Pocketdisc on Move; Handleman Approves
By PAUL ACKERMAN

NEW YORK — The American Corp., developers and manufacturers of Pocketdisc, has emphasized its commitment to the new four-inch singles configuration by placing an order for 1,000 additional vending machines at a total cost of approximately $500,000. The move underlines America's satisfaction with the introduction of Pocketdisc in the Detroit market and points the way to expanded activities by the Handleman company in servicing Pocketdisc in other markets in addition to Detroit.

Meanwhile, David Handleman, president of the Handleman company and dean of record merchandisers, voiced favorable views of Pocketdisc's entry into the record scene. Handleman stated: "Pocketdisc has a good potential. It offers a new area of distribution ... a new area to get into with records. Come...

(Continued on page 12)

LIFTON VIEW

NEW YORK — Bob Lifton, president of Transcontinental, giant rock jockeying operation, terms Pocketdisc a "great idea." He added: "It is important for the record label, rack jockey and retailer to have another means of singles exposure. I welcome it as a supplementary item and, hopefully, as an eventual replacement to the existing single."

Col, WB-7 Corp Tops In 6-Mo. Billboard Study
By FRED KIRBY

NEW YORK—Columbia Records was the label in singles and albums for the first six months of the year, based on label-share comparisons of Billboard's "Top LPs" and "Hot 100" charts through June 30. Warner Bros.-7 Arts, which also include Reprise, Atlantic and Atco, was first among record corporations in both categories with 21.3 percent share of "Top LPs," compared with 18.5 percent for CBS, which includes Columbia and Epic. The "Hot 100" percentages were 14.8 for Warner Bros.-7 Arts and 12.2 for CBS.

Over 400 at Tape Forum

SAN FRANCISCO — Billboard's third annual Tape Conference is opening Monday (4) at the Mark Hopkins Hotel with more than 400 registrants. The Forum will cover the broad market of the tape industry and the ever increasing role it is playing in consumer electronics.

Keynote speakers of the opening session are Edward Reavey, vice-president and general manager of the Consumer Products Division of Motorola.

(Continued on page 14)

Columbia, Decca, Epic Convention Coverage Begins on Page 3

Columbia, Decca, Epic Convention Coverage Begins on Page 3

Bogart Urges $1 Single
NEW YORK—Singles can be sold in ever-increasing quantities and with high profit by raising the price back to $1 retail and be reintroducing the stereo single. That's the view of Neil Bogart, vice-president of Buddah Records, who believes that the added incentive of

(Continued on page 119)

One guess what's on everybody's mind...

Astronautical sales from MGM

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Moonlight Sonata.

Recent events have forced us to reconsider that most classical of musical themes, the moon: HENRY MANCINI’s new single, "MOONLIGHT SONATA" c/w "Natalie"* #74-0212. By America’s most notable composer/conductor whose “Love Theme from Romeo and Juliet” (#74-0131) is an RIAA-Certified Million Seller.

*From the Cinema Center Films presentation of a Stanley Shapiro production, “Me, Natalie”
**Decca Debuts Logo, 22 LP’s**

MIAMI BEACH—Twenty-two albums and a new logo to emphasize the new “forward thrust approach” that is a part of the company’s contemporary image, were previewed here at the annual Decca National Sales Convention.

A new record changer and a track stereo tape recorder were also on display.

**Carlton's Electronic Pop Music Campaign on Move**

NEW YORK—Joe Carlton, Command Records president, is moving on several fronts to advance the company’s electronic music. He is proposing to give guitarists a way to make their own music, which he believes, will be the perfect device for electronic rock. On another level, he is working with key companies such as E. J. Kotyrb, Sears, Roebuck, Whiteface and others to establish a national network of electronic music—separate from the record industry.

Carlton’s plan is to have a “we plan for a synthesizer which will give the guitarist his own personal effect.” He says that Carlton Moog synthesizer, which is monophonic and polyphonic, is based on the same electronic music—where people can recognize their own music, but today they are just starting to do that. It is the beginning of the world of electronic music, he said.

**Hoffman Cites Epic’s Growth**

LOS ANGELES—The continuing growth of Epic Records was spread by Mort Hoffman, vice-president, sales and distribution, at a recent luncheon meeting for Epic and Custom labels, the most recent addition to the company.

Hoffman cited the success of Epic’s growth from 1962 to the present. He said, “Our real product is the music we produce, and promotion men that although Epic can “provide the product, 100% of the audience knows the stations, the ads...in the current state, we have to make them effective.”

After Hoffman spoke, singles were introduced for Miss Wynette, and newcomers Keith Barbour, Sugar Shoppe, Faye, and the Quick. The singles were introduced in an audio-visual presentation by members of the company.

An Epic dinner show on Friday (1) featured artists Bobby Vinton, the Dave Clark Five, The Osmonds, Houston, Tammy Wynette, and Syl Johnson.

An album introduction on Saturday (2) included artists Demovan, Houston, and Miss NEMPHIUS—“We don’t know how big the tape business will eventually grow, but I predict it will reach to 50 percent of the retail market before the peak. I have been completely amazed at the product of Cuoghi, president of Hi Record Co., and Popular Tunes Record Stores here.

“At the present time the largest percentage of the retail stores are apparently biggest, but the cassette is growing in sales. It is growing faster than any industry to really determine which will become the biggest seller.”

Cuoghi’s Popular City Music Co., and many other independent owners in Mississippi, Arkansas, Mich., and California.

LOS ANGELES—“The Sound of the Seventies” was the theme of the event that echoed through the main lobby, seminar halls and a temporary pop-up sales convention at the Century Plaza Hotel here from Thursday (1) to Saturday (3). The convention was the largest and most successful in the company’s history, and was attended by more than 700 people from a wide variety of music-oriented companies. The show’s theme was “Family” from all over the world.

Clive J. Davis, president of Columbia, opened the first day of the business meetings Thursday (1) with his keynote address, which set the Columbia/Times of the Sound of the Seventies tempo.”

Mike Gross

Executive Tumbletable

Tem White named president of Celebries Systems Inc., a diversified corporation concentrating on entertainment and leisure markets. CSI has already opened its first Celebrity House, fast food restaurant and record tape-outlet. The company plans to open a Celebrity House and National Merchandising Services Corp., a tape and record rack jobbing operation. White was with MGM Records for eight years, most recently as vice-president of business affairs. He was also responsible for supervising MGM owned distributing branches in key markets as well as overseeing MGM’s plant operation.

Bob Kornheiser appointed vice-president, tape, overseeing all tape operations for Atlantic Records. Jerry Greenberg, formerly pop creative product director for the company, has been named pop promotion director, working with Henry Allen, vice-president, promotion. . Stanley Marshall appointed director of East Coast sales for Elektra Records. Working in the record industry for 10 years, Marshall has worked in custom sales at Columbia, national and international sales and sales and marketing. He was most recently a record premium winner with his company, SRL Products.

Deca Records have appointed six regional promotion directors with total responsibility for Deca promotion in their regions. Report to Tom Auer, director of marketing. Five of the six will be headquartered in the company. They are: Jim Randazzo (West Coast), Ed Spence (Southwest) Larry Baun'ech (South), Pete Gilmore (North Central), Doug Lee (Midwest) and Bernie Black (East Coast).

John Mahan named general production manager of the West Coast branch of the Associated Records, record, music publishing and talent consultation firm. Mahan will head up Golden Egg (B&M) and Thrice (ASCAP) publishing firms, in addition to the record production operations. He was head of the West Coast office of Sunbury-Dunbar Music, RCA subsidiary. He also worked for Epic and MGM on the West Coast.

Leon A. Wortman; named director of Mirasound Records, Inc. A veteran of the music and tape industry, Wortman is under contract to produce a series of 10” records for the new company. The records will be under the name of the Mirasound label, and are intended to determine if the format will be successful. Wortman is also involved in the Ampex Audio Video Communications division of Ampex Corp. He is an authority on sound recording and playback methods, and has written on psychodelic lighting effects over the last 10 years. . George Shy named chef for the director of ITCC’s Chicago, Detroit and Milwaukee markets, and is currently working at Capitol Records covering seven Southern States. He was also president and director of James Vending Machine Co.

(Continued on page 8)

**Tape to Reach 50% of Retail Sales: Cuoghi**

By JAMES D. KINGSLEY

CHICAGO—National Association of Music Merchants (NAMM) executive vice-president William Gardner confirmed to 10,000 record executives that tape was undergoing a major expansion in the market will be underway to determine if the format is successful. The NAMM CES (will be switched back here in 1971 to be held simul- taneously with National Music Show in the new McCormick Place Convention Center. The new McCormick Place Convention Center will also indicate that both shows could feature a day of exhibitions.

The 1971 NAMM show is set for the week beginning June 27, 1971, and the tape show will be held on a Saturday opening if the trade group decides on a public day. Gardner said that CES executive director Jack Wyman con-

(Continued on page 22)

**FOR THE SIX-MONTH WRAPUP OF MID-YEAR GOLDEN SINGLES & ALBUMS**

See PAGE 96

August 9, 1969, Billboard
Las Vegas - The greatest entertainer of his time and met one of his toughest audiences at the International Hotel.

Elvis Presley, making his first personal appearance since a 1968 return to the stage of the International, was greeted with cheers and applause.

It was probably Elvis' toughest musical challenge since he rocked out of the South with long sideburns, rotating pelvis and a hanged up guitar. It was Elvis and the Country Cats. Then, breaking through songs like "Hound Dog," "Blue Moon of Kentucky" and later with his "Hound Dog," "Blue Suede Shoes," "Good Rockin' Tonight," and "Don't Be Cruel." But was it not the Elvis of the big edge of the middle '60s, the Elvis who was a symbol of the counter-culture, of the rock and roll generation, of the future, of the way he was going to do and go. It was, but not as the Elvis of the past, of the '50s, of the '60s, of the '70s.

Amita Kaul

**AF Inks Deal With Whitelaw & Carl Prod.**

NEW YORK—Audio Fidelity Records has negotiated a long-term distribution agreement with Whitelaw and Carl Productions Inc., a firm that has been one of the company's labels in such areas as R&B, pop, underground and in other areas. The first project will be a single by the Velvet Circus, which will be followed by several other projects.

Whitelaw and Carl, who were distributed by the Seagram Music Company through its subsidiary, the 1910 Frug Fruit Company for Kennanet and Katz, also produced the following singles.

- Jay and the Americans, "I'll Be Coming Home" and "We Can't Help But Laugh".
- Lee, Gene, "Tell Me What You Want to Know"
- Michael Jones, "That's What They All Say"
- Dickie Davis, "My World"

**Corbitt on Polydor**

NEW YORK—Jerry Corbitt, who manages a stable of artists including two of its sister publications, Merchandising Week and Photo Weekly, has discovered Elvis and has signed him to a recording deal with RCA Victor for $43,000. Elvis has also signed with Jerry Phillips, son's real estate broker, Iras Sachs and Victor executor. Ira Sachs and Victor are Ira Sachs' son's real estate broker and Victor executor.

On hand for Elvis' opening was his father, Vernon; stepmother, Dee Presley, Sam Phillips, 50-year-old husband of Elvis Presley's mother, and Priscilla Presley, Elvis' wife.

**Paramount, Chappell Broaden Relationship**

NEW YORK—Paramount Pictures Music Division and Chappell & Co., Inc., have broadened the term of their existing contract. The new agreement is said to be a significant agreement to expand in territories and personnel and other changes.

Existing companies which have functioned in Europe and Canada, as well as in the United States, now be known as Paramount-Chappell Music Publishing.

The scope of the activities of the companies will be expanded to include the sale of songs, publishing, and recording.

Neither company was available for comment.

**NARAS MEETINGS OPEN WEDNESDAY**

WASHINGTON—The National Association of Television and Radio Announcers (NARAT) will hold its annual convention here Wednesday through Friday. The convention, two shows are being offered to the public. One of them has been dubbed "Soul Together" and feature several well-known soul artists, including Bill Withers, Aretha Franklin, and Clarence Carter. The other show is an gospel bill entitled "All Star Gospel Together," and promises to be the biggest show ever held in the nation's capital.

The other show will be held at the convention is the National Association of Recording Arts and Sciences (NARAS) annual seminar in Kentucky City. The two week seminar was designed to inform professional people in the field about the current state of the music industry.

Dr. Richard W. Bud, senior director, stated in his letter to the NARAS group that the seminar will be held at the Kentucky City, about your colleagues, and about the different methods of communication will be brought to you by some of the finest people in the industry. The seminar will be paid for in part by a grant from Stax/Volt Records.

**Celler Opens Conglomerate Probe; SEC Rules Draw Fire**

WASHINGTON—The United States government has opened an investigation into the practices of conglomerates in the publishing industry. The probe, which has been under way for several months, is being conducted by the Antitrust Division of the Justice Department.

The SEC has issued a series of rules designed to prevent the concentration of ownership in the industry, which has been under fire for several years. The rules require that all conglomerates must register with the SEC and that they must disclose any changes in ownership.

**NARM Adds 13 Members**

NEW YORK—The National Association of Record Merchandisers has acquired 13 new members, including 11 member firms and two member categories. The association, which was started July 1, 1966, has added to the rolls of 11 new companies.

The new companies are CMC Records and Tapes, Inc., and Stewart Sales Co., both New York.

The new associate member companies include the first independent, independent member of NARM, Philips Phonographic Industries, represented in NARM by George B. Banke. Other new associates include Addel, International, tape recorders; Chart Master Corp., manufacturer and importer of tape recorders; Automatic Radio, manufacturer of tape cartridges; Avco Vitascope, manufacturer of tape player equipment; Hadden Record Corp., manufacturer of records and record players; Accurite, manufacturer of tape duplicators; Re-Car, Inc., manufacturer of records and record players; and Richard Harris, record producer. The new members are the result of the upcoming NARM Tape Convention, Sept. 5-7, at the Fairmont Hotel, Dallas.

**Forum Opens**

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"This album is dedicated to the young people who push against indifference, shout down mediocrity, demand a better future, and who write and sing the songs of today." BARBRA STREISAND

Phonogram, Autovox Sign Cassette Marketing Deal

MILAN — Phonogram, the Italian record company jointly owned by Philips and Deutsche Grammophon, has signed a cassette marketing deal with Autovox, a Los Angeles-based company manufacturing, marketing and selling cassette player manufacturers and the Esso Italiano oil company.

As a result of the deal, Phillips and Deutsche Grammophon will be sold in more than 350 of Esso Italia's most important service stations on the autostereo network.

Cassette display cases will be installed alongside the gasoline pumps and each station will have an initial stock of more than 100 titles, mostly LPs. Displayed alongside the cassette showcase will be an Autovox player. Customers can try out the cassettes.

For the first three months of the campaign an Autovox player will be given away (Continued on page 10)

In This Issue

NRC Renewes Grammy Show

NEW YORK—NRC will telecast the Grammy Awards presentation as an hour-long show in a row. The announcement that Art Linkletter would pick up the option of the show "The Best of the Record: The Grammy Awards" came in the wake of Nielsen ratings that showed that last year's one-hour special outranked the TV Academy's "Emmy Award Shows" for the first time. Fines will watch once again sponsor the special.

In this announcement of the action, NARAS President Mort Nusser, referring to the show's high ratings, said: "This is a great boost for the recording industry in general, as well as for the special growing importance of NARAS and the Grammys in particular.

Court Hits 15 In Bootlegging

LOS ANGELES — Capitol Records has obtained a temporary restraining order in St. Louis' Circuit Court against Brooklyn Buckley, president of Custom Music Distributors Corp.; Robert Schultz of National Recording Co., and 14 other music retailers in St. Louis, Ohio and Cleveland. The City, Mo., for illegal tape duplicating. The order was signed by Judge Nangle.

Capitol has filed an appeal in the Illinois Appellate Court seeking a preliminary injunction by Judge John Lupe in Cooke County (Chicago). The Circuit Court granted Buckley's motion for a jury trial. Both decisions were handed down last week.

Isley Brothers Ruled Against

NEW YORK—Motown Record Corp. and its subsidiary, Johnnie T. Motown, have won an unqualified verdict in their favor in U.S. District Court in a suit against the Isley Brothers.

Judge Morris E. Laster denied an injunction by the Isley Brothers to keep Motown and Jackie from claiming ownership of the copyrights and masters of "You're My Thing" and "Ain't That Peculiar.

The Isley Brothers had contend that they did not record the song, that the owners, Stax, were under contract to Motown. Judge Laster believed that the recording was done on Nov. 6. He stated that the song was an unexceptional number, which probably would fail to win any verdict if the case were carried longer.

GOLD DISK

NEW YORK — Columbia's "Johnny Cash's Greatest Hits" has been certified a $1 million seller according to Reliable. The proposed building, in addition to executive offices, would house several 16-track recording rooms, a large office space for producing and distributing records, and a control room for recording sessions. The facility also would be available for recording sessions by other companies.
Brand New Team

BLINKY & EDWIN STARR

Brand New Single:

“OH HOW HAPPY”

GORDY 7090

Watch It Go To The Top!!
MIAMI BEACH—Decca Records is currently running 40 percent ahead of last year's business, but William P. Gallagher, executive vice-president, promised some 300 distributors and record company executives here a balanced schedule for the coming period next year. He spoke Friday (1) morning at the sales meeting of the distinguished image of Decca and "there being an industry organism," he added a Decca way of doing business.

But the company is pumping new blood throughout the organization, he said. He spoke of new executives acquired recently and a completely reorganized promotion setup to focus more promotion effort toward the air play of records. He said that any time Decca replaced a salesman, they ran the promotion with a promotion man.

He commented that regional promotion executives had been given complete autonomy in their areas. Part of the breaking with tradition was the new logo (see separate story) and a major revamping of the look of Decca from its shipping label to even the sales sheets.

While Decca was ahead 40 percent in business it was not ahead 40 percent in sales. New artists, Gallagher commented. He ran down a list of artists to date who have contributed to Decca's sales campaign. Said concentrated efforts would be made to establish these artists.

Decca is 80 percent ahead of its biggest year in history in the current quarter, he pointed out. Gallagher said he intends to establish the same new logo and letter in the pop field. The Coral label, which has signed its first new artist in years, will be set up as a major worldwide label. New imaging is already being planned for Brunswick and Vocalion.

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Columbia National Sales Meet

Continued from page 3

the sound of product, and it's the sound of people. The sound of the future is Columbia Records' "The Sound of the Seventies."

Seminars

Of special interest in this year's meeting were the personnel sessions with distribu-
tors and the annual New York period. The topics discussed were Merchandising/Advertising, Mastering, Copyright, Artists & Repertoire, Epic Records, Special Products, Manufacturing and Sales/Marketing.

The new product was presented in a multi-month campaign developed by a Columbia team headed by Arnold Levine, creative director. The campaign consisted of sales promotion materials, and the firm of 1429, a New York graphics house.

New Releases

Included in the new releases were 21 pop, 9 Masterworks, 5 Christmas records, 9 Latin-American as well as new entries in the Children's Book of the Month Club. In addition, Columbia announced the release on 9 new red-carde-
taped, 15 8 and 4-track, cartridge tapes and 2 new stereo tapes. New reissue stories on the Masterworks and custom labels, and on the Tape divisions, respectively.

Also, Milton J. Selkowitz, di-
rector of audio products and accessories, introduced two new additions to the cassette-player product line, as well as a new version of Masterwork's best-selling Gold Band stereo con-
mponent unit. (See separate story in this issue.)

Featured in Columbia's pop album release are Barbara Strei-
denberg, the Charlie Byrd Quintet, Carl Smith, Peter Seeger, Robert Goulet, Miles Davis, Judy Lynn, Stansell Jackson, the Chuck Wagon Gang, Tony Bennett, the Firestone Theatre, W. C. F. Fields, Nino Rota, Tchaikovsky, Gay and Electric, Raven, Percy Faith Johnny Winter, the Morgan Grapes, the Moore Machine, Gigliola Cinquetti and the Trio Los Panchos, Las Cucarones, Jacque, and the package with Mike Bloomfield, Taj Mahal, Nick Gravenites, among others.

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DELEGATES GET GLOBAL VIEW VIA CBS INTL.

LOS ANGELES—CBS International took the delegates to the Thursday (1) opening meeting with an unusual presentation of its international sales convention at the Century Plaza Hotel here Wednesday (31), to coincide with the 45-minute tour of the company's worldwide operations. The presenta-
tion was by Les Smith, in "The Not-So-Forlorned Markets," pointed out that almost 50 percent of all record sales take place outside of the U.S., reasoning that it is not and cannot be the U.S. market alone, CBS has complete record operations producing talent.

Harvey Linsky, Harvey Linsky,
Harvey Linsky, and his team
announced that this year there will
be a total of 11 Christmas al-
bums being produced. In an ex-
clusive Christmas prepackage, High-
lighting this 32-count unit is "You're a Little Christmas-
yself a Merry Little Christmas." This has been printed in red and green for-ready identification at points of sale. The "Little Christmas" product is ready for immediate shipment.

In addition, completely new advertising sales kits, along with detailed shipping cartons, have been prepared and will be shipped to all markets in time for an all-out campaign for the product.

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Col Honors 11 Engineers

LOS ANGELES—During the Columbia national sales convention at the Century Plaza Hotel here, 11 awards were given to employees who earned further effort in production of a gold record.

Of the 11 awards presented two were joint awards. Roy Segal and Jerry Hochman received a plaque for their efforts on the "Cheap Thrills" LP in honor of "Bob Miller Brothers." The Holding Company featuring Janis Joplin, and both Neil Will-
son scored Bob Dylan's "Nashville Sky-
line.

Peter Roman, who works out of the Los Angeles studios, achieved the most awards given to him in a single presenta-
tion. He received three separate plaques for his work on the gold singles, "Little Girl" and "Over You" and "Young Girl" by Gary Puckett and the Union Jack.

