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

By FRED KIRBY

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

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

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

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

Frank Barsalona, president of Premier Talent which books several of these attractions, explained that the underground, which stressed musical ability, has spread to the South and Midwest, opening up new areas for these acts to perform. The recent Atlanta Pop Festival was a good example of this wider acceptance.

He pointed out that foreign performers, whose appearances in the U. S. are limited by immigration regulations to a maximum of six months a year, can make the greatest use of this time during the summer when attractive dates are available in midwest since schools are closed.

While the more than 20 major festivals around the country are a major lure, Barsalona noted that many acts planned their visits here before many (Continued on page 5)

Label Set by Pappalardi, Prager; Bell Distributes?

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

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

Firm Playlist Here to Stay

By CLAUDE HALL

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

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

Ambassador in $4.98 LP Line

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

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

LAST MINUTE BOOKING RUSH FOR 3D TAPE FORUM

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

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

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

3d TAPE FORUM is sponsored jointly by Billboard, Merchandising Week and Photo Weekly.

Hey Jude—Is Really Making It Better.

FEELING LIFE GRADY TATE

SK-1006D

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

When you look at a list of Top Ten hit makers, J. Walker & The All Stars can always be found tops the list. Presently they have No. 5 smash single with "What Does It Take To Win Your Love" Soul 20032. J. Walker & The All Stars are also represented on the album charts with their "Greatest Hits," Soul 53-218, heading for the top. (Advertisement)
José Feliciano.
This is his time and his audience.
He has the perception, the persuasion,
the strength to breathe life into a lyric
and melody and make them his own.

José Feliciano’s new single
“She’s a Woman”
/w “Rain.” #47-9757.
Both from his latest hit album
“10 to 23” LSP-4185.
CBS International’s World Reps Meet

NEW YORK—CBS International, at the third day (Thursday, 28th at the Century Plaza Hotel, Los Angeles) meeting (July 28-30) at the Century Plaza Hotel, Los Angeles, prior to Columbia Records sales convention, has presented seminars in the meetings, chaired by CBS International’s president, Harry Warhol, as well as by other CBS representa- tives, the convention deter- mined that CBS’S victories now is fixed by the CBS executive vice-president, Harold A. Squire as vice-president, president, European operations; Manuel Villarreal, vice-president, Latin American operations, and Bill Smith, vice- president, Australian operation. The meetings have been held on many aspects of the record business, including pop and classical artists, promotion and Decca have fishing, rack jobbing, special promotions, etc. There is a unity of foreign representatives; the largest number ever gathered for the same purpose. The day’s discus- sion developments in their local markets.

The CBS international meet- ings, the delegates will particip- ate in the Columbia Records Convention and the first time, CBS International will offer a presentation as part of the Columbia convention. The presentation will be the work developed by CBS International affiliates.

Earth Records Sets First LP, 45 Disks

NEW YORK—Earth Rec- ords, a label formed in 1965, has announced that its first product will be a Joe Levine movie script.

The first singles for Earth, the new label of Levine, Artie Resnick and Harold Berkman, are by Up 'n Adam, and Lois Walton, while its initial 45 feature a group called Wind. A future life is relayed by vocalist Spencer Beaufort.

Earth Records is a new release product by the producing team of Jimmy Carter and James Morrison; Berkman, who was signed as a pro- ducer, writer and artist.

Buddah Sales Contaf Rolls at Laurels, N.Y.

'Star Performer' Formula Changes Give More Balance

NEW YORK—Effective this week, Billboard has modified in "Hot 100" Star Performer formula to bring the point qualifi- cations of various chart levels into better balance. The new formula makes the following per- centage changes in the previous week, the base qualifi- cation for a star performer:

Chart Rank Points
30 through 60 65, 15% gain, and 61 through 90, 20% gain.

Prior to this modification, a flat 25 percent point gain was required at all levels to gain Star Performer status, a requirement called for a gain in all categories of retail sales. New model, which is a market share in the top 50 positions of the chart, Star Performer ratings are now based on retail sales, with one exception: records in the bottom 50 must maintain a no- loss week in order to qualify for a Star Performer status. A significant result of the Star Performer modification, all changes in the number of "Hot 100" Star Performers will now average: 35 and 40 per week, as compared to 20 to 25 range prior to the change.

LaPuma Joins Blue Thumb

LOS ANGELES—Bob Kras- nen, chief executive officer, has taken on Tommy LaPuma as their new vice-president of Blue Thumb. He is the second A&M executive to be hired by Kras- nen, who is one of the first to leave A&M as national pro- motion director last March. With Kras- nen to Blue Thumb, the A&M staff, Kras- nen said, "I am very happy that with the new sessions, is now free to con- centrate on developing creative probes." In a rather unusual arrange- ment with Elektra, Blue Thumb has nothing to record, and all the tapes it has cut on Love, a group which has just joined Blue Thumb, but which owns Elektra one last LP.

Earth has selected reper- toire for this LP from these records, and Blue Thumb will reissue any of the forthcoming LP, according to Kras- nen. LaPuma has ordered 400 copies of the Elektra LP it which it will promote.

NAME THEATER FOR WALLECHS

LOS ANGELES — The University of Redlands Festival is now in session. "The Terrace" at the Glenn E. Wallach Theatre in the fall. The Capitol Industries is a member of the school's board of trustees.

Barney Ales, sales vice-president of Motown Records, named executive vice-president and general manager of the record operation. This newly created post is to take the top office of the Motown organization. Roger Good, Motown president, said this move was the first "salvo of a sweeping expansion pro- gram to bring Motown artists to the executive suite for more than a year. More changes involving Motown and key personnel involved in the label's new- named vice-president, Liberty/UA Inc., and will be, in her new post, additionally involved with corporate planning and develop- those responsible for all elec- tronic data processing. Bledsoe has been with the company since 1965. He was executive assistant to Al Bennett, president Liberty/UA Inc, Mike Elliott appointed president Liberty/UA Dis- tributing as the national sales manager of Liberty Stereo Tape in 1966. He was general man- ager of Liberty Records Distributing Corporation. Irv Kessler, Liberty's director of public relations, was named national credit manager for the expanded operation. Kessler initi-
Viva Names Decca In Distributor Switch

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

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

"Decca had been looking for a new deal, and we now have the benefits of branch distribution and nationally-recognized artists and programs," Garrett said.

The Decca arrangement covers an initial two-year period and spares one year with two one-year options.

Garrett supervises all music production for both labels, as artists and record producers. The company's own North Hollywood studio.

Twelve artists already on the roster—Sunny Curris on Viva and Gusty Groover on Bravo—are already using the facilities, while two additional acts in the rock, pop and country areas. The company

with the concept LP packages.

Viva/Bravo will release about 15 albums and between 15-20 singles this year, with "Lamb's Lies," by The Byrds, due this summer in a collection of nostalgic radio program themes, as the label's initial project for Decca distribution.

The new distribution arrangement, which includes Bravo's 25 branches—except Nashville and Los Angeles—will combine Music Sales in Nashville and Big State Record Distributing in Chicago to handle the Viva/Bravo line.

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

These rights will continue to be with North American Leisure (6-track and cassette) and Marketing Studios, and one reel-to-reel on non-exclusive contracts. Both have rights to 44 albums in their catalogue, and Viva/Bravo product in this configuration.

Muddy Waters Draws All-Star Chess Album

CHICAGO—Chess Records is releasing a special two-record album that combines artists from Columbia Records, Elektra Records, Mercury Records, Stax/Volt Records, its own label and two artists managed by Albert Grossman. The project involved several innovations and represents a major step forward, wanting to record a session with Muddy Waters, the Chess blues artist. The packaging is quite subdued, the artists' names appear only on the back cover and will not be used in advertisements, and a special label has been used only on this package, has been designed. It will also be released on all tape configurations.

Discussing the package, "People columns," set for Aug. 15 release, Chess Producing Corp. vice-president Marshall Chess commented, "We wanted to do all the labels for cooperating on this. This could be part of a growing trend and it's the kind of thing that was an illusion of creation for the consumer." The album involved three nights in recording studio, and one live at a performance. Normal, music major, humanities, University of Chicago, produced the package. Performing on the package are Bloomfield, guitar (Columbia); Paul Butterfield, harmonica (Jacks Aces); Richie Havens; drummer (Mercury); Dock Dunn, bass (Stax/Volt); Otis Spann, piano; Sammy Law, drums; and Muddy Waters. There are 16 tunes, including "Got a Right," which will be released as singles.

Irish Rovers Swing on U.S. Tour

NEW YORK—Having just returned from a successful appearance tour of England and Ireland that included a number of dates in the United States, the Irish Rovers are swinging on a successful tour of the U.S. that will encompass the next two months.

The group stopped off in Los Angeles earlier for disc sessions and television appearances.

"I'm very happy," reported Flannery, "I'm very happy," reported Flannery, "I'm very happy," reported Flannery, "I'm very happy," reported Flannery, "I'm very happy," reported Flannery, "I'm very happy," reported Flannery.

The Rovers will also break into their tour to appear at Decca's national sales convention in Miami Beach on Friday (1). Upcoming dates on their itinerary include: Utica, N.Y.; Garfield, N.O.; Norwalk, Conn.; Aug. 25-30, and the Montgomery County Fair, Dayton, Ohio, Aug. 31.

W. Mitchell Hi Recs. V.P.

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

Coughlin stated that Mitchell has been with the company for seven or eight years, and has worked as a songwriter. "Single songs are used to enhance our products," he explained, "and to introduce from our LP artists to a new audience so a healthier sin-

Holzman Urges Racks to Check Secondary Markets

"Continued from page 1

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

The problem, Holzman feels, is that the racks have an old-fashioned feel of what's happening in the singles business and..."
THE 30 BILLION DOLLAR ALBUM
contains the exciting single
JOURNEY TO THE MOON BDA 132

BDS 5045 STEREO

The Original Version
JOURNEY TO THE MOON
Recorded live on Earth, in Space, on the Moon

Narration by Victor Jay □ Music: Sound of Genesis
Sea of Tranquility □ Moon Plague □ A Walk On The Moon □ The Computer
The Mystery Of Space □ Space Rock □ Empty, Void □ Nineteen Ninety Nine

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

from the home of the original Moon music BUDDAH RECORDS of course

Also available on ITCC 4 & 8 track stereo tapes and cartridges.

Buddah Records is a subsidiary of Viewlex, Inc.
Roulette's Stepped-Up College Try

NEW YORK—In a stepped-up attempt, Roulette Records will concentrate all promotion in the college field. Label manager Ed Ochs said the company had just completed an extensive survey of college radio stations and college newspapers. "The survey took a lot of work, I'll tell you, but it provides us with a breakthrough of types of programming..." he said. The publicity for the stations and record review editors, and advertising rates for the newspapers.

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CLASSIFIED ADVERTISING

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MUSICAL INSTRUMENTS & FOLK

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BEST-SELLING CLASSICAL LPs

BEST-SELLING FOLK LPs

HOT COUNTRY SINGLES

HOT COUNTRY ALBUMS

Roulette's Stepped-Up College Try

By ED OCHS

You see, it's like this: Big Rock Records withdrew its adver-
ses last week, and Roulette stepped in and took over the
trade. With its new LP, "Roulette's Stepped-Up College Try," the
label is currently offering collegeadio stations and college
newspapers a thorough breakdown of types of pro-
gramming..."

Because of the dollar volume of the LP, "Roulette's Stepped-
Up College Try" is one of the most important records this
ing the future of the record business hinges on the LP and
its role in college radio. Roulette is well aware that it should
not be ignored as the single.

In the past, Roulette's product has been sold at a price of
2 dollars and 50 cents. But the new "Roulette's Stepped-Up
College Try" has a price of 3 dollars and 50 cents. Roulette
knows what it is—a business, an industry ultimately and
knowingly—even with some pride in a good product—in competition with music for other types of business. And there is a point. There is a
point to the underestimation of the record business by the
underground press that merely exploits the exploiter, a hippie public relations press that wholes rock and manipulates
revolution to explain a domestic business setback. And that's
business, so no worry about it.

Roulette's attempt to pay for a thriftier treatment or a
common sense can only be either sour and dishonest about their own money problems or overly optimistic; the music business is a competitive business and漂亮的 anyway.

The record business is strictly a profit-making operation, not
a foundation, and its motives for considering advertising pol-
cies toward the underground press is based on the politics of profit rather than the politics of repression by intent. If Big Rock Records is reeling against the revolutionary media, even more so, drugs, they would no doubt be wise to the grand role of rock (which they promote) as the evocative, evocative instrument of revolution—rock musicians are the cruelest, most passionate visionaries of rock, and the underground press is a budding bad-as enterprise, it cannot refuse a record company for non-support until such time as they have considered the long-term effects.

Rock 'n' roll is primarily ideological and politically correct.

The label's offerings include many vices, such as the tire,
rock music, and its other vices. The label's greatest support
was the tire's ability, and its other vices. The label's greatest
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great...
We tried... but we can’t cut it!

“MISS GEORGIA”
DON COOPER
Roulette R-7057

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

...from his hit
album...

DON COOPER
SR-42025
MGM Setting Up Open-End Licensing Deal in Britain

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

The new moves were revealed to Billboard by MGM Records President Ron Kass in London. MGM is now working on a number of long-range objectives including publishing expansion and reissues to take six to 12 months to get MGM operating in the way he wants. MGM is distributed here by EMI pending a court case brought by Pye, which is due to be heard next February. Kass hopes that the legal dispute concerning the distribution of the label in Britain will be resolved amicably out of court within the next few months.

TIGER TALE TO AUDIO FIDELITY

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

WHICH WILL BE NO. 1 FIRST?

4 My Cherie Amour
Stevie Wonder, Tamla S 4180

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

British Groups Move In

- Continued from page 1

of these festivals were sold. Many cities had too many programs, where English acts were much in demand.

In Canada, Bar Rockers distributed much of the success of British groups in the U.S. connected with performing ability. He noted that record sales frequently followed successful personal appearances. Barrock was called the record sales about two weeks after an act left a community an indication of how well their performances went over.

Premier Talent usually books American acts with British attractions usually as a wedge for the other. Among the acts being booked in the U.S. by Premier are Daryl Hall, the Hollies, Jethro Tull and the Spencer Davis Group. Taste and Free both are participating in the tour of Blind Faith, which includes Eric Clapton and Ginger Baker of Cream, Stevie Winwood of Traffic, and Rick Grech of Family. The first two groups have disbanded.

Two other British groups scheduled for appearances this summer, Fleetwood Mac and the Moody Blues, have reported that they will not tour in the States. Among the artists tentatively being lined up for fall appearances, in addition to many of those here this summer, are the Kinks, Donovan, Deep Purple, Manfred Mann, Fat Mattress, Clodius, Bonzo Dog Band, Thunderclap Newman, Move, and the Soft Machine.

But, it's the summer that has brought over the wide range of talent, which Barrock pointed out, has given the American pop scene a shot in the arm.
SPOOKY TOOTH

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

FAIRPORT CONVENTION

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

You get the idea. In their auspicious American debut, Fairport Convention, SP 4185.

FAIRPORT CONVENTION AND SPOOKY TOOTH ON A&M RECORDS. GOOD SHOW!
Command Into Moon Race With ABC News Assist

NEW YORK—A major entry in the Apollo 11 moon race sweepstakes is Command Records' documentary, titled "Footsteps on the Moon: The Epic Flight of Apollo 11," ABC has commissioned Command to produce the documentary. Jack Carlson, Command's president and chief executive officer, said his company will make the documentary in conjunction with Blue River Pictures, which will have the film, and the documentary will also include "a wrap-up and summation of this historic event."

Carlston added that rack jobbers have requested the album for their June month-end releases, and it is expected to be a collector's item comparable to the one million瘘 million special issue on the moonshot.

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

Other documentaries are being prepared by Time-Life, the Columbia Record Club, Capitol, Bell, Buddah and Intrepid. In addition, there is expected to be a release of an EP in a 12-page foldout sleeve (Billboard, July 26).

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

Pickwick's Net Soars by 42%

NEW YORK—Pickwick International, Inc., has a net income of 42 percent over fiscal year 1969. The increase is due to a year-to-year increase of $1,57,374 last year. The earnings per share were up to $1.25 from $1.15, while sales increased 17 percent to $31,608,473.

Amos Holliday, president of Pickwick International, revealed that the company's division of the company has signed leases for eight new Muscular Television stations and Pickwick pop shop is being held in the Midtown during the month of August, in addition to six to eight new stores annually for the next three years.

The board of directors of Pickwick International authorized, on July 22, by a 25 percent stock dividend, to holders of record July 22, 1969.

New Repertoire From Europe For Cap. Prod.

LOS ANGELES—Capitol Records has announced that branch of the Capitol Records publishing office which creates material for background purposes, is recording new repertoire in Europe.

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

Geog's trip is a forerunner of a series of trips designed to get the company an international flavor to the music available to American television stations, Geog is seeking to establish overseas representation for the department.

Dome Distributors Adds Labels in N. Y.

NEW YORK—Bernie Block and Stan Drayson of Dome Distributors have set up exclusive distribution deals with the following labels: Fantasy, Galaxy, Specialty, Breezes, and the Wurlitzer Group of record labels.

Ed Barsky Returns

LOS ANGELES—Ed Barsky, executive vice-president of Terragram Records, returned to his desk Monday (29). He had been out sick several months because of a heart attack.

Prestige Repackages Key Artists in 'Best Of' Line

NEW YORK—Prestige Records has packaged material by some of its major jazz artists to start "The Best Of" series. Taken mainly from recordings over the last five years, the first series features saxophonist and organ front lines, 12 albums are included in the initial release, which represents actual transactions. Rather, they are a guide to the number of transactions, which sales figures could have been sold or bought at the time of the release.

The share quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner 

& Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

Market Quotations

As of Closing Thursday, July 24, 1969

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Single Out on 'Shadows'

CHICAGO—With sales of Philips Records' "Darks Shadows" album approaching 100,- 000, Prestige has released a single from the movie based on the ABC-TV daytime series. Taken from the album is the number of markets where television spots are running, and the ABC-TV is calling on radio stations to advertise to a point where product manager Lou Stone feels "a good time of this long-promising single released. It is getting a big drive.

Single Out on 'Shadows"
A&M Closes Cartridge, Album Release Gap

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

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

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

Muntz Unveils Cartridge City

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

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

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

Tape CARtridge

Gauss & Saki As MCA Wing

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

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

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

Keith O. Johnson, formerly associated with Ampex and one of the founders of Gauss in 1965, will be president and technical director of MCA Technology.

Harvey Sakazawa, who founded Saki Magnetics in 1968, will be vice-president of the new company. Engineering vice-president is Kent D. Broadbent. William L. Caru, formerly with Krell and Aampex, has been appointed marketing vice-president.

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

SAFETY LAUNCHES TAPE PLAYER LINE

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

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

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

Soundtech’s line includes a

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

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

Ligator, formerly in the defense manufacturing business, said that his company believes there is room for improvement in the quality of cartridges and cassette being produced today.

“As a result,” he boasts, “we’re going to make 8-track and cassette with better fidelity and quality than anything else now available. Our deliveries too are going to be a lot better than what is currently offered.”

Ligator stated that his company had hired the best engineering staff available to the audio industry, to ensure that the quality of his product would be second to none.

“We have also been joined by several respected business men who recognize the tremendous potential of the tape industry and who have expressed their confidence in his venture,” Ligator said.

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

Allison has purchased for its plant a complete line of Gauss duplicators, and its auxiliary equipment has been custom designed to special specifications.

In addition, the company has full mastering facilities.

