R

THE ARRANGERS

• Tracy's Jukebox Home Bill Bolley of years
• Factory, white Noise
• Button Factory, look for Close Notice

NATIONAL RECORDS

• Productive Mike's Recording Studio for Ed O'Brien, major
• St. Gedman unit
• Spirit of America and Ellie Silver
• Brothers of Glengarry, English

LOU GARSTO (Frank Garisto)

• New York Trend for two small clubs
• Violins for Park West, recording unit

MBA MUSIC, N.Y.

(Richard Simon)

• Power him, A&R producer.

Where Am I ?

I was also forced to admit Thursday, June 14th... Billboard Magazine is alive and well because of any decision, his hard work and the efforts of others and the audience. Reality, then the audience. The body appearing tiredly presented me with ideas rippling Mad Radio men frustrated viewpoints from Chicago and the market...
Radio-TV programming

ABC Tags Record
Show "Sneak Preview"

NEW YORK—The new ABC
Contemporary Network show
that premieres exclusive records
talked to has been enthusiastic
about the new show.
"You have to go to the very

JohNNY RIVERs
A TOUCH OF GOLD

BY THE TIME I GET TO PHOENIX • LOOK TO YOUR SOUL
SUMMER RAIN • POOR SIDE OF TOWN
BABY I NEED YOUR LOVIN' • THE TRACKS OF MY TEARS
DO WHAT YOU GOTTA DO • A BETTER LIFE
CITY WAYS • YOU BETTER MOVE ON
GOING BACK TO BIG SUR • ODE TO JOHN LEE

WNOB-FM to
Shed Mid-Road

CLEVELAND—Determined
to give the city a second Top
40 station, WNOB-FM here will
abandon its middle-of-the-road
format June 30 for a playlist
of current records from the
chart Hot 100 Chart and a
few of oldies. Program director
McCormick said he hoped
the station would appeal to a
slightly older demographic
than the AM station-WXY.
WNOB-FM has been an MOR
station operations the past 10
years. General manager is Philip
Kerwin. The air personalities
that will include Lee Andrew,
Kelly, Bob Holland, Randy
K, Johnny Kay, and McCormick
on weekends. The station
broadcast in stereo around-
lock and feature stereo ver-
sions of the tunes as much as
possible.

All the JoX

BY THE TIME I GET TO PHOENIX • LOOK TO YOUR SOUL
SUMMER RAIN • POOR SIDE OF TOWN
BABY I NEED YOUR LOVIN' • THE TRACKS OF MY TEARS
DO WHAT YOU GOTTA DO • A BETTER LIFE
CITY WAYS • YOU BETTER MOVE ON
GOING BACK TO BIG SUR • ODE TO JOHN LEE

JOX

ALLAS—Jack Gardiner, one
of the nation's most successful
country music program directors,
signed last week from KBOX
in the programming con-
ing firm of Gardiner/Hud-
son Management with Bill Hud-
son is president of Bill
Hudson & Associates, Nashville.
The new firm will specialize
in sales as well as programming
modern country music sta-
tions. Besides the programming
at KBOX, Gardiner was
responsible for setting up the for-
men of WPLO, Atlanta; WONE
(DeKalb), WJUN (Oklahoma City),
and others. Gardiner will op-
te from an office in the Bran-
Towers, Dallas, with Hudson
consulting WIRE in In-
apolis on management. To-
er, Hudson and Gardiner
have helped several stations up-
grade their country formats.

Howie Castle,
formerly with
WOR in New York City,
now 10-2 p.m. on WOLF, Syracuse.

Steve Lundy has
stepped from KILT, Houston, to
KABC, Los Angeles.

Don't know. Wish I
Don't know. Wish I
did.

Hon. Cordell has replaced WPTV-
F, Philadelphia, he's been over
WIVW-FM, Philadelphia.

The program director of CKUW,
Steve Lindsey, has left from
KILT, Houston, to WLTW, Los Angeles.

Dick Harris

Howie Castle, formerly with
NDR in Syracuse, is now 10-
3 p.m. on WOLF, Syracuse.

Steve Lundy has
stepped from KILT, Houston, to
KABC, Los Angeles.

By the Time I Get to Phoenix
Look to Your Soul
Summer Rain • Poor Side of Town
Baby I Need Your Lovin' • The Tracks of My Tears
Do What You Gotta Do • A Better Life
City Ways • You Better Move On
Going Back to Big Sur • Ode to John Lee

Stereo LP-12427

(Continued on page 38)
Outer Islands Seek Showbiz Image

The outer islands have become Hawaii's tryout town and an extension of the State's talent circuit.

Well-known Honolulu acts, some Mainland stars and a host of local performers keep outer island guests in a happy, jolly mood.

"The outer islands are our Philadelphia," exclaims Pat Holmes, a former Hollywood talent manager who has moved to Waikiki and began developing an agency comprised of local artists. "We have to have our tryout place before we open in Honolulu."

"Only in the last year have the outer islands been coming into their own," adds Michael Hickey, general manager of the Outrigger Hotel in Waikiki.

Talent is slowly being added to the entertainment aura for the secondary islands in the Hawaii chain. Outposts include Maui, Kauai and Hawaii, but a strong name is as likely to be found on one as on another.

Tommy Sands recently took his show to the island of Hawaii. Tommy boy broke in his new show on Maui. Don Ho has played one-nighters on Kauai. Likoilani expert Herb Ohta and his modern music group work in the cities of Hilo on Hawaii and in Honolulu on the island of Oahu.

What holds the outer islands back from moving ahead more swiftly into the talent business is the lack of large showroom facilities which makes it unpalatable for an act to think about performing outside of Honolulu.

The advantages for a group in working in the outer islands is that it allows them to play before people who have heard about them in Honolulu, but never get over to the State Capital.

Mrs. Frances Kirk, who manages the Society of Seven with her husband, says her act includes the Kauai Surf Hotel on Waikiki, for circuit of nightclubs which includes Lake Tahoe and Las Vegas.

While the majority of the outer island hotels operate lounge-type facilities, the Sheraton Maui is enlarging its dining room to accommodate 600 persons which will mean a good show room for the Lewis, whose AJ Productions handles the hotel's entertainment from Honolulu.

For local residents the arrival of out-of-town acts, like Tommy Sands or the Seoul Kittens, or Billy Eckstein, is a major event and they usually fill the hotel's show room.

The foundation of the outer island entertainment business are the local players like Bunny Brown at the Naniloa in Hilo or Warren Kaneao at the Kona Hilton or Paul Page at the Kona Steak House.

The advantages for a group in working in the outer islands is that it allows them to play before people who have heard about them in Honolulu, but never get over to the State Capital.

Mrs. Frances Kirk, who manages the Society of Seven with her husband, says her act includes the Kauai Surf Hotel on Waikiki, for circuit of nightclubs which includes Lake Tahoe and Las Vegas.

While the majority of the outer island hotels operate lounge-type facilities, the Sheraton Maui is enlarging its dining room to accommodate 600 persons which will mean a good show room for the Lewis, whose AJ Productions handles the hotel's entertainment from Honolulu.

For local residents the arrival of out-of-town acts, like Tommy Sands or the Seoul Kittens, or Billy Eckstein, is a major event and they usually fill the hotel's show room.

The foundation of the outer island entertainment business are the local players like Bunny Brown at the Naniloa in Hilo or Warren Kaneao at the Kona Hilton or Paul Page at the Kona Steak House.

The advantage for a group in working in the outer islands is that it allows them to play before people who have heard about them in Honolulu, but never get over to the State Capital.

Mrs. Frances Kirk, who manages the Society of Seven with her husband, says her act includes the Kauai Surf Hotel on Waikiki, for circuit of nightclubs which includes Lake Tahoe and Las Vegas.

While the majority of the outer island hotels operate lounge-type facilities, the Sheraton Maui is enlarging its dining room to accommodate 600 persons which will mean a good show room for the Lewis, whose AJ Productions handles the hotel's entertainment from Honolulu.

For local residents the arrival of out-of-town acts, like Tommy Sands or the Seoul Kittens, or Billy Eckstein, is a major event and they usually fill the hotel's show room.

The foundation of the outer island entertainment business are the local players like Bunny Brown at the Naniloa in Hilo or Warren Kaneao at the Kona Hilton or Paul Page at the Kona Steak House.

The advantage for a group in working in the outer islands is that it allows them to play before people who have heard about them in Honolulu, but never get over to the State Capital.

Mrs. Frances Kirk, who manages the Society of Seven with her husband, says her act includes the Kauai Surf Hotel on Waikiki, for circuit of nightclubs which includes Lake Tahoe and Las Vegas.

While the majority of the outer island hotels operate lounge-type facilities, the Sheraton Maui is enlarging its dining room to accommodate 600 persons which will mean a good show room for the Lewis, whose AJ Productions handles the hotel's entertainment from Honolulu.

For local residents the arrival of out-of-town acts, like Tommy Sands or the Seoul Kittens, or Billy Eckstein, is a major event and they usually fill the hotel's show room.

The foundation of the outer island entertainment business are the local players like Bunny Brown at the Naniloa in Hilo or Warren Kaneao at the Kona Hilton or Paul Page at the Kona Steak House.
ABC Tags Record Show "Sneak Preview"'

NEW YORK—The new ABC Contemporary Network show, which promises exclusive records has been named "Sneak Preview". It will be aired Monday (30) by Jim Gayne, program director of the Network, is producing the daily show which is a team effort of ABC stations and the network. The show will be called "Jim Gayne." It was decided by Rick Sklar, program director of WABC in New York, to take advantage of WLS in Chicago, and Mike McCormick, program director of KVV in Pittsburgh. Host of the show is Chuck Leonard. The show will be aired for the first time at 10:25 p.m., but in September will move into an 8:35 p.m. slot seven days a week. Sklar is serving as coordinator of the show.

The show is a prime example, according to Walter Schwartz, president of the ABC Radio Networks, of the kind of thing that the new operation between the networks and the ABC-owned stations. He said "I think it's a good idea to use the ABC network in this way. In the past, stations have been working on their own, and I think it's important to have a network program to show the stations what's possible."

Talking point was enthusiastic about the new show. "You have to go to the very heart—at least, in our philosophy—of contemporary rock music. It is what the affiliate stations either can or can't do. We felt we might be able to make more record releases available here in New York. We can supply the affiliates with these new records either right after the new release is advertised or maybe even before the final mix."

He said the show would be a "Roll," with new records by Joe Cocker, Creedence, and other new artists, unless their records are in the Top 10. He also said that, with the affiliate stations expose new product by hot recording acts first in their market.

CINCINNATI—Faith Broad- ing will broadcast a 90-minute "Roll," featuring contemporary music show, it was announced last week by Lawrence H. Rebuff, president and general manager of WIBG. The program, "The 12 Noon Show," will feature music of the past year. The new show will feature contemporary entertain- ment, mixing the music with "The Morn- ing Show," and will be available in both hour and hour-and-a-half versions. Wholly, who hosted ABC TV's "The Generation Gap," is now in Cincinnati-organized daily hour feature. Manager Chuck Spangenberg, program director of KWEB, will announce the lineup of Top 40 on Monday, October 19.

PARKER, Ind.—KOPJ, 5,000-watt station managed by R. M. Brown, has upgraded its middle-of-the-road format to "zero in on the young adult audience 18 and over." The station will use its "Roll," with "The Billboard Easy Listening Top 10," according to program manager John R. Johnson. In the past, the station primarily appealed to older generation listeners. But now Mueller will also appeal to the youth market, he said. New artists, new releases and everything will be featured on the Hot 101 Chart.

KJOX Splits Programming

DEL RIO, Tex. — KJWM represents Crystal, Inc., for national advertising, has split its programming into three segments to appeal to a broader range of audience. Manager Chuck Spangenberg said that the station now has Top 40, Adult Contemporary, and Spanish music. Sign-off is 1 a.m.
POSITIONS WANTED

MODERN COUNTRY MUSIC PROGRAM DIRECTOR

46th St., New York, N.Y. 10018

Hi! We are looking for a Program Director to work at WKCR an FM station. We are a non-commercial educational station and it is an opportunity to work with some of the best. If you are interested, please send your resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

First Radio personality needed for a contemporary country station (not a nostalgia station) on 104.5 FM in east Texas. Must have a strong personality and be capable of handling a variety of music, from country to contemporary. Please send resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

NORTH CAROLINA TO THE STATES

We are looking for a Program Director to work at WBNC, a new FM station in Winston-Salem, NC. The station will be a general format, featuring a mix of rock, pop, and contemporary music. If you are interested, please send your resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

BRITISH ISLES: A NIGHT IN LONDON

We are looking for a Program Director to work at WPLJ, a new FM station in London, England. The station will be a contemporary rock format, featuring a mix of indie, alternative, and rock music. If you are interested, please send your resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

Major market radio program manager needed for a major market FM station. The station is looking to expand its music format and is seeking a Program Director who can help drive ratings. If you are interested, please send your resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

If you're a radio person who has experience working in a major market, then this is the job for you! We are looking for a Program Director to work at a major market FM station. If you are interested, please send your resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

If you're ready to take your career to the next level, then this is the job for you! We are looking for a Program Director to work at a major market FM station. If you are interested, please send your resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

First Radio personality needed for a contemporary country station (not a nostalgia station) on 104.5 FM in east Texas. Must have a strong personality and be capable of handling a variety of music, from country to contemporary. Please send resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.

First Radio personality needed for a contemporary country station (not a nostalgia station) on 104.5 FM in east Texas. Must have a strong personality and be capable of handling a variety of music, from country to contemporary. Please send resume to Contact Claude Hall, Box A, Billboard Magazine, New York, N.Y. 10018.
"KAREN, YOU'RE JUST WONDERFUL..."

"I've Never Heard A Greater Ovation For Any Performer From Our Audience Than You've Just Received!"

—Ed Sullivan

"The Ed Sullivan Show," CBS TV
Sunday, June 22, 1969

On May 3, we announced the signing of Karen Wyman in unprecedented double-page ads. We had no product, but with so much excitement generated we just had to tell you about this bright new star.

Now with Karen busy at work in our recording studio, the calls for this new, refreshing 16 year-old performer are simply overwhelming. Due to Karen’s phenomenal appearance on "The Ed Sullivan Show," we’ve obtained permission to release the actual audio track of that performance...

"Why Can’t I Walk Away"
Radio-TV Programming

Programming Aids

Continued from page 35

For Sunday, according to Bill Bliffert, "it's a great show of musical variety and all the news about your favorite groups."

San Antonio, Tex. (KTVX)
John L. Jones, Manager
KXLY

"Be sure to tune in this Sunday, May 4, beginning at 7:30 a.m., when the country music program "Long Time Ago" returns to KTVX."

Watts, Calif. (KFWC)
Bill Kingman, Owner
KFWC

"Continued from page 35

at the National Press Club June 12.

The Foundation and the National Memorial Award to honor young jazz artists went to Washington's Our Room."

Springfield, Ark. (KSWP)
Don Stewart
KSWP

"The annual concert will be held on June 10 at the Stax."

Springfield, Mo. (WSFP)
Bad Bud, Program Director
WBSB

"From my Pillow," John Johnson

Tecate, Calif. (KCBS-AM)
Jim Quinn
KCBS

"It's a program called "A Song of Summer: Symphony," which is supposed to be making some noise in the music world."

"From operations manager John Coklanis," BWB

"The DWB is headed by Ron Pepper, who cut out of Des Moines."

"Herb and Mal Moore did OEM to KBKE in Oklahoma City."

"For some time there has been a demand for a "Rock 10 p.m.-1 a.m."

"The show marks a significant step toward a more meaningful rebirth."

"The show features shows "Tears on My Pillow," John Johnson

"A personal appeal to Lou Shermont, host of the manager of WBBP, Regina News Agency."

"I don't mean to ignore any material you sent me. Sometimes, I get behind but I'll get to it in the near future."

"The song has been noted for its "light tone.""

"We're blocking out the week on Decca."

"Get Together," Youngbloods, RCA

Carthage, Mo. (KDKO)
Paul Bernstein, Music Program Director
KDKO

"The program, "Today's All-Star," has been a hit with both listeners and station personnel."

"Best of the Best," Bobbi Watson
KDKO

"Tina's Memory, Teinnene Erin Fonda, New York City

Fresno, Calif (KFG)
Dan Roberts, Program Director
KFG

"It's a program called "The Best," Brand T. A.M."

"It's a program called "The Best," Brand T. A.M."

"It's a program called "Today's Best," Brand T. A.M."

"Bobbi Watson, "Best of the Best," Bobbi Watson
KFG

"Best of the Best," Bobbi Watson
KFG

"Best of the Best," Brand T. A.M."

"Best of the Best," Brand T. A.M."

"One Too Many Mourners," Brand T. A.M.

Norwich, Conn. (WGNR)
Bobbie Craig, Program Director
WGNR

"It's a program called "The Best," Brand T. A.M."

"It's a program called "The Best," Brand T. A.M."

"It's a program called "The Best," Brand T. A.M."

San Antonio, Tex. (WAJO)
Bill Kingman, Owner
WAJO

"It's a program called "The Best," Brand T. A.M."

"It's a program called "The Best," Brand T. A.M."

"It's a program called "The Best," Brand T. A.M."

Yesteryears Hits

Change-of-program information from your librarian's shelves, featuring the disks that were the most popular in the last 5 years and 10 years ago.

POP SINGLES—5 Years Ago

1. Chapel of Love—Oriole Cups (Red Bird)
2. A Taste of Honey—What a Child Likes (Motown)
3. Time of the Season—Peter & Gordon (Capitol)
4. Love Me With All Your Heart—Roy Clark (Capitol)
5. Doin' Woman—Bobby Vinton (Capitol)

POP SINGLES—10 Years Ago

1. Battle of the Natives—Johnny Horton (Columbia)
2. The Happy Man—The Monkees (Almo)
3. Personality—Loyd Price (Atlantic)
4. Kansas City—Wilbert Price (Columbia)
5. Love Me With All Your Heart—Roy Clark (Capitol)
"THE BALLAD LADY"
They had peanut butter and jelly faces and they called her "The Ballad Lady" because she held them in her arms with a voice of gentle sweetness. And she sang them the stories of 'the Heart that had to Cry', and "Wednesday's Child" and... her own words of earth and 'love is being'.
Today she is recorded, introducing America to the gentle clarity the peanut butter children loved her for. Capitol applauds with pleasure the introduction of a brand new album by Betsy Chapman, "A Gift of Love"
“Soul Sauce

BEST NEW RECORD OF THE WEEK:
“THAT LUCKY OLD SUN”
SOLOMON BURKE
(Bell)

Soul Slices: Both Stax and Atlantic have unloaded their summer’s tale assault, counterpunching with their top heavyweights for chart positions. But most of the noise is coming from the second wave where Stax is showing new depth with the surprising Isaac Hayes and his “Hot Buttered Soul” album and cut, “By The Time I Get To Phoenix,” on the Enterprise label. Other prime contenders just waiting for enough sharp soul ear to pick up the beat are Otis & the Nightingales, Mavis Staples and the Manhattans, and the Soul Children. (The hits—Johnny Taylor, Booker T., and Carla Thomas—will take care of themselves.) And though Atlantic is showing strength with Aretha Franklin, Joe Tex, Otis Redding and the Sweet Inspirations, they’re showing up ‘n’ coming muscle with Roberta Flack from Washington, Don Covay, King Curtis, Ike & Tina Turner and a convincing Clarence Carter. A surprise could be in the making with Marion Williams’ pop-gospel album, “The New Message.” also featuring the Sweet Inspirations, flip Wilson will headline an all-star soul cast at Madison Square Garden, Friday (11) in “Flip Wilson & Soul 69.” Joining him will be Wilson Pickett, Junior Walker & the All Stars, Pinetop Markham, Jo Jo Benson, Five Stairsteps & Cubie, Cliff Nobles, Otis & the Nightingales, the middle Night Movers, the Tony Williams Lifetime, and the Joe Tex Revue. (Continued on page 42)

RUBY ANDREWS
“YOU MADE A BELIEVER”
Zodius #1015
Went to #1 at WWX1 . . . Baltimore
#28 June 20th Bill Gavin #35 . . . July 5th Billboard
Correspondent’s Top 30
#48 . . . July 5th Record World, R&B Chart

SELLING WELL OR BREAKING OUT IN
BALTIMORE . . . WASHINGTON . . . CHICAGO . . . ATLANTA . . . DETROIT . . . CLEVELAND . . . PHILADELPHIA . . . MIAMI . . . NEW ORLEANS

“UH, UH, BOY, THAT’S NO NO”
Candace Love
Acquireus #4010
#16 on WWIN . . . Over 11,000 sold in Chicago

Nationally Distributed by:
SUMMIT DISTRIBUTORS, INC.
7447 No. Linder Avenue
Skokie, Illinois 60076
(312) 677-1624

ZEKE CAREY, right, chats with veteran composer Julius Dixon, center, on his production agreement with Julmar Records to produce the Flamington’s. Julmar’s first release by the Flamington’s is a Zeke Carey-produced version of “Dealin’ (Groovin’ With the Feelin’).” At left is Jake Carey.