In addition, Don Pulse re-
ceived a plaque for the Epic sin-
gle "Up Above My Head" by Syl and the Family Stone. Jack Lai-
er received a plaque for his work on the Coenoss LP, "It Must Be Him" and Rafael Valentini achieved it on Andy and the "Honey" LP.

Master to Intrepid

NEW YORK—Intrepid Records, president, general manager, has purchased the master of Ron Marshall's "What Can I Wish For, My Son," which was produced by Art and the Gap's "Aloha Productions."
## Billboard Top LP's

**Week Ending August 2, 1969**

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<thead>
<tr>
<th>ARTIST</th>
<th>Title</th>
<th>Label &amp; Number</th>
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<tr>
<td>RUBBER BAND</td>
<td>Cream Song Book</td>
<td>GRT 10000 (S)</td>
</tr>
</tbody>
</table>

### Records

**JUST RELEASED**

**HENDRIX SONGBOOK**

Stereo GRT 10007

**THE RUBBER BAND**

9000 Sunset Blvd., Los Angeles, Calif. 90069
THE CARNABY... ROBERTS "525"

This deeper little AM FM Radio/Television Model was designed to bring out the swinger in us all! A portable music is designed for the fast company, goes anywhere, anywhere... operates on battery or current... and is always ready to be the life of the party! The "Carnaby" records "live" by mike and from AM or FM radio... or plays for hours from pre-recorded cassettes. You needn't be a super-sleuth to deduce that with such excellent value your young-at-heart customers of every age will soon swing off to the Carnaby Capers of "their" own... and you will be hot on the trail of higher profits.

"THE CARNABY" ROBERTS "525"... COMES COMPLETE WITH BATTERIES (PLUS 240-120 VOLT AC POWER)... READY FOR INSTANT RECORDING.

"THE EXECUTIVE" ROBERTS "500"... HAMILTON-GRADE STEP-MOTOR MODEL OF THE ROBERTS "525"... ELEGANT GIFT IDEA FOR THE Y.P.O. WHOSE TASTE DEMANDS TOP-OF-THE-LINE TREATMENT.

Ask about the complete line of quality-controlled high-performance Super-Cassettes from ROBERTS The Pre-Line RH Cassettes... a service not found from any other manufacturer.

THE EXECUTIVE ROBERTS "500"... HAMILTON-GRADE STEP-MOTOR MODEL OF THE ROBERTS "525"... ELEGANT GIFT IDEA FOR THE Y.P.O. WHOSE TASTE DEMANDS TOP-OF-THE-LINE TREATMENT... READY FOR INSTANT RECORDING. Retail Price: $99.95

The "THE EXECUTIVE" ROBERTS "525..." WALNUT-GRADE STEP-MOTOR MODEL OF THE ROBERTS "525"... ELEGANT GIFT IDEA FOR THE Y.P.O. WHOSE TASTE DEMANDS TOP-OF-THE-LINE TREATMENT... READY FOR INSTANT RECORDING. Retail Price: $189.95

PocketDisk Expansion On

* Continued from page 1

Pocket Discs now offer a larger capacity for digital storage with the introduction of PocketDiscs. This new format uses optical technology to store data in a small, portable device. With a capacity of 100 MB, PocketDiscs are ideal for storing large amounts of data such as digital audio files, documents, and multimedia content. They are compatible with PocketPCs, PDAs, and other devices that support PocketDiscs.

The PocketDisc format uses a combination of a laser and a lens to read and write data to the disk. The laser burns a series of pits into the plastic surface of the disk, which are then read by the lens. This process is much faster and more efficient than traditional magnetic storage, and it allows for faster read and write speeds.

PocketDiscs are also more durable than traditional magnetic storage media. They are not susceptible to damage from magnetic fields, and they can survive exposure to water and shock. This makes them ideal for use in devices such as PocketPCs, which are often subjected to rough handling.

PocketDiscs are compatible with a wide range of devices, including PocketPCs, PDAs, and other devices that support PocketDiscs. They are also compatible with many software applications, including Microsoft Office, Adobe Acrobat, and other popular software.

PocketDiscs are available in a variety of sizes and capacities. The smallest size is 25 MB, and the largest is 100 MB. This flexibility makes PocketDiscs ideal for a wide range of applications, from storing data on a PocketPC to storing large multimedia files on a desktop computer.

Overall, PocketDiscs offer a powerful new option for storing and accessing data. They are fast, durable, and compatible with a wide range of devices and software. With PocketDiscs, users can store and access data more efficiently and effectively than ever before.
We're not your ordinary, everyday, run-of-the-mill rock group.

What we do are the classic works of Edgar Allen Poe. We do them to hard rock guitar and the kind of organ you remember from the cellar of the castle where Prince Prospero stalked at midnight. It's a rather startling, unnerving sound. There are millions of kids into Poe today. We think a lot of them will like our kind of Poetry.

The Glass Prism.

"The Raven" c/w "Eldorado" #74-0205
NOTES: Where a music publishing organization is made up of two or more individual publisher names, the action of all such publisher names was combined into one chart action and listed under the parent publishing company name.

In computing percentage chart shares, publishers were given proportionate shares for split copyrights. Thus, a copyright split between two publishers gave each publisher 50% of the chart action points for that title's copyrights split three ways, gave each publisher a third of the points, etc.

NOTE: Figures in parentheses show number of tunes on which copyright is shared with another publisher; where two or more publishers had same number of tunes on chart, higher publisher in chart action share and listed under the parent publishing company name.
HOW 260 DIFFERENT ARTISTS SHARED THE HOT 100 CHART ACTION

<table>
<thead>
<tr>
<th>Top 10 Artists</th>
<th>15.8%</th>
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<td>220 Artists</td>
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<td>63.8%</td>
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<td>7.4%</td>
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<tr>
<td>51-60 Artists</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

HOW THE TOP 10 ARTISTS SHARED THE HOT 100 CHART ACTION (figures in parentheses show number of songs on the chart during the 6-month period)

1. Dion & the Belmonts 2.0% (8)
2. Tommy James & the Shondells 1.7% (6)
3. Temptations 1.6% (6)
4. Tom Jones 1.6% (8)
5. Creedence Clearwater Revival 1.2% (4)
6. Al & the Love Set 1.3% (5)
7. Z.Z. Top 1.2% (4)
8. Booker T. & the MG's 1.0% (3)
9. Fifth Dimension 1.4% (2)
10. Marvin Gaye 1.4% (2)

NOTES. Where 2 different major artists shared one record, as is the case in the Dion & the Belmonts & the Supremes. Each artist received 50% of the chart points which derived from the record, although full credit was given to each artist in the top artist charts. Within the number of chart points, the percentage shown in parentheses is credited to the artist who was the principal performer or major vocalist. For example, the pairing of these two artists resulted in a total of 10 chart points. The percentage of combined chart points of this type included: Glen Campbell with Donny Osmond & The Ventures with Tommy Roe. Overall, the percentages above are carried only to tenths of a percentage point and thus result in a number of examples where points are shared. Rankings, however, are based on percentages carried out to a hundredth of a percentage point and therefore represent a proper reflection of the relative rank based on actual percentage of chart action accomplished by each artist.

Col. WB-7 Corp. Tops In 6 Mo. Billboard Study

* Continued from page 1

George's 5.5 percent trailed Columbia's 6.1 in the "Hot 100" chart.

RCA was an impressive gain over last year's first half finishing third with 6.3 percent for "Top LPs" and 4.7 for singles. The first half of 1968, RCA was second in "Top LP" share and ninth in "Hot 100" share.

WB-7 Arts Strong

The Warner Bros.-7 Arts corporate label was second for the first half as evident in the charted position for four through seven with percentages of 6.2 for Atco, 5.8 for Reprise, 4.2 for WB and 3.8 for the Warner Bros.-7 Arts label. The results represented gains for Atco and Reprise from eighth and seventh respectively last year.

This corporate strength also came through in the artist rankings with singles with the leader 20 with Atco registering with Iron Butterfly, 70; the Cream, 8; and the Bee Gees, 9; Atlantic's Aretha Franklin, 14; and the Rascals, 19; and Reprise's Jim Hendrix Experience, 15, and Frank Sinatra, 18.

Dunhill, with artist strength below the leading 20 as well as Steppenwolf's fifth position was eighth in the LP chart share, while London's Parrot label was ninth and Elektra, the only independent, in the first 10 labels, finishing 16th. For last year's first half, Dunhill was 22d with Parrot 20th, Parrot's surge was largely due to the heightened popularity of Tom Jones, who finished third among album artists behind Tania's Temptations. Jones' weekly TV show has obviously had the interest of the Welsh artist. Parrot also pulled down the 13th artist position with Englebert Humperdinck.

Other Leaders

Other leading labels in the "Hot 100" were, in order from fourth: Capitol, 4.3 percent, Epic, 4 percent; Heritage, 3.6; Tamla, 3.4; Motown, 3.4; Stax, 3.1; and Reprise, 3 percent. Heritage's gain was most spectacular, coming from nowhere. Other good getters were Motown, which was third for 1968's first half, Stax, which was 17th, and Reprise, which was 14th.

Important gains below the first 10 were registered by Dunhill, rising from 46th to 11th, and ABC, Dunhill's parent, going from 25th to 14th. A total of 102 labels shared the "Hot 100" action, a drop of four from the number of labels represented during last year's comparable period.

Following Diana Ross and the Supremes, the first 10 "Hot 100" groups, with overall positions in parentheses, were the Temptations (2), the Shirelles (3), the Supremes (4), Fantasy's Creedence Clearwater Revival (5), Epic's Sly and the Family Stone (6), Imperial's Classics IV (7), Stax's (Continued on page 14)
240 PRODUCERS SHARED THE HOT 100 CHART ACTION

<table>
<thead>
<tr>
<th>Top 10 Producers</th>
<th>Their % Share of the Hot 100</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>5.0%</td>
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<tr>
<td>2.</td>
<td>1.0%</td>
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<tr>
<td>3.</td>
<td>1.5%</td>
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<tr>
<td>4.</td>
<td>2.0%</td>
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<tr>
<td>5.</td>
<td>2.5%</td>
</tr>
</tbody>
</table>

203 Others Producers 48.6%
21-30 Producers 9.5%
31-40 Producers 8.5%
41-50 Producers 12.3%

Percentages shown above are carried only to tenths of a percentage point and thus result in a number of apparent ties. Rankings, however, are based on percentages carried out to a full 100 percent of a single figure and therefore indicate the relative percentage of chart action accomplished by each artist.

NOTES: Where 3 or more producers shared production credit on one record, the above figure reflects the chart points which derived from the record(s). If all producers shared equally, then the chart points were divided equally among all producers. Where producers shared same number of chart points, the points were divided equally among all producers.

TOP 10 HOT 100 PRODUCERS BASED ON NUMBER OF RECORDS ON CHART

<table>
<thead>
<tr>
<th>Rank</th>
<th>Producer</th>
<th>Records</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Jerry Wexler</td>
<td>10-5</td>
</tr>
<tr>
<td>2.</td>
<td>Rick Hall &amp; Staff</td>
<td>8</td>
</tr>
<tr>
<td>3.</td>
<td>Ahmet Ertegun</td>
<td>8</td>
</tr>
<tr>
<td>4.</td>
<td>Steve Barri</td>
<td>8</td>
</tr>
<tr>
<td>5.</td>
<td>Ahmet Ertegun</td>
<td>6</td>
</tr>
<tr>
<td>6.</td>
<td>Chips Moman</td>
<td>7-2</td>
</tr>
<tr>
<td>7.</td>
<td>Bob Crewe</td>
<td>7</td>
</tr>
<tr>
<td>8.</td>
<td>Richard Perry</td>
<td>6</td>
</tr>
<tr>
<td>9.</td>
<td>Jerry Wexler</td>
<td>6</td>
</tr>
<tr>
<td>10.</td>
<td>Ahmet Ertegun</td>
<td>6</td>
</tr>
</tbody>
</table>

Where producers had same number of chart records, tie ranking was broken in reverse order of placement shown above. Where there is a tie in number of chart records but not a tie in points made, the producer with the higher ranking was awarded on basis of chart action percentage carried out to two or more percentage points.

Col, WB-7 Corp. Tops In 6-Mo. Billboard Study

Reports Available

NEW YORK — The data shown in these studies are available in complete form from Billboard's Research Department. The section of the study covering the label shares, and including rankings by record corporations, is part of the monthly Chart Success Analysis Report (CSAR) service. This provides monthly-by-month share figures (down to labels registering 0.5 percent), measured against each label's performance in the year-to-date period. Similar label comparisons are made for the year-to-date period of 1969 versus 1968. The CSAR service is available as a monthly subscription basis covering separate months and year-to-date comparisons for singles, for LPs and for singles-LPs combined action.

The research studies will be available in two separate reports. One will cover the publisher and producer analyses, and the other will include the artist analysis of both "Hot 100" and "Top LP" action.

CSAR subscribers will receive the publisher, producer, and artist studies without charge, as a special bonus.

Full information covering prices and availability of these and other Billboard research and chart studies may be obtained from Research Department, Billboard, 163 West 46 St, New York, N. Y. 10036.

Scepter's Dionne Warwick led female vocalists in the "Top LP" finishing 10th. Elektra's Judy Collins, 12th, and Miss Frankie Thomas, 13th, and King's James Brown (14), Miss Franklin was the only female in the first 20, finishing 17th.

Vocalists

The leading "Hot 100" male vocalists were Campbell (2), Tamla's Marvin Gaye (10), RCA's Elvis Presley (11), ABC's Tammy Roe (12), Mercury's Jerry Butler (13), and King's James Brown (14). Miss Franklin was the only female in the first 20, finishing 17th.

WEISS BUILDING ACTS AND FIRMS

NEW YORK — The Larry Weiss Production Company has formed two music firms and added a new act to its roster. The new groups are Comstock Ltd., the Del Royals — with recording companies. The Del Royals have been signed to the Mercury label, while Comstock Ltd. goes to Bell. The third group, Cats Meow, has only recently completed sessions with Weiss and is expected to be signed to a label in the very near future.

By Meitus Copyright Management.

Of the three new groups signed to his production company, Weiss has already ridged two of them—Comstock Ltd., and the Del Royals—with recording companies. The Del Royals have been signed to the Mercury label, while Comstock Ltd. goes to Bell. The third group, Cats Meow, has only recently completed sessions with Weiss and is expected to be signed to a label in the very near future.
SAN FRANCISCO—There is a lag separating the simultaneous introduction of recording cartridges and their album brethren.

As cartridge sales now show toward the estimated plateau of $450 million in retail sales this year, the blank tape is still a long way from actually closing the gap between tape and record formats, though the gap is narrowing.

The music suppliers who created the cartridge alternatives talk generally of attempting to stabilize the present market for both LP and cartridge.

In terms of actually achieving LP, this represents a difficult task, with a number of hurdles which have to be overcome. Perhaps the most important is the obvious fact that major record labels feel that releasing a recorded music medium is a major investment in the future of the industry.

Not Concerned

In a survey of record manufacturers, one executive, who asked not to be quoted, acknowledges that in order for the tape to sell, the album or single which preceded the LP has to achieve national airplay. Cartridges in this stage of the growth pattern are still very much dependent on the album creating interest in and enthusiasm for the format.

According to Horowitz, the only way to achieve simultaneous release is if the tape and album are both available to the public at the same time and scheduled so that day by day a fact that physical factors in the artwork and package design can be accomplished.

Storer Production

Their style of experimenting in the studio to achieve the desired effect on record results in slower production. Thus when the band has other commitments, such as a tour, and the LP is completed after hours or even months of work, the LP graphics are then offered and the case due to the cartridge manufacturers, claims Don Bohannan, the national music sales manager for Elektra Records. "We have the biggest new Beatles' album on the radio and he tries to buy the 4-track tapes months before they are out in stock. The next day a bootlegger walks in and offers us the new Beatles album. The store buys his lot.

Although Mountz does acknowledge some weeks fall between release and LP, there are a few companies, which try for some sort of simultaneous existence. Tegra-ex is the moest cooperative label on this score, according to Bohannan.

Some Importance

The manufacturers have to give the cartridge companies the same importance as their albums. As Bohannan sees the situation, record companies which control their own 8-track tapes after the first six to eight months of the 4-track title to can have both LP and 4-track ready. "It would be nice to see even hold back the album if the 4-track comes out in time for release."

Bohannan said, "We plan to use the same LP of 4-track release and don't have the album ready, it further delays releasing the cartridge."

Doors, Hendrix

On rare occasions, Mountz can break simultaneous. Bohannan points to the release of the new Electra title, "The Soft Parade" by the Doors, which was a day and date release with the LP and 4-track because Mountz and Elektra felt the importance of the 4-track single to the West Coast, some executives admit. "When the 4-track was released the public has been conditioned and expects it."

Sequencing songs takes about one day and is generally not thought of as a major drawback in holding up the tape. Cassette duplication at Liberty seems to be a bit faster than for 4-track. But there is much less physical work required in the duplication of tapes as compared with records.

Hitting the Mark

As an example, Liberty has handled two simultaneous releases in this manner: it planned a release of "Midnight Cowboy" several months before the LP came out on UA. It pushed out the Fifth Dimension's "Aquarius" considerably. "But it didn't hurt us," Horowitz felt. "It is possible to have lost some sales to the 4-track, bootleggers on the Coast, but we see a reaction in the 4-track cartridge. As of the end of July we are a third, and that is the largest selling tape we've had.

The effect of illegal duplicators often crops up in discussions about simultaneous releasing. Misses. "We, Stereo-Pak, the pioneering 4-track company, bootleggers are a major threat.

If we are not allowed to get our product out simultaneously with the album, then it is back to the other cartridge configurations, claims Don Bohannan, the national music sales manager for Elektra Records. "We have the biggest new Beatles' album on the radio and he tries to buy the 4-track tapes months before they are out in stock. The next day a bootlegger walks in and offers us the new Beatles album. The store buys it.

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Col Premiers 1st Cassette Release

LOS ANGELES—"Music for Anywhere and Anytime" was the slogan with which Columbia Music Corporation entered the cassette market with 58 titles during its national sales promotion designed to launch the Columbia/Loew Plaza Hotel here from Wednesday (30) through Sunday (3). Mel Phillips, Columbia/Capitol's manager of Columbia's prerecorded tape products, said the company is counting on the fact that the label's biggest stars have their own cassette albums to be heard anywhere, anytime.

Featured in the first cassette release are the "heavens" of the label's contemporary product, the leaders of its "now" groups, including Blood, Sweat and Tears, Simon and Garfunkel, Bloomfield / Hefner, Chilliwack, Sky, Dylan, Byrds, and Gary Puckett and the Union Gap, among others. Columbia is also covering the pop field with cassette albums by such names as Ringo Starr, Johnnie Mathis, Andy Williams, Perry Como, Barbra Streisand, and Peter, Paul and Mary. Also included are several country and western artists, such as Johnny Cash, Marty Robbins and Ray Price.

Included in the cassette release are such movie soundtracks and original cast recordings as "The Sound of Music," "Cameoed," "My Fair Lady" and "Funny Girl."
The inside story of America's best cassette

Here are all the parts to the Audio Magnetics Compact Cassette and every part shown here is needed to match the U.S. Phillips Corporation Standardization Agreement. Any less and you won't be able to turn in the high performance and quality needed to maintain the high fidelity and long life of our magnetic tapes.

Starting at the top you can start with the precision molded case that we sonic weld (or if you prefer, we also use 5 screws, take your choice). Each part is made with jewel-like precision. In fact, 22 quality controls are maintained during the manufacturing process. Then each compact cassette is "Certified-Tested" and given an unconditional lifetime guarantee.

This is the same compact cassette we sell to tape duplicators and the major record companies and you know they demand the very best.

Audio Magnetics Corporation
The Magnetic Tape Merchandisers
14600 S. Broadway • P.O. Box 140 • Gardenia, Calif. 90247 • Phone: (213) 321-0641 • Dale: Magnette

Precision molded case of Dow 456 styrene or equivalent for sonic welding. We also make a 5 screw cassette housing and a stiff housing.

Clear plastic windows are sonically sealed in place to prevent dust from entering the tape pack.

Hum shielding is provided by the MJL metal backplate while uniform tape to head pressure is assured through the use of felt covered beryllium copper pressure pad assembly.

Special stainless steel roller pins and flange rollers provide smooth wow-free tape travel.

Special color coding is a feature of our magnetic tape that is specifically formulated for high quality, acceptance standards and wound onto individual hubs.

Our hubs grip the tape leaders securely and run true throughout the life of the cassette.

Curved graphite coated liners provide a drain for static charge buildup up plus assure smooth winding characteristics while reducing friction and wear.

UNCONDITIONAL LIFETIME GUARANTEE

Tape CARtridge

Court Suit by Sony Seeks Clarification

LOS ANGELES—Sony Corp. has filed a suit in U.S. District Court here requesting clarification of its distribution agreement with Superscope Inc., Sony's exclusive tape recorder distributor in the U.S.

Sony has asked the court to rule on three points in the current distribution agreement between the two companies. They are:

Whether Superscope is entitled to distribute Sony recorders manufactured by Alwa Corp., a former Sony competitor acquired recently by Sony.

Whether Superscope is entitled to distribute Sony recorder/radio combination units.

Superscope distributes Sony tape recorders, while Sony distributes its own radio line. Sony, however, is preparing to manufacture a recorder/radio combination unit.

Whether the distribution contract imposes an obligation on Superscope to use Sony tape in its new tape duplicating plant.

Superscope's position, according to Joseph S. Tushinsky, Superscope president, is that it's entitled to distribute Alwa tape recorders under the current agreement between Sony and Superscope, since Alwa is part of Sony.

Superscope should have the right to distribute the Sony recorder/radio combination unit since the inclusion of a radio or other audio circuit with a recorder does not alter the recorder's basic character," said Sam T. Usky.