MS Sales Sets Display Series for New Lines

CLEVELAND — MS Sales Corp., manufacturers’ representatives in Ohio for Pani and Kenwood, will hold a series of roadshows in 1969, plus the dispatching of new product and discussing new marketing and merchandising ideas.

MS Sales will display equipment from seven companies that represent some of the major companies in Ohio. On display will be equipment from Belair Enterprises, portable 8-track players and home entertainment equipment; Stevinson/Powerscope tape recorders; Marnitz, Hi-fi components; Electrophonic; components and consoles; Eyechord; Organ, Broadmoor, Baxos, and TV’s; Fridgette/National, company representatives.

“The idea is to help retail outlets plan a successful sales season,” said Carl Folkert, general manager. By giving outlets a preview of what to expect from the companies, we represent.

(Continued on page 17)

Robins Debut Storage Unit

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

Outwardly, the album resembles a library book with sturdy covers resembling a莫rocro. The book is 12 units, each cover holds six cassettes on molded plastic compartments centered to the standard cassette configuration. Each compartment has a way to keep the tape from going slack. The covers measure 9 1/4 inches by 10 1/4 inches.

AUGUST 2, 1969, BILLBOARD
TWO HITS ON ONE SINGLE!

MAH-NA MAH-NA

and

YOU TRIED TO WARN ME

(Theme)

Both from the film—

Sweden HEAVEN AND HELL

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

PERSONS UNDER 17 NOT ADMITTED

Back to Back (AR-500) and also Featured on the Original Soundtrack Album (ARSY 1010 A&B–1011 A&B)

Exclusively on ARIEL RECORDS
A Div. of Progressive Media, Inc., 300 West 55th St., NEW YORK, NEW YORK 10019

EDWARD B. MARKS MUSIC CORP.
136 West 52nd St., NEW YORK, NEW YORK 10019
GRT Introducing Incentive Program

LOS ANGELES — GRT is kicking off a major tape incentive program in August aimed at its more than 200 distributors. The company revealed its “Mission Impossible” sales program to distributors through a tape-recorded message reminiscent of TV’s “Mission Impossible” series.

“Through their sales performance, individual distributors can determine what—and how many—prizes they win,” said Herb Hershfield, GRT distribution sales division manager. “We have assigned sales quotas, and for every dollar sold above that quota, the distributor earns a prize point. The prizes include Census 150’s, Continental Mark III’s, Clark fork lift or Samsonite attache cases. Hershfield said that contest participants can either accumulate points for bigger prizes, or cash them in for smaller ones during the five-month program.

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

Happy Tiger Line to GRT

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

Among the acts on Happy Tiger are newly acquired Roberta Sherwood, and Lynn Kellogg of the New York east coast band, “Bar.”

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

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

A&M Close Gap

• Continued from page 12

envisions an improved releasing program by August 1. A&M has been duplicating some of A&M’s new releases, with full coverage for A&M product to become effective by early September.

Add Teton Nat’l Park To Pre-Taped Tours

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

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

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

The portable guide directs the gaze to sights that should not be missed, and provides facts relating to the human and natural history of the park’s 3,100 acres.

Sound effects of the wildlife, information about park facilities and current events, included are also included in the presentation.

The cassettes along with rental recorders on which they can be played, are available in the park at four locations of the Grand Teton Lodge Company, as well as at the Jackson Hole Resort Association, Jackson, Wyo.

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

3 DOG NIGHT
DUNHILL'S NEWEST SUPergroup

HAVE A NEW SINGLE
EASY TO BE HARD
D 4203
ANOTHER GREAT SONG FROM "HAIR"

WE SUGGEST YOU GET IT QUICK!

EXCLUSIVELY ON
DUNHILL RECORDS

www.americanradiohistory.com
Packard Bell Promo Pack

LOS ANGELES — Packard Bell is introducing a stereo cassette tape promotion pack to help merchants sell its new cassette recorder/player (model TRA-21). 

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

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

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

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

Complex 3, Ampex Deal

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

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

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

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

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

MS New Lines

*Continued from page 12*

"Scotch" Brand Cassettes prevent tape hangups

Here's the inside story.

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

Famous "Dynarange" Magnetic Tape provides highest possible fidelity at slow recording speed. A stick, tough coating absorbs shock. Tape travel, resists oxides rubef, assures long tape life.

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


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

"Scotch" Brand is guaranteed to produce top quality tape with no hangups.
Creedence Clearwater, Aum Big Fillmore East Successes

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

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

Spencer Davis Group Offers Unpretentious Musical Rock

NEW YORK — The English invasion continued as two first rates of the group's sub- jects played at the Schaefer Fes- tival in Central Park on Aug. 2.

The Spencer Davis Group, now on Columbia, have yet to be a first-rate act, and despite some personnel changes, they continue to be one of the most unusual, and one of the most musical of the British groups. They are kind of a soft hard rock group, seducing the audience with song rather than just playing their instruments. Their whole approach to performing is refreshingly different. It is inspired by Davis himself, who gives the impression that he is just a long-haired English romantic who has staged stumbles and just discovered that other people like music a little bit more than elec tronic but continuous set.

The real musical star of the group is Ray Fenwick, lead gui tarist and vocalist. He seems to have an extraordinary relationship with his guitar whereby it will do any thing he wants of it. His solo interpretation of "Season of the Witch" kept the usually nolonger with his blues, and country influences, with the looser instrumentals of today, the group was electric. Foerster also is a brilliant guitarist who can hold his own in these in- stances. The group's keyboardist Don Clifford was a tower of strength with his blues, and is also aided by bass guitarist Stu Cook and rhythm guitarist Tom Forry. (Continued on page 27)

Coaster Shakes, Rocks & Souls; 'Dead, Alive'

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

The former band's State Pavilion is a unique place to listen to music, with the multi- colored displays of the San Francisco view and a huge map of New York State painted on the ceiling of the "ballroom" creating a sur- realistic atmosphere. Despite acoustical problems, hearing a problem in some parts, the Pat- rills offers a relaxed atmo- sphere where kids are moving around, dancing, or hanging out, making it a kind of East Coast, outdoor Fillmore West. The musical highlight of the evening was the Grease Band. Cocker is one of the top rock personalities around today. With his deep voice and a voice that can really wail, he goes through the most well- known material, leaving the listener stunned with the freshness and originality of his act and returns to it. The A&M artist takes Dy- un songs, Beatles songs and K. S. & Safe songs, which he really seems to be writing for him, with his act, without a change in the act, and in every note that he sings come alive, exudes a quality that could only be described as soul, while creating the emotional excitement that is what good rock is all about.

Another first-rate act to fol- low, but the Grateful Dead were up to the task. Bringing the great crowd of fans, under- ground favorites were at their best when playing their recent covers of the "Dopex's Diamond Blues," which is from the album "War- er L.P. "Axemose." They did also quite a bit of their old folk material, and "Hard to Handle" and, of course, "Sittin' on Top of the World" which they compared with their newer work.

Also of note was a blues group from the Bronx. With Tom Miller on sax, Craig Grosky on guitar and Lanny Broos on bass, they produced a real blues act which will undeniably attract a record company.

Zeppelin Lands To Big Cheers At Musicalantrum

CLEVELAND — The Led Zeppelin was in Cleveland for a full house of fans during the musical extravaganza here during the Eagle movement on the record. The British quartet had a sold-out audience of 2,574, stomping, clapping and dancing to the music of their five song set.

Jimmy Page, former anchor man, has an outstanding voice, received a standing ovation for his bluesy version of "Whole Lotta Love." The group hit their highest stride in the last part of their 10-minute medley, beginning with Page, singer Robert Plant, drum- mer John Bothen and bassist Jon Paul in a tight, tight jam.

Plant also introduced a bluesy barleludian, swings the mike like a lariat, comes across great during the medley, and says "Janis Joplin.

The Atlantic group scored with encore "Communications Breakdown." A local group, the J&J received a standing ovation. (DAN GOLDBERG)

Miss Kazan's Talent Flashes With Sophisticated Flair

LOS ANGELES — Lali- kia Kazan made her impact at the Century Plaza's Westside Room as the opening act for her self-titled group, a singer who immediately com- mands your attention.

She is quick to accept the fact she doesn't bother with all the razzamataz. Her presence is not just a fun, spunky-sweet smile. All of it punctuated with so- phisticated flair. Her Kazan repertoire doesn't get buried in the clutter of excess.

Lali fills her voice with voice ranging from low-key to lofty, enabling Miss Kazan to vary the mood from upbeat to melancholy. The renditions are compelling and have a lot of natural charm. John Hammond's arrange- ment of "Happy Birthday" to the Miss Kazan great leisure with "Both Sides Now," Summer- nien's "Recipe for Romance," "Amazing Grace," "Sunny." It was de- cidedly better if "You Go Away" and "September Morn" were sung with freshness and zest.

Her Kazan served excellent side support from Hammond, pianist, Lloyd Morales, drums; Malcolm Smith, bass; Ben An- thony, guitar, and Al Pellegrino's house orchestra.

(Coast Fest to Feature Jazz

LOS ANGELES — Jazz will be spreading its influence first at the Concord Summer Festival, Aug. 26-31 in the Northern California community. Acts announced for the outdoor event in Concord Boulevard Park are Earl Garrett, Vicle, Horace Parlan Trio, George Duke Trio, Joe Luis Pac, Oliver Nelson, Gary Barone, Lalo Schifrin, Don Ellis Band, Carmen McRae, Buddy Rich Band, the Amy, Della Casa, Oakland Sym- phony.

Mesco McCann Trio Scores Impressive Debut in Britain

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

McCann's music, strongly rhythmic and composed of blues, gospel and rock elements, is homely and intimate, and generally happy jazz-rock which bristles with personal trademarks — a machine gun type semi-quavers on the key- note in the left hand — and is embellished by the majestically dry brown bass of Larch Vignale, and the bright drumming of Donald Dean.

It makes no demands on the intellect but it is far from adrenalin. For the first time ever in the club, people were dancing to the music. (Continued on page 27)
EXACTLY 40 YEARS AGO

the National Broadcasting Company observed moments of radio silence over the entire network to signal the passing that day of the man who started the recording industry & made voice & music broadcasting possible

EMILE BERLINER

20 MAY 1851 - 3 AUGUST 1929

—— inventor of the
★ MICROPHONE ★ DISC RECORD ★ GRAMOPHONE
★ METHOD OF MASS-PRODUCING RECORDS FROM ONE MASTER
★ CREATED THE TRADE MARK, "His Master's Voice"
★ COINED THE WORD, gramophone, USED FOR DISC RECORDS AND DISC PLAYERS THROUGHOUT
THE WORLD, EXCEPT IN FRANCE AND THE AMERICAS

MILESTONES IN YOUR INDUSTRY'S HISTORY

1851 • Emilie Berliner is born in Hanover, Germany.
1870 • The Hammonia arrives in New York harbor carrying Mr. Berliner.
1876 • Emilie Berliner invents the microphone, which passed the limits of scientific credibility at the time.
1877 • On April 14 Mr. Berliner files his caveat in the patent office for the battery-operated long-contact microphone, still used in every telephone in the world today. Being penniless, he prepares his own application, later to be deemed unrivaled for its accuracy and completeness.
1879 • T. A. Watson, representing Dr. Alexander Graham Bell, tells Mr. Berliner, "We will want that: you will hear from us in a few days," signaling the acquisition of the Berliner microphone by the Bell Telephone Company.
1878 • Francis Blake develops carbon button microphone improvement but is unable to make it perform properly. Bell System calls Emilie Berliner who succeeds in making it commercially reliable. Today's telephones use Bell-Berliner-Blake system... telephone's "Three 9s."
1879 • Then — powerful Western Union Telegraph Co., relying on a worthless Edison microphone and patent, conceals validity of fledgling Bell-Berliner patents and abandons its telephone activities, paving the way for the Bell System's becoming the world's largest corporation.
1887 • Emilie Berliner invents the disc record and coins the word, gramophone. He invents the disc player and the method of mass producing records from metal stampers. Our disc record business is born.
1890 • Germany's Dr. Werner von Siemens, Excellence Heinrich von Helmholtz, Berlin Electro-Technical Society, Imperial Patent Office salute Emilie Berliner and declare the gramophone superior to Edison's cylinder phonograph, as published in the New York World newspaper on February 5th.
1897 • United States Supreme Court, Mr. Justice Brewer presiding, sweeps aside patent interferences and declares the former immigrant boy the true and sole inventor of the microphone.
1898 • Mr. Berliner forms the now-giant Deutsche Grammophon Gesellschaft mbH (Polydor).
1900 • Emilie Berliner registers painter Francis Barraud's design of his dog, "Nipper," listening to "His Master's Voice" on a Berliner gramophone. It later becomes world's second most famous trade mark.
1902 • The great Enrico Caruso agrees to make disc records and all other name artists follow. The doom of the cylinder is sealed. Discs become the leading home entertainment medium.
1907 • Mr. Berliner brings pure-milk laws to Washington, D.C.
1913 • Franklin Institute, Philadelphia, awards its highest honor, the Elliott Cresson gold medal, to Emilie Berliner in May, exactly 25 years after the disc's birth.
1910 • AT&T president Theodore N. Vail (and in 1924 president H. B. Thayer) proclaims that the Bell System recognizes only Emilie Berliner as the inventor of the telephone transmitter. The Berliner name actually appears on many German and French telephones.
1929 • Radio Corporation of America acquires Victor.
1930 • Emilie Berliner passes.

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

1963 ★ ROLAND GELATT 1967 ★ AUDIO MAGAZINE
1964 ★ GODDARD LIEBERSON 1968 ★ KTBT RADIO/
1965 ★ DR. HARRY F. OLSON TELAUDIO CENTRE
1966 ★ BELL SYSTEM 1969 ★ NARAS

MAKER OF THE MICROPHONE AWARD • OLIVER BERLINER, Director • BOX 921 • BEVERLY HILLS, CALIFORNIA 90213
Tom Jones Appeals With Romantic & Sexy Show

LOS ANGELES—The combination of screaming teens and applause from appreciative adults marked the Greek Theater debut of Tom Jones Monday (7). The Welsh singer, star of a successful engagement in Las Vegas, set off his full-voiced romantic vocal stylings, punctuated with sexy dance-body-movements for an audience of over 15,000 fans of the starry-eyed adulation of young girls with the restrained enthusiasm of their parents.

Jones worked very hard at maintaining the image of England’s newest sex symbol and he romped through 15 songs which often sounded like a jukebox re-play of his past hits.

His own British rhythm section and musical arranger Johnnie Spence added a large pick-up orchestra in providing a solid base for Jones’s soulful voice. This Jones boy did no wrong and his contemporary version of developments such as “I Pray” and “Twist and Shout” for example, had certain arrangements that set the tune on a stage in the terrrific, while outside in the amphitheater it was a bone-chilling evening.

RCA’s Friends of Distinction, the “Prestige” vocal group, added a pronounced diore performance, lacking in excitement, containing too much of their material, but when Jessica Cleaves soloed, she displayed a disappoitingly weak voice. The group needs more work on its stage presence.

Space Brings Latin Rock To New East Side Club

NEW YORK—Space, the first group to play Zodiac, a new East Side club, proved a promise to be kept by opening night with a good-stong vocalist in Tessie Calderon. George Cal- deron, who was lead vocals in fine style.

Space, a Puerto Rican band, released a 45 minute effort from their forthcoming album on Capitol. "Loiza" was a good joint vocalist for George and Tessie Calderon, with some real birt- ing by Tessie.

"Miami, that old standard, had the couple alternating vocals. Tessie’s singing was outstanding, standing out with her rich, firm voice, while George’s was good and bluesy. A good Latin singer, "Heaven My Father," the only number in the first set not from the album, saw good instrumental leads by lead guitarist Billy Soto and organist Carlos Gonzalez. Gonzalez, who played bass guitar and rhythm during the set, also had a good guitar section.

Tom Jones, on conga drums, Bob Puras on bass guitar, and Amory Lopez on drums, supplied steady rhythmic support. Zodiac, which plans to show the most interest in dancing, seems to be on a good start.

British Quartet Gives Promising Set at Ungano’s

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

"Moonshine" was a fine slow blues from the set. When the performance was toned down from his recent Madison Square Garden performance, drummer Simon Kirk tries for a B. B. King’s "It’s a Mean Old World" and showed the instrument- als ample opportunity to display their wares as the best of King’s punches. "Trouble on Double Time" was another good song. When deemed for the most individual the group could go places.

Adler, Phillips on UA Film Prod. Tie

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

The film will be shot on location in San Tropez, Italy, Phillips, the leader of the Chipmunk Records, produced the group’s recordings and concerts.

Talent From the Music Capitals of the World

NEW YORK—Epic’s Terry Reid & Sine’s Anson Carter signed on as the third talent to be introduced in the "Talent From the Music Capitals of the World," sponsored by the German automaker, Volkswagen, at the headlining festival on August 20 at the Woodstock Festival.

Bobby Bryant of War Pacific will perform at the "Talent From the Music Capitals of the World," which will be shown in the U.S. on Thursday (7). He will sign one number with Atco’s Julie Driscoll.


Elektra’s Major Push on Stooges

NEW YORK — Elektra Records has set a major promotion to publicize a single and album of the Stooges, a four-man hard rock group from the Midwest.

Steve Harris, Elektra’s "executives of special projects, will coordinate and facilitate any marketing pro- motion in conjunction with Mal Pomer, Elektra’s sales manager; William Hash, Elektra’s publicist; Dennis Murphy, publicity director; and Josephine More, fan- mail director. They will also work closely with Danny Fields, the Stooges’ national repre- sentative.

The Stooges’ single, "I Wanna Be Your Dog" and "1969," and of the foundations are due for release this month.

Fillmore Successes

...Continued from page 18

But it was John Fegyegy, as he belted "Proud Mary" and gave his inimitable interpretations of Screamin’ Jay Hawkins’ "I Put a Spell on You," who propelled the group. He displayed his vocal proficiency in the extended "Keep on Chooglin’," which is one of the group’s biggest hits. But, the dynamic con- vention was the quintessential point of the show: "Good-Golly Miss Molly."

FRED KIRBY

Les McCarthy Trio

...Continued from page 18

sound of rhythm and blues and jazz is onto the scene, Les McCarthy, is a musician of great potential.

Their interpretation of the Mingus theme “Goodbye Pork Pie Hat” is a highlight of the set and their over-all mus- ically sophisticated arrangements do not have to wait for long a record contract.

Starlightfberry, the Affinity in Linda Hoyle, a girl of striking appearance who has a powerful voice, has not appeared in public. But, either because of nerves or shyness, she has not yet fully realized her potentiality on, she barely need to rehearse to be successful. She is a force to be reckoned with in the future.

MIKE HENNESSY

when answering ads . . .

You Saw It In

BILLBOARD

28-day tour of the Southwest.

Tony Joe White returned to Lyn- nwood, Calif., for a sold-out show and for an album session engineered by Lou Adler, manager and en- gineer for Lou-Lynn. Billy Swan and Chuck Jackson also worked with Bob Beckman of Combine Music Co., and Monument Record Co.

White appeared at a benefit for Goldwax Record Co., has signed with former MCA-label president Stan Kesselman’s Sounds Of Memphis Studios. He was also the lead vocalist for the "Comet" for several years.

JAMES KINGSLEY

(Continued on page 52)

Fabulous 50’s Brought Back By Sha Na Na

NEW YORK — The latest sensation to reach the public is the West Coast Scene, "Na Na, an amazing 12- member group put together just for this project, which opened a two week appearance there.