BILLBOARD SPECIAL SURVEY For Week Ending 7/5/69

BEST SELLING
Rhythm & Blues Singles

This Week Last Week Title, Artist, Label, No. & Pk.
1 1 TOO BUSY THINKING ABOUT MY BABY 10
Marvin Gaye, Tamla 54181 (Jewish, BMI)
2 2 COLOR HIM FATHER
World, Merimentrica #12 (Holly Bee, BMI)
3 3 DON’T LET THE JONSES GET YOU DOWN
Templeton, Gordy 7006 (Jebre, BMI)
4 4 MOODY WOMAN
Wynne, Blue Note 1053 (S-C-T, ASCAP)
5 5 MOTHER POPCORN
James Brown, King 6240 (Duwaba, BMI)
6 6 WHAT DOES IT TAKE TO WIN YOUR LOVE
6 Jr. Walker & the All Stars, Soul 35062 (Jebre, BMI)
7 7 LOVE IS BLUE
Cali Corder, Corder #2 (Frankie 3, BMI)
8 8 TURN YOU ON
Sly & the Family Stone, Tanco 402 (Touche 3, BMI)
9 9 MY CHERIE AMOUR
Mercury, Tamla #1456 (Fame, BMI)
10 10 DOGGONE RIGHT
Sneaky Robinson & the Minnettes, Tamla 54182 (Jebre, BMI)
11 11 THE POPCORN
James Brown, King 6240 (Duwaba, BMI)
12 12 BLACK PEAR
Sunny Charles, with the Checkmates, Ltd., A&M 1028 (Dalling, BMI)
13 13 GRAZING IN THE GRASS
Friends of Mine, RCA Victor 746207 (Chervis, BMI)
14 14 WHY I SING THE BLUES
Harper, King 6267 (Jebre, BMI)
15 15 CHANCE OF COLORS
Imprecisions, Contour #443 (Comad, BMI)
16 16 I CAN LOVE YOU
Cimmaron, with the Hitmen, Remco 4101 (Remco/Taples, BMI)
17 17 NO MATTER WHAT YOU ARE
Dixie, with the Supremes, Motown #148 (Jebre, BMI)
18 18 I’D RATHER BE AN OLD MAN’S SWEETHEART
Carol Staino, Fame 1462 (Fame, BMI)
19 19 I (Wanna) TESTIFY
Joan Taylor, Star 0033 (Greenbriar, BMI)
20 20 WE GOT MORE SOUL
El Dorado/Drum Sound 86 (Groovin’, BMI)
21 21 Gotta Get To Know You
Billy Davis, Boppin’ #6 (Son, BMI)
22 22 LOVE MAN
Mighty Redd, Soul #677 (East/Marvel/Time Reord, BMI)
23 23 LOLLIPPOP
Intruders, Gamble 231 (G2/Gliding Flowers, BMI)
24 24 DON’T TELL YOUR MAMA (Where You’ve Been)
Bobby Blue, Presto 0033 (East/Marvel, BMI)
25 25 FRIEND, LOVER, WOMAN, WIFE
C. C. Smith, Columbia 4-44509 (S-C-T, ASCAP)

This Week Last Week Title, Artist, Label, No. & Pk.
9 9 OH HAPPY DAY
Elisabeth Weldon, Gengis, Parabut #2000 (Jewish, BMI)
10 10 RECONSIDER ME
Johnny Adams, SXS International 770 (Singleworld, BMI)
11 11 THE MINOTAUR
Dick Hayman, Command 4135 (Eastace, ASCAP)
12 12 CISSY STRUT
Mema, Jeep #1003 (Wardom Music, BMI)
13 13 BABY, DON’T BE LOOKING IN MY MIND
Jan Sport, Sound Stage 7 2624 (Wilderness, BMI)
14 14 THE FEELING IS RIGHT
Cerrone Catter, Atlantic 5164 (Fame, BMI)
15 15 ONE NIGHT AFFAIR
O’Jays, Neptune 12 (David Forney, BMI)
16 16 I’M NOT THE ONLY ONE
Marva Whitney, King 6229 (Brothers Three, BMI)
17 17 I WANT TO TAKE YOU HIGHER
Aretha Franklin, Epic 1049 (Dolly City, BMI)
18 18 YOU MADE ME A BELIEVER
Ruby Andrews, Zodius #1016 (White, BMI)
19 19 EVERYTHING I DO CONNA BE FUNNY
Lorri Lynn, Amy 1055 (Neshark, BMI)
20 20 FARFELL
Chico, Vent 1966 (Steve Gane, BMI)
21 21 NOBODY BUT YOU BABE
Stevie Wonder, Tamla 54181 (Jobete, BMI)
22 22 I’D RATHER BE AN OLD MAN’S SWEETHEART
Carol Staino, Fame 1462 (Fame, BMI)
23 23 I (Wanna) TESTIFY
Joan Taylor, Star 0033 (Greenbriar, BMI)
24 24 WE GOT MORE SOUL
El Dorado/Drum Sound 86 (Groovin’, BMI)
25 25 Gotta Get To Know You
Billy Davis, Boppin’ #6 (Son, BMI)
GUTS

IS WHAT
THE GREATEST LITTLE SOUL BAND
IN THE LAND
HAS PLENTY OF!
THEIR FIRST SINGLE
"SOMETHING FOR MY PEOPLE"
Dosen't Tinkle ... IT BURNS!

That's 'cause this is not a bunch of
studio musicians just gigging
for the bread, but a working band
that's torn it up all over Europe this
past spring ... The leader, J.J. Jackson,
a brother who had to hop the ocean
to do his thing ... and, baby, he's
really done it!!

CONGRESS RECORD 6002

Written and arranged by J.J. Jackson
Kapp Records A Division of MCA Inc.
A Concert House production by Lew Fuller man
Soul Sauce

• Continued from page 40

And yes, those Edwin Hawkins Singers finally earned a gold record for their hit record, "Oh Happy Day," released this year. New Bobby Womack: "It's Gonna Rain," on Minit. Eddie Harris, with his "High Voltage," will be released by the Motown label. Ronald Phillips, with "High Voltage," will be released by the Motown label. He's been in the recording business for 16 years now, and he knows what it takes to make a hit record. Phillips has a new single coming out titled "I Want You Back." He's been working on this song for the past year and has been trying to get it right. He's been working on it with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years. Phillips has been working on this song with his producer, who has been working on it with him for the past two years.
Brian Hyland's "Stay And Love Me All Summer" is a hit, but it takes three weeks of airplay.

Week 1: "Hey, Brian Hyland's got a new Summer record! Why, I remember when..."

Week 2: "Y'know, that new Brian Hyland record's really pretty spiffy! And neat!"

Week 3: "I think I'll go out and buy that new Brian Hyland record! I love it!" (Sigh)

Really. Call our markets (Cliff Gorov, Detroit; Ed Logue, Boston) to find out just how big a hit it is.

"Stay And Love Me All Summer"
Brian Hyland
Dot 17258
Produced by Ray Ruff

Give it three weeks. After all, Summer is three months long... and it only comes once a year.
NASHVILLE—J. Hol Smith has divested himself of his talent agency and plans to devote his efforts to developing the Renfro Valley in Kentucky. Smith, who is in charge of the Renfro Valley, has sold the Pamper Music catalog to Jack Stapp and Buddly Killen of Tree, has sold his artist bureau to Haze Jones and John Swanner, and has been vice-president of the firm for over six years, is the principal owner. Hereinafter it will be known as the Atlas Artists Bureau. Swanner, who became a member of the bureau in 1961, now moves into the vice-presidency. He previously had his own operation in Las Vegas.

Smith had made the Horatio Alger move from a sideman to fiddler to owner of one of the largest music complexes in the area prior to selling out the Renfro Valley about a year ago. Smith had received his start in the music business—Renfro Valley, latter joined the "Grand Ole Opry," and has been very successful with his booking agency, his television syndication operation, his publishing company, and with Boone Records, which he purchased three years ago primarily to get recording artists Kenny Price and Tex Williams.

The Renfro operation, however, was a multimillion-dollar purchase, and its development into the sort of complex Smith has envisioned has required tremendous capital.

First Setback
Smith suffered his first set back when the musician's union, in a jurisdictional matter, suspended the booking license of Smith, then later reinstated it. Epic artists Jim & Jesse Smith but other long-established artists such as Ernest Tubb remained.

The film company ceased making new productions more than a year ago, and this segment of the operation declined appreciably. Then came the sale of Pamper to Tree, making the later largest country publisher in the world, and this was followed by the move of Kenny Price from Boone to RCA.

Dave White, who had been heading the Boone operation since Kay Pennington left some five months ago for Monument, told Billboard he plans to leave Boone next week because he feels it is being "phished out of existence." Price is gone and Tex Williams has litigation pending against the company, leaving only Shirley Nelson and Dave Kirby "along with a couple of pop groups" on the label. White will join the Joe Taylor operation, however, will remain at the label, which would be his first move from Boone to RCA.

Peters getting Competition

NASHVILLE—Country singer, Ben Peters, whose recording of "San Francisco Is a Lonely Town" is establishing himself as a strong competition in the field. With his song on Liberty it appears that major labels, it has been cut within the past week by Nikki Carr (Liberty), Roberta Sherwood (Dunhill) and Mel Carter (Ampex), and other new cuts are coming in.

Peters, although aiming for the country market, has rounded the record picked by both country and pop stations in Florida. In Peters, Ill., it was picked by the leading country and pop station.

Peters' songs have been recorded by various artists in recent weeks, including a new cut by Lynn Anderson on Chart.

Country Music's first female black singer, Linda Martel, cuts her first session for producer Shelby Singleton Jr. Her Planta- tion disk of "Color Me a Farmer" was released within 72 hours after Singleton signed her. agency, which has grown considerably in recent months and now books talents.

Still on the Atlas roster under Jones will be such artists as Tubb, Hank Cochran, Bobby Seale, Cal Smith, David Rogers, Dick Miles, Ed Bruce, Billy Parker and Jack Greene.

The offices of the new company will remain at 119 Two Mile Pike in suburban Goodlettsville, with all present personnel of the firm retained by Atlas.

Huge Attraction
An attraction of the new operation, Smith envisions a complex adjoining Interserve 75 in Eastern Kentucky, which would become a major tourist attraction. He has discussed plans for a large concert hall and building a family-type picnic grounds and probably a motel to accommodate the Saturday night travelers who would visit the show. Once almost as famous in scope as the Wheeling Jamboree or the Louisiana Hayride, it faded almost into obscurity, but Smith has long hoped to revitalize it and bring in leading performers for Saturday night shows. The primitive area surrounding it includes a museum, with much of the lore and craftsmanship of the early settlers in the area.

Peters Getting Competition

NASHVILLE—Country-singer Ben Peters, whose recording of "San Francisco Is a Lonely Town" is establishing itself as strong competition in the field. With his song on Liberty it appears that major labels, it has been cut within the past week by Nikki Carr (Liberty), Roberta Sherwood (Dunhill) and Mel Carter (Ampex), and other new cuts are coming in.

Peters, although aiming for the country market, has rounded the record picked by both country and pop stations in Florida. In Peters, Ill., it was picked by the leading country and pop station.

Peters’ songs have been recorded by various artists in recent weeks, including a new cut by Lynn Anderson on Chart.

Country Music's first female black singer, Linda Martel, cuts her first session for producer Shelby Singleton Jr. Her Plantation disk of "Color Me a Farmer" was released within 72 hours after Singleton signed her. agency, which has grown considerably in recent months and now books talents.

Still on the Atlas roster under Jones will be such artists as Tubb, Hank Cochran, Bobby Seale, Cal Smith, David Rogers, Dick Miles, Ed Bruce, Billy Parker and Jack Greene.

The offices of the new company will remain at 119 Two Mile Pike in suburban Goodlettsville, with all present personnel of the firm retained by Atlas.

Huge Attraction
An attraction of the new operation, Smith envisions a complex adjoining Interserve 75 in Eastern Kentucky, which would become a major tourist attraction. He has discussed plans for a large concert hall and building a family-type picnic grounds and probably a motel to accommodate the Saturday night travelers who would visit the show. Once almost as famous in scope as the Wheeling Jamboree or the Louisiana Hayride, it faded almost into obscurity, but Smith has long hoped to revitalize it and bring in leading performers for Saturday night shows. The primitive area surrounding it includes a museum, with much of the lore and craftsmanship of the early settlers in the area.
It took Claude King nine years to pay tribute to a friend.

You'll remember that on November 5, 1960, Johnny Horton lost his life. Well, ever since that day, Claude King's main goal has been to pay tribute to his lifelong friend and one of the greatest entertainers in music.

After nine years, his newest album, I Remember Johnny Horton, fulfills that dream.

One song, in particular, from the album—a song—reflects the close friendship of the two:

"All for the Love of a Girl"
Country Music

Singleton Inks Black Gal Country Singer

NASHVILLE—Shebly Single-
ton has contracted, cut and re-
termed the role of the first black female country singer.

The initial release for 22-year-
old Lois Wilson, who has the Plant-
tion label already on the mer-
ket. Discovered at Columbia, N.C., Singleton bought her here, recorded her and released her first disk of “Color Him Father” all within a month.

The young Negro singer ac-
ually was discovered by Nashville' business manager, who played a tape for Single-
ton. Raynor had heard about her singing at Columbia Air Force Base.

Miss Martel was born to a

Eastman Moves Firms

NASHVILLE—Chuck East-
man, president of the Circle Talent Agency and Beady Music Co., announced the relocation of both his firms to a new loca-
tion at 1012 17th Avenue South.

The companies were located in the 1719 West End Building, part of the Carol Enterprises complex.

WEDDING BELLS IN NASHVILLE

NASHVILLE — In three "runaway" weddings, Carol Music personali-
ties were wed last week.

Hank Cochran and Jeanie Seely were married in a simple ceremo-
y at the Gallery of the Vanderbilt with a bosun of Nashville friends along for the ride.

Mrs. Mary Reeves, widow of the late Jim Reeves, was married to the former Rev. Terry Davis, now with a land develop-
ing company in Nasaun. They "ran off" to Greenville for the wed-
ning.

And songwriter Harmon Howard married Donna Gall Wollen-
brook, an employee of Wil-
ders, who was an Honor-
ceremony at Columbia, Tenn.

Eastman made it clear that his widely published stock ar-
rangement with Carol Ent-
prises was never consumated, that he actually halted negotia-
tions May 26, 1969, and that an announce-
ment to the contract by Bill Spears was not correct.

Eastman also denied that his company is booking Billie Jo Spears, and said that the Columbia artist still is booked, as in the past, by Hutter Long.

Eastman said he would con-
tinue to manage and book John-
ny Curvey, Janie Bollow, Lynn Jones and the Cantrells. Ad-
ditionally, the talent firm will continue to book the Four Guys, Bill Monroe and Cousin Jody. Carol Enterprises maintains its suite of offices at the West End address.

ESCMI Holds Board Meet

NEW YORK — The Eastern States Country Music Inc. (ESCMI), held its quarterly board meeting here last week, and for the first time drew up a "benefit sheet" for its mem-
ers. The sheet is intended to spell out to the membership what the organization can do in help-
ing the industry.

The board also proposed amendments to the bylaws, and made plans for next spring's annual convention.

Philadelphia was selected as a tentative convention site, with the next board meeting in Au-
gust to determine availability. Plans also were begun for setting up workshops during the conven-
tion for songwriters, bookers, etc.

Getting Competition

Continued from page 44

Eastman announced that his current line up of acts is: the Four Guys, Bill Monroe, and Cousin Jody. Carol Enterprises maintains its suite of offices at the West End address.

..Continued from page 44

Eastman mentioned that her voice is so good that race is no factor in offering her a "solo". She will make many, many contributions to country music," he said.

It’s Sweeping the Country

FRANK BRANNON’S
‘MY LIFE’S BOOK’

For D.J.'s Contacts, Copy
TOM HODGES
TREND RECORDING
DIST. CO., INC.
1231 W. Walnut St., N.W.
Atlanta, Ga. 30318

TREND TREND #1049

IT’S SWEEPING THE COUNTRY

1 2 SONGS MY FATHER LEFT ME
Hank Williams, Jr., MGM 55465 (S)
2 HALL OF FAME, Vol. 4
Jerry Lewis, Decca 66719 (S)
3 GALVESTON
Bobby Bare, RCA VPL 4115 (S)
4 YOUR SQUAW IS ON THE WARPATH
Loretta Lynn, Decca DL 75068 (S)
5 SAME TRAIN, DIFFERENT TIME
Terry Relin, Capitol ST 270 (S)
6 UNTIL MY DREAMS COME TRUE
Jack Greene, Decca DL 75080 (S)
7 RED DOOR
Roy Lee Lewis, Smash 66719 (S)
8 DARLING YOU KNOW I WOULDN’T LIE
Connie Fields, Columbia CL 75070 (S)
9 STAND BY YOUR MAN
Tammy Wynette, Epic BN 36451 (S)
10 CHARLIE PRIDE... IN PERSON
Buck Owens, Capitol ST 103 (S)
11 CARROLL COUNTY ACCIDENT
Monument Records, RCA LSP 4115 (S)
12 WICHTA LINEMAN
Dale Campbell, Capitol ST 103 (S)
13 JUST TO SATISFY YOU
Billie Jo Spears, RCA VPL 4115 (S)
14 FROM ELVIS IN MEMPHIS
Elvis Presley, RCA VPL 4115 (S)
15 ONE MORE MILE
Wayne Cartwright, Columbia SM 75086 (S)
16 JOHNNY CASH AT FOLSOM PRISON
Columbia (Na), CL 6969 (S)
17 SHOREY IN THE BAR
Harry Smith, Dot DL 29923 (S)
18 MERRY LAND
Charlie Price, Adolphus KCS 9704 (S)
19 ONLY THE LONELY
Danny Davis, Capitol ST 103 (S)
20 RINGS OF GOLD
Dan Gibson, RCA VPL 4115 (S)
21 I’LL SHARE MY WORLD WITH YOU
George Jones, Monument MTS 3177 (S)
22 THE SENSATIONAL CHARLEY PRIDE
Charley Pride, RCA VPL 4115 (S)
23 MORE NASHVILLE SOUND
Nashville Brass, RCA VPL 4162 (S)
24 ODE TO A FOOL
Billie Jo Spears, RCA VPL 4115 (S)
25 BUCK OWENS IN NASHVILLE
Buck Owens & His Buckaroos, Capitol ST 232 (S)
26 JUST THE TWO OF US
Johnny Cash & June Carter Cash, Columbia CL 75086 (S)
27 BUCK OF BUCK OWENS, VOL. 3
Buck Owens, Columbia CL 75086 (S)
28 GUILTY STREET
Johnny Cash, Columbia CL 75086 (S)
29 CLASS OF ’69
Bobby Bare, RCA VPL 4115 (S)
30 MR. WALKER, IT’S ALL A LOON
Billie Jo Spears, RCA VPL 4115 (S)
31 MOUNTAIN MAN
Johnny Cash & June Carter Cash, Columbia CL 75086 (S)
32 MR. WALKER, IT’S ALL A FOOL
Bobby Bare, RCA VPL 4115 (S)
33 MOUNTAIN MAN
Johnny Cash & June Carter Cash, Columbia CL 75086 (S)
34 BEAT LE BUCK OWENS, VOL. 3
Buck Owens, Columbia CL 75086 (S)
35 MOUNTAIN MAN
Johnny Cash & June Carter Cash, Columbia CL 75086 (S)
36 CROSS SIREN GANTS
Norma Jean, RCA VPL 4115 (S)
37 KEEP ‘EM COUNTRY
Billie Jo Spears, RCA VPL 4115 (S)
38 JOHNNY CASH AT SANTA QUIN
Johnny Cash, Columbia CS 3507 (S)
39 MR. WALKER, IT’S ALL A FOOL
Bobby Bare, RCA VPL 4115 (S)
40 PORTRAIT OF BILLY JO SPEARS
Bobby Bare, RCA VPL 4115 (S)
41 IF WE PUT OUR HEADS TOGETHER
Evelynette & Loreleen Lynn, Decca DL 75135 (S)
42 COUNTRY MEETS DUCHESS
Marvin, Decca DL 75509 (S)
43 MR. WALKER, IT’S ALL A FOOL
Bobby Bare, RCA VPL 4115 (S)
44 SING LIKE A BIRD
Bobby Bare, RCA VPL 4115 (S)
45 CARL SMITH’S GREATEST HITS, Vol. 2
Carl Smith, Columbia CL 9007 (S)

July 5, 1969, Billboard
THE WAIKIKI OUTRIGGER
WHERE IT'S HAPPENING

THE HOME OF
TOMMY SANDS

2335 Kalakaua Avenue, Honolulu, Hawaii / Robert E. MacGregor, President / Michael Hickey, General Manager
WHERE IT'S HAPPENING

S.O.S...S.O.S...S.O.S...S.O.S...S.O

THE WAIKIKI

Outrigger

HOTEL

2335 Kalakaua Ave. / Phone 923-0711

Home of the Society of Seven
"Ernie Menehune and his Hawaiian Revue is a slick musical act. His songs emphasize pop material rather than Island memories; his instrumentation, too, is a blending of two cultures."

Eliot Tiegel, Billboard, March 1, 1969.

CAESARS PALACE / Las Vegas
HARRAH'S / Lake Tahoe, Reno
LATITUDE 20 - TRADEWINDS

PERSONAL MANAGEMENT - HOP LOUIE - LATITUDE 20
3901 Pacific Coast Highway, Torrance, Calif. / (213) 378-8358
STAND outside the International Market Place in Waikiki Beach at night and the spectacular sounds you hear are a tipoff to the caliber of entertainers in residence in Hawaii.

This section of Honolulu is one of the most musical locations in the world. From a cluster of nightclubs located downtown, a wherewithal of contemporary sounds which bounce off each other, roll around and never really fade completely. For as one group ends, another starts up, everyone exulting for the sidewalk lollers.

This young State celebrating its 10th anniversary Aug. 21 is home to a goodly number of excellent musicians and entertainers who operate in the modern idiom for both local residents and out-of-town visitors. Even the traditionalists still find their favorite Hawaiian music and the show is a total tourist package. Webley Edwards, the well-known record producer, has worked out a deal whereby he will be bringing traditional music shows to the Mauna Loa nightclub in Mexico City. So a taste of Polynesia will be sampled south of the border.

"Styles come and go, but there's always a certain segment of the population that's interested in Hawaiian music," Edwards feels, explaining why the booking of Hawaiian acts in Mexico.

Hawaii has not been known for its support of rhythm and blues music or artists. So it was a surprise to find a hard rock act waving away to a packed house at the Merry Monarch Room in Waikiki. The band, the Everyday People, had been formed in San Francisco, worked the Pussy Cat A Go Go in Las Vegas and came to Hawaii to refine its presentation. "We are trying to go one step further than Sly and the Family Stone,'" related Jesus Ozie, the lead vocalist backstage after a hectic set. Many in the audience were servicemen on leave from Vietnam and the repertoire of "Are You Ready," "Respect," "Soul Sauce," "Chain of Fools," was heavy on the rhythm and guitar patterns but stimulating for dancing.

There are a number of rock groups which are only known in Hawaii which show exceptional skills and potential for recordings and live appearances in other cities. These include vocalist Liz Damon, whose voice carries outside the International Market Place; the Raycords, a musical comedy duo from Hong Kong at the Outrigger; new vocalist Chistal Flores, whose soulful inflections complement the new Trummy Young quartet playing pop and rock chart week days at the Hawaiian Village, the Potted Palm, an improved local rock band playing at JB's, a very posh discotheque, and Jeff Apaka, a good baritone playing the Royal Hawaiian Hotel.

The very nature of Hawaii's changing population, with more Caucasians entering the State either as permanent residents, tourists or military, has had a direct bearing on the acceptance of popular music in the live talent field. The State's population has passed the 778,000 mark, with some 100,000 servicemen on leave from Vietnam meeting about 95,000 relatives providing a strong base for the acceptance of music with a modern beat rather than the strains of the traditional steel guitar or unamplified model.

Some of these servicemen filter through to see such traditionally oriented singers like Ed Kenney at the Royal Hawaiian and Danny Kalekini at the Kahala Hilton. Kenney and Jeff Apaka recently switched places, with Kenney returning to the hotel's main room and Apaka shifting into the Surf lounge. Kalekini, in his third year at the Kahala, has signed a five-year pact with the hotel to continue providing strictly Island-style music.

Name acts are being imported into the State, including Jose Feliciano, Andy Williams, Bill Cosby, The Beach Boys, Canned Heat, Wayne Newton, Art Linkletter, Franklin and Love, Steve and His Visit." In the Sunshine of Your Love," "Thunder and Lightning." The International Set does them all and the dance floor is mobbed with young people.