Tape Happenings

Audio Magnetic, Gardenia, Calif., blank tape manufacturer, has named Representatives North West, Portland, as its representative in Oregon, Washington and Alaska. . . . Sylvania's entertainment products division will construct a 225,000 sq. ft. warehouse in Bowling, N. Y. . . . Magnaphone will also have offices for distribution. . . . Ampex is building a $3.5 million research and development laboratory for the magnetic tape division in Redwood City, Calif. The two-story, 50,000 sq. ft. facility will house administrative offices, research and testing laboratories, process development and pilot line facilities for producing experimental magnetic tapes. . . . TDK Electronics Co., has named Cardinal Electronics Corp., New York, as its tape cassette distributor in New York, . . . Crown, San Francisco, is offering a counter display for stereo cassette audio player (model Musicistributor at $99.95). The display utilizes two five-inch speakers and an AC converter. The display unit comes with a player installed. . . . California Auto Radio, Downey, Calif., is introducing an (SW-2200) multiplex cartridge turner at $49.95.

National Tape Obtains B&K Distributing Co.

MILWAUKEE—National Tape Distributors of Milwaukee has acquired the B&K Distributing Co. of Dallas and Oklahoma City. This acquisition brings to 11 the number of organizations to join National's chain during the past four months, and provides for the exchange of an undisclosed number of shares of stock.

B&K has offices and warehouse facilities in both Dallas and Oklahoma City, and covers northern Texas, Oklahoma and Arkansas. The company's President Cliff Keaton and Vice-President William Burton will retain their management positions with the firm which will continue its operations as a separate National Tape subsidiary.

James Tiede, President of National Tape, said that the acquisition of B&K will give his firm a combined 1968 sales volume of more than $30 million; and will facilitate the servicing of almost 4,000 customers at that volume level.

National Tape recently acquired Record Distributing Co. of Houston, California Record Distributors, United Tape Distributors, Hitville, Inc., Vault Recording Corp., and Music Merchandisers of America, all of Los Angeles; and Melody Sales Co. of San Francisco.

The company has also released its six-month interim financial report indicating a 53 percent increase in net-after-tax profit over the same period in 1968. Net sales for the period rose 57 percent from $7,178,276 to $11,507,023.

Norelco Program Features Five Sound Displays

NEW YORK — A Norelco "Show and Sell" display program featuring five new sound demonstration displays, is being offered to Norelco tape recorder dealers by the Home Entertainment Products division of the North American Philips Corp.

The program comprises four counter-top demonstrator units and one floor model. They are compact and are preassembled and precpcked for easy installment. There are also instructions, furnished, to accommodate various groupings of the Norelco line of cassette recorders and players.

The counter-top units afford instant play for quick use by dealers or customers. Demonstration cassette is provided, and all necessary equipment has been built in.

The units which are constructed to display the Norelco "Carry-Corder 150," the "Carry-Player 2200" portables, "2500" stereo deck AC-operated models and the "2602" auto stereo player, are available to all Norelco dealers on a no-charge basis with the purchase of prescribed displayable merchandise.

Copyright material

AUGUST 9, 1969, BILLBOARD

www.americanradiohistory.com
1948 was the year of Uncle Miltie and a new thing called TV; Betty Grable; piano at the White House; the year when the record industry accepted the Browser Box as the best means of in-store merchandising. It was the year when retailers were finally able to get records from behind the counter and onto the sales floor.

1969 is the year of earth men on the moon with Apollo 11; Raquel Welch; "Aquarius/Let The Sunshine In"; natural hair & see-through unisex outfits. The year when Liberty/UA Stereo Tape's PIK PAK completely eliminates the "behind locked doors" concept of tape merchandising. PIK PAK, the pilfer proof package, custom proportioned (4" x 12" x 1") to fit 33 in your present 12" browser box.
We accuse your cartridges and cassette of infidelity.

We accuse them of being unfaithful to the original.
Of not reproducing music the way it was performed. Of adding spurious distortion and noise which were not on the original recording. And of doing something about it.

We've got a bone to pick with manufacturers and dealers who offer products that are not of comparable fidelity and quality than what you've heard before.

If you've ever heard a brand new record through a tape duplicating machine, you know what we mean. And we're not talking about the best, most expensive equipment money can buy. But there's a lot going on about our engineers, except their ideas. These men are working on a project you've never heard of before.

The project is called the new cartridge and cassette. It's been developed to add the finishing touch to the sound of your stereo system. The cartridge is designed to provide a faithful reproduction of the original recording that you've been missing.

Kracon has developed a four-color contemporary packaging concept for impulse buying, said Krahen. The cartridge is designed to be easily discernable from other cartridges available on the market.

Available to dealers through the company's own sales, Krahen said the product is being marketed to both small and large record stores.

NATIONAL SELLING SERVICE CANADA FROM N. Y. HQRTS.

NEW YORK—North American Leisure Corp. has withdrawn its line from Canada's Modern Tape Cartridge, and henceforth will supply NAL's own distributors by air shipping product from headquarters. NAL will service individual accounts in the Dominion market for the next few months until its own duplicating facilities in Canada start operating.
The Biggest Get Bigger

The biggest-selling stars. The biggest-selling albums. The biggest-selling label. And they all get bigger with the anytime sound of Columbia® Stereo Cassettes.

Amor / Eydie Gorme / Trio Los Panchos 16 10 0040
Ray Price's Greatest Hits / Ray Price 16 10 0094
My Love Forgive Me / Robert Goulet 16 10 0118
The Impossible Dream / Jerry Vale 16 10 0154
Today's Themes for Young Lovers / Percy Faith 16 10 0290
The Lord's Prayer / Jim Nabors 16 10 0536
Incredible / Gary Puckett and The Union Gap 16 10 0538
Camelot / Original Broadway Cast 16 12 0006
My Fair Lady / Original Broadway Cast 16 12 0024
Swing into line with a 12-year-old company that's going places with the hottest automotive sound equipment in the country. From CAR RADIOS - 8-TRACKS - CASSETTES to PSYCHO-DELIC sound lights... functional and sophisticated sound devices within the reach of the buyer's and consumer's pocketbooks... California Auto Radio is an industry focal point. We are the company ready for the NEW ERA...for the NEW GENERATION. Get on the bandwagon now! Write for our brochure.

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San Francisco, Calif. 94109
Tel: 415/771-5145

Stewart & Gray Road
Downey, Calif. 90241
Tel: 213/923-9846
Cable: CALARAD

Chicago
3645 Clinton
Berwyn, Ill. 60508
Tel: 312/484-0190

Hawaii
535 Ward Ave.
Honolulu, Hawaii
Tel: 808-53-2121

REP. INQUIRIES WELCOME
The more Epic Cassettes you order, the more records you’ll get.

Fifteen of the best-selling Epic albums have now been released in Epic Cassettes. Look at them. A group like this can’t lose. Start selling them. And you won’t stop till we’ve both set some sales records.
Tape to Reach 50% of Retail Sales: Cuoghi

*Continued from page 3*

time. Look at what Blue Room Records Co. did in May. They dropped 27 singles, albums and cartridges on the market at once," said Cuoghi.

**Good Product**

Cuoghi gives much of the credit for the spectacular in-cartridge sales to strong product, such as James Brown, Tom Jones, Elvis Presley, Barbra Streisand, New York musicals, motion picture musicals, pop artists, such as the Box Tops, Grass Roots, Beatles, Monkees, Booker T. and the MG's, Dionne Warwick, B. J. Thomas, Glen Campbell, the Supremes, Frank Sinatra, Dean Martin, Dusty Springfield, Johnny Rivers, all with smash hits.

But he added, don't forget the kids. "They can have the Chipmunks singing the Beagle songs. Also many people today are learning German, Spanish, Latin and French while they are on route to work each day. They can listen to the tapes and it doesn't interfere with their travels."

Cuoghi at his two retail outlets has more than 2,500 tapes on display where the customer can handle them. "It's just like buying a suit of clothes. A person won't buy unless they can touch it. I keep my merchandise out so they can examine it and play it if they want."

Many merchants, however, keep the tapes under glass or under the counter. "I am in the business to sell. You can't sell if they can't see it and handle it. I know there will be some thefts, but I am prepared for that."

He has his tapes in a special section of the store with each artist, group or orchestra. "I try to keep four to five tapes on each artist's release."

Cuoghi said, "The tapes are rejuvenating the sales of the recording industry. It reminds me of the time that Decca of England came to America and boosted the single record sales of 35 cents each or three for a $1."

"I am convinced the industry will go up to 45 to 50 percent of sales before its peak."

"Then the youngsters will find another type of toy in our industry and we will be off in another direction."

J**O E CUOGHI** at his tape department.

Master Single Using Ampex 24-Track Unit

NEW YORK—The Ampex MM-1000 24-track recorder has been used commercially for the first time to master a new single recording: "Ain't It Just Like Him" by the Edwin Hawkins Singers.

Neil Bogart, vice-president and general manager of Buddah Records, said that recording on 24 tracks enabled his company to emphasize the unique gospel sounds of the Hawkins group.

The recording was done at Mirasound Studios, the company which also pioneered 16-track recordings in 1967 when it took delivery of the Ampex 16-track recorder.

The new release follows the 56-member gospel group's recent gold record, "Oh Happy Day," which reached No. 1 on the nation's record charts. It is being released by Buddah Records on the Pavilion label and will be featured in an upcoming LP also mastered on 24-track.

The Ampex 16 and 24 channel units are solid-state master audio recorders. They utilize Ampex broadcast videotape recorder transports and special components selected from the Ampex Academy Award winning line of theater sound systems.

The 24-track master tape machine enables Mirasound to record various voice sounds separately, then individually equalize, edit, delete and combine with other sounds in post mixing sessions.

The Ampex MM-1000 24 uses

MATE Inaugurates 5-Point Action Plan

NEW YORK — The newly formed Manufacturers Association of Tape and Equipment (MATE) has released a five-point plan of action which will go into effect immediately to establish a framework of positive action in which the organization will operate.

The plan includes a credit check service; uniform and meaningful standards and measurements; the creation of a market research and statistics division; a universal numbering and price code system for pre-recorded tape; and an industry-wide policy on defective tapes.

According to Hank Fox, executive director of the company, three working committees have been formed to work on the new plan. Claude Brennan of Decca Records will head one of the committees.

Fox said that MATE will secure the services of an existing credit bureau to act as a liaison between the industry manufacturers and the bureau. "By representing a large block of companies, we will be able to furnish credit information to the industry at reduced rates," he said.

Fox also pointed out that MATE's department of standards is a two-inch-wide Ampex Tape Noise Tester which features selective synchronization, a process which facilitates listening to one track while recording on another. Selective erase/record is available on all tracks.

Dubbings processes more than 50,000,000 feet of tape per week and...
WORLD'S FIRST **SPACE AGE** TAPE CARTRIDGE VENDING MACHINE

Can you wait until September?

It's worth waiting for! To be introduced at the NARM Tape Convention, September 5-7, at Dallas— and at the Friar's Club* later in September.

This is the first true space age vending display designed exclusively to merchandise tape cartridges. It uses the same type sophisticated electronic and memory systems proven successfully by NASA.

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- See-through cabinetry.
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**Tape Sales Climbing in S.F. Area; Progressive Rock Leads Market**

By GEOFFREY LINK

SAN FRANCISCO — Tape sales in the Bay Area continue to climb through the summer months, with most retailers reporting, with progressive rock comprising an increasingly larger chunk of the market.

Typically optimistic is Larry Finn, manager of retail operations for GRT.

"I can see no way to go but up," he said. "Cassette is growing at a rate of 400% per year and sales of 8-track cassettes and tapes, and we see nothing but increased activity. We are getting a fair amount of return business when recorded tapes are picked up and tapes are going up proportionately.

"Progressive rock such as Styx, Yes, Sweeney Todd, Tears and Creedence Clearwater Revival," he said, "are making a good part of the business. The tape business follows the charts. If you have a hit on record, it will sell on tape, too.

"Sales at Tape Deck, an experimental merchandising store GRT opened in Los Angeles last September, have been phenomenal," Finn said. Tape Deck stocks more than 5,000 different cassette, 1,500 cassette, about 1,000 open reel and 500 4-track. All sell of prime price and the inventory is based on spread of inventory rather than pushing the hits."

Tower Records here two weeks ago doubled its tape department. Tape sales are getting "better and better every day," according to Bill Dowtoy, tape department manager. Tower now carries nearly 2,000 8-track tapes and 1,000 cassette, but has discontinued 4-track. Dowtoy said, because orders are too hard to fill.

Portals to Music is taking advantage of the fact that 4-track is inconvenient for many retailers by building up a large number of titles, particularly progressive rock.

"We're building up a good business through what other people are overlooking," said Jess Jess- trah, Portals tape buyer, referring to his 4-track stock. "If we could get them, we could sell the hell out of it."

Portals 4-track catalog includes "50 or really strong" tapes like Big Brother, Bob Dylan and the Beatles, but no standard. And, "we might buy something that's hip that we won't sell more than one of, but we want people to know we carry it," Jesstrah said, such as "David's Album" by Joan Baez, Jethro Tull or the Incredible String Band.

"Tape sales are really important to us," Jesstrah said. "We're constantly expanding." He estimates tape sales account for 15-20 percent of Portal's total sales, a "healthy increase from last year."

Dan Gross, owner of Town and Country Music Center in Palo Alto, reports tape "picking up" but still tape accounts for less than 10 percent of total sales, yet are up from last year.

"Progressive rock is going well," Gross said, "with sales of tapes leading other configurations."

More optimism comes from Nick Beaver, regional merchandising manager for the chain of White Front discount stores, one of the largest tape retailers in the Bay area.

"This year is going to be substantially better than last," Beaver said. "We've never had a month when there was no improvement. Eight-track, he said, is the best-selling category with cassette "going 90% of the time.

White Front's Northern California stores, Beaver said, of which seven are in the Bay area, "do one-third of White Front's total record and tape business."

In Oakland, Fantasy Records tape sales are holding steady at $10,000-$15,000 monthly, according to Shelley Haims, head of promotion for Fantasy. One San Francisco account in June ordered $17,000 in tape and the same month a Los Angeles retailer asked for $1,000. He said, Fantasy services 30 accounts.

This is why Fantasy's first full year with tape and the company expects to have a catalog of about 30 selections by the end of the year, an increase of about a third.

Creedence Clearwater's "Bayou Country in all configurations is Fantasy's best seller, Haims said. Fantasy plans to simultaneously release the tape and LP of Creedence's new album "Green River" on Aug. 18, said Haims, which should significantly add to sales.

Also in Oakland is Duo Records, which carries only 8-track and offers 800-1000 titles. "We are also going to cassette in eight-track," George Kasal, owner of Duo, said. He reports tape sales "running 15-20 percent of overall volume," with summer months doing especially well.

Duo's biggest sellers are "in-casette, records as Ray Conniff, Henry Mancini and Mantovani. "They sell two to one over rock and R&B," Kasal said.

Though Duo usually carries tapes at list price, a new Capital series of twin packs will go for $3. Kasal said these in (Continued on page 26)
Tightening Release Gap a Quandary

Continued from page 15

ical facies to putting the tape together.

"The manufacturers should take into consideration the bootégger who is sitting patiently waiting for the album to be released so he can jump on it while they are preparing their 33 1/3rd," Rothman said.

"Record companies are all wrapped up in the album and treat the tape business like they do," he added.

Sept. 1 Target

At A&M the hope is to get as close to dual releasing as possible by Sept. 1. Tape department divisional manager Elliott has switched custom duplicators and hired an assistant to help in achieving this goal.

Terre Haute is now duplicating A&M's product. Art Leslie is now signed to work on production matters, which frees Elliott for more on-the-road business.

In recently visiting 21 of the label's 27 domestic distributors, Elliott has been impressed with the desire for a minimum time lag between tape and LP. A one-week lag would be good, Elliott believes, as an interim step toward the eventual dual release.

Since the tape is "completely dependent on the album's promotion, a one-week to 10-day lag is not too bothersome," Elliott believes. A&M's tape product has been coming out anywhere from two to four weeks early, and has varied with each album.

"Distributors feel there is some permissible lag in allowing one-week to 10 days to pass before they feel they have lost some sales," Elliott feels.

Tape sales are booming," boasted Ted Ponseti, sales manager of Audio Supply, before leaving Warner Bros.-Seven Arts tape department, "and we are not losing any sales because of any time lag between tape and album."

It has been the W-7 tapes' policy to get its LP product out while it prepares its own 8-track tapes, with Columbia doing the custom duplicating. Ampex handles W-7's cassettes, Muntz its 4-track and 8-track, Funai its 6-track and 8-track.

W-7's 8-track is on the street weeks before the cassette. Columbia has been duplicating only in its Terre Haute facility and shipping product to its other two warehouses in Pitrman, N.J., and Santa Maria, Calif., which has accounted for some of the lag delay, but Columbia expects to start duplicating in Santa Maria, which should improve the situation.

The situation at the reel-to-reel end of the business shows its own signs of improvement. There is a two-to-three-week delay in getting the reel counterpart of an LP released, according to Such Schubin, Greenwich Audio Service's tape manager. But this doesn't seem to hurt sales, as the executives predict a "steady 10 percent annual increase for at least the next five years."

Less Pressure

Greenwich 228 duplicates music for Warner-Reprise, Liberty/UA and Raytown. "We are not under the assumption that the tape cartridge manufacturers are," Rubenstein explains. "Reel tape has been around for 12 years and no one's ever been excited about any slight delays."

"The company works only with finished album product, because Rubenstein does not want to get caught preparing product which could undergo changes at the originating point. "Rather than rush out something, I can accept and live with a two-week delay," he comments.

There is only "Pressure" for a hot LP, and on a recent project involving the "Aquarius" LP by the Fifth Dimension, Greensleeve pushed through the tape in seven days. "We put pressure on our suppliers of printed goods; we simply asked them for a favor and we were able to get the product finished."

A good reel tape will hit 10,000 pieces. But if a company is associated with a record club which sells reel tape, the figure is considerably higher.

GRT Simultaneous

High sales figures are achieved at GRT by simultaneous releasing which means within one or two working days of the LP's release. "We attempt to release hit items the same day as the LP," explains Tom Bonetti, manager of the record products division. In the past the company has had a number of occasions actually beat the LP on the street. But GRT has now established safeguards to avoid beating the licensor with its LP product.

It is possible for simultaneous release. Bonetti says, if "You have the parts three or four weeks before the album comes out." But he concedesthis is usually beyond the control of the licensor, because record companies allow their artists control over such items as the final masters and the album cover.

"We have built our reputation on being out on the street fastest most often with hot product," GRT releases twice a month because it is too cumbersome for its distributors to order in a twice-a-week basis. At Columbia, simultaneous is advantageous from a marketing and sales standpoint because of the label's own sales organization.

Order Together

A customer can order records and tapes at the same time if the product is available. Explains Mel Price, the tape national sales manager. "The enthusiasm for the music itself will also affect the orders for tape. Price is convinced that if tape is offered after the LP the orders will not be as heavy.

Cassette Corp. Opens LI Plant

NEW YORK—The Cassette Recording Corp. has opened a multimillion-dollar cassette cartridge duplicating plant at Long Island City. The company, a subsidiary of National Recording Studios, is utilizing the Gauss Focus Gap system, one of the latest innovations in duplicating equipment.

Milt Polasko, general manager of the new company, said that it will feature a new advanced wand. The plug-in module concept permits the purchaser the option of ordering a single unit incorporating cartridge, cartridge or both modes.

Carl Lustig, president of Cassette Recording Corp., said, "With National Recording Studios large staff and experience, the client can now obtain his finished product by dealing with only one organization."

"National Recording with its subsidiary companies can supply the talent, recording facilities and engineering personnel needed to ensure its clients of the finest finished product."

Price says that 90 percent of Columbia's biggest hits are released between four and five weeks after the LP. To achieve this goal, extensive communication and coordination is required between the creative services, tape, traffic, ad and manufacturing departments.

Price has been using the phone touring "weekends," he says, which he shaves off to speed up the process. Hopefully it will enable us to release 8-track, cassette and LP's simultaneously. We have been beginning dispute its first cassette release, but cassette will not sell until the simultaneous release on its program for several months to come.

"We want to get the best mileage out of our advertising before we start issuing new titles in full force."

Columbia is assessing and re-evaluating the internal communications which link its various departments which work on the tape business.

The gap it seems is being threatened with extinction.

Norelco Product At Radio Forum

NEW YORK—Norelco's cassette dealers and changers were significantly represented at the recent Billboard Radio Programming Forum held at the Waldorf-Astoria Hotel.

The exhibit which enabled delegates and visitors to the conference to hear a typical 24-hour programming day of 24 radio stations from all parts of the nation, was dubbed onto Norelco cassettes by North American Philips Corp. from master tapes recorded by each of the stations.

The exhibit furnished the supply of AKG K-2000 headphones and other equipment used.

Linda Jill Offers 12-Cassette Unit

NEW YORK—A new cassette storage case, trade named "Tape-O-Cassette," has been released by Linda Jill Enterprises. The unit holds 12 cassettes in a leatherette case with hand-stitched gold detail. There is also a self-contained index for each identification of each cassette. The unit is suitable for home or office use.

Robert J. Green of Linda Jill feels that the case with its unique details will help to aid cassette sales throughout the nation. Linda Jill was originally involved in the self-adhesive photo album business. Its offices are at 3873 Waldo Ave. here.

F. T. Tape Sales Climb

Continued from page 24


"Sales have improved," said Schultz. "We have trouble getting special orders. We've been waiting for some for 6-7 days. We are increasing our enthusiasm for tapes, as well as sales." Discount stocks about 1,200 titles, yet tape sales account for a very small percentage of our business," Schultz said.
"Change of Heart"
is not a change of pace for
Dennis Yost & The Classics IV; it's another hit.