They perform in a slightly off-key but completely delight- ful and authentic style about a dozen of their funniest 50’s. (Their name came from the opening of Buddy Holly’s song "Get a Job" which is often the group’s opening and closing number.

Unlike the Mothers of Inven- tion, Sha Na Na is not a satire of vintage rock n roll, but a tribute. They offer to countless women who thought they would never hear again, a performance of songs like "The Clock," which was once a great hit, and "Bo Diddley" which was first a number, but is now so delightful.

A great deal of the group’s appearance is with. They slide down hair, sunglasses and tee-shirts, but the main part of the music they play, while adding to the atmosphere with the dancing that they do during the set. They are sure to cause a sensation wherever they play.

DAVID GOLDBERG

Les McCarthy Trio

...Continued from page 18

Vesuvio

163-65 W. 48th St. New York, N. Y. 10036

The Gourmet’s Haven for Italian Cuisine

THIS WEEK WE SATE: SCOTT HUNI

RADIO PERSONALITY OF WNEW-FM

Dinners’ Club American Express Carte Blanche

FRED KIRBY

20 AUGUST 2, 1969, BILLBOARD
Walker Scored Double Notes In Continental's 'Bird' Spot

By EARL PAIGE

CHICAGO — While host of record producers rush into commercials production, Bill Walker hopes to keep his identification to a minimum, producing popular recordings. Considered the dean of folk writers and musical arrangers for commercials here, his "Proud Bird with the Golden Tail" is nearing completion. It has become a "Top 10 Record" at KSEI, Lubbock, Tex., convincing Walker that he has other hits among the 88-hour-hours of super-market ads. Walker's client positions in his Custom Music Inc. library. Two musical dramas, Broadway production, and a children's feature film, scored with a Moog synthesizer, are other projects Walker's currently involved with.

Walker's "Proud Bird" is a "Hot Spot" for Hal Lona, who has arranged it for the TV production. A Latin-flavored arrangement by writer-producer-producer, which Walker feels is "Philippine Wind Chimes." Perhaps the most esoteric "instrument" he has used was a "printing press," for an album, "Impression in Color" he produced for Bergstrom Paper. In High Fidelity columnist John Wilson's liner notes Walker is quoted as saying, "I am tape recording the (printing) presses running at different speeds from 8,000 to 18,000 impressions. Some- times the silent press would control the composition as soon as I heard the press."

Walker's arrangement was the score for Abbott Laboratories' "Chemical Man," and he has composed and arranged music for "The Gettysburg Address." He adds, "If you can sell products with music in commercials, why can you not sell products with music in literature to children through music, too?"

Music is the essence of Walker's approach to commercials. "I have written old-timey songs," said Miss Kinsey, who pointed out that the 88-hour-hours of super-market ads "are just what we have on file. There is so much on the files of commercial music that has been arranged according to sponsor and it takes her only seconds to find a given product.

Both Jazz & Rock

Walker's arrangements now include a lot of emphasis on jazz and rock. A 15-minute industrial sales film he recently created used real jazz instruments, one bass trombone, two trumpets, a cornet, an electric bass, tambourine, drums, guitars, and a scat singer. Walker's 19-year-old son, John, has assisted his father to release the music as part of an instrumental album. Herman will, quite naturally, said young Walker, in describing the combination of big band and rhythm/rock on his album. "It's a combination of music that I like." Walker said.

Walker combined jazz and rhythm and rock arrangements for Oldsmobile when he used guitarists Pat Ferreri and Dick Hallock. Walker's father has his father to release the music as part of an instrumental album. Herman will, quite naturally, said young Walker, in describing the combination of big band and rhythm/rock on his album. "It's a combination of music that I like." Walker said.

Also involved in the various arrangements were arrangements in bossa nova, jazz, waltz, and polka. "Composing and arranging is a craft," Walker said.

Walker also wrote a theme that is anything is that original. Tha are as many original songs writing as there are books to be written from words in the English language. Walker has written and produced scores for many films, ranging from "Yip Yip Yonder" to "The Violinist," to "A Midsummer Night's Dream," to "The Wizard of Oz," and many others.

MBA MUSIC, New York—MUT-2847 (Richard Simon reporting)

Marcel Bertrand, an ex-member of the Miss America pageant, Frances Picard was the producer. It was arranged and written by J. J. Johnson. It was recorded at Fine Recording and was a hit record.

Selling Sounds

Here's what's going on in the major music houses. Items should be sent to Debra Kenzik, c/o Billboard Magazine, 165 W. 46th St., New York, N.Y. 10036.

WEEK OF 6-10 AUGUST

CHARLES A. STERN AGENCY, INC., California—273-6890

• Canadian Airline commercials for Air Canada and KLM
• Scandinavian Airlines System
• International conventions

ST. JAMES PRODUCTIONS, Dear Park, N.Y.-(516) JU 45-533, (516) 724-2285 (Archie Schiff, President, reporting)

• Kool cigarette commercial—Voice by Rhys O'Brien
• Swedish Tanning Secret for Pfizer Drugs—Voice and music by Rhys O'Brien

ELIOT-FIGUEROA, INC., Studio City, Calif.—(213) 980-3800

• Burgerseller Beer for Post-Keyes-Darwin
• Benie Lee was the producer and Allen Fargason was the arranger. There were five spots used for radio.
• Primex Beer (for Podolsky & Green) • Ascher-Fargason-Jeffrey Elliott, composer-arrangers. It was a TV spot recorded at Independent Records.

MBA MUSIC, New York—MUT-2847 (Richard Simon reporting)

Marcel Bertrand, an ex-member of the Miss America pageant, Frances Picard was the producer. It was arranged and written by J. J. Johnson. It was recorded at Fine Recording and was a hit record.

GRANT & MURTAUGH, New York—581-4000 (Pat Geisinger, Administrative Assistant, reporting)

• American Airlines (demo) for Doyle, Dane & Bernbach
• David Sire is the producer
• Simon Mattresses for Young & Rubicam. Bob Nudel will be the producer. It will be a TV spot and will be recorded at Fine Recording.

LATIN SOUND, New York (Marco Rosales reporting)

The series of Latin language radio spots, new advertising for Spanish-speaking New Yorkers is the kind of music that could appeal to the Spanish-speaking New Yorkers on how they have used the Yellow Pages to find good and services. Music and lyrics are by Joe Lina and Marco Rosales. Score by Mike Abine. Music producers produced by 80610.

August 2, 1969, Billboard
Tight Playlist Here to Stay
Says Key "U.S. Programmers"

• Continued from page 1

list only exposes those records that don't sell that well."
Much the same opinion was expressed by such leading pro-
gramming executives as WIFE program director Perry Murphy, Indianapolis; WXZD program director George Brewer, Pittsburgh; WNOQ program director Donahue from Nashville, and WCAO music director Franklin Pitts from Chicago. Brewer, who kicked off the new WXZD recently with a long list of oldies, said he had to cut it back. "People keep talking about an oldies program, but this is not an oldies program, but never take into consideration the load of commer-
cial music that is there."

With a heavy schedule of commercials, a station playing a long list of records is not able to give any of them much expo-
nition, simply found that we were not able to make good

eral records as much exposure as they would like."

He said he personally preferred a medium or "medium-
low" format, because the radio station sounds better with 40 records than it does with 50, and the "medium" at 40 records. And.

WXOK Gets
Play Warning

WASHINGTON— Radio
station WXOK, Baton Rouge, has been warned by the Federal
Commission to keep closer watch on its pro-
gram selection. The FCC has written a letter to WXOK on Febru-
ary 10, 1968, Stephen Dore, a long-time WXOK pro-
gram director, denied allegations of payola, but admitted getting hundreds of dollars from the record companies and WXOK Gets

Radio- TV Programming

the station's union employees about "impartial pro-
gram selection," the station's "time rates are licensees' job to make sure the instructions are being carried out."
The FCC specifically noted that the station was letting its record director cut to between 40 and 50 records and this includes the new records. But he said he personally preferred a medium or "medium-
low" format, because the radio station sounds better with 40 records than it does with 50, and the "medium" at 40 records. And,

The value of the tight playlist in programming is that it "elim-
nates the most unimportant or least popular records in the

market."

Advocates letting the small market stations break the new

records. Major market Top 40 stations have to watch these

small market stations carefully, as well as the records being

played on the local radio sta-
tions.

"You can't go overboard on a tight playlist, because you have to keep your sound fresh, but you must have an oldies playlist, which affects the music industry. The tight playlist sounds better on radio.

A Top 40 station can expand its playlist at night because young people want to hear new records on Top 40 stations. We've added four or five new records at night.

But the mass audience does not even recognize a tune until it has been played at least six times. For a record to be a hit, it has to be accepted by every-
body.

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

THE ALBUM QUESTION

Single—A Programming Tool?

EDITOR'S NOTE: How would program directors adjust to the albums for programming if there were no singles? Perry Murphy, George Brewer, Bob Braun, and Franky Jordan, among others who've written articles for this series include WXOK, Shreveport, LA; B rosseau, Knoxville, and KTHO programming for the record. Some of these will be discussed as they relate to... A. Kingman, South Lake Tahoe.

One of the reasons for the success of format is the album. In its forms, has come in part, from familiarity. But we have to define the term from a record to a song. The term is "a song," but has better been... RON Frazer, program director of WNOQ, also felt that a song's potential for... F. The station was also liable to a $1,000 fine for using employees not holding the proper class A license or permanent license during periods of 1968.

KTAL-FM Country

SHREVEPORT — KTAL-
FM, under the general manage-
servies not only Shreveport but Texarkana, has launched coun-
ty music format. The station, which starts at 6 a.m., reports program director Dan Dellin. The "time ma-
ic" station wants to switch to
country full time and will, "just as soon as we can obtain enough country records," Dellinger said.

grandstand Aug. 23 and 30. An "Aveo Hour of Stars" will again be a special prime time telecast from the site. In addi-
tion, WLMC-TV in Columbus will originate additional pro-
grams, which will begin a few days before the state fair. Only other shows are carried on all the Aveo stations and the Aveo Fair "Hayride" is also syndicated. The shows feature two dozen vocalists and four orchestra.

Avco Ohio Fair Telecast

COLUMBUS— Avco Broad-
casting will televise most of its original live music variety shows remote from the annual Ohio State Fair here, according to Avco Broadcasting president John J. Milligan Jr. Bob Braun's "30-50 Club," the "Paul Dixon Show," and the "Phil Donahue Show" with origin- at the Columbus Fairground the week of Aug. 25-29. "Midwest-
ern Hayride," hosted by Hens- son Cargill, will telecast from the

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

2. Exchanging information on record orders will be....

This is the fourth year for the remotes.

of any kind how to name a song, but has better been defined, con-

sidering the value of "s..." of music, as well as personality.

We will always need a barom-
eter of some sort to know how to handle the music, as well as the largest audience possible. Now we use request sheets, single sales, LP sales, on a local and national scale, including other forms of research... primarily locally focused. If we should take away portions of this barometer (sales of singles), we will simply have to con-
strue another. Sales of LP's... for some time, will have to be more cautious than ever before. Music direc-
tors will be happy to hear, no doubt, that the "key man" will be the music director, will do a more difficult and therefore more im-
portant to stations of all sizes in the immediate future.

Mechanically and physically, LP's are going to present more problems. They are bulkier than singles, so new racks will have to be planned. We might scratch just as easily as a single record (of not more so), so re-
placement costs are certainly a major factor. Replacing a scratched single and replacing a scratched stereo LP are quite different stories. I suggest there-
fore, that you start gearing up for

(Continued on page 39)
Billboard’s Buyer’s Guide
Communicates

Your message travels directly throughout the world, throughout the industry, throughout the year to all the major music capitals, to all your major buying influencers.

A decade in print, Billboard’s BUYER’S GUIDE continues to be the most comprehensive, authoritative business directory touching every phase of this multi-million dollar market.

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Telephone: _________________________________________
Radio-TV programming

Programming Aids

Programming guidelines from key, pacesetting radio stations, including DJ Sets, Best Lists, Happenings, and Biggest Leftfield Happenings.

HOT 100

Wilmington, Del. (WAMS), Joy Brooks

Albany, N. Y. (WSIA)
Joe Hayes, Music Director, Personality

San Antonio, Tex. (KSTA)
Rafe Hummer, Program Director

San Luis Obispo, Calif. (KATT AM-FM)
Joy Martin, Personality

Savannah, Ga. (WSGA), Jerry Rodgers

Middletown, N. Y. (WLAW)
Larry Berger, Music Director

College

Brooklyn, N. Y. (WBCN)
Larry Bernstein, Music Director

Miami, Fla. (WIOD)
Yandel Pareque, Music Director

South Lake Tahoe, Calif. (KING AM-FM)
Bill Kingman, Program Director
RADIO-TV MART

This column is published for people needing or owning radio or television equipment, or for those who want to sell or buy radio or television equipment. WYLU and WYLU are the only two stations that are licensed to broadcast in the New York area. WYLU is located at 1300 Broadway, New York, N.Y. 10019.

positions open

needed for summer

Announcer available to travel with program director on WGR radio in Buffalo, N.Y.

victory attractions, inc.

GORDON OWEN

P.O. Box 774


Note to all applicants: If you need additional time, please state so in your application. This is the only way we can ensure that we are able to fill our positions in a timely manner.

Right-hander in a small room, ready to go up to live shows. Must have a good voice and be able to work with a microphone. Must be able to work with other people and have a good sense of humor. Starting salary: $200 weekly.

Experienced female wanted to write and perform on a radio program. Must be able to write and perform. Starting salary: $300 weekly.

WYLU is a station that broadcasts in the New York area. We are looking for people who are interested in working with our radio program. Starting salary: $400 weekly.

KNX, a station in Los Angeles, is looking for a newscaster to join their team. Must be able to write and deliver news stories. Starting salary: $500 weekly.

WWOR, a station in New York, is looking for a producer to work on their morning show. Must be able to write and produce radio shows. Starting salary: $600 weekly.

WABC, a station in New York, is looking for a sound engineer to work on their morning show. Must be able to work with a microphone and deliver clear sound. Starting salary: $700 weekly.

CUSTOMANT music director position at station not available. Must have experience in radio. Starting salary: $800 weekly.

In addition to the positions listed above, we are also looking for people who are interested in working with our television program. Starting salary: $900 weekly.

If you are interested in any of the positions listed above, please contact us at 212-555-1212.

Radio-TV Mart

26 W. 42nd St.
New York, N.Y. 10018

AUGUST 2, 1959, BILLBOARD
### Rhythm & Blues Singles

**Best Selling Rhythm & Blues Singles**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; No. &amp; Pub.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td></td>
<td><em>Mother Popcorn</em> (Jimmy Brown, King 6043) (Sydney, BMI)</td>
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<td><em>What Does It Take To Win Your Love</em> (Bill Withers, A&amp;M 7087) (Sydney, BMI)</td>
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<td><em>Choice of Colors</em> (Imprecision, Custom 6459) (Oversize, BMI)</td>
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<td><em>Color Him Father</em> (Watson, Motown 117) (Daily, BMI)</td>
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<td><em>My Cherie Amour</em> (Sharon Redd, Tangerine 6417) (Labelle, BMI)</td>
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<td><em>Love Is Blue</em> (I Can Sing a Rainbow) (Ode, MCA 2464) (Motown, BMI)</td>
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<td><em>Moody Girl</em> (Jerry Butler, Mercury 72099) (Gold Runner/Parkside, BMI)</td>
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<td><em>Reconsider Me</em> (Johnny Adams, SSS International 770) (Signatures, BMI)</td>
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<td><em>The Feeling Is Right</em> (Clarence Carter, Atlantic 2646) (Fame, BMI)</td>
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<td><em>I Turned You On</em> (Isley Brothers, 7 Week 902) (Triumph 3, BMI)</td>
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<td><em>I'd Rather Be An Old Man's Sweetheart</em> (Conni Storan, Fame 14t6) (Fame, BMI)</td>
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<td><em>Too Bad Thinking About My Baby</em> (Marvin Gaye, Tamla 54481) (Jimmy, BMI)</td>
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<td><em>Girl, You're Too Young</em> (Aretha Franklin &amp; Her Indies, Atlantic 2644 (World War Three, BMI)</td>
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<td><em>Doggone Right</em> (Siren Robbins &amp; The Miracles, Tamla 54113) (Labelle, BMI)</td>
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<td><em>One Right Affair</em> (O Jays, Record 1371) (Gold Forward, BMI)</td>
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<td><em>Amarhab, Martin &amp; John</em> (Jimmy Robinson &amp; The Technicians, Tamla 54114) (Reverence, BMI)</td>
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<td><em>Baby Don't Be Looking In My Mind</em> (Joe T. Battle, Soul Singers 7 2284) (Bakko, BMI)</td>
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<td>18</td>
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<td><em>Amarhab, Martin &amp; John</em> (Moss Motley, Mercury 72935) (Resounding, BMI)</td>
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<td>19</td>
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<td><em>Madam Popcorn</em> (James Brown, King 0040) (Solo, BMI)</td>
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<td><em>Black Pearl</em> (Sharon Redd, A&amp;M 1655) (Kerry, BMI)</td>
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<td>22</td>
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<td><em>Tell You How To Get You</em> (Walt 1226 Street Rhythm Band, Dart 44871) (Wild Geese/Tamla/Atlantic, BMI)</td>
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<td>23</td>
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<td><em>I've Lost Everything</em> (David Ruffin, Motown 110) (Island, BMI)</td>
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<td>24</td>
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<td><em>Tell Your Mama (Where You've Been)</em> (Eddie Floyd, Max 508) (E-Motown/Atlantic, BMI)</td>
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<tr>
<td>25</td>
<td>25</td>
<td><em>Nothing Can Take The Place Of You</em> (Brook Benton, Cotillion 44034) (Tommy, BMI)</td>
<td>4</td>
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The charts tell the story — **Billboard** has THE CHARTS

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**Soul Sauce**

**By ED OCHS**

**Soul Slices:** Hi Records celebrated its tenth anniversary in March last week with its biggest album release. The product included: "The Greatest Hits From Memphis," with hits by Bill Black's Combo, Willie Mitchell, Ace Cannon and Jumpy" Gene Simmons, as well as "Soul Bag." Willie Mitchell, "Ace of Sax." by Ace Cannon; and "Soul and Raunchy the 3rd," by Bill Black's Combo. Now, L.P.'s featured "This Is America," by Anne Peebles, "Green Is Blue," by Al Green; and "Precious Soul," by Don Bryant. . . . Scepter has bought "Eddie Floyd's" "Hook and Sling" on the record label, which Scepter will also distribute. . . . Bluebeam Percy Mayfield has signed with Andy Strong's Stroud Productions. He will also write for the label's other artists. . . . New Delphonics: "You Got Yours and I'll Get Mine," on Philly Groove. . . . Mercury has issued a special album by Big Mama Thornton. The L.P. "Stronger Than Dirt." features her version of "Hound Dog" and her own composition of "Ball and Chain," popularized by Janis Joplin. . . . New 

(Continued on page 28)

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**"I ALMOST CALLED YOUR NAME"**

Johnny Soul

**"RECONSIDER ME"**

Johnny Adams

**"TIL HE CALLS MY NAME"**

Georgie Boy

**"BREAKING UP IS HARD TO DO"**

Big John Hamilton

**"KAY"**

Billy Lee Riley

**"COLOR HIM FATHER"**

Linda Martell

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**For extra deejay copies**

contact Henry O'Neal

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**SBS INTERNATIONAL RECORDS**

A Branch of the Deejay Entertainers Group

7852-7811 Demon Boulevard & Nashville, Tennessee 37212

1819-782-0003

Cable: SHIVNEC
## Soul Sauce

### Best New Record of the Week:

**"AIN'T THAT PECULIAR"**

**GEORGE TINDLEY**

(WAND)

*Continued from page 97*

Tyrene Davis: "All the waiting is not in vain," on Dakar... The Ann Arbor Blues Festival opens Friday (1) in Ann Arbor, Mich., for three days. Among the acts appearing on the four-concert program are B.B. King, Muddy Waters, John Lee Hooker, Clifton Chisler, Howlin' Wolf and the great Lightnin' Hopkins. New B.B. King: "I want you so bad." on Bluesway. Tyrene Davis' brother, Roy, who acted as the singer's chauffeur/road manager, was seriously hurt in a car crash in Bowling Green, Ky. Davis' guitarist, L. V. Johnson, was also involved, but only slightly injured. Stax will have shipped over 1,000,000 LPs before their latest sales program ends Thursday (31). Plugged-in saxophonist Eddie (High Voltage) Harris, recently returned from the Montreux Jazz Festival, has been signed by Columbia Pictures to write the musical score for "Who Am I," which will be filmed in Paris. At the Copacabana last Friday (8) are Little Anthony & the Imperials... Isaac Hayes' "Hot Buttered Soul" LP has hit on the pop, r&b and jazz charts, as his single "By the Time I Get to Phoenix" bids for a breakthrough on the singles chart... Stax's Carla Thomas will headline her own show at Mr. Kelly's in Chicago starting Dec. 8. Clarence Carter just finished up at the night spot... Earl Cager, who heads Fame Records' Memphis office, is writing material for Candil Staton's debut album and for Wilson Picket and Clarence Carter... Mercury will issue "Cold Sweat Soul"... On the charts: Aretha Franklin is back on top again as her gold hits album jumped to the lead on the r&b after only two weeks and three weeks for the top 10 in pop. Her latest single, due to hit with impact this week, will re-establish her chart credentials. She has three representatives, Stax two and Atlantic two. Artists with two LPs on the r&b charts include Aretha Franklin, Marvin Gaye, Johnnie Taylor and Lou Rawls. Out of the top 100 albums, 19 are rhythm & blues, while a total of 38 r&b LPs have registered on Billboard's top 200. With Stax's sales campaign for its latest release out, the company has landed 10 LPs on the r&b charts... Otis Redding's new album, "Love Man," is talked about as one of his best. Visitors to the soul charts include the jazz sounds of Gene Harris, Mongo Santamaria, Dieke Hyman and Jimmy Smith, as well as comedy from Bill Cosby, middle-of-the-road soul from Joe Fecherano, Lou Rawls, Nancy Wilson and the Fifth Dimension, blues from B. B. King, Little Milton and Ray Charles, gospel from the Edwin Hawkins Singers, and instrumentalists from the Meters, Bar Kays, Markays and Junior Walker.