In Hawaii, everyone recognizes that Don Ho is the State's top star. But when Ho is out of town, a visitor finds it easier to appraise the quality of the other artists. Like Al Lopaka, a young, uptempo singer who combines the infectious quality of Trini Lopez with the romantic twinkle of Don Ho, Lopaka communicates his audience of colleagues through such songs as "Lonesome Traveler," "Gentle on My Mind," "Unchained My Heart," "Sweet Delilah," "Impossible Dream." Or like Dick Jensen, who likes to offer such rhythm and blues tunes to his Duke Kahanamoku's audience as "Papa's Got A Brand New Bag" or "Hang On Sloopy" or "Shake."
CAN YOU SPOT ROBIN’S BEAR?

IF NOT, DIG HER NEW ALBUM OR SEE HER ON THE DON HO SUMMER KRAFT SHOW JULY 2 / AUGUST 20 & 27 / SEPTEMBER 3 & 10
**Limbo State Categorizes Hawaiian Records**

TWIE Hawaiian recording industry is neither growing explosively nor fading on the vine. The state of Hawaii's recordings is a state of limbo.

For example, Decca, which has traditionally been the leading Mainland exponent of the traditional Hawaiian sound, has dramatically curtailed its recording activity. Bill Gallagher, the new Decca chief and himself an expert on Hawaiian music, has halted the outputting of Hawaiian acts. So much so that Bud Dan, the company's Hawaiian expert producer, has only recorded two LPs this year. And that's all he says he expects to record. The LP's are by the surfers ("Misty Rainbow") and volume two of "Hawaii's Greatest Hits" featuring an all-star band.

Hula is the greatly chopped its Hawaiian artist roster, lopping off Ed Kenney in the process. "Hawaiian product just doesn't sell," Dan says sadly. A good sale is from 10,000 to 12,000 copies with the majority being sold in the Islands. "There's just not a big market for Hawaiian music here," Dan continues. "Hawaiian per se is a bad risk right now."

Capitol, another Mainland company which has so strong ties to the Islands, maintains a minimal recording program. Capitol has taken the lead away from Decca by releasing Webley Edwards' "Hawaii Calls" series plus debuting several new, young acts this year. These include Jeff Apaka, the son of the late, famous Hawaiian balladdeur who recorded for Decca and Capitol and an album titled "The Young Hawaiians" which produced some hits through the new talent of the Islands.

Twenty-two-year-old Apaka has a better voice than his father had at that age, Miller feels. Young Apaka's debut single of "Big Sur Country" and "Young Hawaii" was launched in Honolulu this month by Surfside Hawaii, the Capitol distributor.

Decca closed its company-owned branch in Honolulu just last January after two years of operation and has given all its lines to Eric of Hawaii with the hope that the independent can move more product, including traditional Hawaiian material.

Capitol, another Mainland company which has so strong ties to the Islands, maintains a minimal recording program. Capitol has taken the lead away from Decca by releasing Webley Edwards' "Hawaii Calls" series plus debuting several new, young acts this year. These include Jeff Apaka, the son of the late, famous Hawaiian balladdeur who recorded for Decca and Capitol and an album titled "The Young Hawaiians" which produced some hits through the new talent of the Islands.

Twenty-two-year-old Apaka has a better voice than his father had at that age, Miller feels. Young Apaka's debut single of "Big Sur Country" and "Young Hawaii" was launched in Honolulu this month by Surfside Hawaii, the Capitol distributor.

Decca closed its company-owned branch in Honolulu just last January after two years of operation and has given all its lines to Eric of Hawaii with the hope that the independent can move more product, including traditional Hawaiian material.

Capitol, another Mainland company which has so strong ties to the Islands, maintains a minimal recording program. Capitol has taken the lead away from Decca by releasing Webley Edwards' "Hawaii Calls" series plus debuting several new, young acts this year. These include Jeff Apaka, the son of the late, famous Hawaiian balladdeur who recorded for Decca and Capitol and an album titled "The Young Hawaiians" which produced some hits through the new talent of the Islands.

Twenty-two-year-old Apaka has a better voice than his father had at that age, Miller feels. Young Apaka's debut single of "Big Sur Country" and "Young Hawaii" was launched in Honolulu this month by Surfside Hawaii, the Capitol distributor.

Decca closed its company-owned branch in Honolulu just last January after two years of operation and has given all its lines to Eric of Hawaii with the hope that the independent can move more product, including traditional Hawaiian material.
HONOLULU INTERNATIONAL CENTER
Where THE BIG ACTS MAKE IT BIG!!!

H.I.C. Arena
8,360 Air conditioned seats
January 30, 31, February 1, 1969
GLOBETROTTERS
Gross: $38,496
February 18, 1969
BOXING—PRUITT & ADIGUE
Gross: $60,374
March 21, 22, 1969
JOSE FELICIANO
Gross: $34,297
April 5, 1969
IRON BUTTERFLY
Gross: $35,226
May 8-18, 1969
ICE CAPADES
Gross: $194,934

Other stars that have played the H.I.C. Arena include:
King Family, Monkees, Tiny Tim.

H.I.C. Concert Hall
Continental Seating for 2,107
January 18, 1969
JOHN GARY CONCERT
Gross: $8,419
February, 1969
Honolulu Symphony Opera Season—
Manon (Gross: $24,807)
Turandot (Gross: $51,166)
April 13, 1969
DANNY KAYE
Honolulu Symphony Benefit Concert
Gross: $29,997

Other acts playing the Concert Hall include:
Teahouse of the August Moon—James Shigeta; Charlie Brown—N.Y. touring company; Wayne Newton; Jack Benny.

Waikiki Shell
2,404 permanent seats, 6,600 lawn area
March 8, 1969
JEFFERSON AIRPLANE
Attendance: 10,000
May 1, 1969
LEI DAY PROGRAM
Attendance: 8,000
May 30, 31, 1969
JIMI HENDRIX
Attendance: 23,000
Gross: $50,000+

Additional events booked into the H.I.C.'s great entertainment facilities for 1969:
Blood, Sweat & Tears; Bill Cosby; Friends of Distinction; Beach Boys; Vanilla Fudge; Sergio Mendes & Brasil '66; Canned Heat; Al Hirt; Harry Belafonte; Steppenwolf; The Young Rascals.

Honolulu International Center
For details and booking information contact:
GUIDO G. SALMAGI
777 Ward Ave., Honolulu, Hawaii 96814 — Phone 536-7331
Features the Professional Sound of Standel

Solid State Music Systems 4918 Santa Anita Ave., El Monte, Calif. 91734

Leading Artists throughout the World depend on the Professional Sound of Standel for a Successful performance.

DL 75038

SIDE ONE
MISTY RAINBOW
LITTLE GREEN APPLES
SCARLET RIBBONS (For Her Hair)
RED SAILS IN THE SUNSET
LITTLE GIRL BLUE
CORAL REEF

SIDE TWO
A TOUCH OF PINK
MY COLORING BOOK
LOVE IS BLUE (L'Amour Est Bleu)
YELLOW BIRD
BLACK IS THE COLOR OF MY TRUE LOVE'S HAIR

the surfers
A SPECTRUM OF SONGS
misty rainbow

Professior

Leading Artists throughout the World depend on the Professional Sound of Standel for a Successful performance.

Solid State Music Systems 4918 Santa Anita Ave., El Monte, Calif. 91734

Features the Professional Sound of Standel

Solid State Music Systems 4918 Santa Anita Ave., El Monte, Calif. 91734

Leading Artists throughout the World depend on the Professional Sound of Standel for a Successful performance.
This is Hawaii.

Our salute to HILO HATTIE, celebrating her tenth year of hilarious antics in our Tapa Room! To the TRUMMY YOUNG QUINTET and their sparkling discovery, CHRISTAL FLORES, cheers on their success in the Shell Bar. Our LOYAL & KIMO GARNER have moved, but we’re glad to say they’ve gone only as far as our new Pot O’Gold Lounge! And now let’s welcome the newcomers to our Hawaiian Village show scene: WARREN MARLEY, just back from New York; the THREE OF US, recently arrived from Las Vegas; and THE ENTERTAINERS, a swinging sextet, with the soul sound. They’re the reason we’re known as WAIKIKI’S MOST ENTERTAINING RESORT!

Hilton Hawaiian Village

Traditional Hawaiian music remains a tourist attraction. Top photo shows a Kona Inn troupe, while an Ilikai hula instructor (below) works with some top students.

THE FIRST HOLLYWOOD AGENCY TO EMBRACE HONOLULU . . . REPRESENTING THREE OF HAWAII’S STELLAR ATTRACTIONS

ED KENNEY
Currently starring in the Monarch Room Show, Royal Hawaiian Hotel. Co-produced by Ed Kenney and Pat Holmes.

ALEX McANGUS – CAPITOL RECORDS
Watch for new album, Young Hawaii, to be released in July. Starring in the Tapa Room, Hilton Hawaiian Village.

AL LOPAKA
Currently at the Cock’s Roost, International Market Place.

Agency Representation
PAT HOLMES AGENCY
Honolulu/Hollywood

JULY 5, 1969, BILLBOARD
Indoors or outdoors, Honolulu's cultural scene represents a growing slate of events. The Honolulu Symphony next year celebrates its 70th birthday—but it still has growing pains, mostly centered on money. Like most community symphonic groups, Honolulu's is artistically successful, but operates at a loss. We're now entering into a transitional stage," says Robert LaMarchina, who is in his second year as musical director and conductor of the 88-piece orchestra. "We're going from a community symphony into a fully professional, fully paid ensemble."

This year, the symphony's season consists of 19 full concerts—including one conducted earlier this year by comedians Danny Kaye. The Honolulu Concert Hall is the unofficial "home" of the musical body. The operating budget is $642,000. In comparison to a decade ago, when George Barati was maestro, the current symphony is far advanced. The full season then consisted of only 12 concerts, with an orchestral membership of 62 players (mostly amateurs who received little or no pay), and a budget of about $25,000.

"We must watch very carefully what the community wants," LaMarchina says, in this the symphony's 19th transitional period. He points out that it is possible for the local orchestra to do what the New York Philharmonic does—stage a 30-week season of daily concerts. "But would we have the audiences for it?"

Growth for the symphony seems inevitable, but as Mrs. Alice Taylor, managing director of the symphony, says, the community's support is vitally needed. "In wanting quality, the community must sustain us.

The local symphony is perhaps unique in that it is a mobile unit with great flexibility. Annually, it gives over 820 in-school ensemble programs, where symphony members perform mini-works and also explain the various musical instruments to youngsters. Too, there are Keiki (Young People) Concerts, 28 Neighbor Island youth concerts, and six opera-for-youth concerts, all designed for the younger elements of the community.

The annual Opera Festival draws full houses, but it operates at a loss. For instance, this year's bill consisted of "Manon" and "Turandot," and record winter crowds paid $56,767 to attend the six performances that were scheduled. Production costs also were a soaring high of $102,464.

While additional opera productions might lure the crowds, LaMarchina believes it is economically impossible. "It just costs too much."

Costs, too, have forced the cancellation of a popular Starlight Concert series this year, usually held during the summer at the outdoor Waikiki Shell, with such guest performers as Van Cliburn, Leonard Pennario and Andre Kostelanetz.

To meet some of the expenses, the Symphony annually conducts a sustaining fun drive. The goal this year is $215,000, and about $75,000 has been pledged so far. Simultaneously, a capital fund appeal drive is on, to raise $750,000 to match funds from a Ford Foundation grant.

The Honolulu Symphony has been ready with experimental programs, such as the now-annual "Zoo-mphony" (symphony at the Honolulu Zoo, designed for families with tots, a concert with animals and the park setting) and the new great artists recital series, launched this year by pianist Susan Starr and violinist Ruggerio Ricci. The latter series enables soloists to perform in a more intimate setting, without full orchestra.

There is nothing intimate about the 2,107-seat Honolulu Concert Hall where the Hawaii Civic Light Opera Association is set to present its third series of stage shows this summer. There are several new twists to this season's series, notably:

- Beverly Hills producer Herb Rogers, in staging his series of mostly musical shows, has for the first time the financial backing of the American International Travel Service.
- There'll be a bit of variety in the presentations, which, in past years, consisted of stage musicals only.
- A road company of actors will part of the slate of presentations—a first for Rogers.

The series which began June 24 consists of: "Fiddler on the Roof," starring Theodore Biket; July 8 to 20—"Carousel," starring John Raitt and Linda Michelle; July 22 to Aug. 3—"The Teahouse of the August Moon," featuring Jimmy Shigeta, Hawaiian-born actor, and Joe Flynn; Aug. 5 to 17—"You're a Good Man, Charlie Brown," with a road company doing all roles; Aug. 19 to 24—Wayne Newton, in a concert; Aug. 26 to 31—Jack Benny and Shelly Winters, in a concert.

While these shows are aimed primarily at young adults and the over-30 crowd, youth-oriented music festivals are becoming a habit in Honolulu.

One is the first annual High School Band Bash, held in April at the Waikiki Shell. A two-day affair, it is open to non-professional rock 'n' roll groups in Hawaii, and winners are chosen on sound and technical skill. The Joss Enterprise does not allow local groups to delve into psychedelic lighting displays. Cash prizes are awarded.

The other is the first annual Teen-Age Fair Pop Expo, which features, among other events, a pop-rock tournament, with musical instruments as prizes for competing combos. Held June 10 to 14 at the Honolulu International Center Exhibition Hall, the Expo is one of many being staged nationally by Don Burton.

The first annual Sunshine Music Festival—sponsored by KPOI—was held from dawn to dusk in Diamond Head Crater, and may become a popular attraction for the amusement and amazement of Hawaii's young folk. The hippie element, particularly, take in the day-long free music, provided by local combos who perform in a non-competitive manner.

A similar Sunshine Pleasure Fair is scheduled June 20 at the outdoor Waikiki Shell, with musical groups among the attractions. Promoters are attempting to lure a Mainlander or English group to headline the show.

The University of Hawaii also hosts an annual Festival of the Arts of This Century during the summer. Traditionally, however, this music-dance-and-drama event, this year held June 20 to July 23, showcases serious, non-pop artists in a series of recitals, concerts, and lecture-demonstrations. Among the participants this year were the Juilliard Ensemble from the Juilliard School of Music of New York, pianist-composer Ingrid Dahl, pianist-composer Toshi Ichiyanagi, and dancer Jean Erdman.

The traditional, cultural flavor of native Hawaii is underscored in the popular music idiom by a hard core of performers whose goal is to keep Hawaii Hawaiian.

Danny Kaleikini, who recently signed a five-year contract to remain at the Kahala Hilton Hotel's Hala Terrace, has vowed to promote not only traditional Hawaiian music but to showcase local talent too.

Indeed, his shows are lavish productions palatable to both tourists and residents. He offers the carefree Hawaiian rhythms in a sprightly manner.

Similarly, Ed Kenney of the Royal Hawaiian Hotel's Monarch Room has pledged to "keep it Hawaiian, keep it traditional."

He opened a new revue May 27, with a production cost of about $60,000. With a five-year option with the Royal, Kenney's pact may turn into a $1 million package.

Like Kaleikini, Kenney's revue consists of hula dancers and Hawaiian singers in a setting of traditional Island melodies.

Hula girls also are thriving in the Hilo Hattie Show in the Hilton Hawaiian Village's Tapa Room, which is primarily geared for tourist consumption. But the ladies in the ti-leaf skirts are becoming a rarity.

In substance, the festival and classical sides of Hawaii provide a diverse menu of delicacies to choose from.
Commercials Swing With a Mainland Beat

Bob Gleason suggests take three while Margo Siegle auditions a completed jingle.

There are 26 advertising agencies listed as working in Honolulu, including such blue chip firms as N. W. Ayer & Son, Fawcett-McDermott, Lennen & Newell, McCann Erickson, Million, Miller & Co. and others. The musical sound of commercial Hawaii is modern, hip, spritly and in the groove, right in the groove. Products being sold through words and music reflect contemporary America as well as the Asia-Pacific region.

Goods are sold to the locals, not the tourists, although many agency people feel both groups like to keep up musically with the rest of the country.

Local advertising is like the Allis for the First Hawaiian Bank. Or singers Danny Kaleiki or Anna Lee or Hilo Hattie. Or in one instance, several members of the Baja Marimba Band who were in town for concert dates.

Jack DeMello, the musical director and vice-president at Fawcett-McDermott, is one of the few composers-arrangers working in Hawaii. It is rare for an ad agency to have a staff musical director.

Another agency music man is Bob Gleason at McCann Erickson, the associate creative director. Gleason and fellow-compadres Conrad and Phil Inglis have written chart songs for agencies, but they do not make their livelihoods in this field. Joe Munro, pianist with the Allis, has also dabbled in product music.

"We work with very small budgets," says Dee Mansfield, McCann Erickson's creative director.

For Love's Bread, a leading Island product, McCann Erickson is basing its entire yearly campaign on one simple idea: "A House of My Youth." The visuals depict young people in a variety of settings in which the product plays an integral role. Like a child sailing a boat and eating a sandwich, or two teen-agers walking through a park and having a discussion on the phone.

Mansfield has farmed out two assignments to Hollywood composers who have recorded the jingles at the Annex, a Hollywood studio. "I wouldn't be surprised if we farm out more assignments. The problem is time."

Bob Gleason, Miss Mansfield's associate, flew to Hollywood to record a Mastercharge spot for the Hawaiian market.

"We have a minute and a half to take in Hawaii on all levels. There aren't enough top musicians who can read intricate arrangements. "If we had advanced notice that a performer was coming to town, we could think about writing an arrangement for them to play," Miss Mansfield explains on utilizing top caliber professionals from out of State.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anywhere," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the correct instrument tastes and kids as on the Mainland."

To create a complete film commercial, McCann Erickson has an average budget of $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.

Hawaii is finding with sandwiches in a picnic basket. Or a girl making leis at the airport and placing them in the plastic bread wrapper.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anywhere," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the correct instrument tastes and kids as on the Mainland."

To create a complete film commercial, McCann Erickson has an average budget of $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.

Hawaii is finding with sandwiches in a picnic basket. Or a girl making leis at the airport and placing them in the plastic bread wrapper.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anywhere," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the correct instrument tastes and kids as on the Mainland."

To create a complete film commercial, McCann Erickson has an average budget of $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.

Hawaii is finding with sandwiches in a picnic basket. Or a girl making leis at the airport and placing them in the plastic bread wrapper.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anywhere," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the correct instrument tastes and kids as on the Mainland."

To create a complete film commercial, McCann Erickson has an average budget of $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.

Hawaii is finding with sandwiches in a picnic basket. Or a girl making leis at the airport and placing them in the plastic bread wrapper.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anywhere," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the correct instrument tastes and kids as on the Mainland."

To create a complete film commercial, McCann Erickson has an average budget of $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.

Hawaii is finding with sandwiches in a picnic basket. Or a girl making leis at the airport and placing them in the plastic bread wrapper.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anywhere," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the correct instrument tastes and kids as on the Mainland."

To create a complete film commercial, McCann Erickson has an average budget of $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.

Hawaii is finding with sandwiches in a picnic basket. Or a girl making leis at the airport and placing them in the plastic bread wrapper.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anywhere," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the correct instrument tastes and kids as on the Mainland."

To create a complete film commercial, McCann Erickson has an average budget of $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.
Ten Choice Arena Dates
At The Honolulu International Center in 1970

Seven Shows in 1969

CONSIDER

Community Concerts, Division Of N.U.S., Inc.
3471 Via Lido, Suite 200, Newport Beach, Calif. 92660
Phone: (714) 675-1141
Cable Address: Concerts Newport Beach

OUR 10TH BIRTHDAY BRAG AND BOAST AD.

K-POI...HAWAII'S MOST LISTENED TO RADIO STATION
K-POI...HAWAII'S MOST HONORED RADIO STATION
K-POI...TEN YEARS, HAWAII'S NUMBER ONE RADIO STATION
K-POI...HAPPY BIRTHDAY TO US

K-POI RADIO
honolulu, hawaii
1380kc

Source: Pulse Radio Survey

SHIPWRECK KELLY’S
HOLIDAY ISLE HOTEL
KALANAAU AVE AND LEWERS RD
ADJOINING GUS' STEAK HOUSE
FREE PARKING IN BASEMENT

BILLY K.
AND THE SEAMEN
8:30 NIGHTLY EXCEPT SUNDAYS - NO COVER!

Al Lopaka
SOUND OF YOUNG HAWAII

Exclusive Capitol Distributor

Capitol
RECORDS

AGENCY REPRESENTATION
PAT HOLMES AGENCY
HONOLULU/HAWAII

Surfside Hawaii, Inc.
P. O. Box 1207
Honolulu, Hawaii 96807
HAWAII will truly be calling through television this year. Five "Kraft Music Halls" starring Don Ho plus a Tommy Sands special, with a projected series of 12 other Sands shows, will launch the Island's penetration into Mainland homes.

The first Ho show will be aired on NBC July 2 and will carry a patriotic theme, offers executive producer Dwight Hemion. Guests will include Carol Lawrence and Bill Dana, plus members of Ho's family of entertainers.

Each of the shows will be taped at three locations: at Duke's club, the Polynesian Cultural Center and at a private estate. Guests on the second show airing Aug. 20 are Bobby Goldsboro, and Steiller and Meara. Other guests and air dates are Pat Cooper and Rod McKuen, Aug. 27; Peter Nero and Minnie Pearl, Sept. 3 and the Everly Brothers and Pat Henry, Sept. 10.

The five programs were taped during an eight-day span starting June 12. The last 25 minutes of each program will focus on Duke's where Ho will call up his comedian guest. Such regular Ho associates as Robin Wilson, Angel Pablo, Toby Alyn and the three Elsner Sisters will appear in each show.

The Kraft series will differ from Ho's Singer special of last year in that the music will reflect a more contemporary mood.

While Ho's series involves a number of performers, the "Special Tommy Sands" show is a one-man effort which was filmed in color at 14 locations on the Island of Oahu, explains its producer-director Bill Warwick of Trans-General, Inc. The program has been sold to the five Metromedia stations with others being lined up for a summer airing. Trans-General is now planning a regular series with Sands to cover a greater variety format.

The idea for the Sands TV show belongs to Trans-General's president Dale Sheats who saw the singer perform in Honolulu. Capitol Records producer Al De Lory arranged and conducted all the show's music.

Of Honolulu's TV stations only one, KHVH, has a self-contained color videotaping mobile unit. The Kraft people had been talking to president Bob Berger about using his equipment, but an Ohio firm came in with a lower bid. Nonetheless, Berger says he has a number of other potential rental clients which can keep the equipment in use.

KHVN has done 100 contract videotaping or remote jobs for companies—American and Japanese—including the former ABC pop music series "Where the Action Is."