DENNIS YOST & THE CLASSICS IV
CHANGE OF HEART
#66393
b/w RAINY DAY
produced by Buddy Buie & Bill Lowery production
### Tape CARtridge

**Bell & Howell Tape Lines**

NEW YORK—Bell & Howell will introduce nine new audio tape systems this year. The products will include two compact systems, two open reel decks and five cassette recorders.

Three new merchandising packages: The Road Runner cassette player travel kit for children; The Record-All cassette recorder outfit, and the Julius Boris professional golf lesson cassettes, for which Bell & Howell are the distributors, will also be offered.

The introductory line represents new price points for the company, and incorporates the exclusive Audio Eye feature. This gadget, found on all the new models except the two lowest-priced cassette recorders, is a visible, monitor confidence light which assures the user that the unit is functioning in the mode selected.

Prices range from $39.95 for the model 2391 portable cassette recorder to $269.95 for the larger compact with AM-FM radio and cassette recorder.

### Elektra Names Arc Distrib. for Detroit

DETROIT — Arc Distributing, headed by Henry Droz, has been named Detroit area distributor for Elektra Records. Arc will concentrate on breaking the debut album of the Stooges, a new Elektra group from the Detroit area.
Gibbs Starts Psychedelic Unit

NEW YORK—A psychedelic dealer demonstrator for auto and boat N-track players is the latest innovation to be introduced into the industry by the Gibbs Special Products Corp. of Janesville, Wis.

The unit which is also designed to demonstrate AM and FM radios and reverberation features as a special accessory, an electronic "Bippie" which blinks psychedelic colors in rhythm with the music of each channel turned on.

It measures 5 feet high by 3 feet wide and is finished in walnut and white plastic laminate. It stands on antique steel legs and holds six stereo units and four variations of speakers.

The Gibbs Special Products Corp. is a subsidiary of the Hammond Corp.

Le-Bo Products Premieres Case

NEW YORK—Le-Bo Products Co. has released a new cassette carrying case to the consumer market. The specially designed vinyl-covered wooden case features a high pile rayon flanked red velvet interior with 30 individual slots.

It also features engineered shape, padded top, alligator vinyl finish, lock and key and sturdy deluxe construction.

DR. PETER C. GOLDMARK (fourth from left), president of CBS Laboratories, demonstrates the Electronic Video Recording player and cartridge at the first public viewing of the unit. Others in picture are (left to right) Felix A. Kalinski, president, CBS/Comtec Group; Elmer H. Wavering, president, Motorola Inc.; Dr. CBS president, Frank Stanton; Arthur Ochs Sulzberger, president, The New York Times; and Robert E. Brockway, president, CBS Electronic Video Recording Division.

You'll find no duds in our dubs

We're fussy about quality at Magnetix. So much so that our Quality Control expert directs our production. We figure that since tape duplicating is our only business, we can't be too careful. Try our quality on your next recording.
Norelco wins first annual road test: cassette vs. cartridge.

To follow up the outstanding performance of the cassette itself, Norelco hits the road with the new cassette 2602 Car-Player. It's the first cassette player precision-built to meet automotive specifications.

For instance. It is temperature controlled to withstand the coldest winter nights and the hottest summer days.

It's shock-resistant against vibrations on even the toughest roads.

And the Car-Player has fast forward and rewind, which lets you select any tune you want. There's no waiting for the tape to recycle.

Ever since we invented the cassette and the first cassette recorder/player we've kept inventing and improving until, today, Norelco knows more about cassette systems than anybody.

So, if you're interested in selling the system that performs best on the road and promises to perform best in the market, stock the Norelco Car-Player—from the people who invented the cassette in the first place.

A share-the-cost co-op advertising program is available to all retailers. Contact your distributor.

North American Philips Corporation, High Fidelity Products Department, 100 East 42nd Street, New York, N.Y. 10017.

www.americanradiohistory.com
THE QUALITY TWINS
INSIST ON THE BEST!

FOR TAPE CARTRIDGES
#86TC
Holds 30 Tapes
Available in 4 colors
BLACK ALLIGATOR
BROWN BLUE WHITE

FOR CARDS
#96TC
Holds 80 Cards
Available in BLACK and BROWN ALLIGATOR

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

For full information on all Recoton Tape Cartridge and Cassette Accessories write:
Recoton Corporation
4623 Crane Avenue
Long Island City, N. Y. 11101

SAN FRANCISCO — The tape accessory business has been seen as a multimillion-dollar baby by experts in the field. In a critical analysis of the development and growth potential of this busy offspring of the tape industry, they predict large-scale expansion in the 1970s, and all caution for what is expected to be a staggering spiral.

Although manufacturers and other persons involved with the industry foresee expansion in all areas of the accessory market, yet they anticipate that the greatest demands will be for head cleaners, demagnetizers and carrying cases. They also predict that with the increasing popularity of the 8-track and cassette configurations, accessories for these systems will lead the market with 4-track and reel-to-reel trailing.

In anticipation of the accessories boom, manufacturers are expanding their production plants, employing and training additional personnel and, as in the case of Livingston Audio Products, introducing innovations designed to excite the tape buff and give an added boost to the industry.

Livingston Audio, one of the oldest names in the tape business, is currently constructing a new plant near its present site in Fairfield, N. J. In these new quarters it will produce power supply units for converting electrical power output to 12 volts thereby making it possible to play tape decks both in the car and at home.

Other Products
Also coming off the production line in the new plant will be radio stereo switches for using available speakers for both radio and tape deck; head cleaners; and carrying cases capable of holding as many as 24 cartridges; a standard tape player with speakers under the hood instead of the conventional pas-

Large-Scale Expansion Seen
In Accessories During 1970's

By RADCLIFFE JOE

inaccessories

A not-so-little bit of information for all you record companies who have been losing money by getting in advance for the rights to duplicate and distribute your music in tape cartridges.

Front money isn't difficult to see through. You, the record company, sell your music rights to a tape duplicator for cash in advance. The duplicator then produces the music in tape cartridges and sells them through his own distribution outlets.

Good deal for the duplicator. Bad deal for the record company who is losing out on hundreds of thousands of dollars in distribution profits each year.

It might have been a good hedge a year or two ago when you didn't know if the tape cartridge industry would cut the mustard. But not today.

Sterodyne is a duplicator who gambled the tape cartridge business would make it. That's why we structured ourselves this way. When the record companies contract with us, they retain the rights to their music. They send Sterodyne engineers a master tape, and get back a completely packaged and saleable product.

These companies sell the tape cartridges with their own sales organization to their established distribution. They make the selling profit. Through our own companies we service already had a selling cost; adding tape cartridge sales to their force was nowhere as costly as giving the rights to someone else.

If you've been giving away your distribution rights it's time you faced the music. The tape cartridge industry is here to stay, and current sales volume proves it. If you want to get the most out of it—and by most we mean profit—talk to us at Sterodyne.

We're not in the music business or retail sales. We do business with people who are. The record companies who have modified their largest independent tape duplicator.

And we concentrate on quality of product—the reason we invented the Dynapak cartridge. It's called the no-return cartridge because there is virtually nothing that can go wrong with it. We guarantee it.

Profit is a hard thing to find today. But if you're taking 'front money,' you're sitting on top of a big profit opportunity in the music you already own. Get behind your own business. Let Sterodyne supply you with finished tape cartridges; the finest available in the industry. And let your distribution set up take it from there.
Large Scale Expansion Seen In Accessories During 70's

mendous need for tape accessories generated by wholesale accounts.

Big Demands
He added that the greatest demands on his organization were for head-cleaning cartridges, captain cleaners, tape caddies, and loaded blanks for 8-track and cassettes. He agreed with Madden that many manufacturers and dealers had neglected the accessories market and said that as a result, a critical shortage of tape boxes and other accessories developed.

J. J. Paulson Associates recently introduced the Lulu head-cleaning cartridge, which is a conversation piece as well as a necessary consumer product. The firm is also working on other consumer convenience products including liquid cleaners, and head demagnetizers; and has plans on the drawing boards for heavier lines including converters, headphones and phone jacks as well as patch cords and microphones.

Looking into the future of the industry, Katcher said that there is, and will continue to be, at least for a while, a greater demand for tape accessories than there are manufacturers to turn them out.

"The result," he said, "is that there will not be too much competition in this field at least for another couple years. After this, however, a certain amount of in-fighting is sure to develop between the real and the pseudo-manufacturer."

Continuing, Katcher said that at the present time the tape accessory business is responsible for between 5 and 7 percent of the total tape market. "And it is going to grab a greater chunk as it moves into the higher ticket industry," he said.

Finebilt presents the mül-tip'ô-tênt 69-5

A versatile new system for the precise high speed duplication of 4-track, 8-track, cassette, reel-to-reel or Playtape...5 positions in one machine!

Website defines multipotent as "having manifold power, or the power to do many things."

The Finebilt 69-5, by any definition, qualifies as a super duper. Here are just a few features:

- Produces 2000 units per 8-hour shift.
- Quick 10-minute format changeover... thanks to Finebilt's exclusive "plug in/plug out" head assembly.
- Value engineering throughout. Electronics are solid state and plug-in.
- The single self-contained unit occupies just 14 sq. ft. of floor space.
- No installation required. The 69-5 rolls on casters to any position - plugs in as easily as an electric shaver.
- Smaller original cost, minimum maintenance and operating cost, plus matchless performance, make the multipotent 69-5 the unduplicated duplicator.

Finebilt MANUFACTURING COMPANY
931 No. Citrus Avenue Hollywood, California 90028 / Tel. (213) NO 8-9511 Export division: Coast Export Co., Inc. Cable: COEXPORT
NEWPORT'S FESTIVAL SCORES WITH VARIED ACTS

By CRAIG STINSON

NEWPORT, R. I.—George Wein has apparently got himself out of the woods again, thanks to the good folk of America. Everyone at the Newport Folk Festival. There had been reports following the Fifth Annual Folk Festival (scheduled for July 12), might close down the folk festival as well—in effect running the impresario out of town. Wein reportedly got a stay of execution by promising greater security, better sanitation facilities and strict adherence to Newport's 12 o'clock curfew regulation.

The curfew was not observed so strictly as Newport might have thought it was. But the concerts were over before 12:30 each night record time for the Newport festivals, and the police maintained decorum once again that was both acceptable to all business, and 10 or 20,000 young customers (upward of 50,000 for the Folk Fair) are not to be sneezed at.

As usual, this year's folk festival included such genuinely folkly types as bluegrass, country, gospel and blues, as well as the more sophisticated, urbanized work of Buffy Sainte-Marie and Hany Rachell. The festival opened July 17 with folk music, the Newport Highway Band, a cajun group whose act is better suited to the impromptu cabinet of the Last City Festival Field. Len Chandler gave some samples of his act, tiring mildly in vain to get the audience interested in the claim for the first genuine (and the first) of Mayor Alioto.

Spider John Koerner appeared with Willie Murphy and Spider John, formerly with Dave Ray and Tony Glover, a good blues guitarist with a keen musical wit. Murphy played a sloppy, but very funny piano. The two have recently toured their first album together. Miss Sainte-Marie drew the first really enthusiastic applause of the evening when her singing of "The Universal Soldier." She sang three songs, all of which had the stripped rhythm section and a mouthfull, and for the change sang "Like a Rolling River" and a Robert Johnson number about the Indians.

The rest of Thursday's program was devoted to country music, as performed by the Old Tyme Billy Bart Band, Ralph Perkins, Doug Kershaw and Johnny Cash. Wheeler sang a touch of country humor for the sake of his father's outsole in Dogpatch. N.C. Perkins set matters straight for the country music fan (in case there was any confusion) by singing "Blue Suede Shoes." And Cash got a number of people off their seats for the concert with his singing of a set of prison songs. Cash's wife, June Carter, also appeared with him in a performance of "Jackson," a song written by Wheeler.

Friday night's concert was devoted to the blues, especially the old-time, pre- rhythm and blues variety, as represented by Sonny Terry, John Lee Hooker, John Estes (accompanied on mando- lin by Hany Rachell, Jesse Fuller, Son House, and Buddy Millard). The final act was an ace bottleneck technique; Fuller demonstrated his unique style of bottlenecking on "Devil Got My Woman" and gave the most stunning virtuoso harmonic performance of the festival.

Big Mama Thornton was the next attraction. Dressed up in man's trousers and work shirt, she sang, played the harmonica, and strutted about the stage, exuding a powerful, but irresistible charm. Her act climaxed in a soulful performance of "Ball and Chain." Saturday evening's concert began with more numbers by the New Lost City Ramblers. Tracy Schwartz gave an intimate demonstration of how to make a pair of kitchen spoons 'ming." The group is one of their own biggest hits, most of them dating from pre-war, Lindy hop-type music. The Ramblers play a slightly anomalous about their singing, "Wake Up Little Suzie," and "Bye Love" in a festival that had been as emotional as the very old and the brand-new.

The Everly Brothers, in haircuts reminiscent of the old Beatles, also provided the rock music of the week with their rendition of "Aquarius" and "Let the Sunshine In" in late '60s ballad style.

In Everly, the father of Phil and Don, got in at the end of the act with a demonstration of real Italian Kennedy thumb-picking.

Joni Mitchell, who followed the Everly Brothers, had on her mind the fact that she was on the street outside, sang a set of music she enjoys, engaging with the audience in her singing and her style. The former leader of the Stone Pony is best known for her smash of three years ago, "A Dull Drums." But although her music did perform a few of her earlier hits, most of her act consisted of a few oldies, a few new songs, a new home style which is a happy improvement over her more mo- notonous recorded work.

The Capitol artist was backed by the Raytones, a somewhat country-rock group in their own right, but the lady's voice and personal stage presence more than made up for the fact. Therips' music was a fine mix of the band. Her singing was like a fresh water stream that had flowed all the way from Los Angeles to cool the thirsty earth. But Ronstadt is at her best when


Quality, Taste & Warmth Mark Duke's Performance

NEW YORK.—As usual Duke Ellington is making the Rainbow Grill his summer residence for six weeks, with a modified version of his orchestra. The 1969 version, which opened Monday (28), is heavy on saxophones, light on brass. In fact, Duke has imported his entire world-beating saxophone section into the place.—Harry Carney, baritone, Johnny Hodges and Russell Procope, altos, and Paul Gonsalves and Harold "Buddy" Watts.

They are able to give the correct Duke touch to a program presented in a big band ensemble. The band's 70-year-old planet can always turn in a bombastic "(Solitude)" that will wake any avant-garde eyes open.

IAN DOVE

Bitter End Entrained By Linda Ronstadt

NEW YORK.—Linda Ronstadt brought her Southern California brand of country soul to the city on Wednesday (30) as she opened a two-week engage- ment at the Bitter End. Producing a refreshing contrast to the heavy rock and soul that has been the polish of Judy Collins and the range of June Carter with a quality of music that lacks the usual facade and feeling for life will find an appreciative response in New York.

Columbia's Tony Kosinec, who shared the bill, seemed at home in the small club. His music is improving and his singing needs no improvement but he still suffers from material that is tedious as well as, at times, a warhorse. He4

DANIEL GOLDBERG

singing of love.

In her renditions of Dylan's "Your Baby Tonight" and Sebastian's "Darlin' Com-panion," she involved the crowd with her raucously California sens- ituality that is genuine as well as uninhibited. She has the polish of Judy Collins and the range of June Carter with a quality of music that lacks the usual facade and feeling for life will find an appreciative response in New York.

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DANIEL GOLDBERG

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Spider John Koerner appeared with Willie Murphy and Spider John, formerly with Dave Ray and Tony Glover, a good blues guitarist with a keen musical wit. Murphy played a sloppy, but very funny piano. The two have recently toured their first album together. Miss Sainte-Marie drew the first really enthusiastic applause of the evening when her singing of "The Universal Soldier." She sang three songs, all of which had the stripped rhythm section and a mouthfull, and for the change sang "Like a Rolling River" and a Robert Johnson number about the Indians.

The rest of Thursday's program was devoted to country music, as performed by the Old Tyme Billy Bart Band, Ralph Perkins, Doug Kershaw and Johnny Cash. Wheeler sang a touch of country humor for the sake of his father's outsole in Dogpatch. N. C. Perkins set matters straight for the country music fan (in case there was any confusion) by singing "Blue Suede Shoes." And Cash got a number of people off their seats for the concert with his singing of a set of prison songs. Cash's wife, June Carter, also appeared with him in a performance of "Jackson," a song written by Wheeler.

Friday night's concert was devoted to the blues, especially the old-time, pre-rhythm and blues variety, as represented by Sonny Terry, John Lee Hooker, John Estes (accompanied on mando- lin by Hany Rachell, Jesse Fuller, Son House, and Buddy Millard). The final act was an ace bottleneck technique; Fuller demonstrated his unique style of bottlenecking on "Devil Got My Woman" and gave the most stunning virtuoso harmonic performance of the festival.

Big Mama Thornton was the next attraction. Dressed up in man's trousers and work shirt, she sang, played the harmonica, and strutted about the stage, exuding a powerful, but irresistible charm. Her act climaxed in a soulful performance of "Ball and Chain." Saturday evening's concert began with more numbers by the New Lost City Ramblers. Tracy Schwartz gave an intimate demonstration of how to make a pair of kitchen spoons 'ming." The group is one of their own biggest hits, most of them dating from pre-war, Lindy hop-type music. The Ramblers play a slightly anomalous about their singing, "Wake Up Little Suzie," and "Bye Love" in a festival that had been as emotional as the very old and the brand-new.

The Everly Brothers, in haircuts reminiscent of the old Beatles, also provided the rock music of the week with their rendition of "Aquarius" and "Let the Sunshine In" in late '60s ballad style.

In Everly, the father of Phil and Don, got in at the end of the act with a demonstration of real Italian Kennedy thumb-picking.

Joni Mitchell, who followed the Everly Brothers, had on her mind the fact that she was on the street outside, sang a set of music she enjoys, engaging with the audience in her singing and her style. The former leader of the Stone Pony is best known for her smash of three years ago, "A Dull Drums." But although her music did perform a few of her earlier hits, most of her act consisted of a few oldies, a few new songs, a new home style which is a happy improvement over her more mo- notonous recorded work.

The Capitol artist was backed by the Raytones, a somewhat country-rock group in their own right, but the lady's voice and personal stage presence more than made up for the fact. Therips' music was a fine mix of the band. Her singing was like a fresh water stream that had flowed all the way from Los Angeles to cool the thirsty earth. But Ronstadt is at her best when
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**From the Music Capitals of the World**
(Continued from page 36)

**SAGE ROBE, Danish rock seput, engineer Ron Johnson at SAVAGE ROBE, Seattle, Wash., where the group cut an album for Polydor.**

**Hamilton's Group Offbeat**

NEW YORK—The current Chico Hamilton group—opened at a club for three nights, this week. The group has two trombones, two saxophones, no piano, and Hamilton's extra-simply drums. This offbeat line-up had a similar one on a recent compact disk album. Perhaps because of the multiple instruments, it seems like an interesting sound.

And Hamilton has obviously taken care with his group—never does it degenerate into a mere “blowing session.” On “By the Time I Get to Phoenix” the full tenor of Russ Andrews is buoyed up by some jaggged playing, and a particular emphasis on the number. Occasional doubling (clarinet, flute), the use of the group as a vocal unit, a little wit and humor and some virtuosity from the leader, protect the set from a sameness. No bad thing in a jazz room like Plaza is when the audience is quite a number is not religiously dedicated to jazz sounds.

Hamilton shows his affection for Duke Ellington by devoting a large part of his set to a medley of Ellington material, even copying the Duke’s sound on “Mood Indigo.”

**Winter Consort Successful**

NEW YORK—Paul Winter Consort scored an immediate success with New York music lovers on Sept. 25th with their music has been its New York concert debut at the Carnegie Hall in Central Park. Using woodwinds, percussion instruments, and a cello to advantage, the Consort produced an exciting, 45-minute entertainment which was the high point of the evening, drawing an enthusiastic crowd of disciples as the main highlight of the evening. The Consort’s repertoire of instrumental music, which covered a wide range of musical styles, from contemporary to classical, was performed with an ease and precision that is rarely achieved in a group of this size.

Winter, who is a composer, arranger, and conductor, is known for his innovative approach to world music, blending diverse influences from around the globe. His Consort is a group that is undoubtedly ahead of its time. This was evidenced in the music, and in the reaction of the audience, which was overwhelmingly positive.

Records producer Tom Shepard has arranged and conducted a group of Christmas carols for Richard Kiley for the Goodyear Christmas album next winter as well as an album of Yiddish songs for the Windham-Hattie Cooper on Columbia. Atlantic’s Renee, Burt’s Savoy Brown, Black’s Albert King, and Columbia’s Atlantic’s West End Sessions, Island Island, on Friday (11). Blue Note’s Brother Johnnies are playing the last of their tour, which opened at Scotch in Calvados, St. Michael’s on Wednesday (Aug. 23). The group will play for five weeks. They will also make several appearances on the Swedish Broadcasting System. People who have never heard this group will be able to enjoy the music on their trip to Stockholm.

Winter and his Consort have been performing regularly at the Village Vanguard, a legendary jazz club in New York. Joe Rene is flying to record Biff Eldridge, a Minnesota-based tenor saxophonist, who has been a frequent collaborator with Winter. The album is expected to be released next year.