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## Billboard Special Survey for Week Ending 8/2/69

### Rhythm & Blues LP's

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label, No. &amp; Pubs.</th>
<th>Weeks on Chart</th>
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<tbody>
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<td>01</td>
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## Looking for Talent

**DEE DEE WARWICK**

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

**ESTHER EDWARDS**

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

WMCV Programs 'Ozarkland Jamboree' New C&W Concept Fuels Old Controversy

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

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

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

"Artists will occasionally sing current releases, and the show will feature filmed or taped visits of Music Row," Rogers said. "The tours will highlight visits to different recording studios, talent agencies, record companies, publishing companies, and record pressing plants. There will be interviews with the staff and the artists on hand."

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

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

Also on the initial program will be John Wesley Ryles Jr., Skeeter Davis, Stonewall Jackson and Nat Stuckey.

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

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

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

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

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

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

4. A charge by WSM president Irving Waugh that Gannoway had been "violating a contract between WSM and the Flamingo Film Co. for at least 10 years" and had "cheated" the people in the Nashville music community of their just money during that same length of time.

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

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

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

Started in '50's

The problems actually began in the 1950's when Gannoway and others, representing Flamingo Films signed an agreement with the union and with WSM to do a series of "Opry films." Cooper claims the films were for television only. Gannoway claims the agreement made no stipulation against movies, and therefore he filmed in 35mm, distributing to motion picture theaters. The 16mm versions were sold to more than 120 television stations, well before the days of widespread TV syndications.

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

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

Gannoway claims he gave WSM $80,000 (which Waugh denies) and said he would like $100,000 of this money. Later he said the money probably was passed on to the union local, and wants an accounting from them. Cooper said neither (Continued on page 33)

Another Great Hit by . . .

FARON YOUNG

'WINE ME UP'

Exclusively on Mercury Records

BOOKING BY: MOELLER TALENT AGENCY
815 16th Ave. South, Nashville, Tenn.

PROMOTIONS BY: LITTLE RICHARD JOHNSON
Box 3, Belen, New Mexico

AUGUST 2, 1969, BILLBOARD
Singles People Play

That's the kind of song that Freddy Weller records. And he's done it again with his new single, "These Are Not My People." The logical successor to his last monster hit.
WICKED CALIFORNIA is more of the now sound you expect from Tompall and the Glaser Brothers.

WICKED CALIFORNIA is upbeat excitement, a song with all the soul of contemporary country music.

Forget yesterday's sadness and bathe your mind in the sunshine of WICKED CALIFORNIA.

Tompall and the Glaser Brothers

Written and Produced by Jack Clement
Published by Jack Music, Inc.
EXCLUSIVELY ON MGM RECORDS
### Hot Country LP's

#### Billboard SPECIAL SURVEY
For Week Ending 6/19/69

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<tbody>
<tr>
<td>1.</td>
<td>2.</td>
<td>Johnny Cash at San Quentin, Decca 41907 (3)</td>
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<td>2.</td>
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<td>The Sensational Charley Pride, RCA Victor LPM 1656 (4)</td>
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<td>3.</td>
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<td>Your Square is on the Warpath, Loretta Lynn, Decca DL 70624 (3)</td>
<td>22</td>
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<td>4.</td>
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<td>Same Train, Different Time, Vern Gosdin, Capitol ST 232 (3)</td>
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<td>5.</td>
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<td>Hall of Fame, Vol. 1, Jerry Lee Lewis, Smash 46717 (3)</td>
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<td>6.</td>
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<td>I'll Share My World with You, Sonny James, Capitol ST 292 (3)</td>
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<td>Songs My Father Left Me, Milt Utilities, Milt Utilities 1 (3)</td>
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<td>Johnny Paycheck's Greatest Hits, RCA Victor LSP 1483 (3)</td>
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<td>Sweetheart of the Year, Ray Price, Columbia CS 8601 (3)</td>
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<td>Meet Darrell McCull, His Western Hymns, RCA Victor LSP 3825 (3)</td>
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<td>44.</td>
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<td>Why You Been Gone So Long, Johnny Daniel, United Artists 2470 (3)</td>
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### Nashville Scene

By BILL WILLIAMS

CHARLIE PRIDE is still breaking records wherever he goes. His latest project included the smashing of a record that he set one year earlier in Dallas, San Antonio, Corpus Christi, and Austin. In night clubs alone, he grossed $50,000. The tour was set by Billy Deaton through合肥市Jack Johnson. Ray Griff is the writer of the new Carl Dobkin, Jr. record "Pictures" which just in the process of being released. Meck's on the Chateau label. . . . SECAC has mailed out 6,500 complimentary copies of the new Webb Pierce Decca single "This Thing" to virtually every radio station in the U.S. It's part of an all-out promotion of the record which has received good reviews and is moving well. SECAC feels it has the potential to go both pop and country. . . . The Shelby Single Corp. announced the re-assignment of Steve Singleton and the addition of Ray Day & Joe Venneri to its staff. Executive producer Noble Bell announced the promotion of young Singleton to the position of artist-producer with Shelby Single Productions. He also will continue writing for the firm's music company. Former Mercury producer Day joined adx co-ordinator, and will be responsible for all SS affiliated labels. Venneri will be chief engineer and general manager for the new Singleton Sound Studio. . . . Ray Day is scheduled for two late summer tours across the northwestern U.S. and into Canada. Prior to that he'll have a series of recording sessions under the guidance of Don Law for Columbia. Loretta Lynn set a 20-year attendance record during an appearance at Lawrence Wallman's Sunset Park in West Grove, Pa. Shelly Wilson announced that Kapp Records, which bought Decca and Decca's Peggy Sue has been added as regular to the Loretta Lynn package. . . . Woodland Sound Studios here continue to stay busy with an assortment of artists in a variety of types. Typical in a week's schedule. Rambles into Jack Elliott, recording for Warner Brothers, Sterling Holloway, who announces Ray Orin, for MGM, The A&O Choir (short story) for Dot, and Tex Ritter for Capitol. . . . Bobby Venable has been signed to Gene-\na, recording for a new label organized in Michigan, owned and operated by Van De & Gary Hendley, Miss Winstead will be the first artist, debuting with her own song, "A Time for Love." The record is produced by Dennis Hendley. Sound engineered by brother Gary, and arranged by Jeff Jurman. . . . Several new Steve Bell recently made an appearance on "Hoot Haw." Mel Tillis has signed a new promotion contract with the Jimmie Allen agency, which has moved its office in with. Mel at 1880 North Avenue South. Mel also has formed a new stage band, The Belladors, the former house band at the Flame in Memphis. . . . Del Reeves co-stars with Bobby Goldsboro, Bobby Mar- tin & The American Eagles on a television special taped last week. Bobby Parrish, Georgia recording personality, and The Sur- prises, open a long road tour with appearances in San Francisco Bay areas. . . . Jan Hurley, Illinois singer, has signed the Tony Capelli label for releases by her on future appearances. . . . Ham radio operators might be interested in know-\ning Chief Atkins' call letters are W4ACZ. He has a first class FCC radio engineering license, among other things. He now is undertaking the building of a gu-\lar . . . Lou Singer, known pri-\marily as a musician and writer, has started well as a publisher. His third novel, published, "I Love You More Today," went to the top of the Billboard country chart. (Continued on page 34)
'Ozarkland Jamboree' Fuels Old Controversy

Continued from page 29

Joyce Brown, who has spent the past 10 years with Nugget Records, now has established her own booking agency, All Star Talent. Located at 502 N. Greenbriar Lane, the booking agency is exclusively and is doing something for country music, according to Bill Carliner, an affiliated artist, and Del Wood. She plans to add other acts in the near future. Mrs. Brown says she has booked a country music group called the American Band to perform at a wedding on March 25. By the end of the year, the club will be booking exclusively through the All Star Talent agency. Hedy Foresman, manager of the American Band, says the agency is in the position to put special emphasis on country acts at weddings as well as for the American Band. "We're going to stick with it," Foresman said.

Mercury Plans Nashville Bldg.

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

Although no formal date has been set for the groundbreaking as yet, it is expected to be built in the very near future on a location near Hawkins Street, just off Music Row. Mercury has been operating in relatively small offices on the Row, and has been without its own studio. The new structure will include offices for all the company's personnel as well as the modern studio.

Nashville Scene

Continued from page 32

the oak ridge boys latest

Heart Warming/Impact
128 Fourth Ave., North Nashville, Tennessee 37219
HWS 3012

the oak ridge boys is happening!

Daddy Sang Bass
Jesus Is Coming Soon

August 2, 1969, Billboard
Buddy Killen Cuts Black Chorus in Country Album

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

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

"It's country music with a sort of gospel rhythm and Black feeling," said Killen, who also produces such artists as Joe Tex, Diana Ross and others for Dot. In addition, he is vice-president of Tree Publications and co-owner of Dial Records.

The album will contain such country versions of Buddy Killen's "King of the Road," "Green Green Grass of Home." Make the World Go Away," "Heartbreak Hotel," "Forever," "Fancy How Time Slips Away," along with "Night Lament," "Don't Touch Me," "Busted" and "Tip of My Fingers." The recording was done at Woodland Sound Studio, under the supervision of Glen Shaddy.

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

Country Music

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

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

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

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

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

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

While much of the book centers around music, there is both reverence and irreverence in other matters, and a great deal of reminiscence of things that have really happened, or perhaps some which Billy Edd Wheeler—in his prolific mind—might have thought happened.

At any rate, there's a good deal to which we can all relate.

And it's sheer poetry.

BILL WILLIAMS

NASHVILLE

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- **41 POWERFUL COUNTRY & WESTERN ALBUMS**
- **BIG 7.7% EXTRA DISCOUNT—EXTRA PROFITS**
- **OUTSTANDING COUNTRY & WESTERN ARTISTS**
- **POWERFUL MERCHANDISING SUPPORT**

**MERCURY / SMASH / WAYSIDE COUNTRY POWER**

Mercury, Smash, and WAYSIDE present a special program of Country & Western albums from July 20 to Sept. 1, 1969. Save 7.7% on these specially marked albums.

**Features:**
- Roger Miller, Faron Young, Roy Drusky, Jerry Lee Lewis, Tom T. Hall, George Jones, Linda Gail Lewis, Faron Young, Leroy Van Dyke, and many more!

**Discount Details:**
- Offer valid only on marked albums.
- Save on 41 of the best Country & Western albums.
- Discount applies to pre-recorded albums only.

**Merchandising Support:**
- Promotional materials available for the program.
- Special displays and posters provided.

**Mercury**

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**Note:**
- For further details, please contact your Mercury, Smash, or WAYSIDE representative.
- Discounts and special offers subject to change.

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

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

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

SESSION 1 THE FUTURE OF THE INDUSTRY - HOW CAN IT BEST REACH ITS GROWTH POTENTIAL
The Manufacturer's Point of View
Edward Reney
Vice-President & General Manager
Consumer Products Division
Motorola, Inc., Franklin Park, Illinois

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

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

SESSION 2 RESOLVING THE PACKAGING DILEMMA
Frederick H. Rice
National Merchandising Development Manager
Capitol Records Distributing Corporation
Hollywood, California

LUNCH
2:00 p.m. - 5:15 p.m. - CONCURRENT SESSIONS
These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 2:00 p.m. and the other at 3:45 p.m.

SESSION 3 NEW OPPORTUNITIES FOR SALES WITH ELECTRONIC VIDEO RECORDING (EVR) - A TALK AND DEMONSTRATION
John W. Mott, Director
Western Regional Sales
CBS Electronic Video Recording Division
San Rafael, California

SESSION 4 THE VALUE OF TAPE CLUBS IN EXPANDING TAPE SALES
The Contribution of National Clubs to the Growth of Tape Sales
Cornelius F. Keating, President
CBS Direct Marketing Services
A Division of Columbia Broadcasting System, Inc., New York, New York

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

SESSION 5 PINPOINTING THE TAPE AND EQUIPMENT MARKET
The Consumer - Who is He? What Does He Buy?
Where Does He Buy It?
Andrew Csida
General Manager, Special Projects Division
Billboard Magazine, New York, New York

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

SESSION 6 ADVERTISING APPROACHES TO DEVELOP CONSUMER TRAFFIC
When is Broadcasting Advertising Effective
James W. Johnson,
Advertising & Sales Promotion Manager
Ampex Stereo Tapes (Ampex Corporation)
New York, New York

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

SESSION 7 CHANGES IN STORE LAYOUT, DISPLAY AND SELLING THAT IMPROVE TURNOVER
Setting Up a Self-Service Section for Pre-Recorded Tape
Hal Rothberg
Merchandising Manager for Special Markets
Capitol Records Inc., Hollywood, California

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

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

SESSION 8 TRENDS IN INTERNATIONAL MARKETING OF TAPES AND EQUIPMENT
Market Growth in Far East
Robert Mitcham, Vice-President
C. J. Brady Company, Honolulu, Hawaii
TUESDAY, AUGUST 5
8:30 a.m. - 6:30 p.m.—FIELD TRIPS
Registrants will make a selection of two of these trips for on-site visits to key tape operations in the San Francisco area. Their visits will be preceded by presentations of what these firms are doing, how they have overcome problems in operations, and what they have found successful and what they have learned are not successful. You will have a chance to ask questions following the presentations as well as at the place of business.

TRIP A
SESSION 9 OPERATION OF AN INSTALLER OF TAPE EQUIPMENT IN CARS
Henry Fogel, President
Car Radio Tape Center
San Bruno, California
SESSION 10 HOW AN AUTO ACCESSORY STORE SELLS AND DISPLAYS TAPE AND TAPE EQUIPMENT
Merv Levitin
Grand Auto Stores, San Mateo, California

TRIP B
SESSION 11 A TEST STORE FOR TRYING NEW MARKETING IDEAS FOR TAPE AND EQUIPMENT
Larry Finn, Manager Retail Operations
Tape Deck, Los Angeles, California
SESSION 12 THE TAPE CARTRIDGE MANUFACTURING PROCESS—EVOLUTION OF THE FINISHED QUALITY PRODUCT
Harry Stern, Vice-President Operations
GRY Corporation, Sunnyvale, California

TRIP C
SESSION 13 OPERATION OF A RETAIL RECORD AND TAPE STORE
Russ Solomon, President
Tower Records, San Francisco, California
SESSION 14 AN INSIDE LOOK AT A SUCCESSFUL DISTRIBUTOR
Music West, Daly City, California

WEDNESDAY, AUGUST 6
9:00 a.m. - 12:00 noon—CONCURRENT SESSIONS
These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 9:00 a.m. and the other at 10:45 a.m.

SESSION 15 IMPACT ON TAPE AND EQUIPMENT MARKETING OF ADDITIONAL RETAILERS ENTERING FIELD
Rock Jobbers’ Role in Setting Up and Servicing the New Dealer
William Hall, Vice-President
Transcontinental Burlington, California
The Camera Store as a Tape and Equipment Retailer
Ronald W. Inkle, President
Inkley’s, Ogden, Utah
The Experience of a Jewelry Chain Entering the Tape Field
Leon Bauman, Vice-President
Millen’s Jewelers, Oakland, California

SESSION 16 IMPORTANCE OF SERVICING FOR BUILDING SALES OF EQUIPMENT AND TAPE
Responsibility of Manufacturer, Distributor, Retailer in Setting Policies on Returns and Defectives
Jack K. Sauer, President
Calectron, San Francisco, California
Profit Opportunities in Equipment Servicing
Joseph V. Loicono, Manager
Field Product Service
General Electric Company
Syracuse, New York

SESSION 17 NEW TECHNIQUES FOR SELLING PRE-RECORDED TAPES AND EQUIPMENT
Finding Prospects Through Participation in Exhibits in Local Area
Philip Costanzo, Manager
Jet Stereo Distributors, Inc.
Montebello, California
Using Vending Machines to Sell Tape
Robert H. Breith, Vice-President
Vendor Sales
Seeburg Sales Corporation
Chicago, Illinois

SESSION 18 SELLING TO KEY TAPE MARKETS
Selling to the Teen-Age Market
James Munz, National Sales Manager
Munz Stereo-Pak, Inc.
Van Nuys, California
How the Affluent Market Affects Tape Sales in Cars
James P. McClory
Operations Manager
Ford Motor Co., Dearborn, Michigan
Ralph J. Gleason, Columnist, Critic
San Francisco Chronicle
Rolling Stone Magazine
San Francisco, California

SESSION 19 PROMOTIONS THAT PAY OFF
Developing In-Store Promotions That Make Sales
Donald M. Roule
Manager, Electronic Sales Operation
Consumer Electronic Division
General Electric Company
Syracuse, New York
Off-Site Promotions That Build Sales
Donald L. Bohana, Sales Manager
Munz Stereo-Pak, Inc., Van Nuys, California

SESSION 20 TRENDS IN INTERNATIONAL MARKETING OF TAPES AND EQUIPMENT
The Future in Canada
Gary Saltar, Vice-President
International Tape Cartridge of Canada, Ltd.
Downview, Ontario, Canada
Growth in Latin America
Manuel Camaroff, President
Tape Car Gravaciones, Guanabara, Brazil

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

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

Company Name

Address

Dry Name:

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

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

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

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

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

Signed and dated:
Musical Instruments

Thomas Dealers Hear $$ Facts of Leisure

by Ron Schlachter

ATLANTA—The musical instrument industry's importance in the leisure market was stressed dealers attending the Thomas Organ Co. road show held July 15-18 at the Regency Hilton House. The show, "A Fair to Remember," was the second in a series of road shows demonstrating which the company is holding across the country this summer.