Berger says he has a pending assignment for the "Steve Allen" show for October. He now finds requests for equipment rental coming more from producers of variety shows than for news shows which has been the case. Berger's unit is a converted black and white control system, which was not being used very much when he bought the station five years ago. The truck carries three RCA cameras and Ampex taping equipment. Contract jobs can run from $10,000 to $30,000 a week. The unit normally rents for $400 an hour plus $13 per man per hour, plus a night-time differential.

KHVN has covered numerous sports and news events, beaming the shows out via Telstar 3 and 2 and Lani Bird, three broadcast satellites. Berger plans using the videotaping unit for a local show, "Hawaii A.M."

KHVN, another of Honolulu's stations, has a two part color unit but it is not self-contained.

The cost of boating color equipment over from the Mainland negates this practice except in rare instances where a unit may already be on the West Coast and the owner can work out some kind of cost deal. That is the danger the local TV stations face.

TV Specials
Will Explore Island Entertainment

Bob Berger and his videotape machines: eager and ready.

Don Ho: taping on location for national viewing.

"Where the Action Is" tapes on a Hawaiian location.

*pianist Jack Washington's modern style trio (at Fernbody's) keeps that art form alive.*

Promoter Hal Lewis, who bought out Sgt. Jack Parker for sole ownership of AJ Productions, shatters what he terms a myth about local show business. "People think tourists support show business here. I don't think they spend 10 per cent of their dollars at shows. It's the local audience which comes out and supports acts."

The continued local support for Don Ho, the long wavery lines of local people waiting to see the Society of Seven, the local couples laughing hysterically at the Reyards, the happy Honoluluites who have accepted Tommy Sands, all indicate that there is truth to Lewis' contention.

Hawaii is building its own stable of draw attractions. But a harsh split will always remain between the old and the new. That's the harmonious Hawaiian way.

*p-Continued from page H-5*

Written by Wayne Harada and section editor Eliot Tiegel. Photos by Eliot Tiegel, Honolulu Symphony (classical story), Don Cravens (Don Ho) and KHVH (TV specials).

JULY 5, 1969, BILLBOARD
**NEW IDEAS**

- Continued from page H-6

Booking acts for locals is less risky than for tourists is the concept at the Outrigger, which admits that the success of Tommy Sands opened the hotel's management to the potential in show business. The hotel's lounge, explains general manager Michael Hickey, books Far Eastern acts like the Seoul Kittens, Moses and the High-brows and the Reyards. Hickey works closely with two Las Vegas producers, Dan Sawyer and Bob McMackin, who send him Oriental acts.

Sands and his manager Tom Moffatt control Sand's show in what was formerly an empty convention room. The gross is divided between the hotel and the producers. Last September Sands signed a one-year deal with the hotel "with the estimated total value to both parties of $600,000," according to Hickey. "Entertainment here occurred strictly by chance and by impulse. Sands enlightened us and the Reyards gave us the incentive to open the lounge as a permanent showcase."

All of these developments indicate major steps forward for non-traditional talent. And a new era for nightclubs.

---

**WEBLEY EDWARDS**

"Hawaiian Calls"

---

**TRADEWINDS RECORDS**

Tradewinds Records are the most authentic Hawaiian records. Recorded, distributed and available only in Hawaii. Music the Hawaiians themselves sing.

**LEONARD KWAH RAYMOND KANE**

**SLACK KEY IN STEREO**

**TRADEWINDS RECORDS**

636 Queen Street, Honolulu, Hawaii. Phone: 501-223

---

**COMING IN CONCERT**

**BILL COSBY**

Sat. July 19
Waikiki Shell

**SERGIO MENDES & BRASIL '66**

Sun. Aug. 3
H.I.C. Arena

**BLOOD, SWEAT & TEARS**

Sun. Aug. 10
Waikiki Shell

**A/C PRODUCTIONS**

LOU ROBIN-ALLEN TINKLEY

Our 10th Season in Hawaii

---

**THANKS EVERYBODY**
Background music in the Islands is geared psychologically to stimulate people, and as such, native Hawaiian music represents a small portion of the material programmed. Hawaiian music, by the very nature of the soft sound and instruments used, demands the listener's attention and is not the appropriate material for business or industrial use.

"Hawaiian music can't be used in work conditions," explains Harry Hawkins, of Hawkins Audio Engineers, the Muzak franchise. "It causes fatigue. We program for the subconscious and Hawaiian music is just too listenable because of the attention-getting instruments."

Hawkins estimates Hawaiian music accounts for a very small percentage of his total programming. Hawkins has a special Hawaiian line (which he calls his Aloha service) which goes to locations where tourists dominate like major hotels in Honolulu. The rest of his programming is strictly Muzak material, compiled and duplicated in New York.

In addition to Muzak, Seeburg, 3M and a local company, Hakorn (offering a Tape-Athon in-store unit) are active in the background field.

Muzak has been in the Islands since 1945 and Hawkins has handled the franchise since 1964. A former Muzak engineer on the Mainland, Hawkins services around 275 accounts, with the brunt of the business hotels, office buildings, banks, retail stores, department stores, medical clinics and shopping centers. Hawaiian music is piped to a tourist pavilion in the middle of a pineapple field 30 miles from Honolulu.

Hawaiian music is fed the International Market Place and Hilton Hawaiian Village Hotel—two gathering places for out-of-town visitors. The Hawaiian repertoire comes from ASCAP and BMI libraries but Hawkins has problems in finding additional Hawaiian material. He does receive requests from out of state companies requesting Hawaiian repertoire, but because of licensing requirements, he cannot sell these sounds. Background music companies in Seattle and Salt Lake City, for example, have asked for Hawaiian music, Hawkins points out. He has even recorded his own local programming for inclusion in his Hawaiian service but that cannot be resold.

Artists like Tommy Harris, who wrote "Little Grass Shack," do drop by the office with tapes of their songs and ask Hawkins to schedule the material. They feel the exposure before tourists is valuable and a sales stimulator for any albums they may have on the market.

Hawkins provides music by either phone line or FM transmission. The average cost of music at a location which owns its own equipment is $35. The majority of firms lease the playback equipment.

Hawkins has three machines which roll the eight-hour tapes automatically. In leasing phone lines, Hawkins pays a phone tariff of $3.95 for the first four miles with $1.50 for every additional four miles.

Hawkins is planning direct FM air transmission to the island of Maui, with the music being fed through a CATV system. Hawkins competition comes from Hawaii Sound, which offers the Seeburg records system and 3M, which sell tapes and a player machine. Combined they help keep the Islands musically oriented. 

Harry Hawkins counts a fresh supply of music.

Honolulu Contact Point With Vietnam

VIETNAM has turned the Far East into the leading sales area for military purchases of records and tapes. Working directly with the Far East market is the Honolulu-based office of the Charles Brady Co., which represents music companies in their dealings with military stores.

In a small office near the Honolulu airport, Robert Mitcham maintains contact with the Pacific Exchange System (PACEX), the Army and Air Force sales organization, under whose jurisdiction the Vietnam exchanges fall.

There are 50 major exchanges in Viet- nam, followed by 22 in Korea, 14 in Japan, nine in Thailand, seven in Burma, four in the Philippines, and two in Guam.

Brady has two men in Vietnam, Americans permanently stationed there to work with exchange officers. The catch in selling records and tapes overseas, according to Mitcham, is to order six months ahead of time because it can take from 60 to 90 days for the merchandise to arrive via boat and be on the shelf.

Inventory management specialists, such as Tony DeCarlo, at PACEX, watch the best selling charts and help exchanges order accordingly.

There have been occasions where a shipment of records has been lost when communists attacked trucks carrying the merchandise.

If a soldier in Vietnam orders an album and is then killed in action, the LP is placed on sale as a regular item.

Occasionally the military tries to protect its men from products it feels are "questionable." There have been occasions where the exchange headquarters has issued a bulletin advising exchange officers to look at a particular album before stocking.

Mitcham claims this doesn't happen regularly, but he recalls that the original cast LP of "Hair" on RCA made the look-see list. And he heard that a Steve Allen record LP on Tetragrammaton.

Brady tries to stimulate more music sales by offering exchange personnel on the spot suggestions and answers to merchandising problems. Several of the outlets want to set up gold record bins which would sell million selling albums. Brady is investigating this idea.

In Vietnam, comedy albums and tapes sell well because there are servicemen in many areas which are cut off from the normal outlets for entertainment.

Brady has begun working with record companies to help promote the products of artists who either make personal appearances overseas or who appear on Armed Forces Television. Two recent examples are Billy Walker on Monument and Bill Anderson on Decca.

"We anticipate an increased demand for their products because these artists are on Armed Forces Television," Mitcham explained. "When we receive an itinerary of the bases the artists will be playing, we notify the exchanges in advance so they can stock up on albums. They need the time to anticipate the additional volume."

The individual exchanges do not necessarily know about the arrival of artists to their regions because they do not have contacts with booking agents or talent managers.

Brady has also had an act go to an exchange and promote its product. "If the goods are available, the people will buy, go the theory—and it applies overseas as well."

Country music is moving steadily as a sales commodity and cassette tapes are a new playing of the military. GI's buy $20 portable tape recorders and send "audio letters" home, which has created a market for blank tapes.

Among the lines which Brady handles are RCA, Mercury, Warner Bros-Seven Arts, Mercury, Monument and RCA. There are approximately 25 manufacturers representing the Far East because of the large number of products being sold to the military.

The roar of planes flying over Brady's Honolulu office is a constant reminder that this city is the gateway to the Pacific market.

Robert Mitcham checks newly arrived product.
Duke Kahanamoku's
HOME OF DON HO
HAWAII'S GREATEST ENTERTAINER

Waldorf Astoria / Coconut Grove / Flamingo
Singer TV Special / Kraft Music Hall
Performing In Hawaii's Greatest Nightclub
INTERNATIONAL MARKET PLACE • WAIKIKI BEACH • PH. 923-7377
Kimo Wilder McVay, President • Henry Ayau, Jr., Gen. Mgr.

MAHALO!
TO ALL THE SONGWRITERS AND PERFORMERS IN HAWAII FOR HELPING TO CREATE OUR POLYNESIAN CATALOGUE
CRITERION MUSIC CORPORATION
Michael H. Goldsen, Pres.

Here are some of our favorite island songs, including, TINY BUBBLES & PEARLY SHELLS.

ALOHA HAWAII
ALOHA NO HONOLULU (Hawaiian Vamp)
ALOHA NO WAI I NO MAMA
ALOHA NUI KUI IPO
ANALANI E
AUNEA CE (Where Are You)
BACK IN ALOHA LAND
BEYOND THE RAINBOW
BLUE MUSUMU
BIRD TRAIN
BURMA TRAIN
CAFE AU LAIT
(CALL OF THE REEF
CRUSHED FLOWERS IN MY LEI
DON'T DIG THAT POI
DRUMS OF TAHITI
E MALU MAI (The Hawaiian Love Call)
E TUPITI
FADED GINGER LEI
FAREWELL (For Just awhile)
(Mauro knockout)
(THE LANDS
GINGER MEMORIES
(LOOK OUT FOR) THE GIRL IN THE HOLIDAY
HANDS I LOVE
HAPA-HAOLE HULA GIRL
HAPPY ME (Laupahoehoe Hula)
HAUNANI
HAUNANI, HAWAII
(I WANT TO GO BACK TO HAWAII)
HAUNIAN CALYPSO
HAUNIAN GUITAR
HAUNIAN LOVE CALL (E Malu Mai)
LOW MOON AT WAIKIKI
LUAU FEET
LUAI SOONG
LUCKY YOU COME HAWAII
MACGAH
MAMAS MUMU
(AN MAN CALLED HAWAII
MAMBA
MANUELA BOY
MAPUANA
MAREVA
MAGURU A VAU (Farewell for just awhile)
MALU GIRL
MINOL MINOI E
MOANA
MY ISLAND PARADISE
NANI
NARCISUS QUEEN (Temple Dance)
NA TE MOANA
NOHEA (Island Angel)
NO HUSHU
NUI HAO HAO
OCEANS AWAY
OFF SHORE
OKOLEMAO
ONE MORE ALOHA
ONE MORE ALOHA
OVER THE BLUE (Hoe Ana)
PAINTED SANDS
PAPIO
PEARLY SHELLS (Papa O Ewa)
(PARIS)
PAPA OA HLUA
POLYNESIAN RHYTHM
PUA MAEOLLE
PUANAULU (Sea Breeze)
(THE PURPLE HULA E
(MY) QUIET VILLAGE
RAINBOWS OVER PARADISE
SEA & SAND
SEA BREZZE (Puamana)
SILHOUETTE HULA
SINGING BAMBOO
SHOES HOW TO DO THE HULA
SOUTH SEA BABY
STEAMER LIGHTS
STEVESORO HULA
SUNNY DAYS, STARRY NIGHTS
TANIA
TONGA TAHITI
TE MANU KUAKOA
THATS THE HAWAIIAN IN ME
THERE'S NO PLACE LIKE HAWAII
THIS IS PARADISE
TIARE
TIARE TAHITI
TINY BUBBLES
TOFA
TOWER OF LOVE
VAHINE ANAMITE
VAHINE PAUHOU
VANA VANA
VIRA WHI (Tamure Tahiti)
WAHOO
WHISPERING REEF (Whispering Lullaby)
WINDWARD SIDE (Of the Island)
YOU'LL NEVER GO HOME
IZIDOU E

CRITERION MUSIC CORPORATION
ATLANTIC music corp. • GRANITE MUSIC CORP. • PALM RECORDS • RED TAHITI RECORDS
6124 Selma Ave., Hollywood, Calif. 90028/150 West 55th St., New York, N. Y. 10013
Our Sixth S.R.O. Concert at H. I. C. Arena, Honolulu

THE RASCALS
Still Hawaii’s No. 1 Box Office Attraction

Management: SID BERNSTEIN
NUMBER ONE IN PRERECORDED TAPES IN HAWAII

- LARGEST SELECTION AND INVENTORY (MORE THAN 100 LABELS) OF REEL TO REEL, CASSETTES, 8-TRACK & 4-TRACK CARTRIDGES

- GROW WITH THE LEADER IN PRERECORDED TAPES (MORE THAN 100% INCREASE OVER LAST YEAR'S SALES) IN HAWAII
- RELY ON AMPEX HAWAII FOR FASTEST MOST UP-TO-DATE RELEASES AND PREPAID AIR FREIGHTED DELIVERIES DIRECTLY FROM OUR Duplicating CENTER
- ALSO EXCLUSIVE FACTORY DISTRIBUTORS FOR 19 DIFFERENT MODELS OF CASSETTE TAPE RECORDERs/PLAYERS

AMPEX HAWAII
313 KAMAKEE STREET
HONOLULU, HAWAII 96814
Tel: 537-4917

Hawaii's top talent buyers: top left, Jo Flanders, Michael Hickey; bottom left, Michael Kranz and Harvey Ragsdale.

Two of the Island's bright, new vocalists: Linda Green, left, and Christal Flores.

ERNIE MENEHUNE
Hawaii's Sun-tanned Irishman
Mainland and Hawaiian Record Distributors Wanted
contact
Heath Productions/1122 Thatcher Blvd./Safford, Arizona 85546/Phone:(602)428-1313

ERIE MENEHUNE PRESENTS BACK TO ALMA ISLAND NO. 3113
BOUND THE TOWN WITH ERIE MENEHUNE NO. 3023
MAUIKI JACKPOT IRISHMAN STYLE Erie Menhune P. O. 11
HAWAII'S SUN-TANNED IRISHMAN Erie Menhure NO. 3114

JULY 5, 1969, BILLBOARD
Where do the Swingers swing in Hawaii?

Kauai Surf
RESORT
ISLAND OF KAUAI
Sail a sunfish, swim, surf, golf, dance, sightsee, sun bathe, SWING in your own way in the tropical beauty of this 100-acre resort on a golden sand beach.

Naniloa
HILO BAY
ISLAND OF HAWAII
Waterski, swim, dance, see a volcano, explore, walk on a black sand beach. LIVE in the surrounding beauty of the modern Naniloa, overlooking Hilo Bay.

Kona Inn
KONA COAST
ISLAND OF HAWAII
Play tennis, badminton or shuffleboard, wet a line in big game fishing waters, swim, dance, TURN ON to the special magic you'll find at the beautiful Kona Inn.

FOR RESERVATIONS, SEE YOUR TRAVEL AGENT OR CALL

Inter-Island Resorts
Phone: 923-6511
Honolulu, Hawaii 96815
KAUAI SURF / KONA INN / NANILOA
THE ED KENNEY SHOW

MONARCH ROOM
Royal Hawaiian Hotel
(Hawaii's Most Beautiful Room)

STARRING
ED
KENNEY

CO-PRODUCED by PAT HOLMES
This last week on 12-7 UP, UP 21-21 BARBER: JULY 5, 1969. 29-11 18 17 14 35 30 8 5 28 BERNSTEIN’S SELECTIONS FROM Various Artists, Columbia WST 17143 BELLINI Van MOLDOVA: CONCERTOS SWITCHED ON BACH TRANS ELECTRONIC MUSIC PRODUCTIONS Angel FRENZI, Columbia ANTIPHONAL MUSIC New York Philharmonic (Bernstein), Columbia GLORY Angel GOUNOD: ROMEO & JULIET STAUSS: ALSO SPRACH ZARATHUSTRA Various Artists, Columbia CLIBURN, Columbia CHOPIN’S GRIEG: CONCERTO IN Philadelphia ORCHESTRA Columbia PHILADELPHIA ORCHESTRA (De Various Artists, New Philharmonia Orch. STAUSS: ALSO SPRACH ZARATHUSTRA 17 A THE WORLD (Bonynge), Boston CHARTS OF THE WORLD (Bonynge), Boston CHARTS OF THE WORLD (Bonynge), Boston NORMAN DELLO JOIO, left, attends a reception at the recent Little Rock works premiere of his "Homage to Haydn," which was commissioned by Lily Peter, second from left, and performed by the Philadelphia Orchestra, also secured by Miss Peter, who donated $60,000 for the venture. Also seen: John M. Diemer, center, BMI president, and vice-presidents Frances Preston and Rusnelt Sanjek.

Continued from page I

and Tchaikovsky and, there will be five more in September, ac-

12-7 UP, UP 21-21 BARBER: JULY 5, 1969. 29-11 18 17 14 35 30 8 5 28 BERNSTEIN’S SELECTIONS FROM Various Artists, Columbia WST 17143 BELLINI Van MOLDOVA: CONCERTOS SWITCHED ON BACH TRANS ELECTRONIC MUSIC PRODUCTIONS Angel FRENZI, Columbia ANTIPHONAL MUSIC New York Philharmonic (Bernstein), Columbia GLORY Angel GOUNOD: ROMEO & JULIET STAUSS: ALSO SPRACH ZARATHUSTRA Various Artists, Columbia CHOPIN’S GRIEG: CONCERTO IN Philadelphia ORCHESTRA Columbia PHILADELPHIA ORCHESTRA (De Various Artists, New Philharmonia Orch. STAUSS: ALSO SPRACH ZARATHUSTRA 17 A THE WORLD (Bonynge), Boston CHARTS OF THE WORLD (Bonynge), Boston CHARTS OF THE WORLD (Bonynge), Boston NORMAN DELLO JOIO, left, attends a reception at the recent Little Rock works premiere of his "Homage to Haydn," which was commissioned by Lily Peter, second from left, and performed by the Philadelphia Orchestra, also secured by Miss Peter, who donated $60,000 for the venture. Also seen: John M. Diemer, center, BMI president, and vice-presidents Frances Preston and Rusnelt Sanjek.

Continued from page I

and Tchaikovsky and, there will be five more in September, ac-
The MM-1000 master recorder from Ampex.

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

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

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

Information from Ampex, 401 Broadway, Redwood City, California 94063. Or call collect (415) 367-4400.
## New Album Releases

**FOR JULY**

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOBBY BARE</td>
<td>Songs</td>
<td>Vocalion, LSP 4190</td>
</tr>
<tr>
<td>JOAN CROSBY, STILLS &amp; NASH</td>
<td>Vault, Harmony</td>
<td>LSP 2083</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 9038</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 8038</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 9845</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 8038</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 75130</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 8038</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 8038</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 8038</td>
</tr>
<tr>
<td>GEORGE JONES</td>
<td>Greatest Hits</td>
<td>Capitol, LSP 8038</td>
</tr>
</tbody>
</table>

*This monthly product list includes LPs which were issued during the past several weeks and are considered as part of the manufacturers' January release. Listings are in alphabetical order by artist in pop, and by composer or author in classical and spoken word.*
AN OPEN LETTER TO THE MUSIC INDUSTRY:

The Pocketdisc introduction in Detroit, Michigan, started a new era in the record business -- "mass merchandising through vending." This automatic retailing approach to record sales has clearly demonstrated problem-solving benefits at all levels of the highly promotional and risky "singles" business.

Those early testing days in Seattle provided us with many marketing "facts of life" -- the importance of reliable equipment, servicing, promotion, location and selection.

The Detroit introduction, the beginning of a nationally expanding program, is 100% vending.

Consumers have responded early with over 1,000 audited purchases a day from 42 locations since May 26th, when the market opened.

Retailers, solving completely their problems of singles pilferage, inventory investment (they have none with vending), traffic, clerk time, and current product availability, endorse Pocketdisc vending.

The 24 record companies (representing 150 labels) who have entered into repertoire license agreements for Pocketdiscs will gain new sources of revenue as vending expands and, equally important, will have their artists and hits promoted in new ways to new customers. Our licensing policy gives all companies the same deal, including the right to recapture.

The unrest and general pessimism presently surrounding single record sales at all levels of distribution is merely a cry from the marketplace for something new. A new concept in marketing. A product that is sympathetic to today's "facts of life" as opposed to 1949 when the 45 had its day of glory.

The ultimate success of Pocketdisc vending will depend on many things. We feel the three essentials are the following:

1. An all-label availability on Pocketdisc and in vending equipment to assure the consumer total selectivity.

2. A willingness to try new forms of distribution and new location points of sale.

3. A concerted effort to improve vending equipment and point of sale promotion.

Americom has undertaken to solve points 2 and 3 -- we ask you all to join us in making #1 possible. There is a business to lose by inaction -- or one to build on if you move soon.

Sincerely,

Frederick Hyman
President
BIRMINGHAM — The Thrasher Brothers and Jerry Goff, leading gospel singers from this area, have expanded to include a restaurant chain, Mr. Good Guy. This is the first gospel group to enter into the fast-food operation. They had been involved in Baylor Dean's Choral Work to Be Published

WACO, Tex. — An original choral work by Daniel Sternberg, dean of the School of Music at Baylor University, has been accepted for publication by Sacred Songs here.

Dean Sternberg has written original music as a text taken from the Episcopalian Order of Worship. The work is entitled, "Grant We Beachee Thee."

Sacred Songs, the music publishing division of Word, Inc., has scheduled release of this selection for September for this year.

"This work is effective and can be used by churches of all denominations," said Fred Bock, director of Sacred Songs.

Sternberg has been with the Baylor music school since 1942, and became dean a year later.