The Consort's success has been attributed to Winter's innovative approach to world music, which has gained him a reputation as a trailblazer in the industry. His Consort is a group that is ahead of its time, and their unique sound has resonated with audiences around the world. Winter's music is a testament to the power of collaboration and the importance of embracing diverse influences in creating something truly special.
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<table>
<thead>
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<th>Week</th>
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<th>Chart Name</th>
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<td>CHOICE OF IMPERIALS, Combo 1945</td>
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<td>3</td>
<td>MOODY WOMAN</td>
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<td>MY EMBRACE ABOR</td>
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<td>WHAT DOES IT TAKE TO WIN YOUR LOVE 11</td>
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<td>NOBODY BUT YOU BABY</td>
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<td>I TURNED YOU ON</td>
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<td>NOTHING CAN TAKE THE PLACE OF YOU</td>
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<td>GIRL, YOU'RE TOO YOUNG</td>
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<td>LOVE IS BLUE (I CAN SING A Rainbow)</td>
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<td>I'VE LOST EVERYTHING I'VE EVER LOVED</td>
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<td>YOU MADE ME A BELIEVER</td>
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<td>YOUR GOOD THING (Is About To End)</td>
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<td>NUTTY GRITTY</td>
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<td>22</td>
<td>LET'S GET TOGETHER</td>
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**Soul Sauce**

**BEST NEW RECORD OF THE WEEK:**

**OH, WHAT A NIGHT**

Dells (Cadet)

**By ED OCHS**

**SOUL SLICES:** In its first fiscal year ending June 1, 1969 Stax Records sold tens of millions of single records surpassing its projection of seven and a half million records a year by the label's third year of independence. Johnnie Taylor's "Who's Making Love" topped singles charts in both pop and rhythm & blues, with Ugly Willie Stone, who will appear at the Woodstock Festival Tuesday (15) before taping the "Leslie Uggams Show," plan an African safari beginning January 18... Dick Clark will produce the "James Brown Story," starring James Brown. Is he successful enough to merit a movie? Last year Brown grossed over $3,000,000 in concert dates and in his career has sold over 50,000,000 records. Willie Mitchell has been named a Hi Records vice-president. Leon Bibb has signed with RCA and will debut with the somber song from "Slave" b/w "God Bless the Child." New Marvin Gaye: "That's the Way Love Is," on Tamla.... Atco has released a new single called "Pop Popcorn Children," by Edelridge Holmes from New Orleans, Marshall Schiller and Alan Touissant produced the disk.... Jerry Ross' new r'n'b label, Colour, is making smoke with the Apollols and Vegil Henry. Chess Records is ready with a special Muddy Waters double-album, "Fathers and Sons," the feature is the Muddy-Waters classic "Sneakin' Deer." Rhythm & Blues Music Center, "Bobby Darwell on harmonica; Mercury's Buddy Miles on drums; "Duck" Dunn of Stax Records on bass; Otis Spann on piano; and Sammy Lay also on drums. None of the 16 tunes will be issued as a single, except for Otis Redding, guitarist; David Hood, bassist; Roger Hawkins, drummer; and Barry Beckett, keyboards—have grouped to open the new Muscle Shoals Sound Studios at 3614 Jackson Highway. They have already backed up Aretha Franklin, Wilson Pickett, King, and Sam & Dave, as well as Arti Mardin's "Glas Onion" album for Atlantic. Otis Redding's latest "Love Man" album is his best since "Otis Blue." The Bar-Kays will play San Francisco's Fillmore West, August 26-28. The Earth, Wind & Fire, Eddie Robinson, guitarist. Rickie Lee Jones, Butterfield guitarist, lead singer; Mike Bloomfield, guitarist; and Barry Beckett, keyboards—have grouped to open the new Muscle Shoals Sound Studios at 3614 Jackson Highway. They have already backed up Aretha Franklin, Wilson Pickett, King, and Sam & Dave, as well as Artil Mardin's "Glass Onion" album for Atlantic. Otis Redding's latest "Love Man" album is his best since "Otis Blue." The Bar-Kays will play San Francisco's Fillmore West, August 26-28. The Earth, Wind & Fire, Eddie Robinson, guitarist. Rickie Lee Jones, Butterfield guitarist, lead singer; Mike Bloomfield, guitarist; and Barry Beckett, keyboards—have grouped to open the new Music Shoals Sound Studios at 3614 Jackson Highway. 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This single is moving faster than a silver bullet. And, How!

"KEEM-O-SABE"
THE ELECTRIC INDIAN

Produced by Len Barry
Rhythm & Blues

From The Music Capitals of the World

Continued from page 35

Sept. 12. . . . Action Talents has signed Event's Buchanan Brothers, Bud's Vik Venus, Event's Hotline, Duke's Bobbie, and Metromedia's Stepeh, Crate Village. . . . Herb Bernstein will produce Steve Alaimo's next single session for Atlantic. . . . Imperial's new Classic IV have changed their name to Dennis Yost and the Classics IV. . . . John Auden has formed Toms of Fun Enterprises at 4162 Hollywood Blvd., Hollywood. The firm's activities include record promotion, publishing, management, publicity and booking. . . . Ted Daryll has produced the first RCA album of the Mind Garage. . . .

FRED KIRBY

LAS VEGAS

Ed Ames opened a five-week run at the Riviera Hotel's Ver- sailles Room, garnering standing ovations with his easy-listening hit "Son of a Travelling Man." Ames is backed by Sceoy Mitchell and the Cignares.

The Summer Jazz Festival debuted at the Tropicana Hotel with an all-star bill: Cannonball and Nat Adderley, Anita O'Day, Jack Sheldon, Joe Williams accompanied by Ellis Larkin and augmented by six brass were in continuous concert after 9 p.m. each evening. Local 369 of the AFM and the Musicians Performance Trust Fund added to the festivity by arranging a July 28 concert featuring Jimmy Galin and 26 more. The hitherto staid Sands Hotel was converted into a test tube for jazz for the Silver Circuit. Craig Humlely, 13-year-old headman for the Craig Humlely Trio, opened in the Copa Room. Humlely revealed a new yen for combining classical music with old standards -- a la David MacKay for never- before-heard groups. The group scored with the "World Pacific Record" album, "Arrival of a Young Giant," released earlier. A second album, "The Craig Humlely Trio Plays With the Big Boys," will soon hit the stands.

Peggy Lee fared far better on her opening night at the International Hotel than Barbra Streisand, particularly because she is experienced in performing in nightclubs with live audiences. She opened her stint in the International Hotel's small (500-seat) room called the "Alma's Like Being in Love," and moved on to " Didn't We." Other has included "Lean on Me" and "Why You Don't Right." A unique country happening occurred on the "Marty Robbins Show" in the Boston's Opera House, Robbins, the Columbia record star, had written, "You Gave Me a Car," and he knew he had to get it running Frankie Laine to record. Laine, David had never met Robbins, did so and ended up with a bit. The meeting occurred on the stage of the Opera House where Laine brought David down with his rendition of the Robbins song. Robbins included several of his biggest songs in his rendition of "A White Sports Coat," which went so far as to be invited to the official Nashville sound. The show also spotlighted Columbus artist, Don Winters, singer-composer, and Bobby Bishop round out the Rainbow card.
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The high-voltage success of Command's "The Minotaur" as a chart single and "Moog — The Electric Eclectics of Dick Hyman," the album from which it was taken, are only the beginning of electronic pop music. The three new LP's shown break down more music barriers with new creative software for the young electronic audience. To help you sell this pop audience, Command has prepared these multi-media tools: "electronic" browser cards, streamers, radio spots, underground and consumer ads, a special Electronic Pop Music brochure which will tell how the synthesizer works and why; an all-out field promotion and a special film for use in theatres, TV and sales presentations. Like the stereo age before it, the electronic era of pop music belongs to
THE THINGS I NOTICE NOW/TOM PAXTON

Tom Paxton's back. Beautiful.

Tom Paxton / The Things I Notice Now
EKS 74043
Also on all tape configurations by Ampex
**Commercials**

**Richard: Music Should Be Integral Part of Commercials**

By RADCLIFFE JOE

NEW YORK—Music in commercials is an integral part of the finished product, and never tacked on as an afterthought. Municipal Broadcasting, Inc., vice-president and creative supervisor of Grey Advertising, feels that music used in commercials, either as a background or jingles, should be carefully planned. "Words—pictures—if it's a television commercial—and music, must form a complete impact," he said.

Richard, with 10 years' involvement in the advertising business, feels that music, when used in commercials, either as a background or jingles, should be carefully planned. "Words—pictures—if it's a television commercial—and music, must form a complete impact," he said.

"Good music," he continued, "pales a picture, good taste, prevails, it will determine the pre-to-post-score, the most important of the elements in the commercial!"

Richard stressed that a well-scored commercial should not only sell product, but also wins friends and influences advertising agencies. "The audience of the added cost involved in producing musical commercial, advertisers would not hedge as long as the concept was right.

Although commercial broadcasting and television retained the advertising business, and is now an integral part of the industry. Richard feels that there will always be a market for music, which would have greatest impact without music. "There are some commercials which may stand alone," he said. "To add music to these would be to kill them."

For this reason, music should only be used when the concept dictates it.

Richard feels the apparent orientation toward youth of the musical commercials is incidental. "This is primarily because consumers of today are youth-oriented, and musical commercials are—must be—as close to the rest of the music industry."

He assured, however, that the impact of the musical commercial was not lost on the more mature generation. They, too, have over the years grown used to and accepted the commercial.

**Nash to Specialize In Adv. Agencies**

NEW YORK—Bob Nash Productions—a new firm specializing in musical concepts, composition, arranging and music production—has been launched here by Robert Nash, former vice-president and executive producer of Brooklyn's WABC. The new operation will offer all services to advertising agencies and their clients and Nash is already working with his first client—Foote, Cone & Belding. Nash served as music director of the New York advertising firm since August 1966. Prior to that, he worked at William Esty Co. as music director for five years. Among Nash's commercial compositions are such campaigns as Libby's, "Let's Go Home," "How Long You Make It," "The Shows the Halls," "Saloma Softens Freshness Your Taste." He has also been associated with countless rock and electronic tracks for major advertising ranging from Ballantine Beer, and Clairol Colorfast Shampoo to Contact, Fal, and Noxzema Shave Cream.

**Selling Sounds**

What's doing among the major music houses? Items should be sent to Dr. John Kenneth, 7/0 Billboard Magazine, 165 W. 46th Street, New York, N.Y. 10036.

**WEEK OF 11-15 AUGUST**

BERNIE SAVER PRODUCTIONS, Chicago—346-5952 (Bernie Saver reporting)

- All Stars "Good Hands People" for Leo Bennett. It was recorded at Universal Studios.
- Sears for J. Walter Thompson. It was recorded at Universal Studios.
- Head & Shoulders forTransaction, Aird & Kudner. It was recorded at Universal Studios.
- Grand Giant for Leo Bennett. It was recorded at Universal Studios.

**AL HAM**

AL HAM SINGERS NEW PEPSI-COLA INTERNATIONAL SPOTS

- Pepsi International, "Reach For" and "Killy." For J. Walter Thompson. Jack Morgan wrote the spots and John Scrobica produced the ad.
- AL HAM also just finished scoring a film for Pepsi International called "Pepsi Stories." Jack Morgan was the writer, and Jim Hyten was the agency producer.

**DUO-CREATIONS, INC., New York—838-4290**

- There for General Television & Electronics for Doyle, Dane & Berensohn. Harvey Greenberg was the agency producer. It was a 60-sec. spot recorded at Gotham Studios. Skip Meyers and Larry Rease were the writers for this spot.
- Completed score for Cannon Film's latest feature film, "Good Morning, Marsha." Starting on new feature, working title, "The Second Seat." This is a contemporary western, with an electronic and rock musical concept.
- Quick Pick Television Ad 16th Advertising. Sam Gubel was the agency producer. It was a 30-sec. spot estimated for TV. Meyers and Rease wrote and produced the ad.

**GRANT & MURTAUGH, New York—581-4000**

(Pat Geisinger, Administrative Assistant, reporting)

- American Airlines for Doyle, Dane & Berensohn. Peter Weiden was the producer for the agency. It was a TV spot recorded at Fine Recording.
- Bankers Trust for Doyle, Dane & Berensohn. Al Mahoney was the producer for the agency. It was a TV spot recorded at Fine Recording.

**LOU GARISTO PRODUCTIONS, New York—759-6210**

(Frank Garisto reporting)

- Filmtrain Vinesha (for children) for J. Walter Thompson; Catherine Ames was the producer. There was a 60-sec. & 30-sec. spot for TV, and they were recorded at National-Edison Hall.
- Singer Sewing Machine for J. Walter Thompson. It was recorded for the Elna Presley special. 75- & 60-sec. TV spots recorded at National Recording (750 5th Ave.). Bob LeChesnay was the producer.
- Nabisco Pop in Pizza for McCormick. Frank Broadhurst was the producer. It was a 30-sec. TV spot recorded at National Recording (750 5th Ave.).

**SIANA PRODUCTIONS, New York—582-1035**

- Kent "What a Good Time for a Kent" for P. Churchill. Anne & Bill Phillips were the producers on the commercials. It was recorded at Bell Sounds.
- Pepsi-Cola "That Beats the Others Cold" for BMDG. It was recorded at Bell Sounds.
- American Gas for J. Walter Thompson. It was recorded at Bell Sounds.
- Lever products "For Spot" for Radio & TV. Also for J. Walter Thompson. These spots were all produced by Anne Phillips who composes and does the music arrangements, and Bill Phillips is the leader & engineer for all these spots.

**ARTE FIELDS PRODUCTIONS, Detroit—(313) 873-8900**

(Jeff Parsons, Sales Manager, reporting)

- Ford Motor Corp. music for Gey Advertising for radio and TV. Singers: Jamie Sylva, Don Sheldon, Marilyn Verplank. Bob Maxwell was the announcer. It was recorded at Arte Fields Productions.
- 1979 Chevrolet for Campbell-Evans. These were presentations for radio-TV. Singers: Larry Santes, Bruce Herman, Edie Pear. Arte Fields was the writer. It was recorded at Arte Fields Productions.
- TV for Campbell-Evans. It was for radio. The singers were: Larry Santess & Dan Sheldon. It was recorded at Arte Fields Productions.

**MBA MUSIC, New York—MU 8-2847**

(Richard Simon reporting)

- One-Day Vitamin for J. Walter Thompson; Bob Dole was the producer. It was a TV spot recorded at National Studios. Arranger was Tommy Newton.

(Continued on page 50)
Progressive Rock Stations Join Up

CINCINNATI—Three of the nation’s leading progressive rock stations have teamed up to trade programming. WBNR-FM program director Frank E. Wood here reports that he is now trading an hour of its regular programming for an hour of WABX-FM in Detroit and an hour of WNYX-FM in Denver. Wood is featuring its total of two hours received in trade Sunday 2-4 p.m.

He described the trades as “an opportunity toorderByadvertising pollution” and speculated that the experiment might lead eventually to a progressive rock network.

“With such a great deal of airtime to choose from, we expect to realize a great deal of interest by advertisers who may never have considered this medium before,” Wood said. “We expect to achieve listener interest in our programming, which may lead to increased listener interest in our advertising.”

Washington, D.C. —A new format called “Mineral Sounds” is being tested in the nation’s capital.

The format, which is being tested in the nation’s capital, is being tested by an independent programmer.

The format is described as a “new generation” of radio programming that focuses on creating a unique listening experience for the listener.

The format is being tested in Washington, D.C., and the programmer is hoping to use the results of the test to develop a new programming model for other markets.

The format is being tested by a group of independent programmers who are working together to develop a new programming model that they believe will be successful.

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Clear Spirit rides the cold wind to a place where ice-ripened metal music flows beyond the sun.

On ODE Records
Produced by Lou Adler.
### Programming Aids

Programming guidelines from key, precertifying radio stations, including Best Picks, Best Leftfield Happenings, and Biggest Leftfield Happenings.

#### HOT 100

- **Albany, N. Y. (WSHA):** Luke Mann, Music Director
  - Artists: **BLFH:** Cookie Heath, Carl, Dary, Kathy, Skillett, John, Mike, TC, Tim. **BP:** Paul Roundtree, Dary, Bucky, Skip Espy, Last Fling, Bucky, CA, SK.
- **Ames, Iowa (KABK):** Michael Andrade, Music Director
  - **BP:** The Green River Commission, Creed. **GBP:** Atlantic, Columbia, E wing, Bickley, Capitol, RCA, Columbia, Viking. **RFL:** Absolute Power, Rear Window, Hard Times, Never Say Never, Time and Again.
- **Ann Arbor, Mich. (WCBY):** Matt Harkin, Music Director

#### EASY LISTENING

- **Aspen, Colo. (KGNU):** Mike Anderson, Music Director
- **Baton Rouge, La. (WNOC):** Mark Deering, Music Director

#### COLLEGE

- **Brooklyn, N. Y. (WBCF):** Lee Bass, Music Director

#### VOX Jox

- **Brooklyn, N. Y. (WBCF):** Lee Bass, Music Director
Once upon a time, Lodi was just a small town in northern California — 13 miles from Stockton and 40 miles from Sacramento — with a population of 36,000 people. Then, along came Al Wilson’s single.

Now, Lodi is finally on the map!

Produced by Johnny Rivers
**POSITIONS OPEN**

**NEEDED FOR SUMMER**
Announcer familiar with popular radio, TV or internet radio. Pay $2000/month. Variety Attractions, Inc. P.O. Box 2974, Zanesville, Ohio 43701.

**NATIONAL COUNTRY**

**TV ANNOUNCER**
Immediate opening for 1st shift morning show announcer, hoping to develop weekday program director. Must have extensive on-air and production experience. Please contact John Smith, Director of Program Development, 115 W. 46th St., New York, N.Y. 10036. 212-906-9675.

**PART-TIME FILL-IN**
Looking for someone who is experienced in morning show production to work 2:30-6:30am 3 days a week. New York. Please call 212-906-9675.

**NATIONAL COUNTRY**

**NEWSPAPER ADVERTISER**
Newspaper Position who can build a national reputation and brand the company’s product. Experience in national and local advertising preferred, but not necessary. Must be able to handle the entire sales cycle. Write: Westgate A.A. Claude Hall, Billboard.

**SOUTHERN BROADCASTER**
Southern broadcaster D.J. seeks voice with proven East Coast success. Must be music adept, with experience in small market. Talent: Randy Gallant, the Morning Show Guy, Westgate Direct. 115 W. 46th St., New York, N.Y. 10036. 212-906-9675.

**TV SALES PERSON**
Young, motivated, creative personality. 3 yr. experience, preferably in neck radio. Must be good at both sales and production. Top 40 radio station in the middle west looking to fill a sales position. Send resume to: Westgate, Billboard.

**PAID MASCOT**
Paid mascot needed to promote radio station at college football game. Resume to: Westgate, Billboard.

**PRODUCTION MANAGER**
Needed for Top 50 format, must have experience in programming, promotion, and production. Westgate Direct, 115 W. 46th St., New York, N.Y. 10036. 212-906-9675.

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“Ballad of John and Yoko” (Apple) #2531
“Give Peace a Chance” Plastic Ono Band (Apple) #1809
“True Grit” Glen Campbell #2573
“Hurt So Bad” The Lettermen #2482
“I’d Rather be an Old Man’s Sweetheart” (Than a Young Man’s Fool) Candi Staton (Fame) #1456
“Your Good Thing” (is about to end) Lou Rawls #2550
“Break Away” The Beach Boys #2530
“The Way God Planned It” Billie Preston (Apple) #1808

They Mean Business
(see the charts)

Tomorrow’s Business
“Noah” Bob Seger #2576
“Armstrong” John Stewart #2605
“Don’t It Make You Want To Go Home” Joe South #2592
“Everybody’s Talking At Me” Fred Niel #2604
morning ever, personality to that up Big
Continued

UNITED

COMMUNITY CAMPAIGNS
BUSINESS PRESS AD NO. UC-M904-69——7" x 10" (110 Screen)

54

THE UNITED WAY

38.4 million families benefit from child care, family service, youth guidance, health programs, disaster relief and services for the Armed Forces through 31,500 United Way agencies.
Rula's side of the story

I've painted up my lips and rolled and curled my tinfoil hair Billy now you think it's going to cheat on you somewhere. I don't know how much longer I can stand this silence.

Oh Billy please have some faith in me

I begged you not to go and fight that crazy Congress. God you believed me strongly in what you were fighting for and now you've got to stick out there at shadows in the grumble. Oh Billy, she's got to go to town.

I'd gladly give the world if I could make you understand. I said I do and that's still true, you'll always be my man. They robbed you of your face don't let them strip you of your pride. Oh Billy, you're still a man inside.

Don't make me leave this house with you accusing me of wrong 'cause Billy it's so hard to go and leave you here alone. You've given all you've got to give and now it's up to me. Oh Billy, that's how it's got to be.

*Oh my Billy, for God's sake trust in me.........

BILLY I'VE GOT TO GO TO TOWN
#77927
GERALDINE STEVENS

Produced by Dana-Reisdorff
Cedarwood Publishing Co., Inc.

World Pacific Records

Registered Trademark
Copyrighted material

www.americanradiohistory.com
LEE MICHAELS
THE SINGLE: (# 1095)

HEIGHTY HI

In just four weeks, over 75,000 people came out to see Lee Michaels' concert performances. And Lee's been doing that for months.

His new album, appropriately titled Lee Michaels, took only six hours and 45 minutes to record. Not because it was easy; but because Lee was ready.
**continued from page 54**
go to the secret, utilized telephone number of Ted Atkins.

Terry O'Connor has been appointed operations manager of WPNEB in Worcester, Mass. He's an air personality on the station.

* * * RECORD COMPANIES: Sp. /4 Ken MacNevin needs help. He is currently the entire staff of WMAH, a carrier-current station at the Martin Army Hospital, Ft. Benning, Ga., 31905. The hospital has no money, and no records.

The young guys here favor rock, soul, and jazz," MacNevin says. "We broadcast to about 900 patients and staff, with the large part of the patients being Vietnam veterans here recuperating from wounds. Letters to record companies have netted neither any reply nor nice price list...."