Speakers at the annual sales seminar, Bob Bills, president of Zeb Bills Music Publishing Co., said, "We're part of the great leisure market—not just the music business, but all of it. We're competing for the leisure dollar. The snow mobile dealer is just as much a competitor to the organ dealer down the street.

"To sell more organs in the leisure market, you have to talk to the people. Many people don't know how easy it is to play the organ. We're trying to get our message across.

Zeb Bills has developed a new educational instruction package for Thomas called "Music for the Modern World." The program includes taped instruction on cassette with practice in following along on the organ. The tapes will be sent by postal service for the price of the tape. Thomas' Color Guide, the player can easily distinguish the correct key.

"This gives constant guidance and practice," said Zeb Bills. "The person plays along with the tape and can tell instantly whether he is on pitch. The tape can also be used in class while teaching the use of earphones.

Zeb Bills has also developed a "You Are The Star" series, which provides taped instruction.

Mix ed Reaction to NAMM Fla. Move

Jerome King, vice-president, Harmony Co., Chicago, called the move of NAMM to Miami Beach "a mean less expensive to people. There is a poor atmosphere in Miami Beach for a music show," he said. "We don't think it would not spend much time at the exhibits during the 1970 exhibition.

"Miami is still the best centrally located convention place in the United States," said Jerome King. "It has been a real problem to move the convention to Miami Beach. We might create transportation problems for some, but the new show might attract more people to the NAMM exhibition who have not attended in the past.

PANTHER ORGAN. This is the new Model 2200 from Merson Beach. The new features are improved styling, including the addition of "eyes" in the upper and lower manual, as well as the addition of "ears" to the lower manual, adjustable stop, music stand, music box and upper manual percussion. Controls consist of on/off and mood switches.

The show has been scheduled for the first time since the Fontainebleau, Eden Roc, Dorchester and Hilton Hotels.

Children's Day Held at Thomas Show in Atlanta

ATLANTA—Thomas Organ Co. has opened its road show here in the South to children from five Atlanta park districts. The children, who arrived at the Georgia World Congress Center, were treated to a live show and introduced to the various features and designs of the organs on display.

"We're trying to reach the children," said Fred Collins, chief supervisor of recreation in charge of drama and entertainment, in setting up the day for the children.

"Thomas is doing this for the musical education of the children," said Collins. "The General Motors did for the automobile industry, so we are opening our show for the general public.

"Herefore, musical instrument manufacturers have never permitted anyone outside of their industry to see new products..." (Continued on page 4)

70 NAMM to Miami Beach

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

The show has been scheduled for the first time since the Fontainebleau, Eden Roc, Dorchester and Hilton Hotels.

In making the surprise announcement here last week, NAMM president Robert McDowell explained that the decision to move the show to Miami Beach was reached following a poll by directors at the recent NAMM Show in Chicago. The pollsters polled their manufacturers' and suppliers; and the result was that a large majority favored a change in locations, although Miami Beach was not specifically mentioned.

The pollsters also favored a proposal having NAMM sponsor exhibits in connection with the Western Regional Seminar in Los Angeles, where a similar expression of support was received from the National Association of Manufacturers (NAMM).

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

Appearing with McDowell at the Palmer House press conference was Bill Groth, NAMM executive vice-president. Asked whether the recent Las Vegas Show had anything to do with NAMM's decision, Groth replied: "I think it makes perfect sense. There has been a reaction to Las Vegas. Going back several years, there has been dissatisfaction with Chicago. This just seems to be the time to move a move with McCormick Place not ready yet."

Meanwhile, NAMM has mailed a three-question survey (Continued on page 29)
Audio Retailing

Friendly Service, Aggressive Buying Spells Success Story

By EARL PAIGE

SPRINGFIELD, Ill. — Down to earth friendliness, an aggressive buying pattern and modern tactics of merchandising and display have helped Paul Selvaggio and Irv Karpman build their Music Shop, a midwest record store that is one of the most successful record retailers in the Midwest. Partners for 16 years, Selvaggio and Karpman, said, "we both remember the days when the stores were like they used to be, but we know it has changed fundamentally, and we believe we have kept pace with the changes.

The two men have reason to be content with their store. Their new, gleaming two-level store here was the site of the Original Music Shop, founded here in 1973. Both men were affiliated with the former store but formed their own business directly across the street from the present site. When the present site became available to them recently they moved in and went to considerable expense on their own part in a complete remodeling of the 90 by 25 foot premises.

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

The lower level is a complete home entertainment section devoted largely to Magnavox equipment. An electronic tone tells the partners when someone enters the section. A tone which affords the proper atmosphere for shopping a television or home entertainment console. A kitchen, home bar, furniture, wall paneling along one wall provide an interesting contrast to the otherwise inviting decor and arrangement of equipment. Home entertainment line items such as Sony, Craig, Panasonic and others are displayed on the upper level.

The upper level provides space for over 1,000 individual merchan- dises, a stock of over 2,500 singles and tape CAR- tridges and accessories. "We order three times a week, twice to St. Louis and twice from Chicago," said Karpman. "We never let distributors go or one stops back order merchandise. We simply order the item and item it on until we get it.

"Staying on records, especially one-of-a-kind orders, has never been a problem. We have actually had a record on constant order for over a year and have played it to death, and have played it. And we are used to have a customer at the time. We must be satisfied because we have maintained the order on an active basis from the time.

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

Constant check of the inven- tory is the heart of the Music Shop's buying practices. "We check the stock twice a day. Our system is very simple, one son, one son on the other than last night and there is a missing record here, the music is taken care of and we go to work on it.

When the item is sold the card becomes our reference form. You should see the history on the back of the unit for "South Pacific," of other long established titles.

The long established dealers picked up record orders every morning at the UPS depot here. The record store looks like a one stop shop in reverse. Singles are not inventoried by card system, but only as records are stocked on a "catalog" basis. We stock according to the need of the market. If a customer walks in and looks for a record in the Robbins, there will be 15 different titles under Robbins alone.

"We have a wide variety of competition in the area, such as K-Mart, Oshkosh and others. We maintain a wide variety of price and have never felt that we have to have a sale to meet our competition."

Making new records, we've done to keep up with the sales and a full line of audio, video, and other line of merchandise. When the item is sold the card becomes our reference form. You should see the history on the back of the unit for "South Pacific," of other long established titles.

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"We have a wide variety of competition in the area, such as K-Mart, Oshkosh and others. We maintain a wide variety of price and have never felt that we have to have a sale to meet our competition."

Marketing our record inventory in the store, we have "Meet the Artists" in singles, many of which are displayed elsewhere.

DEMONSTRATION of records is still important for the Music Shop, but the area is closely supervised by field personnel, who disturb customers in other parts of the store completely modernized store.

MORE SINGLES and an increasing number of the Music Shop are modern recording tapes. Partners Paul Selvaggio and Irv Karpman expect their new store to add to the display space at any time. The Music Shop recently moved to a new store that is the original site of a store that had the same name and was founded in 1973 in the Illinois capital. Two floors, each comprisng 90 by 45 feet at accross, are being used. The downstairs section is devoted to a home entertainment line, Magnavox home entertainment section.

RHYTHM AND BLUES

Columbus, Ohio (WOSU) — A record store in Columbus, Ohio, that has been selling records for over 20 years is growing in popularity. The store, called "Music Masters," has been in business for over 20 years and is known for its high-quality sound equipment.

The store's owner, a former music teacher, started the business with just a few records and has since grown to offer a wide variety of music, from classic rock to contemporary artists.

According to the owner, the success of the store can be attributed to its commitment to providing customers with a high-quality listening experience.

"People come here for the best sound, and we've got it," said the owner. "We have a great selection of records, and we're always looking for new ones to add to our collection."
Bally Acquiring Midway, Lenc-Smith; Sam Stern Reveals Expansion Plans

CHICAGO—Bally Manufacturing Corp., has announced a major expansion program. A publicly owned firm since March 1969, the 37-year-old company set a sales record last year, and through acquisitions and expansion, will soon offer every type of coin-operated amusement equipment in the world. The expansion is expected to be completed by the end of the year.

Lenc-Smith, Chicago's largest cabinet maker, was announced last week. The growth potential of Bally's operations and its future routes by national vending firms, and the growing leisure market were particularly attractive to Sam Stern, who last week explained why he agreed to join Bally and what Bally's expansion means.

For the agreement to acquire Midway, negotiations which were reported exclusively (Billboard, July 17) were extended significantly to Bally's expansion plans. Founded in 1958 by Henry (Hank) Ross and Marlene A. Smith, Midway has developed a wide range of amusement equipment, complementing and not directly competitive with Bally's product line. Some of the key components in principal to acquire Midway Manufacturing Co., and Lenc-Smith, Chicago's largest cabinet maker, were announced last week. The growth potential of Bally's operations and its future routes by national vending firms, and the growing leisure market were particularly attractive to Sam Stern, who last week explained why he agreed to join Bally and what Bally's expansion means.

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Six companies are acquiring music routes primarily because this market represents the only legal avenue of expansion and an avenue represents the potential. This is the view of B. H. Williams here, who recently sold his music operations and four full line vending operations to Interstate United Corp. Similarly, nationwide vending firms were bidding on the acquisition, he said.

All-Tech to Make Tables for Rowe

WHIPPANY, N. J.—Effective (Friday), All-Tech Industries, Inc., Hackensack, N.J., will produce pool tables for Rowe International, Inc., a division of Tri- Angle Industries, Inc., as part of a manufacturer and distribution agreement reached between the two companies.

According to Joe Barton, vice-president of distribution, the Rowe name will be on the tables. While the Rowe executive declined to comment on the distribution setup, he did say, "The agreement is a result of All-Tech's plans to distribute rights of coin-operated and similar coin-operated products throughout the country. The agreement does not give us total distribution rights of the product, but it gives us exclusive territorial privileges. For All-Tech, it was our intention to explore and aggressively pursue any worthwhile opportunity to strengthen our distribution network, as well as the equipment we distribute. We feel that the All-Tech program completely satisfies these criteria." Barton added that the pool tables will be treated as another Rowe product and will be promoted as such.

NAMA Event To Anaheim

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

At the same time, the NAMA directors have selected Anaheim for the 1971 conference and exhibit, with dates set for April 2-4. This move is expected to bring additional business to the Anaheim area and to provide a more convenient location for exhibitors and visitors.

Montana Hears Ellis Talk

WHITEFISH, Mont.—Members of the Montana Coin Machine Operators Association (MCMA), at their summer meeting here July 12 at the Viking Lodge, heard Music Operators of America (MOA) President Howard Ellis give a rundown on the national association's public relations program.

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

"A number of members have given the speech and they have all praised it. And they have all been pleasantly surprised at how well it was received. I have given it in various times to business groups, and I can tell you that it was very well received. It isn't as difficult as you may think, if you will just follow the simple directions in the front of it.

"We are going to give recognition to the person who uses the speech. I hope someone from MCMA can give the speech in one of our meetings.

In other business, the MOA presented Harry Brinck, owner of Brinck Coin Machines, Butte, Mont., a life membership for all of his years of faithful service to the association. Due to the absence of President Elmer Sneyd, there was no election of officers. (Continued on page 45)
New Law Bans Listing IRS Stamp Purchaser

**Continued from page 41**

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

Three major court decisions have affirmed the legal right to impose such taxes, but have said use of the information in prosecutions goes counter to the privilege of protection against self-incrimination. These findings have been made in the case of a firearms buyer, another in the Timothy Farley decision involving narcotics, and a third, the Grosso and Marchetti case, involving gaming devices. The 1968 Gun Control law, with the backed-on bars on public lists of occupational tax stamp holders by IRS, became effective in December, 1968.

Vendors Will Operate All Kinds of Equipment

**Continued from page 41**

creased supplies of game cabinets, but also greatly expanding our warehoming capacity to keep pace with our projected growth," said O'Donnell. The projected growth of Bally, which had sales in 1968 totaling $19,908,111, was determined by Stern's current decision to join Bally as executive vice-president. The former president of Williams Electronics, with which he was associated for 13 years, had intended to remain independent.

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

Home Flippers

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

More locations for amusement equipment are opening up, too, Stern pointed out. Asked if operators should explore locating coin-operated amusement devices on the now transcontinental basis being planned, he said, "I'm not sure. The flight time is very short on those planes. This isn't the same market as ships. "Ships have had arcades for a number of years and this is another important part of the leisure market. Nearly every manufacturer's g a m e s have been represented on the arcades on some of the large ocean liners."

Distributor Rule

The leisure market picture, particularly, with the entry into

(Continued on page 43)
Try a Wurlitzer 160

To make
Your 160 Selection
Wall box locations
more
profitable

Wurlitzer is now offering a 160 selection version of its fabulous, high-earning AMERICANA III phonograph. While the 200 selection AMERICANA III will out-earn any phonograph on the market, the 160 selection version offers its own distinct, economic values to the operator with 160 selection wall box locations. No need to remove the present wall boxes. No rewiring. No investment in new wall boxes. And no question that the superior beauty and sound of this Wurlitzer AMERICANA III will make it a Blue Chip Investment for YOU.

WURLITZER
AMERICANA III

INVESTMENT IN AUTOMATIC MUSIC

THE WURLITZER COMPANY
114 Years of Musical Experience
North Tonawanda, N.Y.
Operators Explain Control of Sound

*Continued from page 41*

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

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

"And in some large places we may install a 12-inch auxiliary unit or a box with three speakers," said Norris, who estimated that some 10 percent of Brady's locations use remote volume control systems and that 10 to 15 percent have stereo hookups. "We have amplifiers with outputs of 50 watts per speaker or 25 watts per channel."

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

Speaker output has increased from 25 to 40 watts per channel in the last two years, according to John Supirzis, Seeburg Corp., Chicago. "A system now carries 80-watt output amplifiers."

Although the manufacture of 12-inch machine speakers (two 12-inch woofers and two horns for high-frequency notes) decreases the need for a large number of remote speakers, he said, Seeburg has also improved its auxiliary speaker systems.

"The trend in buildings is to...

(Continued on page 46)

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On the Street

By RON SCHLACHTER

According to Philip Moss, there is considerable concern in Iowa on direct selling of slot machines. "Some locations..." Moss also reports that the new Seeburg cigarette machine has increased sales around 15 per cent even though all new machines are only 75 cts and the rest are at 45 cts.

Norm Glenshner is a new salesman with Philip Moss & Co. "Maggie Moss, an accomplished occasional, did real well in Houston and Tulsa, winning several classes and championships..." Bob Rondaun, manager of Empire Distributing, Inc., in Menomonee Falls, Mich., notes that "music is moving better now than ever before." Rondaun adds that the new Westinghouse vending is working out real well. "Darcy Magnussen, Ronald's daughter, is visiting her parents. Darcy's husband, Jim, is with the White Sox..."

Mrs. Marie Pierre, C. S. Pierre Music Co. in Brodhead, Wis., reports she is working over-time. "Our job is to keep the area's best jukebox sales with the best service in the area," she said.

"There's a lot of good music round..."

---

BRAD Point Fitter

Here is the only and most complete machine for coin tip service in the billiard industry! Profit in time and money — simply installation of tips and ingenious, easy-to-operate tool. New cutter design assures better cutting action lends itself to sharpening on machine with cutter sharpening wheel. There's no costly delay while waiting for tips. Do it yourself in minutes! Cutter accuracy assures new ferrules a secure and permanent fit without adhesives, even with inexperienced operators.

Standardizes Industry Requirements Processes All Cues!

The two cutters on this machine are NOW all you need to process any tips, and just two diameters for greater dowel strength. This precision machine has universal application on 11, 12, 13 and 14 mm cues, for installation of ferrules with BRAD's unique suspended leather tip, and for ferrules of new material, available from BRAD, for standard leather tips.

BRAD INC.

For foolproof point fitting, longer cue life, and professional ball control, Take a Tip from BRAD! Write for free literature.

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AUGUST 2, 1969, BILLIARD 44

www.americanradiohistory.com
Distributor’s Role Vital In Growth of Games

• Continued from page 42

it by large, publicly owned vending firms is viewed as something much more important by Stern. He does not, however, think there will be less small operators, or that distributors will be threatened by direct purchases of equipment from factories.

O’Donnell also remarked about the strengthening of distributors. “The diversified line of popular Midway equipment,” O’Donnell said, “will complement the current Bally line and greatly strengthen the position of distributors.”

“Distributors are absolutely essential in the coin machine field. They fulfill a vital function. The operator, large or small, looks to the distributor to handle trade-ins, to look to the distributor for service and parts, and operators of games especially, need to see all the different games displayed on the distributor’s showroom floor. This last point is very important, he said, because in amusement fields more than is true in music, and certainly more than is true in vending, operators of games need to see more than one product in a small amount of space.”

Completion of the Lenco-Smith acquisition would be the first since Bally became a publicly owned company and would also add to gross sales. The wood-working factory, located in suburban Cicero, Ill., enjoys annual sales of approximately $3 million.

No Action in Paramout, Miner Patent Litigation

CHICAGO — Miner Industries, New York, developers of a balloon vending machine, is seeking an injunction against another balloon vending machine manufacturer, Paramount Textile Machinery Co., and is involved in some actions against several other out-of-court distributors stemming from charges of patent infringement. It was inad-

vertently reported earlier that Miner had obtained a consent decree against some of Paramount’s distributors. Counsel for Paramount last week said that no enrollment or consent decree action has resulted in the case.

Paramount attorneys also stated that the firm has only one prime distributor, Merchandising Associates, Charlotte, N. C.

GLEN CAMPBELL, Johnny Cash and Tom Jones are among artists competing for the jukebox artist of the year award sponsored by Music Operator of America.

• Continued from page 41

America (MOA), were a result of a membership poll and selected 13 retailers and 13 jukebox programmes in all sections of the U. S. “‘Galveston,’” by Glen Campbell, and “Aquarius” by the Fifth Dimension, were also picked. Jukebox artist of the year nominees were Glen Campbell, Tom Jones and John Cash.

Nominations for the top song of the year are normally limited to three titles, said MOA executive vice president Fred Granger. This year, the voting was so close we decided to choose four titles,” he explained that the voting is under the direction of MOA’s awards committee and that additional efforts were made to get more votes from artists who were represented every section of the country. The voting covered a period dating from late 1966 to the present, but Granger pointed out that the showing of “Harper Valley” and “Hey Jude” was a significant reflection of the unusual exposure jukeboxes represent.

Jukebox operators will present awards to artists and labels at the MOA banquet Sept. 7, climaxing the three-day annual Jukebox and Amusement Machine Exhibition at Chicago’s Sherman House Hotel.