Thrashers & Goff Move Into Fast-Food Operation

advertising, television production and patent medicine.

The new chain, Mr. Good Guy, recently absorbed two other food corporations, Franchise Management and Investment Corporation, and Faster Foods, Inc., of Gadsden Ala. Jerry Goff, who becomes president of Mr. Good Guy Franchise Sales Corp., said top executives and food experts had been brought in to give impetus to the nationwide program.

Another move made by the Good Guy team was connecting with the Thrasher Brothers nationally syndicated television show, "America Sings," which is programmed on 82 markets. The Thrasher Brothers are Alabama based, and now have a direct tie with the restaurant chain.

Jim Thrasher is executive vice-president of the Mr. Good Guy Franchise Sales Corp.

Feliciano Lights Fire

• Continued from page 23

week at the Music Fair and is a well-balanced show. In fact, all the performers relate to each other — Sherman has the Minstrel around the stage during the act, and they also join in a singalong with Feliciano at the end of his act.

IAN DOVE

SKYLITE IS IN THE GOSPEL SPOTLIGHT, AND THE SKYLITE SPOTLIGHT IS ON THE FOLLOWING ARTISTS.

STATEMEN

WE HAVE SKYLITE 8 TRACK STEREO TAPE CARTRIDGES AVAILABLE ON THE FOLLOWING ARTISTS.

THE STATEMEN

SWANEE RIVER BOYS

BLACKWOOD BROTHERS

THE LEFREQUES

THE VANGUARDS

MEN" GOD LOVES AMERICAN PEOPLE" SLP 6070

Yesteryear's Country Hits

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

COUNTRY SINGLES— 5 Years Ago

1. Together Again— Buck Owens (Capitol)
2. My Heart Skips a Beat— Buck Owens (Capitol)
3. Wine, Woman and Song— Loretta Lynn (Decca)
4. Burning Market— War Price — Columbia
5. Understand Your Man— Johnny Cash (Columbia)
6. Knocking Up With the Joneses—Marge Singleton & Fearin Young (Mercury)
7. Love Is No Excuse— Jim Reeves & Delia Hunt (RCA Victor)
8. Sorrow on the Rock— Perler Wagner (RCA Victor)
9. Weary Is My World— Jim Reeves (RCA Victor)
10. Baltimore—Sonny James (Capitol)

COUNTRY SINGLES— 10 Years Ago

1. Battle of New Orleans— Hurricane (Columbia)
2. Home—Jim Reeves (RCA Victor)
3. Heartaches by the Number—Ray Price (Columbia)
4. White Lightning—George Jones (Mercury)
5. I'm in Love Again— George Morgan (Columbia)
6. Big Country Special—Willie Lee & Stoney Cooper (Ricky)
7. This Week in the Country— Don Gibson (RCA Victor)
8. Two Million Miles Ago— Webb Pierce (Decca)
9. Waterlogs—Stonewall Jackson (Hollywood)
10. Set Him Free— Skeeter Davis

From the Music Capitals of the World

(DOMESTIC)

MEMPHIS

The staff band at American Recording Studios at RCA Studios in Memphis is working on their own album for release in the near future. The group that has played the rhythm sections for such artists as Elvis Presley, B. J. Thomas, Denny Brucefield, Neil Diamond, the Yellow Pates, Box Tops, Wayne Carson, Rita Coolidge, Jackie DeShannon and numerous other artists, will have their own instrumental on the ACP label. Stanley Greenberg, another producer of some of the Spector's artists, B. J. Thomas, who records at American. Liberty's Timi Yuro is due at American the first week of July. James has produced a single and is preparing material for an album on the Buttercups/Cabanoos. Jack Grady of Nashville, with April Blackwood Music Co., who as a Memphis recording producer helped place the Gentry's first big recording, "Keep on Dancing," that put莫an in the star status, placed several songs with various Memphis recording studios. Grady is a frequent visitor to the Memphis area.

Larry Rogers, producer-manager of Ray Johnson Recording Co. at 1518 Cheek St., is working with his artists Steve Bogard, Shelly Hinds and Jerry Franklin. He assisted Monument's Bob Becklin produce an album on Tony Joe White, which is expected to be released soon as a follow-up to his hit single recording. Don Penn, producer-writer at Lynn-Lon, worked with the Uniques and plans a session with Vic Waters. Stan Kessler, vice-president of Sounds of Memphis, has recorded an album on the Memphis' "Hornph," several of the top brass players in Memphis, including Wayne Jackson and Andrew Jackson, who play with Memphis, including Wynonna and Andrew Jackson, who play with Wynonna & the Yosemite Sound of Memphis, including Wynonna and Andrew Jackson, who play with Wynonna & the Yosemite Sound of Memphis, inclu
4 SUMMER SIZZLERS
DEALER SPECIAL - 1 FREE WITH 10 IN JULY

We Put The GO In GOSpel Music

Waco, Texas 76703
From the Music Capitals Of the World
(Domestic)

Continued from page 32

Wednesday C to Cleveland's Public Auditorium. June 18 will
conclude. Columbus's Andre Kostelatz will conduct. Joe
Ohio State University Orchestra at the Center on Thursday 18 with Marian
Anderson as narrator. Meredith Wilson will lead a band concert on
Friday 19 with harry Bergman and Alan Bergman have been
signed Ms. Ricketts for 100 plays to do your play for Sal
Romy's theme for Joseph E.
Levine's A Chorus Line" in Stock
Columbia will release the first of
Among the featured attractions at the 35th International<br.FileWriter.
RCA<br.FileWriter.
Gospel Music Singers Convention will be pianist, the
singing Wills Family, was married June 1 to the former Delphi
Kerst in Texos. This was the second
family marriage in the last few
months. Granddaughter Kathy
Hildreth, 13, was married June 3 to
Luke Wills Hildreth, was married June 3 to
Jeff Wills, pastor, at 12:30. OKO.
Silverline Music Co.,
owned by the Oak Ridge Boys. The<br.FileWriter.

STEVE Payne has joined the
Prophets as pianist. The
youngster, from Toccu, Ga., is only 17.
"Pop" Wills, head of the
singing Wills Family, was married June 1 to the former Delphi
Kerst in Texas. This was the second
family marriage in the last few
months. Granddaughter Kathy
Hildreth, 13, was married June 3 to
Luke Wills Hildreth, was married June 3 to
Jeff Wills, pastor, at 12:30. OKO.
Silverline Music Co.,
owned by the Oak Ridge Boys. The
acquired the publishing rights on the
shared new editions of editions of
delphia's "Fate's Turn" and "Give Up" by Howard
Goodwin.
"The Satyr Callisto,"
recorded a new LP on the Skylite label, this one cut in Oklahoma
City.
Harold Friend has
joined the Dixie Echoes lead
guitarist. In making the announce-
ment, group manager Joe Whittfield
of the
her old son of lead singer Dale
Sheff-
would travel with the Echoes during
the rest of this summer between
singing with the bass guitar in that
Reynold Rutledge has joined the
in our latest article about
Jimmie Valathes. In addition to singing
reynolds played the marimba. He is from
Iron Mountain, Calif., near house to
with the King's Men Trio. Lorne
and Jimmy Mississippi. He is a new
album on the Golden Shield label, "The Waterfall"
Quaintly
was written by Lorme and
Harvel's Brothers are film-
ing "The Switchback" in London.
Cowiln's Mr. Flood's Party opera is a two-week run in
Unicoi on July 28, SGA's Naz
opened at Ungava's on Thursday (3)
with Mercury's Lenny Gore
opened at the Atlantic City Steel Pier on Saturday (1). Future
attract will include Capitol's
Sadie Young, Adama's Buya
Marima Band, MGM's Cowsills, Duke Enright, Columbia's D. C. Smith,
Count Bassie, and Reprine's Tony
Forrest, and Bobby Cape re-
ned his exclusive writing con-
tact with Edward B. Marks Mu-
sic. Together, the group has composed and recorded the
complete score for the film. Eddie Hazzelt is appearing at the
Motel on the mountain in Suf-
fer, N.Y., for four weeks.
Majik plays the Ante in Lodi,
N. J., through Sunday (29). The Goldstein Organization, pub-
lications, has signed the Den-
ver Pop Festival, Atlanta Pop Festival, and
Atlantic City Pop Festival. Richard Kim Milford has switched from
Broadway's "Hair" to off-Broadway's "Your Own Thing."
Esther Tobbi will play at least five dates at the Concord
Hotel this summer. Frisno-
Boston based rock publication, has added Canada and Brazil to its
 circuit. . . . Buddhays in Hollywood has
WNDK at 1230 for the Max L. Rahl-St Linnhoff
film of "All the Right Ones."
Alan Richardson, president of AFO Productions, advertising and
film production company, has
married Susan Goldberg, director of precision for Bobs Golly's
costume firm.
Polidora's Cat Mother and the
All Night Newshy boys open at Fill-
more West on Friday (4). The
group plays Los Angeles' Whiskey A Go Go, then on to San
Francisco, then San
Bramlit Adam to Mr. and Mrs. Gerald
Kannertz on June 21. Jeff Kurtz was the godfather.
Lepton, lead guitarist of the
Fish, is leading the Vanguard gang and is its current appearances
during a tour with the
Country Joe McDonald.
"Glasses," R. B. Kuhlman app-
eread on the "Mary Griffin Show" on
Thursday (1). Joe
Your Rock & Roll Ensemble re-
cently taped a "Mike Douglas Show" to
Mary Mayo, who has recorded for Capitol. Columbia and
Regal's newest recording: the
Eric Carmen pro-
Hyman's forthcoming MGM al-
bum. Polydor's Golden Ear-
ings will return to the United States from a tour in Canada in
September to cut an album.

FRED KIRBY
The 8-Track Tape Cartridge System is celebrating its FIFTH Anniversary... Five years of dominating the American Tape market to become the most popular of all tape configurations in the U.S. Now, another major step... the launching of an 8-track merchandising thrust internationally.

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

If your company has a stake in the 8-track industry, this is a golden opportunity to shout the success of YOUR 8-track story to the worldwide readership of Billboard.

**Coming July 19 Issue**
**Advertising Deadline: July 3**

Contact your nearest Billboard representative today!
A MAJOR EVENT FOR TAPED

the 3rd Tape Cartridge Forum
August 3-6, 1969
Hotel Mark Hopkins, San Francisco, Calif.
Under the auspices of Billboard and Merchandising Week

A SPECIAL SERVICE for Subscribers in Great Britain and Europe

If you are a subscriber to any one of these
BILLBOARD publications
| Amusement Business                | 56 |
| American Artist                  |    |
| Billboard                        |    |
| High Fidelity                    |    |
| High Fidelity/Musical America    |    |
| Merchandising Week               |    |
| Modern Photography               |    |
| Vend                             |    |

payment for your new or renewal subscription can be made direct to our London office:

TELLTIME LTD.
7 Carnaby St.
London W1, England

RECORD RETAILER 7 Carnaby St., London W1, England

WANT TO KEEP ON TOP OF THE BRITISH MUSIC AND RECORD SCENE?

Each week, RR (Britain's only record/music industry publication) tells it like it is.

Subscribe today. Rates for one year: U. S. & Canada, $30.00 per year; U.K., £4.16.0; Europe, £6.0.0. Rates elsewhere on request.

Name ____________________________

Address ___________________________

City State ZIP Code

Nature of Business ________________

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

FINANCIAL PLANNING MANAGER

Dynamic recording company needs dynamic, intelligent and hard working planning manager to work on long term production, sales and promotion and record manufacturing. Must have previous experience in the recorded, motion picture, or related allied industry personnel.

Repiles: BOX 584 c/o BILLBOARD

220 West 57th St., New York, N.Y. 10019

LEAD GUITARIST WANTED

For Boston Country Band. Singer, Guitarist, and Lead Guitar. Must be able to play immediately touring. Guaranteed salary, uniform, and travel arrangements.

Send resume to: Bobby King, P. O. Box 498, North Kingstown, R. I. 02852

BOOKING AGENT WANTED

For fast-growing classical record manufacturer. Excellent growth possibilities.

Call Alan Silver

CONNOISSEUR SOCIETY

A.C. 212 967-0270 or 970-2714

WANTED FOR RECORDING SINGERS SPECIALS

FOR EQUITY SHOW, Send demo, address to: U & U Publishing Co., 220 West 57th St., New York, N.Y. 10019.

MUSIC ARRANGEMENTS FOR SALE

Send for list of new music arrangements. All styles. Send for mail order 500 arrangements to date. Ask for catalog.

Copyright

MUSIC ARRANGEMENTS

Send catalog for complete catalog of music arrangements for sale. All styles. Send for mail order catalog to date. Ask for catalog.

Library

FOR SALE

Recording Studio

San Francisco

Complete recording studio including equipment and building on Wawona Blvd. (11,000 sq. ft.) for sale. Address: 1212 Wawona Blvd., San Francisco, Calif. 94127

SALE MAJOR LABELS, RCA, ETC.

Contact: Mr. Fred, (303) 444-7775. Anyone interested in a major record label should contact Mr. Fred, 1549 John Barry Rd., Westminster, Colorado 80031

July 5, 1969, BILLBOARD
AMERICANA SERVICE.
IT'S LIKE EATING YOUR WAY BACK INTO AMERICAN HISTORY.

If you were sitting around the table in 1775, you could have feasted on juicy Boston Brisket of Beef. The way Paul Revere loved it. In rich, brown herb gravy. But since you missed that opportunity, we're giving you another one.

Fly coast to coast with us in 1969, and you can enjoy that Boston Brisket just the same.

Or maybe you’d prefer a sizzling steak, the way Diamond Jim Brady loved it.

Or a steaming plate of stuffed Chicken New Englander, in sherry wine sauce.

We're giving everyone a choice of three real American dishes. Cooked while you fly.

Also a big fresh salad and a hunk of pie for dessert.

And there's a stewardess dressed in the spirit of the American Revolution to serve it all to you.

It's part of our new Americana Service coast to coast. Just ask your Travel Agent about it.

From reservation to baggage pick-up. Americana Service means a little extra for everyone on board. No matter where you sit.

It's the best way to get from sea to shining sea.

Fly the American Way Coast to Coast. American Airlines.
Economic Conditions Cut NAMM Attendance Down

By RADCLIFFE JOE

CHICAGO — Sound amplifiers, the nerve center of today's contemporary music, are going solid. Gradually the scene is the culminating new approach to music that, though it may have started a few years ago, is not yet the same. The scene is emerging in the form of a total approach to music, which involved the users, both the performers and the listeners, and the noise and the organization that, though not the same, may provide the new approach.

The new trend toward the small amplifier is also apparent in the Electrosonic Music Corporation's (E.M.C.) 1975 Winter NAMM show. The firm's president, John Ross, jr., the company president, also feels that public demand is running high for small units. A recent survey showed that, while 90 per cent of the NAMM directors didn't bring their wives this year, 90 per cent said that the impression of less show traffic was not as strong as others thought. Thus, the scene is occurring in the form of a new approach to music, which may provide the new approach.

CHICAGO — Full-line music stores, many of which discount handling records several years ago, may reproduce their attitude about a record department now that rock jockeys are often in the computerized service. According to Harold D. Veronda, head of the computerized service department, that department is not as important as a traffic stimulant as may be the case with other dealers. "We have the traffic, anyway," said Veronda. "What more could we do? We are selling more money, it seems to me, for the space used for displaying records. We're very happy to be back in the record business."
Musical Instruments

A Look at New Products at the NAMM Music Show

SHURE exhibit. K. R. Reichel, Howard Harwood, M. G. Ritcher and Ed Meyers (from left) show that confident look of satisfied music men at the National Association of Music Merchants (NAMM) show last week.

MERSON'S new r&b guitar is being demonstrated by Michael Sidney. Others (from left), Joe Davis, Berry Landis, Bernie Weiner and Tony Jerome.

GERRY MARTEL and Norm Wie-land at Sorkin's exhibit.

SUNN'S Bill Eberline and Bob Selby talk about their new amplifier.

HAL LEONARD'S Neil Baudhuin talks to Mr. and Mrs. Clark Yanda of Kearney, Neb.

VOX organist Bill McCoy and guitarist Donald Duffy team up to demonstrate the Continental Baroque and Viper guitar.

RICHARD FLORA and Bill Suther-land discuss Electro Voice's new amplifier.

Happy group of music merchants talk shop at Hohner's exhibit.

INNOVEX'S Bill Skully shows off for Jim Grabbe and Joe Cappo.

BRUCE BOLEN demonstrates Gibson's Les Paul professional model at Chicago Musical Instrument's exhibit.

HAMMOND'S newest organ is tested by Mr. and Mrs. Earl Brose.

CHICAGO music dealer Milt Shocket listens to Bill Fox (right) of Hansen Publications.

GRETSCH'S Sho-Bro is examined (above); Merson's Craviola is demonstrated (below).
Phonograph Sales to Grow; Predict Dim Outlook for 45's

By RADCLIFFE JOE

NEW YORK — Continued healthy growth for phonographs was predicted here during the recent Consumer Electronics Show (CES). Electronics Industries Association (EIA) staff vice-president Jack Wayman predicted phonograph sales will reach $7 million by the 1970s. But prerecorded tape and pocket-size singles will begin cutting into the sale of records, according to John P. Thompson, Arthur D. Little, Inc., who said the 45 rpm single "may disappear by 1970." Despite the tremendous growth of tape equipment, phonographs of all types — portable, wall and console design were shown in great evidence at the CES.

Wayman, of the EIA Consumer Products Division, disclosed that these units, in spite of all the competition from numerous other consumer electronics products, experienced a revolution during the 1960's, both in design and sales volume. He said that during this period, a new record of over 6,000,000 units at a cost of $300 million annually, at factory level, was realized. He attributed it to new-look appearance, added willingness to conform with the public's demand for more sophisticated and better performing units.

Wayman revealed that in 1960, an estimated 50 per cent of the total console model sales were enclosed phonographs. Last year, however, this figure dropped to a mere 4 per cent, and the trend shifted to models containing either AM or FM radios, or both.

He pointed out, too, that most of the demand is for stereo equipment, even in its portable and table models. "With the added impetus of state of the art components and high wattage compactos, sales will reach the 7,000,000 units level as we enter the '70s," he said.

Thompson estimated retail sales of phonographs were about $700 million last year. However, he gloomily predicted that it will fall to $600 million by 1975, and attributes the gradual decline to current existence over cartridge and cassette. He also expects a leveling off of long play record sales this year, even though they climbed in 1968 to an estimated $1.05 billion, a 20 per cent increase over the previous year.

Although it means a leveling off of record sales, Thompson does not anticipate a significant decrease as is the case of phonographs. He feels that this segment of the industry will remain at a steady level for a while because of sophisticated sales promotion.

He continued: "The single record market, which has shown little or no growth in the last five years, will meet with further intense competition in the 1970s, and could possibly disappear from the market altogether by 1975."

Thompson predicts that the biggest enemy of the 45 record will be the four-inch, polyvinyl chloride disks and prerecorded tapes. He said that the new small record tapes provide almost the same entertainment value as the 45 and can be sold to the consumer at half the cost.

He cast a longer shadow over the 45 record industry when he disclosed that prerecorded tapes will be used in jukeboxes by next year. "About 40 per cent of the 45 record sales are to the jukebox market, the competitive threat is significant."
Garwin Drops Little LP: Still Believes in Concept

By EARL PAIGE

CHICAGO — Garwin Sales Co. here, national producers-distributors of Little LP albums for jukeboxes, is discontinuing the operation due primarily to business commitments stemming from a pending merger. President Robert (Bobby) Garmina, a strong believer in the seven-inch stereo album configuration, said he still thinks the concept will work with the proper co-operation of labels and the continued support of operators.

Commenting on Garwin’s nearly two-year involvement with Little LP’s since assuming distribution from the Seeburg Corp., he said, “Sure, Little LP’s are a good idea. They can be successful with the proper co-operation from manufacturers, part of which would be adoption of a return policy, or one in which would be the desire to make them, to believe in the concept.

Ohio Supreme Court’s Pin Ruling Stirs Trade

By JANE SCOTT

COLUMBUS, O. — Opinions of operators and distributors throughout the country have regard to a ruling by the Ohio Supreme Court recently that reversed a lower-court decision and declared that “added amusement” (pinball games) constitutes gambling. The decision affects only “Fun Spot” and “Fun Way,” two pinball-type games, said Sheldon Gisser, vice-president, counsel, Cleveland Coin Machine Exchange, but “I don’t like what the decision may forecast.

The case, in which a motion for a rehearing has been filed, stems from the so-called Stiltsmiller machine instituted six years ago involving Stillmiller Dist. Co. and 18 other operators.

New Ditchburn Music Unit

CHICAGO — The Ditchburn Organization, Inc., has introduced to the consumer market, a Machine Palace, consisting of a playback tape unit, as well as pinging and announcement system.

Designed to supply background music in offices, shops, waiting rooms, and theaters, the system was developed eight years ago by the firm’s parent company located in England. It has since been marketed in 28 different countries.

German Show Near Sellout

By WALTER MALLIN

BERLIN — The International Coin Machine Exhibition (IMA), which will be held in one of Europe’s most modern exhibition buildings, the Berlin Congress Hall from April 16 to 19, has attracted such a large number of visitors that the space is already sold.

About 25 German and 10 foreign coin machine companies’ distributors and importers have booked 1,075 square meters of the exhibition space available.

West German Senator of Trade and Commerce, Dr. Koening, has given his patronage to the event, and the ZOA, the central association of operator organizations, is arranging a number of seminars. One of them will be given by Dr. Rene Koenig, head of the Institute of the Sociology of Coin Machines and will deal with the psychological aspects of players of pay-out machines.

Dr. Adolf Arnold, the lawyer who has represented the German coin machine industry in the past, has also been invited to talk on the subject of the amusement tax.

The IMA is an integral part of the Berlin Coin Fair, which is scheduled to take place on April 17 and 18. A riverboard shuffle on the Wannsee Lake will be held on April 17, and a banquet at the Berlin Hilton.

Further information about IMA can be obtained from the IMA Bureau, Emser Strasse 45, West Berlin.

We Just Can’t Find Jukebox LP’s: Buchman

• Continued from page 3

DETOUR — The introduction of Americom Corporation’s 50-cent priced Pocketdisc here has demonstrated that experienced and established vendors hold the key to the success of the concept, according to Larry Kanaga, vice-president. Since the introduction of what is nearly four-inch-size record, oper- ators simply to stamp vendors, he maintains, is attracting the logical entrepreneurs. Two more prototype records will be introduced here shortly, he said. Weekly gross receipts of as much as $350 have been reported during the past 15 days involving 42 locations.

After the introduction of the records here was conducted through Handler Co., the manufacturer soon quick saw the value of bringing in Union Coin Service Co., a firm headed by William Van Koughnet established in 1929, as a servicing adjunct, Kanaga said.