William R. James has been named vice-president and general manager of WJR and WJR-FM, Detroit; he'd been a partner in the accounting firm of Toucha, Ross, Bailey & Smart in Detroit. "Everybody's trying to get into the act...." Tony Taylor, air personality at WOR-FM in New York, has been named program director of WIP, Philadelphia, a choice position. His congratulations, Tony. Dick Carr is a good general manager to work with....

* * * Bill Bailey, air personality at WKLO in Louisville, is going into WLS, Chicago, to fill that morning slot and I hear Bailey is good.... John Rule, air personality at WIP, Philadelphia, is the latest Paul Drew casualty. Three months....

Ted R. Knightlinger has returned to KTNT as assistant to the general manager of the Tacon, Wash., station. He was chief of tourist programs for the State since 1963. .... WILN-FM, outside Toledo, will be staffed by students of International Broadcasting School in Dayton, reports school president Don R. Gingerich. Toledo classes start in October. Larry Helmer will be Toledo head instructor.

* * *

Run Martin, assistant program director and afternoon air personality at KLAC, Los Angeles, has been promoted to program director of the easy-listening station. Former program director David Crane becomes news director of the station. Dick Heatherton is the new air personality going into WFIL in Philadelphia. Program director Les Sharwood will cut the show down to three hours each so that left a slot open. Heatherton had been with WPPO in Hartford and says that any man lucky enough to get his old slot should get down on their knees and give thanks because "the WPPO management is fantastic...."

KJMC has moved into new studios in downtown Salt Lake City.... Bill Whaley, now program director of country-formatted WWOX in Mobile, is expected to be scoring well already.... Perry B. Raycroft, who's been with the Radio Advertising Representatives in New York, is going back into the fold of the Group W headquaters staff. Richard Harris, general manager of KPIX, the Group W San Francisco station, takes over as president of the RAR.... Bob Lee is leaving KIMN in Denver, Don't know where he's going, but it's to a major market station.

* * *

To WPEN in Philadelphia from WIP in Philadelphia move Allan Michael and Tom Brown, both stars. Allan Holton is robbing the nest. But don't worry too much about WIP. General manager Dick Carr has some pretty cute tricks up his sleeve (I had his clause bigged last week, Wow!... Roy Reynolds named WFTP, Albany.

* * *

Paul Major, program director of WGVE in Indianapolis, has joined the soul station at WFTC-AM as operations manager.... Don Mack writes that he couldn't resolve his contract with WGVE in Indianapolis so he could join WIFE, same city, so he drifted down to Memphis and country-formated WMQI where he's doing the 4:00 A.M. show. Rest of staff includes program director Lou Areo, Holiday Inn Record artist Charlie C. Freeman, and Art Scott. Larry Guffett does weekend duty, as does newmain Mike Day. Roger (Schadick Tripp) Lifset has been promoted to program director of WKXR in Manchester, N.H. Among the people we've visited Billboard recently are Tom Campbell of KYA, San Francisco; Frank Sweeney of WKEE, Wheeling W.Va.; Les Massay of WREO, Ashland, Ohio. I've got to tell you a Tom Campbell story. KYA general manager Howard Kester knows how to keep his staff happy and when Campbell got to his room in his New York hotel on his vacation, a fifth ofotch was there from Howard. Only problem is that Campbell don't touch the stuff. And now the thing I'm trying to figure out is did Howard know Campbell didn't drink?....

James A. Smith has joined KDKA in Pittsburgh as a management trainee in programming; he'll be music director, working under program director Bob Brown, and direct the evening talk show. He'll be on the University of Pittsburgh's WPAG. At KDRA he replaces Gil Fagla, who becomes production director....

Phil Nolan, national program director of Westinghouse Broadcasting, headquartered in New York, has been transferred to WIND to become general manager of that Chicago powerhouse.

* * *

Jeff Duke has joined WKXW, Cleveland, he'd been with WHBC, Indianapolis, and was production director. Now he'll program music selected by program director Bob Lysaght and do the 6:00-10:00 A.M. show. Program director Bob Mulligan, KERN, 3600 Fraser Road, Bakersfield, Calif., 93303, need Hot 100 and MOR elders. Jack Carr, formerly at WPON with stations like WFEH in Harrisburg, Pa., and WPAZ in Pottstown, Pa., now has his first ticket and is an engineer with WADC in New York doing an all-night date with Charlie Groes and/or Roye Yonge. Roger Brown, in Philadelphia sold more than 26,000 copies of its latest oldies album in the first two weeks it was out; it's the fourth LP of oldies issued by the station.

Sun Sherwood has been named vice-president and general manager of WAYJ-FM, stereo station in New Brighton, Minn. He'd been general manager of KDWB in Minneapolis.... I haven't any official ratings report yet, but it appears that program director Bill Worley has worked wonders with WNGE in New Orleans—and with an atopemiddle-of-the-road format, too.... Terrance Green is giving up as music director of WWCD in Washington to become the station's public relations expert.... Gary L. Forrest has been named operations director for Norman Broadcasting, which owns WTOA in Trenton, N.J., and WTWH in Princeton, N.J.; he had been operations director of WTSO in Cumberland, Md.... The line-up at WIFJ-FM in Detroit is now pretty elite. Program director Tom Coleman has three gents working for him: Marc Averey, former WJKR personalitv; Don Zee, formerly with CKLW before Paul Drew took it over; Don Akeren; Lee Akeren, who'd been program director of WWXY, and Ira Jay Cook from CHLO, St. Thomas, Ont....

John Murphy reports that he's now program director of CBAM in Hamilton, Ont., after a brief stint as deputy at easy listening-formated CHER in Toronto both stations are owned by Rogers Broadcasting. His up, that big boss is Norman Marshall, otherwise known as father of Mike (Frank Brodie) Marshall who's now at CKLW in Windsor. Marshall has his CFWR winning a few short whiles ago, along with Ken Symonds, new sports director of CJOB in Winnipeg and Randy Gordon and Rick Hamilton, with CKWW, easy listening station in Winnipeg, that is doing a lot of good... Good to hear from you, John... Thomas Clark, please contact Claude Hall at Billboards, call collect: Got a job for you.... Bill Clifford, program director of WTMG in Ottawa, has moved hisrd director of WTCM in Omaha, Neb., wants to know where Pete Porter, formerly of WWHO a couple of years ago, is now.
Every now and then the music industry releases a beautiful instrumental record, such as “Quentin’s Theme” from “Dark Shadows.” With such a strong piece of material, it follows that several artists would rush-release a vocal.

This new single by Claudine Longet is a vocal but hardly a “rush” version. We’re even too late for a cover. But Claudine and Nick De Caro felt it would take much more time to do justice to such a beautiful melody. So they gave it about three weeks.

Would you give it about three minutes?

SHADOWS OF THE NIGHT / Claudine Longet
(Quentin’s Theme)  A&M #1098
Country Music

Tennessee Ernie Named To Host CMA Awards


The program, to be televised live from the Grand Ole Opry House, will feature performances by nominees of award-winning songs, and the announcement of the "Song of the Year." An added feature will be the presentation of the "Hall of Fame" winner or winners, if any.

Ford's acceptance of the master of ceremonies role was announced jointly by Jack Stapp, president of Tree International; Irving Waugh, president of WSM, Inc., and Bill Williams, president of the Country Music Association.

The negotiations were arranged through various parties, including Cohen T. Williams, president of Martha White Mills. Stapp and Waugh were instrumental in the outcome.

The show again will be handled by York Productions, through the J. Walter Thompson agency.

Last year's presentations, in a show pre-taped, were dominated by the 1961 winners Johnny Cash, Jeannie C. Riley and Bobby Russell.

Stapp and Waugh, in cooperation with Hal Cook (East Coast) and Randy Wood (West Coast), are now in the process of lining up presenters for the award show. Presenters will have been institutionalized.

It was they who triggered Perkin's thoughts through the special day last February, after a few hundred dollars left over from that event was turned over to Youth Town.

Convinced that the August event will be a success, constructed new suits, properties already has begun.

Perkins pointed out that the september TN, and once again played the town of 12,000.

The stands were filled, and people climbed to the roof of a nearby schoolhouse and out on stands that were being built up on the grandstand. He feels the three-ballroom event this month may be seen in as many as 100,000 people.

Cash Show Assists Children's Benefit

LEXINGTON, Tenn. — The entire Johnny Cash show will join forces with a U. S. Government's Cup boat race and a beauty pageant in order to provide facilities for a sort of "halfway house" for young children who have been institutionalized.

With the drive spearheaded by Carl Perkins, Columbia artist who is part of the Cash show, and Marshall Grant, a 14-member of the Tennessee Three, the spectacular affair will take place August 23-24.

This year's stop may be a culmination of "Carl Perkins Day" at nearby Jackson last February. At that time the former sharecropper was honored by his home town, and vowed at the time to do something for young boys at Youth Town, a struggling organization seeking to help the boys rehabilitate and prepare to return to their homes.

"I only had to mention it to Johnny Cash," Perkins said, and he immediately volunteered his entire show, offering to pay whatever expenses were involved out of his pocket.

Grant, whose home is in Memphis, dreamed up the idea of the race as a way of speeding up and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other conflicting races for that time and set up the Governor's Cup Race. Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees.

The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town. It was they who triggered Perkin's thoughts through the special day last February, and they have been institutionalized.

Hold your own cup at another song — a distinguished music personalities who will hand out the awards to the winners.

Ford, a native of East Tennessee, was a national television personality as early as 1955 when he recorded the Merle Travis coal mine song, "Sixteen Tons."

In April of this year, Ford presented to the CMA the idea of that song to the Country Music Hall of Fame and Museum.

Massey Forms New Disk Line

DALLAS — Bob Massey, president of Massey Enterprises here, has formed a new label, Blackbird Records. It bows on Sept. 1.

The first artist on the label will be Kay Fousa of Beverly, Ohio, recently named "foremost female country singer in Ohio" in a talent contest at Columbus sponsored by the Ohio Country Music Association.

Miss Fousa was flown to Dallas to sign with the label, and to cut her session under the direction of independent producer Charlie Wright.

"Happy Birthday, Miss B" signed to a country contract by ABC, is managed by veteran Charlie Lamb and produced by Paul Cohen. A native of Louisville, Miss B cut her first session at the Woodland Sound Studios in Nashville.

Cash show aids children benefit

Paramount Records introduced its new Nashville-based country promotion staff, headed by Paul Kornblum.

A highlight of the first month was the release of "Cherry Bomb Baby," which was written by J.D. Crowe for the Country Music Hall of Fame and Museum.

Waugh Sets Record Right on Negatives

NASHVILLE — The following statement was issued by Irving Waugh, president of WSM, Inc., in regard to an article which appeared in Billboard, Aug. 2, 1969:

"I appreciate your thoughtful calling and reading me your story on Al Gannaway. As I mentioned, your quote from me is inaccurate and I am sure such a deviation resulted from our phone conversation and was certainly unintentional."

I believe that I said that the negatives controlled by Gannaway (I was referring to the films produced in Nashville titled "Stars of the Grand Ole Opry" and "The Country Show" with the right to use the titles "Grand Ole Opry" expiring in the late '50s, were produced under a contract between WSM and Flamingo Films. I commented that that contract had expired.

Stay Campbell Suit vs. Starday

NASHVILLE—Starday Records has lost its bid to dissolve an injunction which prohibits it from selling Glen Campbell's records.

Chancery Court ruled, however, that Campbell, Capitol artist, must post a $50,000 bond pending trial.

Campbell had sued the firm for $700,000 in damages, claiming that it acquired demonstration tapes made before he was an accomplished singing star and sold them to produce three albums without his consent.

The injunction, issued June 5, remains in effect. Trial date has not yet been set.

Moon Songs

NASHVILLE — NBC discovered last week that two of this city's better known publishers had come up with five "moon" songs within hours after the landing of the astronauts on the moon.

It sent a news camera crew, headed by Joe Angotti, to catch this followup activity on the camera.

At Free Publishing Co., George Clinton, Bobby Braddock and Cletus Haggard did their numbers for the camera, to Clinton's Prayer to Icarus, Braddock's "The Moon Will Never Be the Same Again," and "Moon Wine," co-written by Haggard and Tom Hartman, all were filmed. The Braddock tune appeared on the Huntley-Brinkley show on Monday (23) night.

At Moss-Rose, "Big Ole Moon Baby Me" by Hank Mills was shot, as was "Honky Tonk on the Moon," by David Wilkins.

Monteene Carpenter boards a jetliner to deliver personally a copy of Glen Branding's new Decca release, "But You Know I Love You," to a "forgotten" New Orleans disk jockey. Bidding her farewell are Hubert Long and Anderson.

Shirley B, signed to a country contract by ABC, is managed by veteran Charlie Lamb and produced by Paul Cohen, a native of Louisville, Miss B cut her first session at the Woodland Sound Studios in Nashville.
BUCK OWENS is THE TALL DARK STRANGER

Buck Owens and His Buckaroos

#5570 Produced by Ken Nelson
Johnny Cash and June Carter are expecting the arrival of a baby, prior to the end of the year. Cash says that if it's a boy it will not be named Sue. . . . Officials at Med- ford, Wis., the "Rock Capitol of the World," announce plans with Acuff-Rose Artists Corp. here to book the first country package at their international Mini Festival in October. Headliners will be Tex Ritter, Sty Phillips, Roy Acuff Jr. and Leona Williams. . . . Bass player Bill Humble, arising for an early morning TV show, discovered his car missing. Borrowing a neighbor's car, he drove toward work only to spot someone driving his own car. He chased it for several blocks, finally having to stop both cars to stop it. That's when he found his paper boy had taken it, using it to deliver the route. . . . Laura Jean Voss, the nine-year-old from Florida, came in for another session with Johnny Cash at K-AIR. Her new single will be "The Boy Next Door" and "Don't Knock It." Leroy Van Dyke, who continues to open doors, now is set to headline the Canadian National Exhibition Oct. 28 in Toronto. The Kapp recording artist who is currently at Harrah's Club, Lake Tahoe, will appear with Jeanette C. Riley. The announcement was made by Gene Nash. . . . At Orlando, Fla., the J. S. Rodeo set a new 15-year-old attendance record with a show headlined by Ernest Ashworth. The show was promoted by Lee (Hoss) Moss of WFTV, Kissimmee, Fla. . . . Houston Cargill, Monument artist, had to take the circuitous route from here to Cincinnati. Finishing a session, he had to fly through Chicago to get a plane to the destination, made the flight and discovered that Cincinnati was fogged in. The plane went on to Knoxville. From there he flew to Atlanta, since there were no more flights to Cincinnati from Knoxville. Early in the morning he departed Atlanta, landed at 8:30, and made it to his 9:00 a.m. taping. The bug- gage is still missing. . . . Billy Grammer has signed a contract with Step Records, and an immediate release is planned, produced by Frank Colomb. The side was given by WENO Radio for its "Discovery 1969 Contest" winner, Frank Bohnett. He has his first release out on the Confederate label. One side is "If You Ain't Lovin' You Ain't Livin'" and the other is "I'll Rather Loan You Out Than Let You Go." . . . Jerry Gerhart of DABH, Midland, Tex., reports that the station has just gone all country, and he needs help from distributors. The station also plans now to bring artists into the Permian Basin of Texas, specifically the Midland Odessa-Wig Springs area.

Nashville Scene

By BILL WILLIAMS

The station featuring Don Randi, Joe Duncan and Mike Barker, calls itself "Top 40 Country Music." . . . KERO, Burbank, featured the new Columbia album "Johnny Cash at San Quentin" in a special tribute to Cash yesterday. Featured on the show was the entire album. Comments about the artist and his influence on country music were reviewed by some of the close associates of Cash during the show special. . . . Carl Perkins has just done three more sessions, and in fact reaching the pinnacle he held several years ago . . . . Newest employee of the Country Music Hall of Fame and Museum is David Howard, son of Jan Howard. . . . While in South Africa for seven weeks, Stu Phillips recorded an entire LP in the Afri- kans language. The only familiar tune in the set was "Beverly's Brown Eyes." . . . Tree writer Red Lane went into the studio with Ronnie Light producing his first recording session for RCA. He will record his own songs. Presently he has songs in the charts recorded by Randy Thompson, Wanda Jack- son, Jack Rone, Buddy Killen and Bonnie Guitar . . . Loren Moss had troubles akin to those of Hes- son Cargill. Flying from Nashville

(Continued on page 64)
Passkey Music had a #1 song...

George Jones did a #1 performance...

and we have a #1 record coming up.

Country Music

Nashville Scene

Continued from page 62

to Salt Lake City, the plane de-
veloped engine trouble and came
back, so the mixed connections,
finally arriving 30 minutes late
for the show and sans luggage. It
came up with her the next day,
however. Meanwhile, David Griswold
visited Houston in a dual role. He
talked business with Paramount
Pictures President Charles Co.
representatives Nobby Gifford and
Bill Hillard, and helped Peggy Little
finalize plans for her perma-
nent move to Nashville. Colum-
bia's Lois Johnson has signed an
exclusive contract with Key
Talent Inc. She's a native of East
Tennessee. . . . Decca's Bill An-
derson, Jan Howard and the Po
Boys lead the Seventh Interna-
tional Rodeo Festival at Fulton,
Ky., one of the big events of the
region. . . . The Country Broth-
er, Bill and Fran, have been present-
a certification of appreciation award
for their work in entertaining U. S.
Marine patients at a recent ap-
parence at the Oak Knoll U. S.
Naval Hospital in San Francisco.
. . . Roy Drusky, the 24-year-old
Tennessee, opened at the 50 Club
for two weeks in late July, owner
Paul D'Amata said Drusky packed
the place every night. . . . Miss Jan
Hartley, Illinois cornettier, is set
for six days at the Illinois State
Fair, which has just opened the first
act of the "Eddy Arnold Show" . . . .
Ronnie McDavis and the Cajun
Stars worked the Rodeo of the Ozarks
25th anniversary with 13-year-old
Randy Hansen playing lead guitar.
Since then Bobby has added 17-
year-old Charley Rose, and moved
Randy to bass. Roy Horton of the
Peer-Southern organization, who
teammates two Larry Baudette turns "Ex-
actly How I feel" and "Before I
Lose My Mind," released as a new
Hillside Records single. . . .

Sets Record Right

Continued from page 60

been violated by those persons
controlling the negatives the past
time or 10 years, and that
such a violation caused a loss of
to the Nashville talent-
community.

"I did not say that Gannoway
had violated the contract for the
period of time mentioned in your
article for I don't know the ex-
cact number of years Gannoway
has participated in the owner-
ship of the negatives. Gannoway
has been a party to the
contract violation for some time
and, as a result, money that
would have been paid to aristo-
musicians in Nashville has been
lost."

Follow the Author

Just Address

The Springfield News

"Sleeper of the Year"

Burdette

Billboard SPECIAL SURVEY
For the Week Ending 8/7/69

AUGUST 9, 1969, BILLBOARD

Copyrighted material
Congratulations to our distributors in Canada.
Richie Johnson has several new singles available. They include Fonzo Young, Gene Crawford, Connie C. Riley, Jim & Jerry, Eddy Arnold, Jackie Burns and several others. Skater Davis, who became ill in Illinois, has lost considerable weight. Her new MGR Record was written by Leslie Miller, who is now frequently in Sacramento. Erika, Linda L. Lanier, who has moved to the Motelier Agency, played three of her dates with Waylon Jennings as a starter, and will play the Kentucky State Fair with Nat Stacker.

Robby Lee Attractions has added three top acts: The Nashville Brass, The Bad Guys, the Rum Band and Howard Vekas—His Country Boys have left the Nashville scene and will be playing club dates around Pensylvania. They will also play the New "Grizzly Hotel" in Kansas City. A booking in top name country acts from around the nation is planned. Leonard Ashley, Margie Sheples Details, and Steelie Kiphers will participate in the annual Golden Days celebration in Fairbanks, Alaska. Jim Halsey has moved his base of operations to the West Coast. He's now at 6922 Hollywood Boulevard in Hollywood. Tiny Harris has concluded his four-week-full month tour of Vietnam. Now they have called him back, and will return to the Far East in October. The 4th International Seminar sponsored by WSM and the Country Music Association has been set for the 4th birthday celebration of the "Opry" in Nashville, conducted by CMA: Dick Broderick and coordinated by Emily Bradford. Ohio artist Allen Warchall will record at RCA studios here.
Know the combination to the Vault!

ROCK: 125
BLUES: 128-129
JAZZ: 9009
POP: 126-127

ASHES featuring Pat Taylor
Vault LP #8725
The timely self-righteous sound, produced by ‘Salvation’s Child Prod.

WALDO DE LOS RIOS AND HIS POP-SYMPHONY ORCHESTRA
PLAY THE INTERNATIONAL HITS.
Vault LP #126
Beautiful and fantastic sounding musical arrangements
Produced by: Ruben Medina

GEORGE BRUNS AND THE HAWAIIAN STRINGS
Wallop LP #977
Moonlight Time in Old Hawaii
The KO Forest orchestra playing Hawaiian favorites—Sweet Loretta, Blue Hawaii. Produced by: George Bruns.

CHAMBERS BROTHERS
Feeling the Blues—Vault LP #428
The latest Blues-Rock sound from this exciting group
Produced by: LIRCa Young

“LIGHTNING” HOPKINS
California Midnight (and Entourage)
Vault LP #929 Great Blues of ‘our’ time from the Master
Produced by: Bruce Bromberg

HAMPTON HAWES PLAYS MOVIE MUSICALS
Vault LP #9009
Hampt’s jazzy, with the Blue Strings, plays the best from Oliver, Finian’s Rainbow and Funny Girl
Produced by: NaMadel’s Drum Prod.

Also Available on

AMPEX STEREO TAPES
Canadics, Cassettes and open reels.

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Jack Lewerke, Pres.
2525 W. 9th St., Los Angeles, Calif. 90006

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AMPEX NATIONAL TAPE CORPORATION
Canadics, Cassettes and open reels.

Also Available on
we've broken a record. again. again. again.