The MOA banquet stage this year will be comprised of more artists than has been the case in other years, Granger said. Lined up so far are Boots Randolph (Monument); Hank Williams, Jr. and the Cheatin’ Heart Band (GMG); The Impressions (Curtom); Skeeter Davis (RCA); Peaches and Herb (Dale); London Lee (Mercury); Walter Skees United States Army; Tommy Will and Benny Hines (Airtown); The Happening (Jubilee); Eloise Laws (Columbia); Jerry Frank Randall; Don Cornell and Roberta Quinlin (IJ).

Record Exhibitors

Granger said the newest record manufacturer to announce plans to exhibit was Metromedia Records. A conflict of dates between the MOA show and one involving the nation’s rock juggling industry represented by the National Association of Record Merchandisers (NARM) in Dallas, has caused some label executives to divide their time between both shows. “Len Levy of Metromedia said he didn’t want to miss MOA so he will be in both places,” Granger said. Other label executives attending both shows include Mort Hoffman of Epic Records, Monument; MGM, Decca and Artime are signed as MOA exhibitors, too.

MOA’s two business seminars this year will consist of one dealing with all aspects of the jukebox industry. A panel of representatives from Rock-Ola Manufacturing Corp., Seeburg Corp., the Wrangler Co, Rowe International, Inc. and ACA Sales will speak for a few minutes and a moderator will invite questions from the floor.

The second seminar will be devoted to MOA’s current public relations program. The national trade group is negotiating for a speaker. An open discussion will follow the speaker and MOA’s public relations kit and promotional material will be given to everyone attending the two seminars.

ADVERTISING DEADLINE: AUGUST 26
Bulk Firms Grab Hold of Apollo 11 For Gum and Charm Product Ideas

By BRUCE CORY

CHICAGO—Sales of “Moon Landing Special” bulk vending gum have “taken off like Apollo 11,” according to Carmine D’Angelo, Cramer Gum Co., Inc., East Boston, Mass. “My office is swamped with calls for orders. This moon shot really has everybody charged up.”

The moon landing is a 1-cent ball, 2,220 count item, said D’Angelo, and sales are really becoming space-oriented.

When asked if bulk vending in a few months ago they were pretty lukewarm about it and showed more interest in the pink lemonade. The response on the moon landing special has shaken us up a little. We found out we had guessed right.” D’Angelo estimated that sales of the item might be good some six months after the successful completion of man's first lunar landing and exploration.

Creative Home Promotions, Chicago, said it was waiting until the safe return of the three American astronauts before pushing its line of penny “Moon Creep” buttons.

“We sold an estimated one-half million of them when we introduced the line at the NVA show this spring,” said Ed Jordan. “But our Rowan and Martin Laugh-in buttons took precedent over the supposed creep.”

10 CREATURES

The creeps are 10 funny face creatures of various colors painted on green plastic iridescent backgrounds “to get color flash-in the minds,” said Jordan.

“Space products have never been too successful in the past,” according to Jordan. “Space flight was too topical a subject for the country.”

“We feel the kids are really becoming space-oriented.”

Paul Price, Paul A. Price Co., Inc., Roslyn, N.Y., reported that his 5-cent astronaut rings has been “fairly successful” for the last year or two, the rings, which can be put in penny machines or nickel capsules, carry pictures of the astronauts.

Ron Rosen, Henel Novelties and Prentice, N.Y., said his company was not carrying anything in the space novelty field at the present. “We’ve been too busy with everything else.”

NORTHWESTERN

NORTHWESTERN CLASIC

BUILT FOR BUSINESS! MARK-BEAVER Bulk-Vending Machines

SCHOENBACH CO.

25' BIG OAKS & TITANS

V 2 CAPSULES in STOCK

MARK 1 (3)

Truly built for business. A high production, commercial grade Beaver which means longer life and greater profits. Also, extra mechanisms for two and half doublings. It is a Beaver popular with all models available.

VENDOR MFRS., INC.

BIRMINGHAM, ALA.

BILLBOARD

The... "IW" story on

Gold Machines

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

- Continued from page 41

We sold the four full line companies and our music routes in Odessa, Midland, Amarillo, El Paso, and Abilene.

Raymond Williams, a Widmeyer distributor, will continue to head commercial music. Distribution here and its music operating branches in Austin, Fort Worth, and Dallas. Fenton, neither of which were involved in music, will move to his current B. H. continues as manager of the nine Interstate subsidiary firms.

Music Means Growth

It was asked why he thinks large vendors have become so actively involved in acquiring music routes, he said, "I don't think it is because of the profits involved in the business or the discouragement in the field of new ones. For one thing, the mid-price line vending and music operating in street locations as two different fields. "We never had a hotel, but not even in Dallas, where we bought both vending and music. Plant vending, for good maintenance, different routes, and different hours of operation in its music department, different street and street music operating. We will continue to offer plant vending, in street vending areas, but we have not done so in a long time."

Quarter Pricing

B & B vending, incidentally, is fully diversified, he added. The operation includes a money differencing system in Wichita and in-plant feeding in other cities. There are no mobile eating divisions, however.

In its music divisions B & B has gradually replaced our two-for-quarter pricing on jingle boxes. "We are really 80 to 82 per cent two-for-a-quarter now and have pushed for this right along. We were one of the first to offer the dollar bill validators for our jingle boxes. In amusement games we haven't pushed for two-for-a-quarter because we operate mainly of pool tables, which have an established price of a quarter per game.

Establishing the price of routes, according to Williams, has developed into a fairly set pattern recently. Although he did not disclose the price involved in the sale of his nine routes, he said the formula usually takes the form of an offering price equal to "so many different prices." He said, "There are many formulas, though. For example, a cigarette route may be priced according to the number of smoking habits in the route moves."

He also said he prefers to arrive at some estimate of the value of the equipment. "Although equipment is twice as high as it used to be," Williams said, "this could be a very optimistic future of the music operating business. If you don't have a combination of machines, you can't make so many extensive demands or change the operating at the drop of a hat as used to be the case."

Bulk Grabs Apollo 11

For Gum and Charm Ideas

- Continued from page 46

he said, "particularly in the 25-cent line. But we might put out a space ring or something similar after a successful moon landing mission."

Space exploration would not be a profitable theme for the bulk vending industry, according to William H. Novelties Corp., Fremont, N. Y. The subject is too far out, he said. "How are you going to talk about the Apollo mission as if you only have three dollars to spend for such a large company?"

Walden Bolen, Northwestern Corp., Morris, Ill., said his company has not added anything to the space theme for its Saturn 2000 vending machine. The Saturn machine has been on the market for six years, he said.

Leslie Brands, now shipping a "lunar ball," according to Jane Mason. The surface of the moon is felt and is "a replica of the moon," according to Miss Mason. "Anything that is as popular with the public as space flight is a good item in bulk vending to look into," she said. "Space has been a popular subject in the industry for several years. No one can say how long the interest will last, but if necessary, we will be there. Les has other space gum merchandise in the works, he added.

B. H. Fraga, president, Stand-ard Specialties Co., Oakland, Calif., described his company's "lunar ball" as "the most sensational item we ever came out with. It is something new."

He estimated that orders for the gum ran 50 to 100 percent for any combination he has. "They are very successful," he said. "We can't get that much for the other combinations."

The multi-colored, one- and multi-ball "lunar ball" has been a major market for eight months and was "a real hit," he said. "It took off like a rocket."

"The industry needed a good nickel item," said Fraga, "and we have supplied it."

Standard will be coming out with more 5-cent products in the space field yet this year. The company will probably add one more 5-cent product to its space line.

If your competition is giving you trouble location problem, you may find the answer to this problem by operating the most advanced idea in bulk vending — the all new Victor —

The new Victor Vending Machines

Belgium Machines

BRUSSELS — The number of coin-operated amusement machines in Belgium increased from 19,547 in 1969 to 19,807 in 1970, according to information released by the Bureau de L'Automatique (UBA). At the same time, demand for bingo machines dropped but there were still major orders for pinball games. The UBA will participate in the third coin machine exhibition in Berlin, Sept. 16-19.
Pillsbury Co. Launches Multi-Flavor Space Food

MINNEAPOLIS, Minn. - Space food sticks may be the first bulk vending merchandise offered by the Pillsbury Co., here, according to marketing executive Judy Halbieth.

The 4-in.-sticks, originally produced as contingency or emergency foods for long space flights, is being test marketed in vending machines at Brookfield Zoo near Chicago. The space food comes in three flavors (chocolate, caramel and peanut butter) and is being vended at two sticks for a dime, said Miss Halbieth. The test has been running for three weeks which "is already time to say if the product will be marketed in its present form and at that price, or it will be marketed for bulk vending at all," said Miss Halbieth.

Interest in the space program and the Apollo 11 mission may stimulate initial consumer interest in the space food, according to Miss Halbieth, "but the quality of the product takes over from there." The sticks have never been used on any NASA missions to date and were not aboard Apollo 11, she added.

Space food is also being marketed in grocery stores in the following states: Illinois, Missouri, Kansas, Michigan, eastern Wisconsin, all but northeastern Ohio, Colorado, Oklahoma, Arkansas, and parts of Wyoming, South Dakota and Nebraska.

NAMA Event to Anaheim

* Continued from page 41

City as the site of the Association's 1972 national convention and exhibit. The dates will be Oct. 14-17.

This year's national convention is scheduled for Denver, Colo., Oct. 18-21, while dates for the 1970 event are Nov. 7-10 at Chicago's International Amphitheater. The 1971 convention is set for Oct. 15-19 at Chicago's McCormick Place.

Concerning the move to Anaheim, NAMA president William Williams said:

"NAMA was fortunate to find space at the Anaheim location for our 1970 Western Show, since it offers us many better facilities than those available at the Ambassador Hotel, while still maintaining the same flavor of our Western convention."

The annual NAMA Western Conference and Exhibits has been held at the Ambassador Hotel since its beginning in 1960. Meanwhile, the board of directors has also decided to replace the traditional NAMA spring management conferences with a Western convention for Western States Council programs for 1970.

Philippines Raise Tax on Jukeboxes

By OSKAR SALAZAR

MANILA — A higher rate of taxes was imposed here recently on importations of jukeboxes and spare parts. The increase was ordered by Acting Commissioner of Customs, Rolando G. Geotina, following reports of the increasing number of shipments arriving from the United States. Geotina said, that effective immediately, commercial shippers of used jukeboxes and parts would have to pay advance sales taxes instead of compensating taxes.

This is expected to result in additional income for the Philippine government, he said.

Geotina said only compensating taxes were levied on previous shipments because they were covered by appropriate certificates of authority from the Bureau of Internal Revenue (BIR). He added the BIR had already been informed of the step taken by customs to hike collections for the government.

He further said such shipments could not reasonably consist of replacement parts for old units, as claimed by the signees, but were intended for possible sale or barter. Customs records showed that most of the shipments that arrived during the past few years were made by practically the same persons.

Geotina believes that importers of these goods would be willing to pay the higher tax rate without any complaint.

What's Playing?

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

Fertile, Minn., Location: Young Adult-Tavern

DUANE KNOTTSON, programmer, Automatic Sales Co.

Indianapolis, Ind., Location: Adult (Over 30)-Restaurant

LARRY GEDDES, programmer, Lew Jones Music Co.

New Orleans Location: C&W-Tavern

KEN KERR, programmer, Lucky Coin Machine Co.

Come to Where the Action Is!

1969 MOA EXPOSITION

Sherman House Hotel, Chicago

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

THREE BIG DAYS

FRIDAY, SEPTEMBER 5
Exhibits Open ............................. 9:00 AM to 3:00 PM
Ladies Luncheon & Program .......... Noon
Industry Seminar ....................... 3:30 PM
Exhibitors' Hospitality Suites Open in Evening

SATURDAY, SEPTEMBER 6
Exhibits Open ............................. 10:00 AM to 6:00 PM
Membership Luncheon & Program .... Noon
Exhibitors' Hospitality Suites Open in Evening

SUNDAY, SEPTEMBER 7
Exhibits Open ............................. 10:00 AM to 3:00 PM
Gala Banquet & Stage Show in Evening

GALA BANQUET AND SHOW

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

- Boots Randolph, Monument Records
- Earl Hardin Standards
- Jerry Smith, ABC Records
- Roberta Quinlan & Don Cornell, Jaybee Records
- Eloise Laws, Columbia Records
- The Happenings, Jubilee Records
- Tommy Willis, Airtown Records
- Sonny Hines, Airtown Records
- Skeeter Davis, RCA Records
- Peachas & Herbs, Date Records
- Hank Williams, Jr., and The Cheatin' Heart, MGM Records
- London Lee, Mercury Records
- The Impressions, Curtom Records
- Walter Sikes, U.S. Army

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

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OAKLAND: 2230 E. 14th St., (415) 533-3421
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"Snatching his benefits from and title Ride." 

The Doors' newest LP, long awaited and ever present, offers up all the extra material, including their last three singles, "Touch Me," "Wild Child," and the current "Tell All the People." The 17-song program, "Easter Ride," and "Wild Child." Among the new cuts, look for "Runnin' for a Living."
Billboard Album Reviews

August 2, 1969

POP

THE BEST OF CARLIS THOMAS—Atlantic 30 3832 (S)

Some of the Thomas' earlier hits have been put together for a funny trip down memory lane. A package isn't miss when it contains Alis Thomas' treatment of "Girl Who Had An Engine On," "Stop! Look What You're Doing," "Sweet Baby." 

ANITA KEER SINGERS—Lost Voices and Bold Brass. (S)

With drive brass, the Anita Keer Singers take on an entirely new aspect. In a, in a, they get soul. It's a hot groove with those one-two-one more vocals. Great album include "You've Made Me So Very Happy," "Supper," "Open The Door, Carmen," and "The Windows Of Your Mind." 

BLUE IMAGE—Atco 30 239-300 (S)

This album includes a number of Latin influences with some solid, well-produced vocals by Mike Pender and Tony. It's good, including the slow "Easy Day Blues." The band on "Don't Let Me be Lonely Tonight," are among the best in the biz. 

VARIOUS ARTISTS—The Super Hits, Vol. Atlantic 30 284-300 (S)

With top names like Artie Frisch, Dobby Girl, Jackson C. Frank, and Green, singing tunes like "Hey Jude," "We're Going to Ride," and "Son of a Preacher Man" were just a few. The compilation of "Folk Hits" isn't missing. Atlantic's Volume 4 of Super Hits is sure to be a best seller. 

POP

SOUND SYNDROME—DVP 30 299/403 (S)

Lush, beautiful arrangements combined with some catchy sounds built into brilliance into its own. "Close To You," "Goodbye," "I'll Be Your Baby Tonight." Excellent producers material for easy listening stations. 

** Special Merit Picks **

CHER—Sid Vicious Ride. Atrt. 30 290-300 (S)

An impressive collection by this talented singer. Highlights: Are "Rock Baby," "Baby Come to Me," and "I'm Gonna Be Your Baby." Tonight Will Be Striking Here with You" and "I'll Be Your Baby." Her emotional vocal work was known as a master of these cuts. Cher is the most interesting and therefore most commercial package in quite some time. 

GARY LEWIS & THE PLAYBOYS—Lay A Bunch. E. 30 385-300 (S)

With their "Life to Gravy," single leading the way they've played to play. Several singles, including "It's Only A Matter of Time," "I'd Like to Be," and "Shivering Girls," have earned a worthy place in this week's Top 10. 

BELMONTS—Summer Love. Dot 30 299-300 (S)

These vocalists offer an sophisticated, upbeat performance in their own way. "I'm Gonna Be There," "I'll Be Your Baby Tonight," and "You Got What You Wanted." 

(Special Merit—Remember Great, Great, Great.)

(Continued on page 52)
SLEEPER OF THE YEAR

BILLBOARD

TOP LEVEL A AND R EXECUTIVE (CLASSICAL)

This post involves international A and R activities to be carried out on one's own responsibility.

Those who are interested are kindly requested to write to Mr. P. Hulkes, Philips Phonographic Industries, Box 23, Baarn, Holland, stating particulars of education, experience, age, knowledge of languages, etc. of course letters will be treated in strictest confidence.

Our rapidly expanding organization, active in all parts of the world, has ambitious plans regarding the expansion of its classical catalogues.

To effect these we wish to contact first class executives with wide experience in record companies, radio organizations or orchestral management, etc. who are interested in a position as a
2nd Award at Montreux Fest

MONTREUX, Switzerland—The Montreux International Record Award for Classical Music was given on Sept. 10, 1969 to the Philadelphia Orchestra for its recordings of Beethoven's Symphony No. 5 and Schumann's Symphony No. 2. The award, presented by the prestigious jury of music critics, was one of the top prizes in the music world.

The award ceremony was held at the Montreux Jazz Festival, one of the most important events in the classical music world. The Philadelphia Orchestra, under the direction of conductor Eugene Ormandy, performed the works to critical acclaim.

The jury consisted of leading music critics from around the world, including Sir Douglas Glass of the BBC, the leading music critic of the BBC, and critic for The New York Times. The jury also included critic for The Los Angeles Times, critic for The Washington Post, and critic for The Chicago Sun-Times.

The award ceremony was broadcast on television and radio, and was attended by a large crowd of music lovers.

Montreux Nominees

MONTREUX, Switzerland—The following list of recordings has been submitted for the jury of the Montreux International Record Award:

- "Beethoven: Symphony No. 5" - Philadelphia Orchestra, Eugene Ormandy
- "Schumann: Symphony No. 2" - Philadelphia Orchestra, Eugene Ormandy
- "Brahms: Symphony No. 3" - Berlin Philharmonic, Herbert von Karajan
- "Mahler: Symphony No. 1" - Boston Symphony Orchestra, Leonard Bernstein
- "Mozart: Symphony No. 40" - London Philharmonic Orchestra, Leonard Bernstein
- "Beethoven: Symphony No. 9" - Berlin Philharmonic, Herbert von Karajan

The jury will select the winner from these nominees and announce the results at a later date.

Monte Carlo Jazz Festival

MONTREUX, Switzerland—The Monte Carlo Jazz Festival has announced its lineup for the 2023 season, featuring a mix of jazz greats and rising stars. The festival will take place from June 25 to July 6, 2023, at the prestigious Montreux Jazz Hall.

This year's lineup includes performances by Dizzy Gillespie, Chick Corea, Herbie Hancock, and Wynton Marsalis. The festival will also feature a special tribute to the late Miles Davis, with a performance by the Miles Davis Quintet.

Monte Carlo Jazz Festival is one of the most prestigious jazz festivals in the world, and attracts musicians and audiences from around the globe. The festival is known for its high-quality performances and intimate atmosphere.

Monte Carlo Jazz Festival...
BILLBOARD'S WORLD OF SOUL,

the annual editorial special that captures the emotion and vitality of the rhythm and blues field, will be published in Billboard, August 16.
The exciting 3 column format will reach more than 100,000 Billboard readers, plus the all-important disk jockeys attending this year's NATRA convention in Washington, D.C.
If your bag is SOUL then your best ad buy is Billboard's ...

the world of soul

ADVERTISING DEADLINE: AUGUST 1
Contact Your Nearest Billboard Office Today!
NEW POPULAR RELEASES

This monthly product list includes LP’s 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.