“This company has seven service trucks and quickly convinced us that we need professional vending operators to han- dle the machines. In time I think vendors will realize that Pocketdisc represents another profitable and exciting product.”

He said realized that bulk operators may be unfamiliar with what current recordings are required but the Americom is establishing a supply co-or- dinating service based on trade paper charts of best-selling sin- gles, local charts and radio play lists. “We can supply the exper- tise on inventory,” he said. Americom currently has re- leased agreements with enough record manufacturers to allow for about 60 percent of the Top 40 records. Kanaga said

Vendor Has Key Role in Pocketdisc

Van Koughnet started in 1929 as a sales agency, Kanaga said.

“This company has seven service trucks and quickly convinced us that we need professional vending operators to han- dle the machines. In time I think vendors will realize that Pocketdisc represents another profitable and exciting product.”

He said realized that bulk operators may be unfamiliar with what current recordings are required but the Americom is establishing a supply co-or- dinating service based on trade paper charts of best-selling sin- gles, local charts and radio play lists. “We can supply the exper- tise on inventory,” he said. Americom currently has re- leased agreements with enough record manufacturers to allow for about 60 percent of the Top 40 records. Kanaga said

record manufacturers are be- coming increasingly interested in the Pocketdisc concept.

Set ICMOA Annual Meet

CHICAGO — The annual meeting of the Illinois Coin Ma- chine Operators Association (ICMOA) will be held this year on Friday, July 12 and Saturday, July 13 at the Sheraton Inn in Springfield.

Friday’s schedule includes reg- istration, board of directors meetings, and a cocktail party at 9 p.m. Saturday there will be a large breakfast, business session, election of officers, a keynote address, report on legislative activities, a social hour and finally, the an- nual banquet and entertainment.

The registration fee of $15 per person includes Friday’s hos- pitality hour, Saturday’s coffee, the social hour, banquet and entertainment.

Segall Dies

BOSTON — Coin machine pioneer Harry Segall is dead. The 68-year-old veteran of the coin machine industry passed away recently at the Cliff House Nursing Home in Win- throp, where he lived.

Segall, active until his death in almost every aspect of the coin machine business, was treasurer of Kidettine Corporation, largest distributor and concessionaire of coin-activated children’s amusement rides and other types of vending equip- ment in the New England area. He also founded, in 1927, the State Vending Company in Bos- ton.

The Winthrop resident was a member of the Music Operators of America (MOA), the Massa- chusetts Coin Machine Associ- ation, Winthrop Associates, Win- throp Knights and was past chair- man of the combined Jewish Philanthropies of Winthrop.

In addition, he was a past president and treasurer of Ocean Lodge Brian 260, a member of the David A. Lourie Lodge, Knights of Pythias, and Temple Tifereth Israel.

He is survived by his widow, Esther, and three sons. He was buried in the Hebrew Progressiv- e Cemetery, West Roxbury.
Garwin Sales Dropping Little LP

- Continued from page 61

although some labels, as in the case of Epic, produce product and it directly through their distributors.

He mentioned some complications:

- Lack of a wholesaler return privilege. "Since what we bought from manufacturers couldn't be returned, our buying had to be severely restrictive. On product we moved the profit was good, but no matter what direction we took we ended up with heavy amounts of dead inventory."

- Difficulty in packaging material. "Amazingly strong titles and artists resulted in 'stiffs.' This was particularly true in an album with the title beginning 'greatest this or that.' The greatest hits by an artist are great for sales of 12-inch albums but not for 7-inch jockey boxes, because apparently in too many instances the strong titles in a 'greatest' package have already reached a saturation point on jockeyboxes."

- Delay in packaging. "We generally worked with labels advising them what to bring out and avoided the poor releases as much as possible, but there was still the problem of getting a title as many as two or three months late."

- Poor operator support. "Although many operators have done an exceptional job with Little LP's, and in many, many instances we have had terrific sales of an album in quantities between 5,000 and 7,000, over-all, operators have not supported the concept. Considering that if just half of the 500,000 U.S. jockeyboxes used LP's, a sale of 7,000 of a title represents less than .5 per cent."

- Regional preferences: "We could never set up quotas for one-stops, and in fact, told our sub-wholesalers they could buy whatever quantities they wanted.

The result was that a c/dw album, like Super, would sell extremely well in, say, the south but do nothing elsewhere. The same with r&b. We were stuck with really terrific titles by such artists as Otis Redding, Percy Sledge and others. Under Seeburg, quotas for distributors could be set up that reflected regional popularity more accurately."

- Indifference to the Little LP's ability to promote music on large albums or tape. "I think that, basically, many labels do realize that the Little LP is an excellent exposure medium for 12-inch album product, but when it is still virtually unap-\n\napparently the manufacturers feel the production of Little LP's is not worth the promotional advantages."

At one point, Garwin was releasing Little LP's from nearly 20 labels, many on an exclusive basis. The latter included A&M, ABC, Atlantic, Command, Decca, Dinah, Linda, London, Monument, Parrot, Reprise and Warner Bros. "We added others, too, notably Plantation, but received delivery on the January C. Riley package very late. "Many times we found that sales in Little LP's and I'm sure they still do. We had Capitol, Columbia, Mercury, Epic, Gordy, Motown, Phillips and Scepter, too. Epic, for example, believed in the concept so strongly that they released Little LP's through their own distributors and still do."

Garwin spoke quite candidly about the slight problem of transition from Seeburg distribution. "Originally we told Seeburg distributors they could handle albums exclusively if they moved enough merchandise; otherwise, we would give the product to one-stops in their area. We had really no problem except in Philadelphia where a Seeburg distributor was doing a terrific job. Finally, we did sell a one-stop there who complained and the problem was solved."

Garwin said, "I can understand the profit-minded point of view. The availability of product to the extent it hasn't been good and they need the assurance there will be a solid flow of good items. But we could not buy everything, nor even buy as strongly as we would have preferred in many instances, because we had no return privilege. What we couldn't sell we had to take a loss on."

**Cointronics**, a relatively new firm, recently moved into this new 10,000 square-foot facility in Mountain View, Calif. The firm manufactures Zap/Ball and Walk.
Two New Security Measures for Wurlitzer Operators that Quickly Pay for Themselves

WURLITZER MODEL 207
INCOME PRINT-OUT COMPUTER

Here is the most businesslike way of recording income that has ever been devised. On first call collector inserts pre-printed ticket in this Wurlitzer Income Computer, tears off serial number at bottom and returns it to the office. On each following trip he re-inserts ticket and gets instant reading of all money inserted in the phonograph and wall boxes since last call. The Income Computer simultaneously registers nickels, dimes, quarters, halves and dollar bills. Totals cannot be seen by anyone in location except location management and operator personnel.

DOUBLE LOCK SECURITY
COIN BOX PAYS FOR ITSELF
IN ADDED PROTECTION

Now available—a coin box that automatically locks the coin opening when special key is inserted to remove it from the phonograph. Second key to remove the money remains in possession of person authorized to record its contents. No unauthorized party can remove box from phonograph or contents from box. Simple installation. No change in regular cash box door or door key. Double lock means double security at an extremely reasonable price.

FOR PRICE AND DELIVERY SCHEDULE SEE YOUR WURLITZER DISTRIBUTOR

THE WURLITZER COMPANY
Phonograph Department
North Tonawanda, N.Y.
Plan 2 New Record Vending Units

Improvements in Americom's machines have been suggested by Union service personnel, he said, indicating again how experienced vendor's figure in the picture. Union, for example, suggested using hinged front doors.

New Models
Another improvement was to lower the height of the machines, to conform with requirements of various locations. One of the new prototypes will measure five feet in height, be 30 inches wide and have 18 selections with a back-up stock of 75 copies for each title. This unit is being considered where stores might require two machines. The other new machine will also be five feet high but 36 inches wide and have 60 selections with 50 copies of each title. Increased capacity is being developed by using a thinner wrapping envelope for the tiny disks.

One model will have a quarter-only coin mechanism; the larger capacity unit will accommodate coin increments of 5, 10 and 25 cents. The machines do not accept coins of a selection desired is sold out.

Kanaga said about four or five new records are added each week and that locations are being offered per 20 cent commissions. Machines are loaded with about 50 titles of secondary sales ratings.

Operators will be interested, he said, in knowing that typical locations include Spartan Atlantic, Federal Department Store, Montgomery Ward, Topp, Yankee, Crowley and K-Mart outlets. A surprise to Americom was the success of sales in Grinnell Music stores, which primarily sold albums, he said. Locating the Americom vender, it is felt, could result in an operator opening up possibilities for other machines.

NIVA Fighting Slugs; Has New Pension Plan

CHICAGO — The National Vendors Association (NIVA) reported last week that in certain instances it has been successful in asking a manufacturer of bingo chips to alter the design so that the coin-like disks will not be credited by bulk vending units. NIVA also is offering a new group liability insurance policy and a new variable pension plan.

Co-counsel Morrie Much advised operators to let the association know as soon as possible if they were encountering a slug problem. "We have written manufacturers, and upon our request, they have altered their manufacturing processes or the shape of the particular product so that it could not be used in our machines."

We can also obtain the cooperation of several other trade associations that are plagued with similar problems and that would contact the manufacturers to urge their modification or discontinuance of the particular product," NIVA is also asking members to indicate if they want special decals to be posted on machines that warn about the federal law prohibiting the use of slugs.

The ideal would be critical, which states that the penalty is imprisonment up to one year, a fine of up to $1,000, or both. If enough operators are interested, Much said, they may obtain the decals at NIVA's cost. Operators are urged to indicate the quantity of decals they need.

LaSalle National Insurance Co. is the new NIVA carrier of a group liability insurance policy. The coverage and premiums are nearly identical with the previous carrier. Much said. NIVA made the change in order to impose a $1,000 deductible and raise the premium.

A broader selection of variable equities in retirement and investment plans is possible under a new plan offered by Pension Investment Associates of America, he said. A similar plan, which may be used to qualify for tax deductions on an individual basis, was offered previously but met with little response. Much urged members interested in the new plan to fill out and return a card that has been mailed to members.

On the Street

By HADCLIFFE JOE

FLORIDA — The FAB Distributing Co. recently hosted 20 service men from organizations throughout the state at its spring service school held at Pensacola. The men represented some of the top operators connected with FAB.

Still on the SEGA scene, ceremonies were held on Thursday (1) at SEGA headquarters and the Haneda Tokyo Hotel to honor 349 staff members who have reached five, 10 and 15-year service levels SEGA president. (Continued on page 66)

BALLY UNITS GO TO ZAMBIA

CHICAGO — A chance remark—"On to Zambia"—made by the advertising manager of the Bally Manufacturing Corp., has proved prophetic for the company, which has just added Zambia to its export market.

At a recent press conference, Herb Jones, Bally's ad manager, told his audience that his organization's shipments spanned the world from A to Y—Australia to Yugoslavia. United, he said, the company to which he was referring, could not add Z to the alphabet, "because we have optimistically: "On to Zambia." Today Bally is preparing to ship its new four-flipper flipper game, "Gator," to an operating company in Lusaka, Zambia.

ELMER O. FRIDAY, Florida State Senator, pictured in left photo, addressing a recent business session at the NIVA convention. At right, NIVA president H. B. Hutchinson Jr. (left) listens as counsel. Don Mitchell speaks. At right, A. J. Blackstone, an attorney and former State Senator who also addressed the group.
getting what the record manufacturers want to give us.

Buchman echoed Garvin's complaint about a lack of a return privilege. "We do need it, and we also need an adequate reorder system. I'm willing to order albums in reasonable quantities but I need protection, too."

A veteran of many years in the record business, Buchman complained about manufacturers "shoving product down my throat." He also said, "In too many cases, the manufacturers wait too long to release a title. Why not bring out material when it's hot?"

Everyone contacted admitted the subject of Little LP's was complex. Since their introduction they have been the subject of long dialog Music Manufacturers of America (MOA) conventions.

"It's not the operator's fault," said Bill Cannon, Haddonfield, N. J., operator and former MOA president long involved in dialog with record makers.

"The problem is with the one-stops. If one-stops urged operators to use albums, operators would."

"We log the play on all locations and often an album is in the top 10—that's the top 10 according to times played. In terms of money, it means we received a quarter when the album played as against a dime for anything else. In other words, albums earn the most money for us."

Cannon said his firm maintains 10 Little LP's on each jukebox and changes one every third Saturday. He termed the problems with Little LP's "a little unfortunate. They do have a place in the scheme of things."

"Record companies must press with the one stops not only what the public wants," Giarrusso charged. "We will find that out of 10 simples, five or six will be jazz. Now, I have nothing against jazz, but Little LP's lean too far in that direction."

"There appears to be a change to reorder albums. If we don't order right off the reel we are out of luck. Our distributors received 50 of 'Help Yourself' by Tom Jones. We took 30 and ordered 30 more, only to be told that was it. Meanwhile, our locations give us fits because we can't bring around that album."

"We just can't get enough of the good artists. There have never been an album onvikki Carr, Perry Como, only one on Glen Campbell, none on Stevie Wonder, Elvis Presley, O. C. Smith and many others. All we can't get good teen albums by the big groups such as Three Dog Night, Blood, Sweat & Tears, Jr. Walker & Booker T."

Wayne Hesch, A & H Enterprises, here in suburban Arlington Hills, said, "Albums are really valuable to us in locations patronized by people 35 years and older. This crowd is buying albums for their stereo sets and will play jukebox albums by artists they recognize."

"If record manufacturers went to one-stops the one-stops could tell them what to release on Little LP's. I can see some of the record companies' reasoning. That is, if they produce Little LP's to excite artists."

"Hesch doesn't agree that collective bargaining is necessary because poor jukebox albums make no noise. The greatest hits by an artist we'll get. I could use 13 copies a week now of 'Their Greatest Hits' by Johnny Mathis on Columbia.

New Releases For Phono Vue

MIAMI—New film releases have been approved for the Rowe Phono Vue, according to record co-ordinator Ronald Goldfarb.


Blue releases are Elevator Girl, 2920P, to be paired with "Is There Anyone Out There Making Love," Phila Soul, or "Getting Away," Phila Soul; Computer Girl, 2920Q, with "Can't See Myself Leaving You," or "The Feeling Is Right," Atlantic; Sidewalk Cafe, 2920K, with "Good Good Lovin'," Atco, or "Twenty-Five Miles," Gandy, and Playmate, 2920G, with 

OVER 400 attended the recent Coin Machine Division, United Jewish Appeal (UJA) dinner. Seated (from left) are Mr. and Mrs. Theodore Blatt, Rabbi Ronald Milton and Mr. and Mrs. Gilbert Sorn. Members of the coin machine industry involved in the fund-raising drive, which ended with $36,000 in pledges, were Meyer C. Parkoff, Carl Pavesi, Ben Chicosky, Harold Kaufman, John Bilotta, Abe Green, Bill Kohler, Sam Schwartz, Albert Simon, Myron Bozink, Jack Wilson, Max Klein, Max Weiss, Irving Holzman, Morris Weintraub, Al Mimack, Michael Multuqueen, Sidney Mittelberg, Abe Lipsky, Seymour Pollak, Louis Wolfberg, Bernard Antonoff, Sam Morrison, Martin Herbstman, Bob Carr, Bob Austin and Edward Adlum.

MORE UJA GUESTS. From left, Mr. and Mrs. Albert Denver, Monsignor John Velty and Mr. and Mrs. Harold Kaufman. Denver was the guest of honor.

EVERY LOCATION A "PROFIT-LAND" with NORTHWESTERN 60 BULK-PAK

New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers — any location. Operators all across BULK-PAK delivers greater profits because it uses nationally advertised merchandise—suitable for all stores. Showing is limited — orders are held to a bare minimum. Just place merchandise in machine — and take out the change. Location tests prove Bulk Pak is a money maker. Write, wire or phone for complete details.

New Releases For Phono Vue

GROUND-BREAKING Ceremonies for the new Automatic Coin Equipment factory. Mrs. Dorothy Collins, wife of ACE Industrial Holdings, Ltd., chairman Maurice Collins, digs in. Watching in rear (from left), are S. A. Ryan, director; Automatic Machine Service (Cardiff Ltd.) Mrs. Roger A. Collins; Mr. and Mrs. Maurice Collins, chairman; Industrial Holdings; Mrs. Judy Prescott, daugh- ter; Gilbert Stewardson, manager; Yvonne, company secretary, Automatic Machine Service (Cardiff Ltd.) Ltd.; Mrs. Michael C. Collins, and Mrs. G. M. Collings, manager, Automatic Coin Equipment (Cardiff Ltd.).

"Love What We Have Joined Together," Bell, or "New Shoes," Metromedia.

"You see it Say you Saw it in Billboard"

Ohio Pin Ruling

• Continued from page 61 to its logical and ridiculous end, a 5th frame in a bowling game in a regular bowling alley would be "gambling," said Gissen. "And how about a baseball fan getting an extra inning in a Cleveland Indians game."

The pinball question has been before courts since 1963. At that time the State Liquor Department notified all permit holders that pinball machines violated Regulation 53 of the liquor commission banning gambling devices. However, an injunction was won against this order in 1966 by Bernard Stillmaker and 16 distributors in the Southern section of Ohio.

"You can look for further litigation," said Norman Gold- stein, of Monroe Distributors, Inc.

Floyd C. Moon, deputy director of state liquor enforcement in Columbus, said that the court ruling becomes effective as soon as it is journalized.

"It's up to the Supreme Court now to decide whether to grant a stay order," said Moon, whose position was confirmed in a telephone call. "We are going to have to see what happens with all pinball machines in taverns or other liquor permit premises. The matter will be held up as (Continued on page 65)
The team will visit several affiliated companies, tour coin, industry installations and view field operations in many nations where SEGA products are exported.

Courses at the school were held under the direction of Harry D. Gregg and Robert Harding, two of SEGAmatic's (a subsidiary of F.A.B.) most experienced field service representatives.

Subjects included: mechanical operations of the Wurlitzer Americana 111 phonograph chassis; electrical circuit, schematic reading, remote equipment, trouble shooting, and review of all phases of the Wurlitzer Americana 111 phonograph.

Among those attending the three-day course were Arthur Stokes of Birmingham, Ala.; Clarence Thornton, Lutar Pittman, Nelson B. Britt and Perry E. Knowles of the Blaikock-Pensacola Amusement organization; Cleaver Allen and C. H. Stump attended for SAC Enterprises of Warrington, Fla., while Joe Gunn represented his own organization; the Joe Gunn Music Co. of Tuskegee, Ala.

Other attendees were William H. Craft, who attended for Blaikock-Pensacola Amusement and Aubrey Irby for Jet Amusement Co. of Moss Point, Miss. C. D. Brantell of the Branswell Amusement Co. came from Mobile, Ala.; and Sam Crockett represented F.A.B.

Representing Blaikock, Music of Pensacola were Harry M. Emery, Eugene P. Rhodes, Albert Blalock, H. E. Potts and Fletcher E. Blalock. Jerry Burnett, John Britt and Leo Trufer were also in attendance.

"Operation Key Man," the SEGA sponsored annual round-the-world trip for selected employees of the company, will get underway on Aug. 1 this year. Three key staff members will participate in the two-month-long business orientation trip. They are Richard Langston, special assistant to management, Kawaki Wada, M.P.C. department chief, and Koos Nakanuma, manager of Bowling Center Operations.

JAMES MULLINS (left), outgoing FAMA president, laughs while James Tonoano, FAMA's new president, looks on.

GRACEFUL COUPLE here is Mr. and Mrs. Fred Granger.

HOWARD ELLIS looking very casual.

JULIUS STURM, FAMA executive director, shows picking up the tab as lovely waitress watches.

Ohio Pin Ruling
• Continued from page 65 evidence until a case is closed, then destroyed.

The Court ruled that amusement has value. Added amusement, such as free halls or free games, would have additional value and has the elements of gambling if received by chance.

Would bowling machines and pool tables be included in this decision?

"That depends upon what they are used for. The Court has ruled that additional amusement has value. We're not singling out any particular device. We have a responsibility to see that there is no gambling on liquor premises in Ohio," Moon answered.

There are about 300 or more pinball machines covered by this recent Court decision in the Greater Cleveland area, Cornella said.

JULY 5, 1969, BILLBOARD
THE GITARZAN ALBUM IS A REAL MOTHER

AFTER AN INDISCREET AFFAIR WITH D.J.S IT GOT PREGNANT IDEAS AND...

"ALONG CAME JONES"

Ray Stevens' New Born Single Smash!

Monument is artistry
TELL ALL THE PEOPLE
(B/W Easy Ride)
EK-45663.
Produced by Paul Rothchild.
Sung by the Doors on their forthcoming TV Special.

Also available on all tape configurations by Ampex.
CANDY COATED GOODNESS—Hit His 7002 (S)
J. J. BARNES & STEVE MANCHE—RCA Victor 43001
MERRILL WOOLSEY — A Time For Us (D)
SQUADRON PITCH 10007 (S)

LOW PRICE CLASSICAL

RENDZAVSKY, OVERTURE & TONE POEMS—Orchestra of the Swedish Radio
H.E. Beharian, Ingvar Ratzman

THE ART OF BAROQUE TRUMPET—Tom Winterhalter

OLIVIA & THE NIGHTINGALES—Stax 70201 (S)

SPECIAL MERIT PICKS

SOUNDTRACK

SOUNDTRACK—The Lost Man, Uni 73000 (S)

POINTER's film strength should spill over in sales for this hit LP, too. Roland James has written a song and arranged and directed all vocal and musical numbers, as it "needs to be "needed" and it says the words the Time, the Seller, and their audience need to hear.

HUGO WINTERHALTER & HIS ORCHESTRA—Your Favorite Motion Picture Music, MCA 3797 (S)

A single package and some special touches, this release has the Weiders who brought the hit "The Man With the Golden Arm" in a delightful rendition in soft, subtle tunes, but it fails that charm and flair of the "Graduate," "The Apartment," "Rear Window" and "Bonnie & Clyde.

XAVIER CUGAT & HIS ORCHESTRA—STINGS—The Beautiful New Sound of Strings, Musica LP 6029 (S)

Cugat's latest package is back in a hardback two-LP package and he is known for fitting his romantic Latin mood. The repertoire includes some of the correct pop tunes as well as many pop classics and they all emerge as thrilling listening under Cugat'sstate-of-the-art production

THE JIMMY WISON SOUNDS— Columbia CL 9387 (S)

Producer Jimmy Wisner turns performer on this LP and he proves to be equally talented in that field. Leading off with a sensitive interpretation of the "Love Theme"

ALBUM REVIEWS

SPOTLIGHT

Each of the album releases of the week is all class and all style. Review Panels for top sales and award possibilities

SPECIAL MERIT

Albums with sales potential that show an unusual amount of special consideration in both the dealer and radio play.