We'll help you break records in your market. Take out a personal subscription to Billboard, today!

Billboard, I'm ready to break records.

- 1 year $25 (52 issues)
- 2 years $40 (104 issues)
- 3 years $50 (156 issues)

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CITY

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NATURE OF BUSINESS

Billboard
2160 Patterson Street, Cincinnati, Ohio 45214

Again. Billboard is the leading paper of the international music-record industry. Paid circulation now totals 30,244, breaking last year's record for the same 3 months period by 1.857.

It figures.

When you're first to give members of the industry exclusive editorials and features, first-hand reports (and scoops), insights into trends—and foresights, authoritative charts, and analyses...when you're first to help members of the industry break records of their own,

then they help you break records, too!

*Publisher's estimate—average per issue for first three months of 1969
QUALITY COUNTS

Gospel Music

QUALITY COUNTS

the fastest growing record pressing plant in the country

QUALITY GUARANTEES

PACKAGED IN...plastics of protection all sides on end

MASTERING

- Standard Vector Barriers

PLAYING

- Most High Speed Spinning Method

PRESSING

- Per Long’s “T” and “L”

LETTER...Unique lettering in each record sleeve.

CUSTOM JAYS

- Complete Art, Typesetting, Negative, John

FAMILY

- Quality, Sizes, Stock

STOCK JAYS

- Largest supply of Commercial Wax Jars in the Country

We do not have a label or recording studio, therefore all of our papers are for use.

Note for Information, Prices and Literature

QUEEN CITY ALBUM INC.

1312 SPRING GROVE AVE. CINCINNATI, OHIO 45235

Gospel Music

Billboard has THE CHARTS

It's been a great

HEART WARMING

summer

Special

Albums...

Coming

August 15th

National Quartet Convention
To Meet in Memphis Oct. 8-12

MEMPHIS—The 12th an-

nual National Quartet Conven-

tion, organized and operated by

the Blackwood Brothers, will be

held this year Oct. 8-12 at Ellis

Auditorium here.

Wednesday (8), Thursday and

Friday evenings are devoted to

in-person performances by pro-

fessional quartets in demand by

the general public. Saturday

morning is the time for the

hoppy and non-professionals to

partake in the annual talent

contests. On Saturday afternoon

the semi-professionals are fea-

tured, and Saturday evening is

the evening highlight of the

year, the Annual Parade of

Quartets. This program features

up to 75 professional singing

groups. Sunday morning is de-

voted to an interdenominational

worship service as the auditori-

um is transformed into a sanc-

tuary. The Rev. Hovie Lister

will speak. Sunday afternoon

conclusion. During the daytime

hours, there are meetings, ban-

quets, fan club gatherings, award

presentations, a general member-

ship meeting and election of

officers in the Gospel Music Asso-

ciation. A golf tournament is

held each year for both perform-

ers and the general public.

Chuck Wagon Gang Joins
Jimmie Davis 11-Day Tour

NASHVILLE—The original
Chuck Wagon Gang, coming
out of a short-lived retirement,
will join Jimmie Davis and the
Downings in an 11-day tour
during the month of August.
It will begin in Sheffield, Ala.,
Aug. 7, ending in Martinsville,
Va., on Aug. 17.

The Chuck Wagon Gang will
consist of Ross, Anna, Roy
and Jen, all members of the old
Carter Family of Gospel, who
became the Chuck Wagon Gang
when they joined Columbia
Records some three decades ago.
They will be accompanied by
Greg Gordons, son of Anna and
the late Howard Gordon, who
was guitarist for the Gang. This
will be the first appearance of
the group since early Novem-
ber, 1968, when they "retired"
from the touring circuit.

During the Gang's 32 years
with Columbia Records they
have sold more recordings than
any other gospel group, both in
this country and abroad. They
have maintained the original
sound down through the years,
and will be singing some of their
hundreds of old favorites.

Davis, twice Governor of
Louisiana, also is a gospel mu-

sic lover. He, too, has been

performing and writing for 30
years. His first Deces record-

ing was a song he wrote, "No-

body's Darling But Mine." He

is a member of the Country
Music Hall of Fame. He also

has served in the past as presi-

dent of the Gospel Music Asso-

ciation.

Davis and Anna Gordon of
the Chuck Wagon Gang recently
married and now make
their home in Baton Rouge.

The Downings in recent
tours consist of Paul Downing,
Ann Sanders Downing, Greg Gor-

don, Sue Cantwell and Dickey
Matthews. This is an unusually
young gospel group.

All arrangements for this tour
were handled through the Don
Light Talent Agency.

Benson Forms
New Book Arm

NASHVILLE—John T. Ben-

son Publishing Co., the Nash-

ville-based group and sacred

music publisher, has formed a

new book publishing division,

Impact Books.

The Benson firm, in business
since 1992, is parent company
of Heartwarming and Impact
Records, one of the largest in

the gospel field.

The new division will be head-

ed by John T. Benson III,

who is grandson of the founder
and is vice-president of the

Benson company.

The new company's first pub-

lications were introduced yest-

day (27) at the Christian

Bookseller's Convention in Cin-

cinnati. The fifth release in-
cludes "The Seal of Me," a 64-

page collection of poems and

song lyrics written by Dottie
Rambo, one of America's out-

standing gospel songwriters

and artists, and illustrated with

pen and ink sketches by Dave
Pfist-

ner. Another is "Laughter in the

Walks," a collection of

inspirational free verse essays

about the joys and trials of life,

written by Bob Benson, an

official of the Gospel Music

Association.

Annual Stamps Session
Sets 2-Disk Coverage

WAXAHACHIE, Tex.—The
45th annual Stamps Conserva-
tory of Music session was held
here June 8 through 28 at the
Southwestern Assembly of God
College here, with students from
41 States and several Provinces
of Canada represented.

The conservatory-school, di-
rected by J. D. Summer, pre-

sented the Stamps Quartet and

the Blackwood Brothers Qua-

tet in a special program for the
gospel music students. instruc-
tors included Summer, James
Blackwood, Bob McCollum,
Dottie Summer, Tony Brown,
Duke Dumas, Gary McSpadden,
Henry Slaughter, Herschel Le-

ter, Roy Davis, London Parrin,
Nellie Baker, Nell Williams,
C. C. Stafford, Dorothy Yar-

n.

The 1970 Conservatory ses-

sion is scheduled to open June
15.

There's a

World of

Country

Music!

IT'S ALL IN

Billboard
"...But don't you know he saw it on a July afternoon—saw a man named Armstrong walk upon the moon."

John Stewart

"ARMSTRONG"

single #2605 Produced by Chip Douglas
**Classical LP's**

**Best Selling Classical**

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**Classical Notes**

**New Strauss Album By Bernstein Ready**

LOS ANGELES—Seven Masterworks of Richard Strauss, including a Johann Strauss set with Leonore and Bernstein and the New York Philharmonic, and five Odyssey albums, three in monaural only, were introduced at the Columbia convention at the Century Plaza Hotel here last week. In addition, a 12 volume Strauss LP, which contains five of that composer's most popular and best loved works, is being marketed in the United States. Bernstein has a sympatico coupling of Mendelssohn and Schubert. George Selle and the Cleveland Orchestra have a Wagner program, and a new orchestral suite by George Antheil. Also presented was an only live recording of Brahms' orchestra music by the New Philharmonia, and by the Cincinnati Symphony.

**Wuorinen Electronic Work Latest in Nonesuch Series**

NEW YORK—Nonesuch Records is issuing the latest in a series of commissioned contemporary works into circulation. To date, the three Wuorinen's "Time's Encomium" for orchestra, and "The King of the Kickers," and "The Four Lutheran Masses of Bach in a three-LP package with soprano Elisabeth Speiser, alto Hildegard Ruetgers and Ingeborg Siegfried, tenor Kurt Elliquid and John Kendersten, tenor Gerhard Flachtholtz, basses Jakob Stanzlpli and Erich Brauning, is the first in a series of three recordings featuring Maria Slevin with Robert Vyon-Roccaio in piano and harpsichord.

**Austrian Symphony cancels Season**

AUSTIN, Tex.—The Austin Symphony Society, which celebrated its 1969-1970 concert season and will replace it with a series of guest performances by other orchestras, including the San Antonio Symphony, which will replace it with a series of guest performances by other orchestras, including the San Antonio Symphony. The cancellation of the season was announced by the orchestra's business manager, who cited financial problems.

Although he did not announce the cancellation, the orchestra's business manager said it was made because of financial problems.
The Bluebook

Valuation of Used & Reconditioned Coin Machines
Aug. 9, 1969

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are units for application to any specific buyer-seller situation.

**Jukeboxes**

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**Coin Machine World**

**Minn. Firm Boasts 'New' Programmer**

By RON SCHLACHTER

AUSTIN, Minn.—A woman's touch is being put to effective use here by Star Music and Vending Co. Approximately three years ago, Mrs. Judy Hatli came to work for the company as a recommissioning jockeybox programmer and route man. While female programmers have been coming into the field, Mrs. Hatli has the added distinction of being able to make the jockeybox operate as well as knowing what records should be played on it.

"I hired Judy because I thought a woman would do a better job," explained Gene Cleenon, Star president. "We were short a mechanic and I simply felt that a woman would do a better job cleaning the machines. Of course, the difference in pay is also a factor to consider.

"Mrs. Hatli has a great personality and is really a good will ambassador for us. She brings back information that a location won't tell a man. Reaction has been very good. Judy and I look forward to her visits. As for bars, she visits them early in the mornings before they open. She's been a good asset.

"Our men won't take the time to catalog and read meters. But Judy will take the time. For example, she will take requests and spend a good amount of time trying to fill them. We have nine mechanics plus Judy and she has really been a man asset."

(Ed. note: Mrs. Hatli is included in this week's "What's Playing?" feature.) As for repair work, Cleenon said: "When she started, Judy didn't think she'd be able to master changing the records and taking the meter readings. Now she carries her own light bulbs and screwdriver and we have her doing minor repairs."

(Continued on page 27)

**New Leisure Group to Buy World Wide and Other Firms**

By EARL PAGE

CHICAGO—The directors of Pictorial Paper Packaging Corp., being formed into a leisure and recreation group, have approved the acquisition of World Wide Distributors here, two sporting goods distributors, and a firm that manufactures speakers and audio equipment. Pictorial board chairman A. R. McPherson, said last week that World Wide, a distributor of Seeburg and other lines, will be acquired for an undisclosed sum of cash and that its present management will remain with the same, along with that of Pictorial, based locally, plans to expand its distribution of interconnected equipment.

(Continued on page 88)

**More Subsidies? Music Operators Weighing Loss of TV Cigarette Ads**

By BRUCE CORY

CHICAGO—Jukebox operators, many of whom are also cigarette manufacturers, may find tobacco manufacturers eager to furnish point-of-sale advertising displays for public locations and equally eager to increase brand placement subsidies as a result of the gradual phase-out of cigarette advertising on television. In a survey last week of 12 operators, many speculated on the possibility of more point of sale promotion and placement subsidies, with the hope that the decline in TV advertising would mean enough to offset any changes in other media.

(Continued on page 77)

**Billiard Table Makers Prepare for '69 MOA**

By BRUCE CORY

Most of the manufacturers of pool accessories and coin-operated billiard tables polled last week indicated they will be showing new or modified equipment at the Music Operators of America (MOA) convention here Sept. 5-7, at the Sherman House Hotel.

(Continued on page 75)

**The Bluebook**

Valuation of Used & Reconditioned Coin Machines
Aug. 9, 1969

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are units for application to any specific buyer-seller situation.

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(Continued on page 77)
What’s Playing?

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

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

Current releases:
1. "What’s Wrong With You?" - Hank Williams Jr., MGM-1407
2. "One More Time" - Brenda Lee, Decou-34927
3. "Just Edna" - Buck Owens, Capitol-2481

Release date: 13-Dec-73

Baton Rouge, La., Location: Kid-Restaurant

Current releases:
1. "In the Year 2525" - Zager & Evans, RCA-A-4014
2. "Sweet Caroline" - Neil Diamond, Uni-55138
3. "Springfield Wheel" - Blood, Sweat & Tears, Columbia-31655

Release date: 13-Dec-73

Fremont, Neb., Location: Adult (Over 30)-Lounge

Current releases:
1. "A Boy Named Sue" - Johnny Cash, Columbia-49494
2. "Don’t Stop Loving You" - Ray Charles
3. "My Girl" - The Temptations

Release date: 13-Dec-73

Gulfport, Miss., Location: Adult (Over 30)-Restaurant

Current releases:
1. "I’ll Shout My World" - George Jones, MCA-1991
2. "Lincoln Park Inn" - Bobby Bare, RCA-A-41267
3. "Precious Memories" - Foran Young, Mercury-57289

Release date: 13-Dec-73

Knox, Ind., Location: C&W-Tavern

Current releases:
1. "The Devil’s in the Details" - Buck Owens
2. "That’s What I Like About You" - Loretta Lynn, Columbia-31203
3. "I Love the Sound of Sirens" - Joe Dassin

Release date: 13-Dec-73

Peoria, Ill., Location: R&B-Tavern

Current releases:
1. "What’s Wrong With You?" - Hank Williams Jr., MGM-1407
2. "One More Time" - Brenda Lee, Decou-34927
3. "Just Edna" - Buck Owens, Capitol-2481

Release date: 13-Dec-73

Bally

FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

TOMMY LIFT GATE

IMMEDIATE DELIVERY

This item is a must to increase your machines.

DESIGNED FOR:
- Bartling Companies
- Amusement Companies
- Carnival Service
- Appliance Stores
- TV Companies
- Other Companies
- Your Company

ELECTRIC HYDRAULIC POWER UNIT, RUNS ONLY WHEN EATING. BOTH CONTROLS LEVER TO OPERATE. A MODEL TO FIT EVERY ZIPPO TRUCK OR UTILITY BOX. BUILT IN HYDRAULIC VALVE PREVENTS OVERLOADING, COVERS UP TO 1,000 LBS. No cutting or welding required to install this hydraulic Lift Gate. Service Man can install new.

$990.00

Includes Federal Sales Tax

Available at your Distributor or Coin Operated Machine Distributor, or contact WOODRINE INC., PO. Box 681, New London, Conn.

TOMMY GATE Distributor

AUGUST 9, 1969, BILLBOARD

Billboard has the... "IN" side story on Coin Machines"
Billiard Table Makers Prepare for '69 MOA

- Continued from page 73

inch table in a location for a few years, what else can you sell somebody but a larger table?" The new models will remain

coin adaptable and retain aluminum runway systems and have however, to discuss the improvements in advance of the opening of the show.

Irving Kaye Co., Brooklyn, N. Y., will display a modified model of its six-month-old Apollo line of pool tables, according to Howard Kaye. (We inspired NASA to use the Apollo name, not the other way around.) The new Apollo will stand on aluminum alloy legs, which will make the table "virtually indestructible," said Kaye. "The new legs will prevent the unit from being ruined by tavern customers who think they can test their strength on the pool table after a few drinks," he explained.

The new model will also boast a "tamper-proof" meter inside a new all-metal cash box. "The operator will have to remove the cash box to get to the meter," Kaye said. "Nobody else will be able to reach it."

While Kaye's 92-inch Apollo

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On the Street

By RON SCHLACHTER

Bucky Buchanan is hard at work at Ransisco even though his employees are on vacation, Buchanan, who has become a weekend golfer, predicts hit status for a new single called "The Time of the Year" by Tomorrow's People. The release is on the Bomber label and was written and performed by the Baltimore-based duo of Brian and Dave, who are professionally known as Tomorrow's People.

Meanwhile, Buchanan reports that the "Little LP business is falling off some because the manufacturers don't want to produce them." . . . Nutting Industries, Ltd. has some exciting things on the drawing board and might have a surprise at the MOA show, according to Gene Wagner. Aside from nuts, Wagner will be personally introducing to the show a new game which is manufactured in a London-based company.

Executive vice-president Ed Bixby is back at Rock-Ola headquarters in Chicago after a trip to Japan and Hawaii. His itinerary included a visit to Seneg headquarters in Tokyo. . . . Hastings Distributing in Milwaukee has added an endmaker line to its other distributable and is receiving a good response, according to Jack Hastings. The board of directors of the Milwaukee Coin Machine Association will meet Tuesday (5) at the Chart in West Allis. Among board members expected to attend is Sam Hastings.

Don McDonald of McDonald Merchandising, Co., Ottawa, III., has called to the attention of the Music Operators of America (MOA) the difficulties caused by the irregularity of 45 r.p.m. record pressings. "We find that records vary greatly in thickness, outside diameter, location of starting groove and canister groove," McDonald said. "If we adjust a phonograph to play all of a long record before cancelling, we find some short records do not have canisters close enough to the center of the record to trip the cancel. Conversely, a phonograph adjusted to cancel the short record will cancel before the long record has finished playing. By very careful adjustment of the phonograph, we are able to accommodate most records, but feel that standardization of records would eliminate the problem completely," McDonald said.

(Continued on page 77)

Harry Jacobs Dead at Age 52

- Continued from page 72

Earlier this year (March 15, 1969) Harry Jacobs announced promotions for his son, Paul, and son-in-law, Russ Townsend. Both were named vice-presidents and given major responsibilities in the family-owned firm, Paul Jacobs took charge of sales and marketing, and Russ Townsend was named general manager.

Harry Jacobs' death came while he was on the road calling on jukebox operating firms in the Fox River Valley area. His body was found in an Appleton, Wis., motel after an apparent heart attack.

Survivors include his widow, LaVerner, son, Paul, and a daughter, Mrs. Russ Townsend.

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New Vender Dispenses Objets d’Art

BY BRUCE CORY

A 38-year-old Chicago-based artist, who looks on bulk vending as a medium for aesthetic expression, is filling the 25-cent capsules with “personalized, individualized” works of art—and finding it profitable.

The artist is Thomas C. Strobel, the manager and sole stockholder in the fictitious “King Kulture Capsule Co.” His plants, sales department and offices are located in a large and private home for women at 535 W. Lake St. One of his latest models, the “Two-high,” (Kap- tain Kulture’s Kumunicator) is now on display at the 22nd annual Illinois Invitational Art exhibit at the State Museum, Springfield, through Sept. 7, depicting corn kernels, earthworms, magazine clippings, instructing on how to make a corn cob pipe and quotations from the Bible and Ralph Waldo Emerson.

Strobel, who lives in suburban Barrington Hills, has enjoyed success as an illustrator for Playboy Magazine, a designer of advertising materials and cover art for record companies, a designer of Luminous Ceiling, Inc., and the owner of a large auto-dealer for Meyerco Record Co., Carol Stream, from which he estimates that the Kumunicator has grossed some $250 in its first two weeks on display. “The machine was out of operation for several days during that period,” he adds. “A thief left a stick bomb beside him while he was stealing an antique clock in the museum, and when guards found one of my capsules near the place where the bomb went off, they falsely accused me of dispensing stick bombs and unplugged my machine. I went down there and got things straightened out. You have to learn how to fool the police to make a pretty conservatory area, too, and it's going to take some time for them to get used to the Kumunicator.”

King Kulture’s greatest success to date was during a recent exhibit for the Chicago’s Museum of Contemporary Art. “I realized $1,400 in the first week with the Tel,” he said. “I’m confident that another, similar machine at another location will bring him something in the neighborhood of $1,000 during the Cold Gold Art Fair, Aug. 15-17.

“The vending industry now seems aimed at the older kids,” Strobel said. “I think items like my capsules have removed to give the Kumunicator from 15 to 50. If a bulk vending machine has an item on hand, it would be an ideal solution for man-producing culture museums and help work with them. Someone could really make a profit with profits in locations like college campuses, teenagers-hospitals and drugstores.

“Right now, I don’t know how I would approach the manufacturer of a machine that I don’t have. I’m afraid that would look like me. I don’t think the industry can and should evolve a larger, more serious culture and hipster market.”

Strobel recently rented one of his machines for a downtown location in nearby Franklin Park. “The machine, which rented for $150, vending machine does help in aiding the carrying of the messages we gave 5 percent interest on savings. As a bond, he provided the quarters to customers for the $5.00, Saturday and Sunday display.” Strobel suggested that his machines could be used either at conventions and exhibitions. “The capsules could have cards saying ‘write for so and so’ or could carry information, propaganda and opinions,” Strobel said he buys the capsules and some of his equipment from a Chicago-based company that makes Kumunicator.

The Kumunicator on display in Springfield cost $300 to assemble. He concluded that the independent small business man is limited in many ways. It’s tough to be independent these days. A ten-cent red, white and blue plastic capsule that was inserted into an over a vending machine and the top of the vendor removed, Strobel said that the Kumunicator is a capacity of nearly 2,000 capsules. “Two rabbit ears ‘rap’ electrodes at the top of the shaft transmit 10,000 volts of electricity and a constant popping sound,” he said. A bell inside the machine is hooked up with the electrical current and goes off intermittently. The rappers are high enough so nobody can reach them and get hurt.

Arrow-shaped mirrors in the slot, allowing the modern Orient, looked at himself while he is using the machine. Two transistor radios in the machine are tuned to different radio stations. “Two rabbit ears ‘rap’ electrodes at the top of the shaft transmit 10,000 volts of electricity and a constant popping sound,” he said. A bell inside the machine is hooked up with the electrical current and goes off intermittently. The rappers are high enough so nobody can reach them and get hurt.

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Rising Cigarette Taxes Force Hike in Pricing

*Continued from page 73*

said the TV suspension would have no effect on vending sales. Cigarette advertisements on TV are scheduled to end by 1972. "Over-the-counter cures may go down because of the health campaign," said Bob Breithner, Seeburg Corp., Chicago. "But the vending machine lets the would-be smoker 'chat' and buy some cigarettes when he or she is not bowling or drinking." Breithner was confident that the cigarette manufacturers will find new ways to promote their product after the end of television commercials.