ARTIST — TITLE — LABEL & NUMBER

A

JEFF ADELMAN & THE SPRINGFIELD FLUTIST

BILLY BIRD — Waiting For My Call

BILL ANDERSON — My Life/But You Know I Love You

APPLEWOOD JAM

Jampire ANAKAMS — Hana

THE ARROWS — Can’t Quit Her/The Letter

FRED CALDWELL & REVERSIBLE GOLD — 21 Short Songs for Little People

A.R.K. NEW VISIONS & SHADOWS

PHIL ANGELA

SUN CHURCH

NEW PEOPLE — The Heart of Havana

HERALD — The Best of, for Beautiful People

LYNN ANDERSON — Home With Lynn

B

BILLY BAND — Home to Stay

BILLY BARNES — Get My Groove

J.L. & SHIRLEYS & STEVE MARKA — Rough Stamps

BILL BLACK’S COMBO — Black With Sugar liner

BLUE RINGS QUARTET — ...And That’s Enough

BLUE PROJECT — Best of

ARTIST SERIES — British World

WES BRYANT & REACTION

BILL, TED & THE TWINES — The Blue Plate Special

BAND OF THE GREATER GUARD — March In Baseball

BAND OF PONES — Love From The Daisies

BILLY BASS — More

SHIRLEY BATES — Give Anybody Miss Me

BEADY BEATS — Close Up

JEFF BEEBEE GROUP — Bee On A Rock

DONALD BRINTON — Cover Me With A Dream

DOBIE GRUEN — Cover Story

DOBIE GRUEN — The San Jose Resolution

BEE GEES — The Best Of

JOE BROWN — Thinkin’ About Things

L.R. HARRISON/DOE CALF/CINI RILLA MILL — Hello My Heart

JIM ED BROWN — Jim Ed Sings the Browns

CHARLIE BURGESS — Vol. 2

BELMONT'S — Summer Leap

MADISON SQUARE GARDEN SONGS OF HAYES

MOJO'S — Worked Out

BOB MANN — The Jazz Experiment Into Hair

BOB MONROE — Stand By Me

BOSCO MONROE — Grammar

BUCY & WHITE — It's Hot Out There

JACKIE BEALL & THE DRILLS — There's Gonna Be a Stampede

BTAIL CATS — Drums

January 22, 1970

C

CARLY COATED GOODIES

MAMA CASS — Bubble Gum, Lemonade & ...Something

CAT WHORE & THE ALL NIGHT RUMMERS — The Great Streets... And the Take-Off Attracts

ROD CLARK — Yesterday When I Was Young

STEVE CHOPPIE — With a Little Help From My Friends

STEVE CROPPER/ALBERT KING/POP STAPPLES — Heart To Heart

XAVIER CGLASS & HIS ORCH. & STRINGS — The Beautiful Sounds of Strings

ASTON INNES — Black, Soul, Heat & Guts

RENDEVOUR — Sound Of

JOHN COLTRANE — Training In

GUS DAY — I’ll Catch the Sun

AL COWAN — Let The Sunshine In

SILVIE CHAPMAN — A Gift of Love

DOUGIE CHEEKS — Where Will You Be Tomorrow

BILLY CHILDREN — The Southern California Community Choir

JAMES CLEVELAND & THE ANGELIC CHOIR, VOL. 8

JANUARY 30, 1970

COMMON PEOPLE — For The People/By the People

DION CROCKETT — Mr. Blues Plays Lady Soul

CHERYL DREW — Li'l Dancing Queen

CHUW McCOW

February 8, 1970
Maple Leaf Network Helps Booming Canadian Talent

By RITCHIE YORKE

TORONTO — There is no longer any doubt about it, 1969 will go down as the first year of Canada reaching musical maturity and international acceptance. Suddenly, a lot of exciting things are happening. Local disk companies are signing talent and issuing Canadian singles with abandon, at least when compared with the way it used to be. Six months ago, Canadian talent meant nothing, either in Canada or anywhere else. Now Canada is being recognized in the U.S. as a major record talent.

Currently there are three Canadian-produced singles either on the Billboard “Hot 100” or “Bubbling Under.” There are the Guess Who’s follow-up to the million-seller “These Eyes,” titled “Laughing” with a claim of 400,000 copies sold; the Polydor release of “Hand of the Clock” by Montreal group Life; and the Budish waxing of “When I’m Dead” by Toronto’s Motherlode.

Admittedly, “Laughing” was cut in New York but the producers, Jack Richardson and Ben McPeek, flew in from Toronto for the session. The life record was cut in Montreal by Neil Silk and the Motherlode single was cut in Toronto by Meri Ross, Terry Brown and Doug Riley, and mixed in the U.K. Of great assist to the boom in Canadian music today has been the formation of the Maple Leaf network, which is a network of at least 40 radio stations across the country which have collabo- rated in sharing artists and playing at least three local singles weekly. Currently, the network is going strong.

(Continued on page 60)

Canadian News Report

TOBAZ FOR FREE Fortune Fete

TORONTO—Folk Singer Joan Baez, “Harp” computer Galt McBean of Maritim and French singer Robert Charlebois are headliners scheduled to appear at the Canadian Broadcasting Corporation’s third Camp Fortune Music Festival, July 2-24 Aug. in the Gatineau Hills, Quebec.

All 37 outdoor concerts are free to the public and taped by the CBC for later radio broadcasts. Last year, as many as 17,000 people attended a single performance.

The concert series is a combined effort by French and English sections of the CBC in the Ottawa area, Marcel Suvarre and Guy Lagrange from CBOF and Ian Fellows (also coordinator) and Peter Shaw from CBC are this year’s festival producers.

In sharp contrast to the pop, classical and “light” music featured in the Ottawa concert series, CBC’s “Camp Fortune” concerts in the Toronto area is all classical.

This year’s lineup of Camp Fortune Summer Festival concert series includes Joan Baez, originally inked for July 9 but ultimately changed to July 28 appearance, Galt McDermott, originally from Ottawa and (Continued on page 60)

Billboard

Canada's Top Singles

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<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
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<tr>
<td>1</td>
<td>IN THE YEAR 2525</td>
<td>Earth, Wind &amp; Fire, RSO 41547</td>
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<tr>
<td>2</td>
<td>THE BALLAD OF JOHN &amp; YOKO</td>
<td>John Lennon, Apple 2507</td>
<td></td>
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<tr>
<td>3</td>
<td>BECAUSE YOU LOVE TO TOUCH</td>
<td>Barry &amp; The Giants, Epic 4009</td>
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<td>4</td>
<td>BABY I LOVE YOU</td>
<td>The O'Jays, Vee-Jay 3243</td>
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<td>5</td>
<td>SPINNING WHEEL</td>
<td>Blood, Sweat &amp; Tears, Columbia 47481</td>
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<td>6</td>
<td>CRYSTAL BLUE PERSUSSION</td>
<td>Tommy James &amp; The Shondells, Roulette 7200</td>
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<td>7</td>
<td>GOOD MORNING STARSHINE</td>
<td>Oliver, Atlantic 5007</td>
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<td>8</td>
<td>LET ME</td>
<td>Paul Revere &amp; the Raiders, Columbia 4-4194</td>
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<tr>
<td>9</td>
<td>LAUGHING</td>
<td>Graeme Bond, RCA 41556</td>
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<tr>
<td>10</td>
<td>SWEET CAROLINE</td>
<td>Neil Diamond, Uni 5536</td>
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<td>11</td>
<td>LOVE THEME FROM ROMEO &amp; JULIET</td>
<td>Mancini, RCA 72418</td>
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<td>12</td>
<td>GOOD OLD ROCK &amp; ROLL</td>
<td>The Rolling Stones, Polydor 41406</td>
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<td>13</td>
<td>ONE</td>
<td>Little Richard, RCA 41559</td>
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<td>14</td>
<td>THE ISRETTLES</td>
<td>Frank Zappa, Uni 3503</td>
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<td>15</td>
<td>MY LOVING OF LEON</td>
<td>Joe Dassin, Imperial D-3838</td>
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<td>16</td>
<td>POLA SAN LOUIS</td>
<td>Annie Ross, Monument 1104</td>
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<tr>
<td>17</td>
<td>BAD MOON RISING</td>
<td>Creedence Clearwater Revival, Fantasy 402</td>
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<td>18</td>
<td>COLOR MEN FATHER</td>
<td>Wireless, Matadonna 117</td>
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<td>19</td>
<td>PUT A LITTLE LOVE IN YOUR HEART</td>
<td>The Seekers, Epic 41401</td>
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<td>20</td>
<td>WHAT DOES IT TAKE (To Win Your Love)</td>
<td>Jr. Walker &amp; the All Stars, Soul 50502</td>
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Billboard Canada's Top Albums

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<th>Artist</th>
<th>Label &amp; Number</th>
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<td>1</td>
<td>BLOOD, SWEAT &amp; TEARS</td>
<td>Columbia 57990 (S)</td>
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<tr>
<td>2</td>
<td>NASHVILLE SKYLINE</td>
<td>RCA Victor 45825 (S)</td>
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<tr>
<td>3</td>
<td>BAVIS</td>
<td>Columbia 57990 (S)</td>
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</tr>
<tr>
<td>4</td>
<td>BROWNIE</td>
<td>Columbia 57990 (S)</td>
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<tr>
<td>5</td>
<td>THIS IS TOM JONES</td>
<td>Parrot 71000 (S)</td>
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<tr>
<td>6</td>
<td>LED ZEPPELIN</td>
<td>Atlantic 32516</td>
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<td>7</td>
<td>FROM ELVIS IN MEMPHIS</td>
<td>RCA Victor 45825 (S)</td>
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<td>8</td>
<td>AGE OF AQUARIUS</td>
<td>Atlantic 33.250</td>
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<tr>
<td>9</td>
<td>BAYOU COUNTRY</td>
<td>Columbia 33.250</td>
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<td>10</td>
<td>JOHNNY WINTER</td>
<td>Columbia 57990 (S)</td>
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<tr>
<td>11</td>
<td>GREATEST HITS</td>
<td>Atlantic 33.250 (S)</td>
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<tr>
<td>12</td>
<td>IN-A-GADA-DIVA</td>
<td>Atlantic 33.250 (S)</td>
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<td>13</td>
<td>ON THE THRSHOLD OF A DREAM</td>
<td>Atlantic 33.250 (S)</td>
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<tr>
<td>14</td>
<td>GALESTOWN</td>
<td>Atlantic 33.250 (S)</td>
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<tr>
<td>15</td>
<td>JOHNNY CASH AT SAN QUENTIN</td>
<td>Columbia 33.250 (S)</td>
<td></td>
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<tr>
<td>16</td>
<td>TONY</td>
<td>Columbia 33.250 (S)</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>CHICAGO TRANSIT AUTHORITY</td>
<td>Atlantic 33.250 (S)</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>FARMAN S PAE OF THE COUNTRY</td>
<td>Atlantic 33.250 (S)</td>
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<tr>
<td>19</td>
<td>FLANDERS</td>
<td>Atlantic 33.250 (S)</td>
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<tr>
<td>20</td>
<td>OLIVER</td>
<td>Soundtrack, Columbia 33.250 (S)</td>
<td></td>
</tr>
</tbody>
</table>
**Gallo, Africa, Launch Underground Promo**

JOHANNESBURG — Gallo (Africa) recently launched an extensive promotional campaign on the "underground" material on the Dogram label, with eight albums — "On the Threshold of a Dream" and "In Search of the "Lost Chord" by the Moody Blues; "Bare Wires" and "Blues From Laurel Canyon" by Joni Mitchell; and "Swordfish" by Ten Years After, "The World of Oz"; and "This Is the Touch." — were issued to launch the "dig Underground with Dogram" campaign, and programs have distributed 20 × 30" full-color glossy posters, leaflets and disc-jockey promotion kits, and are confident that this campaign will prove to be successful on other labels for Gallo (Africa), in Johannesburg this week.

"There is still demand for 'underground' albums in the bigger centers of South Africa."

---

**Page Sells U.K. Label Share, Plans Another**

Page's decision follows the launching by his partner, Dick James, formerly represented by Unadorned February this year. James plans to put together Page U.K. One, and Page's new distribution company, Page Full One, is putting together Page U.K. label for the Trogs, Page himself will produce and manage the group.

**Country Co. For Japan**

TOKYO — RCA Victor of Japan and Pony-Pak (Nippon Wholesale) have formed a new, independent country music label, financially owned by the parent firms but totally on its own as far as personnel and operations are concerned. It will be called "Green City."

Page's new label will produce country music that is to be sold in the Americas, and will be distributed through his own distribution company, Page Full One, and by Daim, who will also handle the administration of Page One.

**Gallo, Africa, Launch Underground Promo**

Page's decision follows the launching by his partner, Dick James, formerly represented by Unadorned February this year. James plans to put together Page U.K. One, and Page's new distribution company, Page Full One, is putting together Page U.K. label for the Trogs, Page himself will produce and manage the group.

**Lithatone Gets More Reps**

TEL AVIV — Lithatone, the Philips licensees in Israel, has acquired the representation of MGM/Verne, Deutsche Grammophon/Polydor, Artists-Eurodisc, U.N.I, A&M and Mercury; MGM/Verne and Mercury were formerly distributed in Israel by Hed Arzi; Deutsche Grammophon/Polydor, and the associated companies of Carus Gold, Marmalade, Helliodor, and Archiv, and Artists-Eurodisc were formerly distributed in Israel by A&M and Unil and have not been represented in Israel until now. Lithatone has announced that it has created a new label, Phonofax, for the release of its new labels.

David Fuchs, formerly record manager of RCA (Easton), has become manager of Lithatone's record division and is responsible for the selection of the company's licenses. Lithatone has already released a series of singles from the Polydor and A&M catalogs, featuring James Last, the Bee Gees, Bert Kaempfert, The Who, Herb Alpert, Sergio Mendes, the Sandpipers, and Chris Montez.

Lithatone's new record division is located at 151 Jabotinsky Street, Tel Aviv (Tel: 03-266-480).
Classical, Pop MIDEMS Planned for Next Year

PARIS — The fourth International Record and Music Publishing Market (MIDEM) will be split into classical and popular sections, the first running from Jan. 9-Jan. 13 and the second from Jan. 18-24. MIDEM will be held next year in a new, specially constructed building at the back of the Palais des Festivals with offices on four floors. Individual offices, which can be either open-plan or closed, will be provided with a tape recorder, hi-fi unit, and private external telephones and will be fully sound-proofed and air-conditioned. The 25-seater auditorium will be available for hire with optional use of pianist, bassist and drummer.

The classical section of MIDEM, designed to afford the same promotion possibilities to classical and contemporary music as are given to popular music, will provide a showcase for young artists and composers. Recordings and radio and TV programs of new talent will be presented throughout the day and there will be three concerts by young musicians, two concerts featuring the works of new composers and a concert of Asian music. There will also be a symposium on the promotion of classical music run jointly by MIDEM and the International Music Council.

British participation in both the classical and the popular MIDEM will be administered by the Music Publishers Association and the Board of Trade will financially assist British participation in both MIDEMS, paying the participation fee and a share of the office cost.

To overcome the last MIDEM's gala problem of inadequate advertising there will be two performances of each of the three popular international galas.

French AZ Buys BAM

PARIS — Roger Creange and Lucien Morisot, president and general manager of Disc'AZ, and Levi Alvares, president and owner of Boile a Musique Records, have announced the acquisition of Boile a Musique Records by Disc'AZ for an undisclosed figure.

Boile a Musique, specializing in high-quality classical, folk and literary albums, has won numerous grand prizes in France for its productions and will retain its label identity. Disc'AZ plans strong promotion and exploitation of the catalog both in France and in foreign markets.

Disc'AZ has also acquired French and Benelux rights to the T. Neck and Super K labels.

Meanwhile Disc'AZ international director Barbara Baker has rushed released the Sire single

U.K. Companies Set Annual Conferences

LONDON — The British majors have now scheduled their annual sales conferences which will all be held between Aug. 26 and Sept. 17.

CBS, RCA and Pye are all using regional meetings this year to pull off their pre-Christmas product. CBS has broken out of the London / Manchester spotlight and has chosen York and Southampton for its two meetings, using the Skylark Hotel at Southampton on Aug. 26, and York's new Viking Hotel on Aug. 28 for its northern, midland and Scottish salesmen. The theme taken by the conference will be "Your Future Is Sound." CBS executives from Europe are expected to attend, and some evening entertainment will be provided.

Pye holds its northern area conference at Manchester's Midland Hotel on Sept. 10, and

Morocco Singers To Italian Fest

MILAN — The three-day Premio Internazionale del Disco (International Record Prize) Festival scheduled for July 31-Aug. 2 in the Tuscan resort of Montecatini Terme, will host most of the singers who appeared in the Oscar Malta Festival held in Rabat July 26-29. The Festival, sponsored by the Montecatini Pro Loco in

In any language EMI means record business

Illustrated left, for instance, is a recent broadsheet which shows that in Sweden, as in most other parts of the world, EMI commands the top of the charts.

EMI Svenska is but one of 30 EMI companies throughout the world: Europe, Asia, America, Africa and Australasia — EMI covers them all, knowing where the buyers are and caters for their different and ever-changing tastes.

EMI has promotion men in every continent who are in daily contact with those who influence record sales. Continuously throughout the year close to 800 EMI salesmen call on over 90,000 dealers. Each country is different, of course, in its customs and buying habits. And it's knowing that difference that pays off. That's why — if you're one of the record people — you need EMI.

THE GREATEST RECORDING ORGANISATION IN THE WORLD

AUGUST 2, 1969, BILLBOARD

59
from the music capitals of the world

continued from page 57

at the Gramme in Hamilton...

Oliver Fournier at the Rock Pile orga-
nized the first LP record for people interested in attending the Atlantic City show. The Patumes have wasted their first LP for Capitol. Album in press...

Joe Woodhouse, Capitol's on-
promotion manager, wrote a piece in the "Hollywood Reporter" a week ago., "The Beach Boys, Sonny James and...".......

Local Group Top Israeli Chart

TEL AVIV — For the first time ever, an Israeli boy group has topped the Israeli foreign charts with a song. The group of the two bar mitzvah boys, Itai and Oded, are under contract to Philips in Holland and the hit single, "Oved A Living Thing," was specially written for them by the British song-writer team of Ken Howard and Alan Blakley.

The song was released in Britain by Lynn Music and sold in the United States by Lynn run by Laurence Geller, son of Lynn Music managing direc-
tor.

"Our song is a Growing Revolution," recorded in London and released worldwide through Philips on May 16. It is rele-
sed on the Phonolder label in Israel.

Laurence Enterprises Ltd., is located at 82 Allenby Road, Tel Aviv.

German Disk

continued from page 59

will be aimed at persuading the Germans government to stop "natural records as cultural products on the market"... People that really know they are not well-off.

The American association will continue to handle organization of the, classical, musical and pop galas and the German Par-
ord Prize awards.

Folk Labels

continued from page 58

future material on the label will include product by pianist Bally Pigg and flute player Seamus Taylor, a London-based product by Archie Fisher and Barbara Dickson.

Covered by riviera producer Lee Mitchell in 1966, whose first LP with Patricia Carr. The EP has 12,508 copies.

CBS president Jacques Springsteen will attend a party at the hotel in Los Angeles from July 29 to August 1, where a reception will be held by promotion chief Christian Defrance. It is expected that the next act will visit Las Vegas, New York, and returning to France in mid-August.

Disc-A2Z is now handling the Brian Clen's first single, a record that includes classical, folk, and popular-
lar music, in a new world premier. The compa-
tion company, Discodio, is now handling the new EPs, which have been released.

Brian Clen, currently has an album and single on the label and has been on tour with the group.

'Heavy Heart' has featured in the US on Polydor, with an album and single being released on the label.

New record company and new single has been recorded by group.

"Fiddler's Yiddish Harp," a new version of "Tsam Artur Eikon," a new arrangement of the original song has been recorded for Columbia by "I'm gin.

"Tampa Bay" by the group has been released on Philips...

"New Day" by Jackie Lomax...

"It's the Beginning of the End" by Sonny Ford...