FOUR STARS

** **Albums that are potential within their category of discography and chart possibilities.

JAZZ

JAZZ

BROTHER JACK McDUFF—I Got a Woman, Prestige PR 77512 (S)

This album is a gas. Three great guitarists, McGhee, McMillian, and Burrell grace the record. The influence of "Little" Bill is everywhere. It all makes for a three way radio rehearsal of "Truckin'," "The Fool on the Hill," "If I Were a Carpenter," and "That's All Right Mama." Arranged and produced by Tavon Haynes and Davis Porter, the Sound Children is a solid soul supper with a delightful mixture of "Swingin' and Shakin'" and "Woke Up This Morning." The album is a perfect blend of jazz, rhythm, and blues.

JAZZ

LADIES OF SONG—Everybody Will Be Happy, Word WST 4872 LP (S)

SPOKEN WORD

DICK WHITTINGTON AND HIS CAT—Clarence Jordan, Camden 1265 (S)

WHITMAN, CROSSING ROYAL FERRY—Ed Begley, Camden 7225 (S)

CLASSICAL

SELECTIONS FROM "THE FEMALE PRINCE"—Kathleen Batt, Richard Crooks
Columbia, Columbia CL 3325 (S)

This is a dramatic package with the Sunday potential. This music includes selections from the rare "The Female Prince" Operatic Premiere form Leonard Bernstein and the New York Philharmonic. In part three of the show, the orchestra will be presented with vocal and instrumental effects supplied by the voice of Cathy Berberian on an electronic piano by Berberian.

R&B

R&B

BROTHELS AND JUICY—Hit His 7002 (S)

This album is filled with the most exciting of the "Kool" groove. The group is high lighted by their original hit "My Heart" and "You're a Groove." The group is presented here with a great new single, "Sooner or Later, I'll Take You To Love." This album will give the group a well-deserved second chance.

KISS THE BAND—Hit His 7002 (S)

This album is filled with the most exciting of the "Kool" groove. The group is high lighted by their original hit "My Heart" and "You're a Groove." The group is presented here with a great new single, "Sooner or Later, I'll Take You To Love." This album will give the group a well-deserved second chance.

KISS THE BAND—Hit His 7002 (S)

This album is filled with the most exciting of the "Kool" groove. The group is high lighted by their original hit "My Heart" and "You're a Groove." The group is presented here with a great new single, "Sooner or Later, I'll Take You To Love." This album will give the group a well-deserved second chance.

KISS THE BAND—Hit His 7002 (S)

This album is filled with the most exciting of the "Kool" groove. The group is high lighted by their original hit "My Heart" and "You're a Groove." The group is presented here with a great new single, "Sooner or Later, I'll Take You To Love." This album will give the group a well-deserved second chance.

KISS THE BAND—Hit His 7002 (S)

This album is filled with the most exciting of the "Kool" groove. The group is high lighted by their original hit "My Heart" and "You're a Groove." The group is presented here with a great new single, "Sooner or Later, I'll Take You To Love." This album will give the group a well-deserved second chance.

KISS THE BAND—Hit His 7002 (S)

This album is filled with the most exciting of the "Kool" groove. The group is high lighted by their original hit "My Heart" and "You're a Groove." The group is presented here with a great new single, "Sooner or Later, I'll Take You To Love." This album will give the group a well-deserved second chance.

KISS THE BAND—Hit His 7002 (S)

This album is filled with the most exciting of the "Kool" groove. The group is high lighted by their original hit "My Heart" and "You're a Groove." The group is presented here with a great new single, "Sooner or Later, I'll Take You To Love." This album will give the group a well-deserved second chance.
**AMERICA'S FAVORITE COMEDY ALBUMS!**

The Newest Dooz Super Sidesplitter!

"WILLIE AND RISING DICK" DTL 843 STEREO

Funniest album in a decade!!! Supercharged with hilarious sex-slanthed fun! Low-down comedy by Willie, the dummy, who is the most uproarious comic of all!!

**Other Dooz Best Sellers**

- "FREDERICK" DDL 319
- "FRANKENFUSHER" DDL 321
- "GIANTS" DDL 323
- "GREAT THEATRE" DDL 325
- "HEINZ COCKTAILS" DDL 327
- "HORRIBLE SPINE" DDL 329
- "HORRIBLE SQUEAK" DDL 331
- "HORRIBLE TAPES" DDL 333
- "KODACHROME" DDL 335
- "MISS EATON" DDL 337
- "MISS FUNK" DDL 339
- "MISS MARLEY" DDL 341
- "MISS MILLER" DDL 343
- "MISS SHUG" DDL 345
- "MISS TANTON" DDL 347
- "MISS TABOO" DDL 349
- "MISS WILLOW" DDL 351
- "MISS WILLY" DDL 353
- "MISS WYATT" DDL 355
- "MISS YAM" DDL 357
- "MISS YANK" DDL 359
- "MUFFLERS" DDL 361

**Records-Cartridges-Cassettes**

DOOTO 100 RECORDS

13440 South Central Avenue/ Los Angeles, California 90039

5+1 "STOCK-UP!" DEAL!

ASK YOUR DISTRIBUTOR FOR OUR EXPANDED CATALOG!

**Switch to Small Amps; Emphasis Is on Quality**

- Continued from page 58

does not advocate a complete switch to smaller, portable equipment. "Without large, acoustical cabinets, quality of tone will be almost completely lost," he said.

Ross revealed that EMC is currently working on a revolution new amplifier which would combine the quality of tone with compactness, as well as a number of other totally new features designed to put it ahead of other units already on the consumer market. He would not disclose what the new features will be.

One company which does not agree that musicians are turning to smaller and softer amplifiers, is the Danecelo Corporation, whose "Coral" division manufactures amplifiers and guitars exclusively.

The company claims that young people—the market to which its sales are geared—were buying larger and louder amplifiers in spite of claims of ear drum damage.

"Many youngsters buy an amp more readily when they learn that because of its sound, hearing is likely to be impaired," said Mike Berkowitz, one of the company's representatives.

To substantiate its claim, Coral has just produced a unit with eight 12-inch speakers which operates with a 1,000 watt head. It was by far the largest unit on display at the NAMM show.

Berkowitz waived the suggestion of softer sound and greater portability by saying that only studio musicians buy them. "And they are not concerned with sound anyway," he said.

Amplifiers appeared in the displays of more than 100 exhibitors.

IRVING KESSLER, second from left, Liberty/UA vice-president, talks about new Liberty Tape Duplating plant in Council Bluffs, Iowa, with, left to right, Robert Ray, governor of Iowa; U. S. Senator Jack Miller, and U. S. Congressman William Scherer.

Lib. Tape to Build A Factory in Iowa

NEW YORK — Liberty Tape Duplating, Inc., a subsidiary of Liberty/UA, will construct a plant in Council Bluffs, Iowa. Liberty has the option of providing its own financing in the lease-purchase agreement with the city for the needed $2 to $3.5 million.

Under the arrangement, the city would issue revenue bonds for the funds, and Liberty/UA would enter into a lease-purchase contract guaranteeing principal, interest and payment of an amount equal to local taxes on the property for a predetermines number of years.

Liberty Tape Duplating operates a factory in Omaha for the duplicating of Liberty/UA tapes and those of independent custom clients. This present structure will be vacated by the company when construction of the Iowa plant is finished. The new plant will manufacture 4 and 8-track, reel-to-reel and cassette tapes.

The announcement of Liberty Tapes Duplating's selection of Council Bluffs as the site was made recently by Irving Kessler, vice-president in charge of manufacturing for Liberty/UA. Kessler told a gathering of 600 people at the Council Bluffs Chamber of Commerce meeting that Liberty/UA chose the city because of the need to expand its Omaha operation and the availability of the Council Bluffs property. Kessler was introduced to the Iowa businessmen by the Hon. Robert Ray, governor. Also present were U. S. Senator Jack Miller, U. S. Congressman William Scherer, and Council Bluffs Mayor Don Frankens.
Trans-Canada Distrib Rights to Polydor

OTTAWA—The nation's capital is a small, and in many ways, rather provincial city with little nightlife, and apparently, very little interest in art. Situated to the north of and between the two major entertainment centers of Canada, Toronto and Montreal, this city is little more than a one-night stand for touring acts and local talent invariably has to move on to other towns to make a living. But in the arm's of Polydor Canada, the branch of the London-based Polydor, the local talent will have a new home in the form of a $1 million performing arts center. The center, to be called the Polydor Arts Center, will be located in the old Canada Post Office building, which was recently purchased by Polydor for $1 million. The center is expected to open in 1972 and will feature a 1,000-seat auditorium, a studio for recording sessions, and a series of smaller rooms for rehearsals and meetings. The center will be the home of the Polydor Records' Canadian artists, and the company is optimistic that it will become a major center for the Canadian music industry.

Among the artists featured in the Polydor lineup are composer, producer, and music director Pauline Oliveros, who has recently moved to Ottawa from California. Oliveros is a renowned figure in the world of experimental music and has worked with a variety of artists, including Brian Eno, Kraftwerk, and the Sonic Youth. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

Another major addition to the Polydor lineup is composer and musician David Lougheed, who has recently returned to Canada after a successful career in the United States. Lougheed is known for his work in the fields of electronic music and experimental composition, and has won numerous awards for his work. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

The Polydor Records' Canadian artists, who have all previously featured in the Polydor lineup, are set to benefit from the new center. The artists include composer and musician Pauline Oliveros, who has recently moved to Ottawa from California. Oliveros is a renowned figure in the world of experimental music and has worked with a variety of artists, including Brian Eno, Kraftwerk, and the Sonic Youth. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

Another major addition to the Polydor lineup is composer and musician David Lougheed, who has recently returned to Canada after a successful career in the United States. Lougheed is known for his work in the fields of electronic music and experimental composition, and has won numerous awards for his work. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

The Polydor Records' Canadian artists, who have all previously featured in the Polydor lineup, are set to benefit from the new center. The artists include composer and musician Pauline Oliveros, who has recently moved to Ottawa from California. Oliveros is a renowned figure in the world of experimental music and has worked with a variety of artists, including Brian Eno, Kraftwerk, and the Sonic Youth. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

Another major addition to the Polydor lineup is composer and musician David Lougheed, who has recently returned to Canada after a successful career in the United States. Lougheed is known for his work in the fields of electronic music and experimental composition, and has won numerous awards for his work. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

The Polydor Records' Canadian artists, who have all previously featured in the Polydor lineup, are set to benefit from the new center. The artists include composer and musician Pauline Oliveros, who has recently moved to Ottawa from California. Oliveros is a renowned figure in the world of experimental music and has worked with a variety of artists, including Brian Eno, Kraftwerk, and the Sonic Youth. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

Another major addition to the Polydor lineup is composer and musician David Lougheed, who has recently returned to Canada after a successful career in the United States. Lougheed is known for his work in the fields of electronic music and experimental composition, and has won numerous awards for his work. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

The Polydor Records' Canadian artists, who have all previously featured in the Polydor lineup, are set to benefit from the new center. The artists include composer and musician Pauline Oliveros, who has recently moved to Ottawa from California. Oliveros is a renowned figure in the world of experimental music and has worked with a variety of artists, including Brian Eno, Kraftwerk, and the Sonic Youth. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.

Another major addition to the Polydor lineup is composer and musician David Lougheed, who has recently returned to Canada after a successful career in the United States. Lougheed is known for his work in the fields of electronic music and experimental composition, and has won numerous awards for his work. He is currently working on a new album for Polydor, which is expected to be released later this year. The album will feature a mix of electronic music and traditional instruments, and is set to be a landmark release for the Canadian music scene.
TORONTO

James Brown show drew 5,000 to Maple Leaf Gardens on eve of Toronto Pop Festival. This is the biggest draw yet, and when the 100,000 mark in Canadian sales, Disney and Columbia Records of Toronto theaters to program selected film shows, with rock music with lobby billboards propping appropriate credits. Deals were worked out by the Canadian Clark and Dick Trotter, who own the Cineplex Odeon, and Melbourne for Calgary band the Stingers. London Record divides for Canada.

The first song of the new season of 13 (including CHUM Toronto) to play new talent were Compil’s “Pack It In” by Polter’s Headwound, Revolver。“When I Die” by Motherlode, Controlled by a Clock by Life.

A new Canadian band: Kemmington Market now down to their second album, which is due after Lake Gibson and Keith McKee. Republic released initial production from the band “Sittin’” produced by Holm Finished Music No. 2.” Life with the horses by John St. John.

STOCKHOLM

EMI Sweden started a promotion drive for their rock repertoire.UL Neijderman (impact) has recorded an album of his own songs in London. Eddie Harris (Atlantic) was in Stockholm for a concert at the Golden Circle. AB has booked the group Gabor and the band Mauve & Mauel. New label has been formed by a group of American and Swedish bands, called “The Genie." O’Connor released the single “I Don’t Care." Sweden’s new pop group made their debut in Sweden. Gunne Widmark (Columbia) is the lead singer and he is drawing rave reviews with their second album. Lena Ericsson...”Boris has left the label to sign with American Sweden.

WOLFGANG SCHRAG

LONDON

Dickie John Peel is launching his own record label here through CBS although Electra in U.S. has already joined him. Before he left, the label Fingers to rights to the U.K. He deals with...in Columbia (Colombia) completed successful tours here. E.M.I. Sweden was the first independent manufacturing company to join the C.I.A. Joplin, Toronto...in Portugal are playing a...the Curious. Barba SNP...in...as “Game People Play.”

K J E E N G E B E R N

HAMBURG

Ell Fitzgerald has signed a recording contract with MPS Rec- ordings, Villingen, West Germany, and has recorded an album for the company. The album will be recorded in West Germany, and will be released in the U.S. and Canada. It will be produced by a song writer, written by Gunther Blom, who will also produce the album. Muller’s Polydor's Roni Kern has signed to another contract in West Germany. The album will be recorded by the group “Tino.”

The Foundations will control promotions for the album, under contract with Barry Clark, who recently negotiated a new contract with the company. Polydor, a record company, who have owned several record labels for EMI, has lowered its record price from the original price of $3.59 to $1.25. The cut will be published in the next issue of the magazine. The album “Fool on the Hill” recorded by New York City center executive director Ben Montgomery.

San Marco is the first hit recorded in the Italian language. It was called “Vai Via Cosa Vuoi” (Go Away). It was recorded by the singer Regine, who has just recorded a new self-titled album for EMI International.

B O N E D U N N

JULY 5, 1969, BILLBOARD
BUENOS AIRES

Artel Ramirez and Felix Luna composers of "La Ma de Criollo" (Criolla Mass) and "Los Caudillos" (The Caudillos) have released a new album, "Mujeres Argentanas," featuring an all-star cast of work concerning famous Argentinian women. The album was released by Ramirez, the album features singers led by the internationally known soprano, Phil Ors. A new album, "The Most Famous Woman in the World," has been signed with Music Hall and will be released in the world heavy-music charts.

HOLLYWOOD

The Turtles, featuring the voice of the late Mark Volman, has signed with Music Hall, releasing the album "The Turtles" on the CBS label. The album features the hit single "Happy Together." The Turtles have also signed with Artist Records, releasing the album "Doobidoo" on the Dutch label.

NEW YORK

The Beatles have released their latest album, "Let's Dance," on the Apple label. The album features the hit single "Let's Dance - Paris." The release of the album has been widely anticipated by fans around the world.

MADRID

The Rolling Stones have released their latest album, "Exile on Main Street," on the Abkco label. The album features the hit single "Honky Tonk Woman." The release of the album has been greeted with excitement by fans around the world.

LONDON

The British band Led Zeppelin have released their latest album, "IV," on the Atlantic label. The album features the hit single "Stairway to Heaven." The release of the album has been met with critical acclaim and has topped the charts in several countries.
**Executive Turntable**

Klaus Paulus has been appointed sales manager of Bellaphon Records Riedel & Co. KG in Frankfurt. Appointed as his assistant is Eddie Detroit, formerly managing director of the company. Paulus has been appointed general manager of the Fidelity group’s Advance, the $3,600,000 film and recording studios complex due to open in London at the end of the year. Mauve, former production manager at Pye, joins Fidelity from the AVT subsidiary Century 21 Toys and Publishing, where he was general manager.

Walter Siebers, for 11 years manager of the technical division of Phillips’ recording production, left for new post as manager of Music Carriers, one of the Philips group of companies in New Zealand. Siebers, 48, began his career with Philips in Holland.

Ralph Simon has joined the staff of the Hugo Keleti Theatrical Agency. Simon will assist the agency’s general manager Trevor Bowsell. Simon has been a well-known figure at various motion picture agencies of South Africa. . . . Moece (Pamco) Cristal) Fellner has been named promotion man for Puerto Rico by Columbia-CBS International Division.

Bill Fowler is leaving the Arthur Howes office to work in the promotion department of Carlin Music with the newly appointed head, Dave Mort. Fowler, who joins Carlin on July 1, has been with the Arthur Howes office for the past three years, handling promotion and the booking of sales.

Peter Gash, an assistant manager of Anglo American Corporation of South Africa Ltd., has been appointed managing director of Gordon Waddell on the Board of Gallo (Africa), Ltd. Robin Netscher has been appointed musical director for EMI (South Africa).

**GRT’s Psy Deal a Global Success**

**Continued from page 3**

GRT will have exclusive tape rights to all such product, and Psy Records will have the exclusive sale of all product originating in the U. S. for distribution in the United Kingdom. The London operation begins immediately, said Bayley and Louis Benjamin, managing director of Psy, in a joint announcement. Product will be issued through three of their weeklies.

GRT is the first American tape company to acquire a major U. S. tape company in the United Kingdom. It will continue to explore the European market, first in the United Kingdom, and then in Europe. It will also record tapes and, ultimately, in other foreign countries.

Bayley is preparing a complete tape library of all post-1961 records and a complete discography of all post-1961 records. GRT is planning to issue these records to the European market.

**Continued from page 86**

**MCA to Shift Back as Licensee of Decca Ltd.**

MCA will retain a certain amount of independence by acquiring and promoting new talent for its subsidiary Uni, which will be an outlet for material released on the European market. MCA has an emphasis on British - originated recordings.

MCA was launched in the U. K. in February 1968 with three singles, two of which were by American acts. The first U. K. single was John Rowles’s “I’ll Only Had Time,” which became a major chart success. Since then, MCA has had reasonable success and chart entries with singles by Leapy Lee, issued on MCA under the name Eric Anderson, and more recently “Higher and Higher,” by Jackie Wilson, on MCA’s own company’s Soul Bag series. In addition, to this Wilson reissue, MCA has also had chart entries with acts such as Buddy Holly and Bill Haley. An important factor deter-

**KILIMANJARO BOWS CRYSTAL**

LONDON — President has launched a subsidiary label, Crystal, with singles “Kiliman- jaro” by Trinidad singer Jon Sands. Crystal will be an outlet for promising acts who will handle all future sign-

**New Arts Center to Make Ottawa Swing**

**Continued from page 73**

**Val Du Dieu in Montreal. Re-**

**uleted on Polydor, the album**

**T** **t**

**Bovema Shift HIts Paydirt**

HOLLAND — Bovema’s re-

**O** **B**

**C** **A**

**G** **A**

**C** **A**

**Y** **G** **A**

**49th parallel Moves to U.S.**

**CALGARY—The 49th Paral-**

**l** **l**

**t** **r**

**A** **H** **A**

**JULY 5, 1969, BILLBOARD**
HITS OF THE WORLD

ARGENTINA

(Complete Chart)

This Last Week

1. ROSA ROSA-Sandro (CBS)
2. EL EXTRANO DE PELO-Garcia (RCA)
3. LOS CINCO DE LA AVENTURA (The Beatles) (RCA)
4. OTTO-Enrique Pasaje (RCA)
5. MARRASCA-Maria Elena (Philips)

This Week

1. ROSA ROSA-Sandro (CBS)
2. EL EXTRANO DE PELO-Garcia (RCA)
3. LOS CINCO DE LA AVENTURA (The Beatles) (RCA)
4. OTTO-Enrique Pasaje (RCA)
5. MARRASCA-Maria Elena (Philips)

BRITAIN

(Courtesy Record Retailer)

This Last Week

1. BALLYHOO AND THE BLACKBERRY-Beatles (Apple)
2. OH HAPPY DAY-Dionne Warwick (Scepter)
3. WILLIAM-Wayne Fontana (Fontana)
4. THMK-Tania Morgan (RCA)
5. DICK DEE-Dickie May (Monument)

This Week

1. BALLYHOO AND THE BLACKBERRY-Beatles (Apple)
2. OH HAPPY DAY-Dionne Warwick (Scepter)
3. WILLIAM-Wayne Fontana (Fontana)
4. THMK-Tania Morgan (RCA)
5. DICK DEE-Dickie May (Monument)

SWITZERLAND

(Courtesy Radio Bulletin)

This Last Week

1. BALLYHOO AND THE BLACKBERRY-Beatles (Apple)
2. OH HAPPY DAY-Dionne Warwick (Scepter)
3. WILLIAM-Wayne Fontana (Fontana)
4. THMK-Tania Morgan (RCA)
5. DICK DEE-Dickie May (Monument)

This Week

1. BALLYHOO AND THE BLACKBERRY-Beatles (Apple)
2. OH HAPPY DAY-Dionne Warwick (Scepter)
3. WILLIAM-Wayne Fontana (Fontana)
4. THMK-Tania Morgan (RCA)
5. DICK DEE-Dickie May (Monument)

YUGOSLAVIA

(Courtesy Novi Melodij)

This Last Week

1. BALLYHOO AND THE BLACKBERRY-Beatles (Apple)
2. OH HAPPY DAY-Dionne Warwick (Scepter)
3. WILLIAM-Wayne Fontana (Fontana)
4. THMK-Tania Morgan (RCA)
5. DICK DEE-Dickie May (Monument)

This Week

1. BALLYHOO AND THE BLACKBERRY-Beatles (Apple)
2. OH HAPPY DAY-Dionne Warwick (Scepter)
3. WILLIAM-Wayne Fontana (Fontana)
4. THMK-Tania Morgan (RCA)
5. DICK DEE-Dickie May (Monument)

From the Music Capital of the World

Continued from page 75

Panelists released the first recording in Spanish by French singer Eric Charden, "El hombre de la gitana", de los melódicos, released a new album by Massi featuring Lemmon's recording on one side and songs from film, "Camaro y la vida", on the other side. (Miguel Hidalgo) will tour Central and South America in October and November, Argentina, Chile and Mexico. If you are interested in recording single by Voces Amigos, "Ei de sebre", by RAFAEL REYER

ZURICH

Musiker-Verein AG has acquired Swiss rights to the British Major Minor Music catalog, which will be sold by EPS, which has formed the Sound Package Agency in Zurich, Switzerland. The EPS has recorded the first single by the progressive Swiss group A.C.T., "Don't Make Promises," of the Swiss label. "DIZZY" is Switzerland's answer to "Jethro Tull", and has been released in the United States. "Things Are Getting Better" is a special promotion for the new Bob Dylan album "Nathan and Caleb".