"New York" by Karen Stiefel...

"I'm Going to Sing..." by Sam Hart...

"The Beat Goes On..." by the band...

"New Ola and the Bees" by Um, Um, "produced by Gun

KIELJ. E. GEMBER

MADRID

LOS ZANARUTO, from Peru, appeared yesterday at Teatro Marco. Eduardo Ace (RCA), composer of "El Cid," and friend of the Peruvian singer, has retired from the music business. "I want to be happy," said the singer, "and my heart is now free..."

Los Brazos leader Fernando Ochoa said yesterday's concert was "beautiful..."

"I was surprised," the singer said, "when I heard the Bee Gees double album, which I bought in Madrid."

The Spanish version of "Ma che Freda foa" is making a big impact here.

Canadian Talent

continued from page 57

with "Laughing," "Roll With It," by the Sideband Freeway and "Handle," by the Kensington Market.

Record companies in general have been paying more attention to Canadian music... "The League network six weeks ago." One executive said: "Now that we’ve got a place to get the music in..."... Only that we should be producing as much..."

Things can only get bet-
ter...

Another summed up the new attitude in Canada: "For so long, Canada has been following the U. S. chart. Now the Americans are looking to us for potential..."

"We’ve got a lot of potential..."... only that we are exposing the U. S. product, but we are reciprocating-

Int’l Exec Turntable

Country Co.

continued from page 58

Country Co. has been acquired by Robert Wada, a lead-
ing young producer for Japan Victor. The label, "This Is My Song," singer and two trumpets, the first "Oh, Baby," arranged by Bob Vreeland, was released in September.

Fortune Fete

continued from page 57

Fortune Fete's original line is now being represented by a new company, "Veklouche," which is a division of Electro's classical division.

President of the group, 1982, is to have a man-
eral manager of the Philips group in Lon-
don. Barron will work for the Acuff-Rose Agency in London and his work will be covered by the Acef and Lea
centres and tours. Dainty will also work with Acef on their new album, "The Voice of the West Country.

Song producer Howard Marks has left Sparta Music, Lon-
don. Marks is now working with the group.

Former Teldex press chief Wolf. Thorsen will take over as editor of the sheet music division of Electro as a press officer for the new company.

Mark's assistant is the music director of the "Mannheim Symphony Orchestra" and his duties involve promotion throughout Europe.
### Argentina

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>REGRESA (Get Back)</td>
<td>1</td>
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<tr>
<td>CITRÓN DE LA PIEL (Watermelon)</td>
<td>2</td>
</tr>
<tr>
<td>MÍNOUS DE LA PIEL (Watermelon)</td>
<td>3</td>
</tr>
<tr>
<td>HUMBA Y NUEVA VIDA (New Life)</td>
<td>4</td>
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<tr>
<td>SOBRE LA PIEL (On the Skin)</td>
<td>5</td>
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### Brazil

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<thead>
<tr>
<th>This Week</th>
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<tbody>
<tr>
<td>BENTOAF'S REI DO LIMÃO (King of the Peaches)</td>
<td>1</td>
</tr>
<tr>
<td>GET BACK - The Beatles (Odeon)</td>
<td>2</td>
</tr>
<tr>
<td>7TH OF MAY - The Beatles (RCA)</td>
<td>3</td>
</tr>
<tr>
<td>8TH OF MAY - The Beatles (RCA)</td>
<td>4</td>
</tr>
<tr>
<td>NOBODY BUT ME - The Human Beings (Stateside)</td>
<td>5</td>
</tr>
<tr>
<td>LÁPIES DE JUNDIAI - NELSON (Copa)</td>
<td>6</td>
</tr>
<tr>
<td>AGOS - Neio Aguiar (Beach)</td>
<td>7</td>
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<tr>
<td>HIT THE ROAD - CHICO BRIOSO (RCA)</td>
<td>8</td>
</tr>
<tr>
<td>CHICA INDIA - Nelson Ceza (RCA)</td>
<td>9</td>
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### Britain

<table>
<thead>
<tr>
<th>This Week</th>
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<tr>
<td>HUNKY TONK WOMEN - The Rolling Stones (Decca)</td>
<td>1</td>
</tr>
<tr>
<td>GIVE PEACE A CHANCE - John Lennon (Decca)</td>
<td>2</td>
</tr>
<tr>
<td>THUNDER THUNDER THUNDERBIRD - Small Faces (Decca)</td>
<td>3</td>
</tr>
<tr>
<td>IN THE GLOTT - Elvis Presley (RCA)</td>
<td>4</td>
</tr>
<tr>
<td>HELLO GOODBYE - LONDON SESSIONS (Decca)</td>
<td>5</td>
</tr>
<tr>
<td>MIE - Mike Brady (CBS)</td>
<td>6</td>
</tr>
<tr>
<td>CHAS &amp; DAVID - CHEROKEE FOREVER (RCA)</td>
<td>7</td>
</tr>
<tr>
<td>ELVIS: A MUSICAL ODYSSEY - Anni-Frid Lyngstad (CBS)</td>
<td>8</td>
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### Denmark

<table>
<thead>
<tr>
<th>This Week</th>
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</thead>
<tbody>
<tr>
<td>GRENATE - The Beatles (RCA)</td>
<td>1</td>
</tr>
<tr>
<td>TOMORROW - The Beatles (RCA)</td>
<td>2</td>
</tr>
<tr>
<td>JIMMY STEPPIN - The Beatles (RCA)</td>
<td>3</td>
</tr>
<tr>
<td>LOVE YOU - The Beatles (RCA)</td>
<td>4</td>
</tr>
<tr>
<td>LOVE YOU - The Beatles (RCA)</td>
<td>5</td>
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### Mexico

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<th>This Week</th>
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<tbody>
<tr>
<td>MEXICO</td>
<td>1</td>
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<tr>
<td>JUNIO</td>
<td>2</td>
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<tr>
<td>JULIO</td>
<td>3</td>
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<td>AGOSTO</td>
<td>4</td>
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<tr>
<td>SEPTIEMBRE</td>
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### New Zealand

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<thead>
<tr>
<th>This Week</th>
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<tbody>
<tr>
<td>I'M IN THE Ghetto</td>
<td>1</td>
</tr>
<tr>
<td>BAD MOON RISING</td>
<td>2</td>
</tr>
<tr>
<td>BAGGIE BAGGIE</td>
<td>3</td>
</tr>
<tr>
<td>HAIR</td>
<td>4</td>
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<tr>
<td>HAIR - THE BEATLES (RCA)</td>
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### Norway

<table>
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<tr>
<th>This Week</th>
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<tbody>
<tr>
<td>PAPA ROACH - Håkan Hellström (Polydor)</td>
<td>1</td>
</tr>
<tr>
<td>FROLKWARDER - Håkan Hellström (Polydor)</td>
<td>2</td>
</tr>
<tr>
<td>BOERHAAVNE - Sanctus &amp; Iull (CBS)</td>
<td>3</td>
</tr>
<tr>
<td>DIZZY - Tommy Roe (Appl)</td>
<td>4</td>
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<tr>
<td>GOGO</td>
<td>5</td>
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### Sweden

<table>
<thead>
<tr>
<th>This Week</th>
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</thead>
<tbody>
<tr>
<td>I'M IN THE Ghetto</td>
<td>1</td>
</tr>
<tr>
<td>BUNTA SHOP DOM - Lars (Island)</td>
<td>2</td>
</tr>
</tbody>
</table>

### Spain

<table>
<thead>
<tr>
<th>This Week</th>
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</thead>
<tbody>
<tr>
<td>MARIA ISABEL - Los Paisanos (United Artists)</td>
<td>1</td>
</tr>
<tr>
<td>GET BACK - The Beatles (RCA)</td>
<td>2</td>
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</table>

### Switzerland

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>OH HAPPY DAY - Edwin Starr (RCA)</td>
<td>1</td>
</tr>
</tbody>
</table>

### The Music Capitals of the World

From the

The Music Capitals of the World

*Continued from page 60*

Starparade TV program. She also

1. **SINGAPORE**

2. **BRAZIL**

3. **GERMANY**

4. **ITALY**

5. **JAPAN**

6. **MEXICO**

7. **UNITED STATES**

8. **UK**

9. **FRANCE**

10. **Netherlands**

11. **CANADA**

12. **Australia**

13. **Argentina**

14. **Brazil**

15. **Mexico**

16. **USA**

17. **UK**

18. **France**

19. **Australia**

20. **Canada**

21. **Argentina**

22. **Brazil**

23. **Mexico**

24. **USA**

25. **UK**

26. **France**

27. **Australia**

28. **Canada**

29. **Argentina**

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32. **USA**

33. **UK**

34. **France**

35. **Australia**

36. **Canada**

37. **Argentina**

38. **Brazil**

39. **Mexico**

40. **USA**

41. **UK**

42. **France**

43. **Australia**

44. **Canada**

45. **Argentina**

46. **Brazil**

47. **Mexico**

48. **USA**

49. **UK**

50. **France**

51. **Australia**

52. **Canada**

53. **Argentina**

54. **Brazil**

55. **Mexico**

56. **USA**

57. **UK**

58. **France**

59. **Australia**

60. **Canada**

From the

The Music Capitals of the World

*Continued from page 60*
THE FLIRTATIONS

LATEST SINGLE

South Carolina

Includes:
South Carolina
Nothing But A Heartache
THIS MUST BE THE END OF THE LINE
I WANNA BE THERE
STAY
HOW CAN YOU TELL ME?
SOMEONE OUT THERE
NEED YOUR LOVING
ONCE I HAD A LOVE
MOMMA I'M COMING HOME
LOVE IS A SAD SONG
WHAT'S GOOD ABOUT
GOODBYE MY LOVE

Produced by Wayne Bickerton
Musical Director: Johnny Harris

www.americanradiohistory.com
**SPOTLIGHT SINGLES**

**TOP 20 POP SPOTLIGHT**

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

- **OLIVER-JEAN** (Prod. Bob Crewe) Writers: Motown/United Artists
- **BLINKY & EDWIN STARR—OH NOW HAPPY** (Prod. Frank Wilson & B. J. Wright) Writers: Northern Music
- **BLOODY LIGHTI** (Prod. and beat) Writers: Backstreet Boys

**TOP 60 POP SPOTLIGHT**

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

- **BENNY HILFIGER & JUNE 1ST** (Prod. and beat) Writers: Sony/ATV
- **ANDY GIBB** (Prod. and beat) Writers: ATV

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

- **HERE ALFRET & TYZANA BRAD—O-De-La-Da, De-La-Da** (Prod. Herb Alpert) Writers: Herb Alpert
- **JOHNNY TAYLOR—I COULD NEVER BE PRESIDENT** (Prod. Don DeBartolo) Writers: We Three (Eloise/Memphis)

**COUNTRY SPOTLIGHT**

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

- **THERE ARE NO COUNTRY SPOTLIGHTS THIS WEEK**

**CHART**

Spotsighted Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

- **THERE ARE NO R&B SPOTLIGHTS THIS WEEK**

**TOP 20 R&B**

Spotsighted Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

- **JENNY DOLI—Ten Years (Galaxie, BMI)**
- **TOMMY ROCKETT—The Miss (Motown)**

**CAPITOL**

- **DATE BOOK**

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
On the Eighth Day of Christmas
The Vogues Have Brought to You

"GREENFIELDS"
Their Eighth-in-a-Row Hit Single.
Ah, The Joys of Christmas in July

As usual, on Reprise (#0844)
As usual, Produced by Dick Glasser
Arranged by Ernie Freeman
Published by April-Blackwood
### Billboard Top LP's

#### FOR WEEK ENDING AUGUST 2, 1969

- **ARROW PERFORMANCE:** LPs on sale of 1 million copies have manufacturer's seal. Some seal and multi-color labels and available to all manufacturers.

#### TRACKS AVAILABLE

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>WEEK OPP</th>
<th>YEAR OF RELEASE</th>
<th>COMP.</th>
<th>FPLX</th>
<th>GC MGR.</th>
<th>NETWORK</th>
<th>SITE</th>
<th>PNAME</th>
<th>CMD</th>
<th>WC</th>
<th>MF</th>
<th>FC</th>
<th>CRO</th>
<th>BR</th>
<th>RNK</th>
<th>CMN</th>
<th>TRK</th>
<th>HRS</th>
<th>TEL</th>
<th>ON</th>
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<td>Tom Jones</td>
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SLAVES IS HOT AT THE BOX OFFICE!
AS OF JULY 9th, TOTAL GROSSES. $871,983
WEEK ENDING JULY 9th SECOND BIGGEST ACCURATE GROSS IN THE COUNTRY ...$574,000

WASHINGTON, D.C. ...... $ 88,551
BALTIMORE, MD. ...... 59,766
NEW YORK, N.Y. ...... 415,000
CHICAGO, ILL. ...... 130,000
DETROIT, MICH. ...... 137,000
CLEVELAND, OHIO ...... 45,227
DENVER, COLO. ...... 27,306
MILWAUKEE, WIS. ...... 17,208
MINNEAPOLIS, MINN. ...... 16,000
MACON, GA. ...... 12,972

MORE THEATRE OPENINGS SCHEDULED THROUGH LATE FALL.

The first album of ALL the songs from the motion picture
Album release date first week in August

WHERE YOU'LL HEAR MUSIC SAYING THINGS YOU'VE NEVER HEARD BEFORE.

SKYE RECORDING CO., LTD.
40 WEST 55th STREET NEW YORK, N. Y. 10019
THANK YOU

DAVID

BOWIE

FOR

"SPACE

ODDITY"

Mercury #72949
Hazelwood Doubling as Act. Producer on Label

LOS ANGELES—Lee Hazelwood’s many producer projects for his LHI Records, including two albums featuring himself as an artist.

He will team with vocalist Susan Jane Hokem for an October release of an LP with a 40-piece orchestra in “A-T,” an LP he would pull from release due for an Aug. 1 release.

Hazelwood also will produce an album for Larry Hart, lead singer for Honey Ltd., an LHI group, and an

25 Distribs Named By Beverly Hills

LOS ANGELES — Beverly Hills Records has lined up 25 domestic distributors prior to releasing its first product. Manager Diamond, executive vice-president, is negotiating for international representation.

S. Mills Bullish on 2 Pubs. Making Marks in Copyrights

NEW YORK — The first year of Stanley Mills’ September-March and Galahad Music (BMI) finds the two publishing firms well on the way to realizing the ambitious goals of establishing copyrights.

While Mills has not yet had a hit on an ICS label, “Feelin’” by Marilyn Maye on the Mercury Pictures chart, he said, was an 18-week run, contributed toward making the song an ICS hit.

The RCA single resulted in Miss Maye singing the number four on “American Bandstand” and her concert music sales, a Rainbow Grill booking in Hollywood and her supporting TV performance by the King Family, and other recordings.

Distributor who switched version of the Paul Evans-Paul Farnes song is by the Living Voice. The single was titled “Congratulations” and another good copyright, with current versions being by Jane Morgan on RCA and Jerry Vale on Columbia and considered as a potential version in a country vein by Leapy Lee on Decca.

Executive Turntable

Bell Handles New Disk Co.

The “Mountain” album is being launched simultaneously with West’s first national concert tour. Backing guitarist-singer West, who was formerly with the Vagrants, are N. D. Smart, previously with the Hello People, on drums, pianist Steve Knight and Paul Bellini on bass.

The group had an engagement at Fillmore West Friday through Sunday (25-27), and follows with appearances at the Whisky A Go Go in Los Angeles Tuesday through Thursday (29-31) at the Grande Hotel, Detroit, Friday and Saturday (1-2) at the MotorPlex, 17400 Scenic Blvd. Aug. 9-9, the Boston Tea Party, Boston, Aug. 13-15, and the Woodstock Music Fair, Aug. 16, among others.

A select number of artists are already involved in the coming projects for the Windfall label.

Ambassador in $4.98 LP Line

which will break late in the fall. The Swampiline will debut in October.

Les and Larry Elgart and the Vaughn Monroe Singers have been involved in the first artists for Swampiline. Doll Records and Hillman, and Gil Nelson will handle the activity in the ad department.

The Ambassodor is off Swampiline with three LPs. The albums will be titled “Les and Larry Elgart Present the Nashville Country Brass,” “Les and Larry Elgart Present the Nashville Country Piano Smash Hits!” and “Les and Larry Elgart Present the Nashville Guitarists.”

2 Distributors’ Change Names

LOS ANGELES — Two distributors have changed their company names here. Consolidated has become ABC Records and Tape Sales, and Rripe has switched over to Transcontinental Distributing Corp.

Project 3 Holds Talent Auditions

Records will hold auditions for new talent every Thursday from 2-6 p.m. Interested artists should contact Jeff Hest at the label for appointments. Project 3 is a joint effort of the Record Co. and Enoch Light, president of the label.

JERRY CORBITT, second from left, formerly of the Youngbloods, attends an ASCAP cocktail party at San Francisco’s hungry i to welcome new members to the society’s membership. Corbitt has an album forthcoming on RCA. With him are Stuart Kinchen, left, Youngbloods manager; Clarence Ruben, right, ASCAP branch office manager, and Herb Gottlieb, West Coast ASCAP head.

Together’s Archive Series Features West Coast Acts

LOS ANGELES — Together Records is releasing an archive LP of popular contemporary music by the Byrds, Lord Buckley, Canaan Heat and other San Francisco-based artists.

Intended to be a new hit in the series will be “Pre-Rite,” featuring the first of five original members of the Byrds, Jim Denny, Michael Gruen, Chris Hillman, David Crosby, Michael Clark and Gene Clark. The group also is considered mixed anthology LPS from artists represented on the label.

The San Francisco series will be produced by Bobby Colin of the band and Peter Ablums of the Matrix Nightclub.

“Both the material will be original repertoire — not vintage masters — from distributed artists,” said Denny. “In each case we will try to work with the groups involved and allow them to select material for the Archive series.” The Byrds took the group photo for “Pre-Rite” and also picked photos for the double-fold LP. With the San Francisco series, said Denny, together will produce a “special jam session” and a bonus package. The entire project covers about 15-20 tracks.

Singles from the LPS and released following the album release.

Also, Ablums, who has been a director on financial underwriters Together Records.

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IT'S NO ILLUSION! IT'S FOR REAL!
IT'S A HIT!
"DID YOU SEE HER EYES"
THE ILLUSION
STEED 718 PRODUCED BY JEFF BARRY
IT'S SELLING!
AND IT'S FROM
THE ILLUSION ST 37003
THE ILLUSION'S FIRST STEED ALBUM FEATURES
THE LONG VERSION OF "DID YOU SEE HER EYES."

ALSO AVAILABLE ON TAPE. DISTRIBUTED NATIONALLY BY PARAMOUNT RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION.
After 20 sellout performances in Europe including:
ROYAL ALBERT HALL
FESTIVAL HALL
LIVERPOOL PHILHARMONIC...

Welcome
TYRANNOSAURUS REX!
The sound...

TYRANNOSAURUS REX

the sound ground!

August 8-10 / Family Dog on the Great Highway / San Francisco, California
August 11-13 / Thee Experience / Los Angeles, California
August 15-21 / Cafe A-Go Go / New York, New York
August 22-23 / Kinetic Playground / Chicago, Illinois
August 29-30 / Houston, Dallas, San Antonio Pop Festival
September 4-6 / Boston Tea Party / Boston, Massachusetts
September 9-11 / Electric Factory / Philadelphia, Pennsylvania
September 12-13 / Grande Ballroom / Detroit, Michigan
September 19-20 / Eagles Auditorium / Seattle, Washington