Promoters Rolf Emminger and Willy Kern, who have brought such acts as Tom Jones, the Rolling Stones, and the John Denver Bluegrass Band and Chris Hillman, have acquired record of the Swiss group Colombe and Ten Years After appeared at the Montreux Jazz Festival. The group, which was signed to French label Columbia, has released three albums by French group "Clematis Michel". CBS has launched a special promotion campaign for the new Bob Dylan album "Nathan and Caleb".

PHILIPPINES

This Week

1. PROUD MOTHER-Tommy Robredo
2. SWEETER THAN SUGAR-Anita Muhlach
3. WANT AROMANDO-Berti Gutierrez
4. GROOVY BABY-Teddy Aquino
5. GET BACK-Beatles (Apple)

SWEDEN

(Courtesy Radio Sweden)

This Last Week

1. AIRLINES/FREDERIKS-Donny Osmond (Mercury)
2. THE WINDS OF YOUR LOVE-The Beatles (Apple)
3. WHO WILL THEY LET THE BEAUTY-The Beatles (Apple)
4. YOU DON'T BELONG TO ME-The Beatles (Apple)
5. LIFE IS A RENDEZVOUS-Rod Stewart (Polydor)

This Week

1. AIRLINES/FREDERIKS-Donny Osmond (Mercury)
2. THE WINDS OF YOUR LOVE-The Beatles (Apple)
3. WHO WILL THEY LET THE BEAUTY-The Beatles (Apple)
4. YOU DON'T BELONG TO ME-The Beatles (Apple)
5. LIFE IS A RENDEZVOUS-Rod Stewart (Polydor)
Dynamic performers... they'll blow your mind!

The Alan Bown! STILL AS STONE

85047
DEE DEE WARWICK—RING OF BRIGHT WATER
(Producers: Jack McGhee & Ely Township) (Writers: Gospel-Babyface Jones) (RCA, 72073) — The title song, "Ring of Bright Water," with its simple melody and sensitive vocal phrasing, is a potential hit as it follows up to Warren Zevon's "Desperado," another RCA release.
RCA 74-6019

TOMMY ROE & JILL
(Producers: Steve Frazier) (Writers: Lamont Dozier, Vandross, Gomelsky) (RCA, 72074) — Their latest, "My Whole World," is a lovely ballad with a warm, melodic sound.
RCA 74-6017

SIR DOUGLAS QUINTELY—DYNAMITE WOMAN
(Producers: Waddy Wachtel, Randy Bachman) (Writers: Douglas Williams & Mike D'Amico) (RCA, 72075) — "Dynamite Woman" is a catchy, upbeat tune that's sure to appeal to fans of the 70s rock sound.
RCA 74-6015

ASSOCIATION—YES, I WILL
(Producers: Jerry Butler) (Writers: Bob & Mark) (Columbia, 72077) — "Yes, I Will" is a soulful, heartfelt ballad that's been a hit for the Association.
Columbia 74-6013

WILLIAM BELL & CARLA THOMAS—I NEED YOU WOMAN
(Producers: Steve Cropper & Kuk Harrell) (Writers: Bill Withers, Carla Thomas) (RCA, 72078) — "I Need You Woman" is a soulful, powerful duet that's been a hit for Bell and Thomas.
RCA 74-6011

JOFF COLLINS—Catching Falling (Producers: David Amidon) (Writers: Joff Collins & Gary Jaffe) (ABC-Dunhill, 72079) — "Catching Falling" is a laid-back, atmospheric track that's been a hit for Collins.
ABC 73-1139

ELA & JUNGLE—What a Way to Be (Producers: Bud Gump) (Writers: Elton John, Kiki Dee) (US Army Records, 72080) — "What a Way to Be" is a soulful, heartfelt ballad that's been a hit for the duo.
US Army Records 74-6019

GOOD THINGS—You're Good Thing (Producers: Al Wynn) (Writers: Al Wynn) (Columbia, 72081) — "You're Good Thing" is a catchy, upbeat tune that's been a hit for the group.
Columbia 74-6017

EDDIE FLOYD & MAVIS STAPLES—Never Let You Go (Producers: Bucky Heard) (Writers: Bucky Heard, Ollie North) (Jubilee, 72082) — "Never Let You Go" is a soulful, heartfelt ballad that's been a hit for Floyd and Staples.
Jubilee 74-6015

JACK GOLD DOCH & CHORDUS—My Favorite Song (Producers: Jack Gold) (Writers: Jack Gold, Chorus) (US Army Records, 72083) — "My Favorite Song" is a catchy, upbeat tune that's been a hit for the duo.
US Army Records 74-6017

The Guess Who—Laughing
(Producers: Jack Richardson) (Writers: Bignose-Cooming) (MCA, 72084) — "Laughing" is a light, fun-filled track that's been a hit for the band.
MCA 74-6019

Dolly Parton—In the Ghetto
(Producers: Bob Ferguson) (Writers: Bobbie Gentry) (ABC, 72085) — "In the Ghetto" is a soulful, heartfelt ballad that's been a hit for Parton.
ABC 74-6017

Debbie Taylor & Meditations—Momma, Look Sharp
(Producer: Paul Balon) (Writers: Edward) (Motown, 72086) — "Momma, Look Sharp" is a catchy, upbeat tune that's been a hit for the duo.
Motown 74-6019

The Book—Whoopee on Me
(Producers: Motown) (Writers: Tamla Motown, Motown) (ABC-Dunhill, 72087) — "Whoopee on Me" is a soulful, heartfelt ballad that's been a hit for the group.
ABC-Dunhill 74-6017

Horatio—Time (Where I Started Again)
(Producers: Verve) (Writers: Frank Zappa) (ABC, 72088) — "Time (Where I Started Again)" is a catchy, upbeat tune that's been a hit for the group.
ABC 74-6019

Country singles

Wynn Stewart & Tourists—Worldwide Travelin' Man
(Producer: Ken Nelson) (Writers: Tourists) (ABC, 72089) — "Worldwide Travelin' Man" is a catchy, upbeat tune that's been a hit for the duo.
ABC 74-6017

Dolly Parton—In the Ghetto
(Producers: Bob Ferguson) (Writers: Bobbie Gentry) (ABC, 72085) — "In the Ghetto" is a soulful, heartfelt ballad that's been a hit for Parton.
ABC 74-6017

Freddy Weller—These Are Not My People
(Producer: Mark Linda) (Writers: Linda) (ABC, 72090) — "These Are Not My People" is a soulful, heartfelt ballad that's been a hit for Weller.
ABC 74-6017

Marva Whitney—Things Got to Get Better
(Producer: James Brown) (Writers: Brown, Ellis) (ABC, 72091) — "Things Got to Get Better" is a soulful, heartfelt ballad that's been a hit for Whitney.
ABC 74-6017

Johnny Caperton—Whoopie on Me
(Producers: Motown) (Writers: Tamla Motown, Motown) (ABC-Dunhill, 72087) — "Whoopie on Me" is a soulful, heartfelt ballad that's been a hit for Caperton.
ABC-Dunhill 74-6017

Penny Berry—Mama Lou
(Writer: Pickett, S & O) (MCA, 72092) — "Mama Lou" is a catchy, upbeat tune that's been a hit for Berry.
MCA 74-6017

Tex Ritter—Down in Virginia
(Producers: Warner) (Writers: Warner) (ABC-Dunhill, 72093) — "Down in Virginia" is a soulful, heartfelt ballad that's been a hit for Ritter.
ABC-Dunhill 74-6017

Tommy Ford—Blue Moon (Writer: Braithwaite) (MCA, 72094) — "Blue Moon" is a soulful, heartfelt ballad that's been a hit for Ford.
MCA 74-6017

R&B singles

There are no R&B singles this week.

Chart

Spotlighted singles

For a list of the top 20 of the HOT COUNTRY SINGLES CHART, see page 96.

For a list of the top 20 of the HOT COUNTRY SINGLES CHART, see page 96.

For a list of the top 20 of the HOT R&B SINGLES CHART, see page 96.

For a list of the top 20 of the HOT R&B SINGLES CHART, see page 96.
Is it a hit, is it a smash, or is it a monster? Don’t ask me, ask Marvin Jacobs at Music Merchants Record Distributor, Detroit, Michigan. And ask the people in Detroit. Ask Paul Glass at Allstate Record Distributors, Chicago, Illinois. And ask the people of Chicago. Ask Marshall Verbitt of Marne Record Distributors, Philadelphia, Pennsylvania. And ask the people in Philadelphia. Ask Al Hirsch and Joe Grippi at Malvern in New York. And ask the people in N.Y. They’ll tell you it’s the biggest selling album to date.

We will not run another ad next week, because it will be impossible to list the names and locations of all the people who attest to these statements. But we thank you for all of your support.

God bless,

ISAAC HAYES

“HOT BUTTERED SOUL” / ISAAC HAYES / ENTERPRISE ENS 1001

“HOT BUTTERED SOUL”

Enterprise Records, A Division of Stax Records, A Division of Paramount Pictures Corporation
Also Available on 8-Track & Cassette Tape Cartridges
<table>
<thead>
<tr>
<th>No.</th>
<th>Chart</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No.</th>
<th>Chart</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>47</td>
<td>30</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
<td>18</td>
<td>13</td>
<td>HENRY VANDOR &amp; HIS ORK</td>
<td>Columbia</td>
<td>71019 (S)</td>
</tr>
<tr>
<td>40</td>
<td>22</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
<td>17</td>
<td>12</td>
<td>VENTURES</td>
<td>Ventures</td>
<td>Liberty</td>
</tr>
<tr>
<td>31</td>
<td>20</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
<td>16</td>
<td>11</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
</tr>
<tr>
<td>24</td>
<td>18</td>
<td>MARVIN GAYE</td>
<td>Marvin Gaye</td>
<td>Tamla Motown</td>
<td>15</td>
<td>9</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>17</td>
<td>11</td>
<td>MARVIN GAYE</td>
<td>Marvin Gaye</td>
<td>Tamla Motown</td>
<td>14</td>
<td>8</td>
<td>MARVIN GAYE &amp; HARRY BEL F</td>
<td>Marvin Gaye</td>
<td>Tamla Motown</td>
</tr>
<tr>
<td>10</td>
<td>9</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>13</td>
<td>7</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>7</td>
<td>6</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>12</td>
<td>5</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>11</td>
<td>3</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>10</td>
<td>1</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>30</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
<td>18</td>
<td>13</td>
<td>HENRY VANDOR &amp; HIS ORK</td>
<td>Columbia</td>
<td>71019 (S)</td>
</tr>
<tr>
<td>40</td>
<td>22</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
<td>17</td>
<td>12</td>
<td>VENTURES</td>
<td>Ventures</td>
<td>Liberty</td>
</tr>
<tr>
<td>31</td>
<td>20</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
<td>16</td>
<td>11</td>
<td>COWSILLS</td>
<td>Andy Williams</td>
<td>Parrot</td>
</tr>
<tr>
<td>24</td>
<td>18</td>
<td>MARVIN GAYE</td>
<td>Marvin Gaye</td>
<td>Tamla Motown</td>
<td>15</td>
<td>9</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>17</td>
<td>11</td>
<td>MARVIN GAYE</td>
<td>Marvin Gaye</td>
<td>Tamla Motown</td>
<td>14</td>
<td>8</td>
<td>MARVIN GAYE &amp; HARRY BEL F</td>
<td>Marvin Gaye</td>
<td>Tamla Motown</td>
</tr>
<tr>
<td>10</td>
<td>9</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>13</td>
<td>7</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>7</td>
<td>6</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>12</td>
<td>5</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>11</td>
<td>3</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
<td>10</td>
<td>1</td>
<td>BOBBY MCFERRIN</td>
<td>Boz Scaggs</td>
<td>Columbia</td>
</tr>
</tbody>
</table>
you tarzan - me jane!!

THE HUNTER / SMASH SINGLE / BLU 102
This is the only place you get the original score from T.V.'s DARK SHADOWS.

The Original Music From ABC-TV's DARK SHADOWS

Here's what Philips gives 6,900,000* Dark Shadows fans no one else can:
16 original songs from the T.V. show.
Exclusive readings by Jonathan Frid (Barnabas) and David Selby (Quentin).

Here's what Philips gives you:
A complete advertising program featuring T.V. commercials adjacent to the Dark Shadows program.
Plus. Special co-op newspaper ads.
Plus. A publicity program with real bite in it.
It's the album and program other labels would give their eye-teeth for.

From the Mercury Record Corporation family of labels
Mercury • Philips • Smash • Fontana • Limelight • Blue Rock • Wing

Dot Promotion, Sales Staffs Are Realigned

LOS ANGELES — Dot has restructured its promotion and sales forces, according to president Arnold Burke. The field force of promotion men now reports directly to promotion vice-president John Roc- sca instead of branch managers, as had been the case in the past. The result, Burke points out, is a national, co-ordinated effort on product.

Dot has 15 full-time field promotion men, who are reporting directly to Renica who joined the label last January. These men are augmented by a part-time promotion man assigned to In- dependent label Caravan, which is formed in a related promotion field.

Since Renica took over the promotion department, he has brought in new men in Chicago, New York, Philadelphia, San Francisco and locally.

Ken Revercomb's sales-dis- tribution department, as part of its own restructuring, has organized a new sales and promotion office in Philadelphia, Detroit, and expanded warehousing in Chicago. Branch managers have also been changed in Dallas, San Francisco and locally. Several new men have been transferred from one market to another.

The co-ordinated promotion and sales force has placed, on these three singles: "Baby I Love You" by Andy Kim, "Yes- terday" by the Beatles, and "Tapestry" by Carole King. Burke has reshaped Dot so that each record's promotion is run by a vice-president, like Renica in promotion; Jay Lowry, ad man; Jack Lovy, merchandising and Revercomb, sales.

Burke says the company is re- structuring "bit by bit," and that it has reduced both its output of rec- ords and now carefully plans for concurrent releasing of records and tapes.

The recent hiring of Jack Tracy, a Dot employee, represents the newest move to build up that department.

Bridge Forum marks the third event of its kind sponsored by Billboard. It will be produced for Billboard by James O. Rice Associates, Inc., the firm which has handled the previous tape conferences for the publishing company. Registration and inquiries for the conference should be ad- dressed to Bridge Forum, Ninth Floor, 300 Madison Avenue, New York, N. Y. 10017.

Greatest Soul Band Tours U. S. in Fall

NEW YORK — The Great- est Little Soul Band in the Land, English band signed to the Cong- ress of Rock and Roll, is up for a tour of the U. S. this fall. The Band's first Congress release, recorded in England by Lew Hinton for his own Concert House production com- pany, "Something for My People." A debut Congress I. P. will be released shortly.

Woodstock Studios Set

WOODSTOCK, N. Y. — A recording center is being estab- lished here by Woodstock Ven- tures, Inc., which has just purchased a 30-acre site near the Wood- stock. Stan Daniels will work a 16-track recording studio and hotel complex.

Joel Rosenman, vice-president of Woodstock Ventures, said the Woodstock Sound Studios will allow producers and artists to create in a pleasant atmosphere where adequate recording time is easy to secure. The studio will provide housing, rehearsal studios, 24-hour kitchen, and recreational facilities, including a swimming pool and tennis court. Stan Goldstein, formerly of Criteria Studios in Miami, is consulting on construction of the studio and will be an en- gineer there.

Woodstock Ventures is headed by John Roberts with Artie Kornfeld, Mike Lang, and Joel Rosenman serving as vice-presi- dents.

Record Sales in Tie With Electra

MEMPHIS — Record Sales Corp., the new regional distributor for the Memphis area, has signed a deal with Bill Biggs, Record Sales president, on Electra promotion here.

AHL's $2,500 To Jazzmobile

— Continued from page 1

Jazzmobile already is getting financial sup- port for its expanded program of concerts in the streets of New York from Col- gate-Palmolive, Coca-Cola Bott- ing Co. of New York, and Chemical Bank of New York.

Jazzmobile's fifth year of op- erating was launched last (24) in Harlem. Jazzmobile has secured $2,500 to work in 1968 sum- mer and 40 others out of town, The concerts are designed to bring jazz concerts to New York's ghetto areas.

According to Paul West, the Jazzmobile project director, a Jazzmobile Workshop pilot city program this summer. The workshops will work with local youngsters who was being plans for I. S. D. 201 during the next school year. A series of lecture concerts by jazz groups in school auditoriums. Negun last year will also be continued.

The concerts will be given Mondays through Fridays throughout July and August. Tickets are sold for $1.50 each in op- eration each night. The cost of operating the two waggons comes to about $5,000.

Righteous Prod.

Into TV, Films

LOS ANGELES—Righteous Productions is moving into TV with its management. Righteous, Bros. and Guy Mc- Elwaine are preparing a TV special in conjunction with Righteous Brothers, and will do a TV tour featuring their singing duo plus football star Dave OnePlus. In the feature film area Hat- chfield is producing a music pur- chased Albert Decker's novel, "Temptations in a Private Zoo," for release next year with David Hemmings, who is managed by McElwaine.

Righteous Brothers Music, operated by Hatfield, is now producing the Verpe LP "Re- birth" with Hatfield and his producer John Whitley. Jimmy Walker. Recently signed to the publishing company is Righteous Brother's London headquartered is Ian Ral- finny, formerly with Decca. Terry Stanaway (financial controller), Mike Everett (marketing man- aged), David Hatfield (VP), Tony Roberts (professional man- aged), Decca's "Seven Arts Music," Mike Wells (production) and Frank Shaw (copyright).

Licensee of Decca

— Continued from page 76

hunting the success of a U. S. in- dependent in the U. S. K. is ac- quiring and breaking new local talent. Although MCA had be- gun to do this, the company's build-up of local talent appears to have been insufficient to under- mine some problematic back catalog, including country material. In New York's RCA has- tried hard to stimulate interest.

Part of this back catalog was to have. In the hands of a planned British label called Comp. (company repertoire co-ordinator) Alan Cholwater, had already listed 25 albums for the launching, in- cluding material by Buddy Holly and Johnny Burnette but a final release date has never been made known. MCA record releases, begin- ning Sept. 1, will be handled from the London Records office at British Decca's head office.

Jazz Band 50th Yr.

— Continued from page 76

Palis in 1919—and apart from a few amusements, has been almost completely converted for use as an ice rink—stands today as a testament to the street of life, perhaps this summer will be to bringing bands in from out of town, per- haps even touring American units.

Calvin to Address Forum

tronics Industries Association as president.

Calvin is the son of E. V. Calvin, head of Motora- lola, and the man who first de- veloped the transistor. When T. V. Calvin brought his son into Motorola, he was det- ermined to give Motorola all facets of the firm's operation. Robert Calvin had started in the shipping department and worked in all areas of the company be- fore being placed in his current rank. The forthcoming Tape Car-

New Art Center to Ottawa

— Continued from page 76

with university concerts as there has been considerable heat felt emanating in this area in the past.

There are about 10 to 15 more full-time rock bands, the area. less than there has been, but at least the survivors are working more. The best-known band here was the Sandy Beaches out the Man Electrical Band. But they re- cently packed up and moved to California. The remaining bands are not up to the top spots.

Summertime and school holidays, the scene picks up considerably job-wise for bands and agree that the Man Electrical Band is strictly a weekend town. Since no band here has really been up to par, the best people in the scene of late, perhaps the trend this summer will be to bringing bands in from out of town, per-haps even touring American units.

Blue Thumb Turning Thumbs Down on Mass, Goes Selective

LOS ANGELES — Blue Thumb has rejected several music market areas. The label has just recorded 24-year-old classical guitarist Bobbie Basho and evergreen blues guitarist Earl Hooker. Blue Thumb is judging Basho because there is a market for solo classical guitarists, ex- plains co-owner Don Graham. Basho and label president Bob Krasnow co-produced the LP titled "Venus and Cancer" which is designed to give a spiritual flavor to the playing. Guitarist Hooker's I. P., "Sweet Black Angel," is slated for re- lease after the Basho package. Krasnow produced Hooker's LP as well. Krasnow has also been working on other blues project with Ike and Tina Turner.

The husband and wife team completed their second Blue Thumb LP, which will be out in three weeks. The title is "The Hunter." Krasnow has also- called the title tune as a single.

in any case, for what the scene is here, it is comparatively healthy at the present time. All local agencies seem to be in agreement on this, and school and club dances are the main source of employment as always are there are a number of area radio stations broadcasting in both music and drama, and the sound is overwhelmingly MGM.

There is no rock station per- se in Ottawa though CFRU programs rock at nights with one hour of underground, though remaining MOR during the day. CFRU runs programs Top 40 sounds at night which were introduced this spring. 200 MGR, country and soft rock in the daytime.

The picture here then is of a small conservative city which doesn't exactly glitter in the contemporary rock scene, especially where an increasingly restless youth is concerned, yet seems to fulfill the needs re- quired by its civil service dom-
WE HAVE A PROBLEM...
(But It's a Nice Problem)

"TOMMY"
A Complete Rock Opera
THE WHO
DXSW 7205
A deluxe, two-record set with a fantastic triple cover and a full-color twelve-page book enclosed.

NOW, HERE'S OUR PROBLEM...
THE ALBUM IS LITERALLY EXPLODING
WITH POTENTIAL SMASH SINGLES!
(S! That's plural, meaning more than one.)

Many radio stations are programming the complete two-record set; many cuts are being played; one song has actually made a station's chart based solely on LP play; and requests have been pouring in to release single sides.

We had a problem, and there was only one way to solve it. We proudly announce the release of the two most programmed bands of the most fantastic album of the decade... It's being referred to as the first $10.98 single... It's the album of which The New York Times (Sunday, May 18) said "...This might just be the first pop masterpiece."

"I'M FREE"
"WE'RE NOT GONNA TAKE IT"
732519

THANKS FOR THE PROBLEM...
WE'LL TAKE ALL THE "HIT" PROBLEMS WE CAN GET!

INCREDBLE NEW EXCITEMENT ON DECCA RECORDS
Variety is the spice of MUSICOR'S life

EXCITING NEW ALBUMS IN POP, COUNTRY, UNDERGROUND AND R&B

HUGO WINTERHALTER YOUR FAVORITE MOTION PICTURE MUSIC / GEORGE JONES I'LL SHARE MY WORLD WITH YOU / PAPER GARDEN • REBECCA AND THE SUNNY BROOK FARMERS UNDERGROUND / INEZ & CHARLIE FOXX'S MOCKIN' BIRD BAND FANTASTIC R & B SWINGER / XAVIER CUGAT THE BEAUTIFUL NEW SOUNDS OF STRINGS.

PLUS A CATALOG OF CONSISTENT TOP ALBUM SELLERS PITNEY, GEORGE JONES, THE PLATTERS, THE MASK MAN, WINTERHALTER AND FAMOUS LATIN ARTISTS.

JULY IS JONES’ MONTH

MUS COR RECORDS
AND DYNAMO RECORDS, DIVISIONS OF TALMADGE PRODUCTIONS, NEW YORK
AVAILABLE ON 8 TRACK CARTRIDGES ITCC • CASSETTES GRT