"The tobacco companies won't just sit on their hands. They have to maintain their volume," he mentioned more point of purchase advertising and greater subsidies as possible alternatives to television promotion.

Al Folvio, vice-president of sales, National Vendors, St. Louis, Mo., agreed that the cigarette companies will probably use location advertising more extensively. "Point of purchase advertising will grow in importance," he predicted. "Even if television ads came back the tobacco companies would continue in this area. Such displays could go either in or near the vending machine." He called a subsidy increase "a possibility."

"The suspension of cigarette advertising on television will affect the vending industry, but they shouldn't back up for a while as they have done in the past," Folvio said. "The development of longer cigarettes may help the tobacco industry out of its advertising problems. The longer cigarettes do a better job of filtering out the smoke." He looks forward to the day when the recovery of a "final filter" will end the controversy over the effects of smoking on health. The only joker in the deck, as Folvio sees it, is the United States Surgeon General. "If he comes out with still more damaging evidence on the effects of cigarettes, sales may be hurt badly," he said.

"We do not think the suspension of cigarette advertising on radio and television will hurt vending sales," said Merrill Steincamp, Automatic Products Co., St. Paul, Minn. "But it's hard to determine what the exact impact of the suspension will be without further study."

**Operator Views**

The cigarette vending machine operators interviewed, all busy adjusting charges to fit recent price and tax increases, agreed that the immediate effects of the loss of television advertising will be negligible. "A lack of television advertising time is not going to hurt us," said Ken Thom, Western Automatic Music, Inc., Chicago. "Vending machine customers are people who have run out of cigarettes and want some right away—they don't care what the price is." He hinted that placement subsidies added that it would be the advantage of everyone if the MOA, in cooperation with the major record companies, would establish a set of standard specifications for 45s.

Sire dedication rites were held recently in Tokyo to signal the start of construction on a new multi-story Sire piano building. Traditional Shinto rituals dating back thousands of years were followed to assure that good fortune would accompany construction work. Those in attendance included Sire president David Rowan.

In Philadelphia, industry leaders...
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- Will enable you to make a quick, and authoritative estimate of the cost of a station, or any combination of stations.
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- Provides all the information for your record promotion list.
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- The latest Executive Listings of Major Market Executives and Personnel shifts, Major Format switches and change of Representatives. As an added service, all Supplementary bulletins are mailed to subscribers.
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"This will be the instrumental record of the year... it is not just another moon record... it could have any title."

Buzz Lawrence—KHOW/Denver

*Tom Jones' conductor

WARNER BROS. — SEVEN ARTS, RECORDS INC.
Musical Instruments

Educators Learn ABC's at Youth Music Symposium

MADISON, Wis.—The nation's educators took a look at the music of today during the three-day Youth Music Symposium, which was held here July 21-23 on the campus of the University of Wisconsin.

The symposium was sponsored by the United States Office of Education, the Music Educators National Conference and the Extension Music Department, University Extension, the University of Wisconsin, and brought the educators face to face with a number of teenage musicians and professional artists, including the Sers and Oliver.

While no cut-and-dried formula was given, a number of general conclusions that educators should be more aware of current music. Most educators pointed out that a rock musician could profit from the professional's general knowledge of music.

We have found that there has been a lack of knowledge, awareness said Anderson White. Detroit. "We feel the stress of rock in a school should depend on the existing needs. It definitely should be included, but it's not an entity by itself."

William Johnston, Illinois State Supervisor of Music, Springfield, Ill, discussed the responsibilities of the educators. "It is our duty to bring to the students an understanding and background. From this understanding, they can go on to make their own choices as for rock, we better get in with it if we canered with him during NAMM's recent show. "After CES broke away from NAMM and went to New York, they have time to discuss coming back to New York," he said. "Now with the opening of McCormick Place, this is perfectly feasible. "Now they will be very good for dealers who might normally want to see both shows."

Experts understanding that CES will meet here Aug. 12 to decide on coming to the lower level of McCormick Place. Gard indicated that, like NAMM, CES is putting its membership on the feasibility of a public day during the 1971 event.

The NAMM exhibit at McCormick Place will occupy the 48,000 square feet of space. NAMM's 1970 space was 28,000 square feet.
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Radio Doctors Open Soul Music Outlet in Milwaukee

BY BENN OLLMAN

MILWAUKEE—While many retail firms have left the inner city area here in the wake of riots a few years ago, Radio Doctors has reversed the trend with the opening here recently of an 800 sq. ft. outlet at 2225 North Third St. Inventory and remodeling cost better than $25,000.

"We're in the soul music business and here in the inner city the best place for a store like ours," said Jerry Glassman and his store manager, Mike Mowers. "Too many business firms have left this street since the riots several years ago. But we're here to stay and to grow."

The parent store, Downtown Radio Doctors, has an obvious edge in total sales volume. "But nobody around here carries as much soul, blues, gospel and spiritual records as we do at the Third Street outlet," Glassman said.

The 160-foot-long store was designed with the help of the entire staff. All were requested to submit ideas to the remodeling contractor, Melo Curto, a former record dealer and jukebox operator. What evolved was a long, wide, open store with thousands of albums, singles and tapes, all within easy reach of customers.

Accesories volume has leaped upward since moving into the new location. Record carrying cases, racks for tapes and albums and floor stands are displayed on shelves above the record bins. Up front near the checkout counter is a glass-enclosed display case filled with pre-recorded tapes.

A color coding system eases the inventory and stock replenishing task of the store's buyers. All records are separated by color coded divider cases which indicate musical categories: wood grain, c&w, brown, spirituals; green, jazz; red, pop; black. (Continued on page 88)

Audio Retailing

Edcuatcrs Learn ABC's at Youth Music Symposium

*Continued from page 80*

want to survive. The time has passed, when only our choices count."

A member of the University of Wisconsin faculty, Robert Perzold said:

"We have to make the students aware of all kinds of music, not just to 150 to 200 years of music heritage. The educator is still important in assisting the student so he can develop his own criteria. Being sympathetic, the educator realizes there is more than just one fish in the ocean. If the role of the educator is to be a resource person, then perhaps we're on the right road. We can provide the tools for the young people."

"We should not place an emphasis on specifics. Instead, we should stress principles and techniques which are flexible. They have no al-"
Today's newest and brightest Country artists are on Metromedia Records

Durwood Haddock
"When The Swelling Goes Down"
MMS-136

Edna Lee
"Men"
MMS-137

Jimmy Peters
"Sweethearts Everywhere"
MMS-129

Clay Hart
"Spring"
MMS-119

Metromedia Records, 1700 Broadway, New York, N.Y. 10019
And rather than hit you with a lot of copy about the records we’re releasing, we just want you to know we’re here and ready—with the taste, acumen, humor and anxiety that are the fabric of a sound label.
Radio Doctors Open Soul Music Outlet in Milwaukee

- Continued from page 82

adult easy listening, and blues, rock and roll.

Many inner core record shops complain about the high cost of pilferage. How do they face this problem at Third Street Radio Doctors?

Pilferage

"Pilferage in our new store is not a serious problem," said Glassman. "This is partly because we are able to keep a watch on everyone in the store at all times. There are no corners, high displays or blind spots in the store to make it easier for thieves. Pilferage is always a problem in any retail operation. But the degree of it depends largely on the management results. Our policy is to call the police. We prosecute any shoplifters we catch who are over 18 years of age. It is amazing how this policy gets the word around that your store is not an easy touch. But the most important thing is to prevent shoplifting by arranging the store so that customers are always visible. And that's what we have succeeded in doing with our out-in-the-open design."

Tour for N.Y. Philharmonic

OTTAWA—The New York Philharmonic begins its first transcontinental tour since 1963 here on Aug. 23. Karel Ancerl, new music director of the Toronto Symphony, will conduct, with pianist Byron Janis as soloist.

Conducting duties in the 20-concert, 11-city tour will be shared by Ancerl and Seiji Ozawa, Ancerl's predecessor at Toronto, who will become music director of the San Francisco Symphony in 1970. Other soloists will be pianists Andre Watts, Eugene Fidleroff, Leonard Pennario and Van Cliburn, clarinetist Stanley Drucker, and soprano Judith Raskin.

After the Ottawa opening, the orchestra will play at Rochester, N.Y., Aug. 26, San Francisco, Sept. 2-3; Hollywood Bowl, Sept. 4, 6; Santa Barbara, Sept. 7; Iowa State University, Sept. 9-11, 12-14; Wheaton College, Sept. 16; University of Wisconsin, Sept. 18; Milwaukee, Sept. 19; Chicago, Sept. 20; and University of Michigan, Sept. 21.

New Leisure Group to Buy World Wide and Other Firms

- Continued from page 73

Penny King's Rocket Mix has sold out, but the company is making up a #17-R mix which will contain gold brilliants, foam dice, silver baseballs, Japanese dolls and other items. A mix of flicker rings with marbles inserted has also been put together to take up the slack until the rocket mix is once again in stock.

Penny King Mix #1, available with a foam display containing 27 extra rings, includes magnifying glasses, animal charms, dominoes, a painted and gold doll of all nations and other charms.

SPECIAL MERIT PICKS

- Continued from page 68

FOLK

RANNEY, BURM-Evening of the Magician, ESP 200-006 (LP, RCA) Randy Burns tells through a haunting centerpiece series of love songs built around plastic records. Added by Bruce Swain's rousing charmers' title, Burns' music is light and romantic through "Evening"

New Product

- Continued from page 74

Asked if this meant Pictorial might acquire other coin machine distributors, he said, "Yes. This would be the pattern of any expansion in this area."

Pictorial's expansion into the leisure time market will mean an increase in the 95-year-old firm's sales from $1.8 million in 1968 to an estimated $23 million this year. McPherson said the firm's stock is traded over the counter. The other three firms approved in the acquisition proposal are World Famous Sales Co., Monroe Fabricators and Maximus Sound Corp. The acquisitions are subject to a stockholder's vote Sept. 10.

The acquisitions putting Pictorial into the leisure and recreation fields will also result in the firm being merged into a newly created group to be called American Recreation Enterprises, Inc., with the surviving company being known as American Recreation Group, Inc. Among investors in the new firm are several financial institutions and private investing groups, such as American diversified Enterprises, Inc., headed by Alan Hinshfield and John Coleman.

Grow With Us...

...part of the Total Sound from GRT OF CANADA LTD.

We Congratulate GRT of Canada Ltd. on their entry in the Canadian record field. We know when they say "Grow with Us" they mean GROW. Their success with tapes proves it. So, again, Congratulations GRT.

Canadian Assemblies Limited

AMHERST, NOVA SCOTIA

Exclusive distributor, Atlantic Provinces
Congratulations to GRT Canada from “Scotch” Brand Magnetic Tapes

We salute this fast-growing organization on their entry into the Canadian recording field. We are proud to be their suppliers of professional quality magnetic tapes for recording and duplicating.

Magnetic Products Division 3M
New Rock Ballroom on Coast

By GEOFFREY LINK

SAN FRANCISCO — The rock music scene was nipped in the bud oct. 1, 1969, when the city's famed Fillmore West, a favorite hangout of the San Francisco Bay Area's hip music set, was scheduled to close. The decision was made by the owner, Bill Graham, who cited financial difficulties as the reason for the closure.

Bill Graham's decision was met with widespread disappointment among the city's music community, who had come to rely on the Fillmore West as a venue for some of the biggest names in rock and roll. The closure of the Fillmore West marked the end of an era for rock and roll in San Francisco, and many musicians and fans alike mourned the loss of such a historic venue.

WINRO's 1st 3 Acts Will Be Spotlighted on McNair TV

LOS ANGELES — WINRO Records, owned by Winters-Rosen Productions and Transcontinental Entertainment Corp., will spotlight its first three acts on the Barbara McNair syndicated TV series.

Winters-Rosen produces the McNair shows, which will be seen on at least 100 stations in the country. The acts, all of whom will be initially debuting on WINRO, are vocalist Christopher King and the two rock bands, Big Foot and Tomorrow.

The TV producers plan to feature their disk artists in their TV specials, with King and Big Foot appearing on the King specials and Tomorrow on the Tomorrow specials.

Survey's Compilation

NEW YORK — The six-month analyses of Billboard's "Top LP's" chart and the annual "Top LP's" survey are the result of a mathematical formula that takes into account the significant factors of each label's (or artist's, or publisher's, or producer's) chart action: (1) number of weeks that the chart has been posted to; (2) total number of weeks each product has been on the chart during the measured period; (3) total number of weeks each total points for each product.

Deep Purple's Royal Philharmonic Date

LOS ANGELES — Deep Purple will appear in concert with the London Royal Philharmonic Symphony Orchestra, managed by Ron Vane Martel of the Rascals, on Sept. 24.

The band, organist for Deep Purple, composed and arranged "Suite for Group and Symphony Orchestra" for the concert. British Lion Films will shoot the concert for release in overseas markets.

Clearwater's 4th Gold Disk

NEW YORK — Creedence Clearwater Revival has been awarded its fourth gold record and its second for a single. Their recent million-selling single, "Bad Moon Rising," was released under the group's Sha Na Na imprint and became a Top 10 hit. The band's success has been attributed to the group's unique blend of rock and roll with a touch of country and western.

Clearwater's 4th Gold Disk

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ED SULLIVAN listens via headset at a recording session for Columbia's "Saili Gull," a dance number premiered on his July 27 CBS-TV show. Producer: Teo Macero directs the single session.

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GRT of Canada Ltd. has moved into records in the way we know best — straight ahead. With a great, expanding market and total acceptance in that market — add it up for yourself —
Total Sound . . . Total acceptance . . .
TOTAL SUCCESS!

Grow with Us!
GRT of Canada Ltd. - *Living* on tape / *Happening* on records.
'Harper PTA' Leads Heavy MOA Hit Vote

Heavy balloting was reported by MOA executive vice-president Fred Granger, in addition to the Jennies C. Riley song, other entrants are the Beatles' "Hey, Jude," Glen Campbell's "Galveston" and "Aquarius" by the Fifth Dimension. The jockeybox art nominees are Campbell, Johnny Cash and Tom Jones.

The Jockey Box Industry: Where Is it Going? is one seminar subject. A panel of jockeybox manufacturer representatives will consist of Les Keck, Rock-Ola; Joe Barton, Rowe International Inc.; A. D. Palmer, Wurlitzer; Bill Adair, Seeburg and Henry Lusty, ACA Sales. A second seminar will deal with public relations.

Public relations will be stressed throughout the event. Charles W. Zeringue is designing a 20 by 10-foot booth for MOA using sawhorses and other building material props to stress the theme of image building. Illinois, West Virginia, Nebraska, New York and Virginia are among State groups already signed up for the first come-first served balcony tables.
INCREIBLE NEW EXCITEMENT ON DECCA RECORDS

DECCA RECORDS / NATIONAL CONVENTION / AUGUST 1969
GRT, Canada, Go Into Disks, Distribute Five More Labels

TORONTO—GRT of Canada Ltd., which recently acquired Canadian distribution rights for Chess, Checker and Cadet, also have distribution rights for five additional labels.

Included in the deal are four labels formerly distributed by Sparton of Canada: Ves-Jay, album product of which will re-tail for $2.49, MTA, Hi-Fi, and Ashley, a country line.

GRT already distribute MTA and Ashley tape product. GRT has also completed the mechanics for distributing U.S.-produced tape and record product of Janus Records, the new joint venture formed by GRT Corp. in California and Pye Records in the U.K.

The Canadian operation of GRT has created its own GRT label in Canada for the disk market and will concentrate on Canadian groups and compositions.

News of the official opening of GRT's ultra-modern Alliston, Ontario, factory and executive office complex will be announced shortly.

From The Music Capitals of the World

TORONTO—Captive threw a press party for the Beach Boys in Hamilton, July 21. The group also met the Mayor Vic Coppa and a set concert at the Westminster Club. Coppa presented the singers with construction helmets from the steel city. Over 2,000 were sold away from the show which was heavily promoted on CKFH, Toronto, CKOC, Hamilton, and CKCO in Kingston. A return trip is scheduled for November. Meanwhile, their "Break Away" single is breaking out across the country...

Arrival delays from New York to Toronto for the Mariposa Festival forced W-7 to cancel Joe Mitchell's boat excursion press reception and set it up at the Executive Motor Hotel... Soundtrack LP for "2001: A Space Odyssey" is souring in sales with the Apollo success. Janine C. Riley signed for the Bomb Owens show (Continued on page 95)

GRT Distrib Now Complete

TORONTO—GRT of Canada, Ltd., has now completed its distribution network across Canada. GRT's new Toronto marketing offices, located at 175 Midwood Road, Scarborough, Ontario, will head up their sales and promotional activities across the nation. Starting Aug. 12, GRT's sales force will cover the Ontario region and report to Ed LaBuck, national sales manager.

A chain of independent distributors will handle GRT's tape and record product in the other provinces. These include Canadian Assemblies, Amherst, Nova Scotia for the Atlantic Province; Trans Canada Records Inc., Montreal, for the Province of Quebec; Laurel Records Ltd., Winnipeg, for all of Manitoba and east to the Lakehead; A. A. Murphy & Sons Ltd., Saskatoon, for the Saskatchewan territory; Van Dusen Brothers Ltd., Edmonton and Calgary (two offices), for Alberta; and Emerson Sales, Vancouver, for the West Coast province of British Columbia.

Capitol Signs Tucker Group

TORONTO.—After lengthy negotiations, Capitol Records of Canada have signed the Vancouver group, Mother Tucker's Yellow Duck, to a recording contract.

The group's first album, previously recorded for Duck records, will be released August 21. Prior to its national release, the single, "One King Jane," from the LP will be distributed on the Capitol label.

Future appearances for the group include being one of the headliners in the Washington State Sky River Festival on Labor Day weekend.

Billboard Canada's Top Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>IN THE YEAR 2525</td>
<td>Zager &amp; Evans, RCA 744074</td>
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<tr>
<td>RUSTY, DON'T TAKE YOUR LOVE TO TOWN</td>
<td>Kenny Rogers and the First Edition, Reprise 0090</td>
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<tr>
<td>LEAD Me</td>
<td>Gene Wins, MCA 742095</td>
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<tr>
<td>THE BALLAD OF JOHN &amp; YOKO</td>
<td>Beatles, Apple 0003</td>
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<tr>
<td>SWEET CAROLINE</td>
<td>Neil Diamond, Uni 6326</td>
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<tr>
<td>CRYSTAL BLUE PERSUASION</td>
<td>Tommy James &amp; the Shondells, Roulette 7630</td>
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<tr>
<td>BANG I LOVE YOU</td>
<td>Andy Kim, Capitol 4131</td>
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<tr>
<td>SPINNING WHEEL</td>
<td>Blood, Sweat &amp; Tears, Columbia 44781</td>
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<tr>
<td>POLK SALAD ANNIE</td>
<td>Terry Joe Williams, Capitol 7199</td>
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<tr>
<td>HONEY TONIX WOMEN</td>
<td>Randy Storm, London 706</td>
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<tr>
<td>A LITTLE LOVE IN YOUR HEART</td>
<td>Jackie DeShann, Imperial 6085</td>
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<tr>
<td>GOOD OLD ROCK AND ROLL</td>
<td>Gal Macher &amp; The All Night Newkwits, Polydor 241066</td>
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<tr>
<td>GOOD MORNING STARSHINE</td>
<td>Olive, Jubilee 5607</td>
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<tr>
<td>BEAT ME</td>
<td>Paul Revere &amp; The Raiders, Columbia 44854</td>
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<tr>
<td>MY PLEDGE OF LOVE</td>
<td>Jeffery Group, West 12206</td>
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<tr>
<td>ONE EIGHTY</td>
<td>Three Dog Night, RCA 4391</td>
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<tr>
<td>I'M FREE</td>
<td>Rick Scott, JSP 32599</td>
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<tr>
<td>ALONG Came JONES</td>
<td>Ray Evans, Monument 1190</td>
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<tr>
<td>WHAT DOES IT TAKE (To Win Your Love)</td>
<td>Jr. Walker &amp; The All Stars, Uni 500803</td>
</tr>
<tr>
<td>WHEN I DIE</td>
<td>Authoritee, Riverside 503</td>
</tr>
</tbody>
</table>

Billboard SPECIAL SURVEY For Week Ending 8/9/69

COLUMBIA Cassettes Lead The Way With Exciting Sounds

NEW CANADIAN CASSETTE & TRACK CARTRIDGES

COLUMBIA COLUMBIA COLUMBIA
**Magic Cycle on Fingerprint**

- **Continued from page 94**
- president of the label which is part of his own Stan Klee group of companies.

Final release on Fingerprint will be "It's A Sunny Day" and "Gloopy Things" by the Magic Cycle. Both songs are original by the group.

The Magic Cycle had previous releases on the Red Leaf and Real labels, and we've cut a set of singles for the Coca-Cola Company, presently being aired.

Other contributing producers appearing on the Fingerprint label will be Greg Stetson, and Bill Armstrong of Armstrong Records, respectively.

Fingerprint Records will concentrate on a very high percentage of parts in all their productions, said Klee.

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**Quality Records Tape Sales Soar in June**

TORONTO — The booming popularity of the tape market is striking. Quality Records' sales figures for the month of June, when tape sales soared 57 per cent of the company's total volume of sales, compared to 48 per cent from April to June.

This upsurge of interest in the tape market has led Quality to introduce a new line of combination tape display racks in the industry. The rack holds 15 tapes (50, 78, and 22 cm sets), fully displayed for customer inspection. The device allows access to all seven channels with just a flip of the fingers. The smaller display units for each tape system are planned for the future.

The reason for designing a rack that holds an almost equal number of 78 rpm records and 45 rpm tapes was based on sales figures from January to May. During this time, tapes were selling 18 and 1/2 to 1 in favor of the racks. Quality records are moving up so quickly they are expected to be equal to 45 rpm sales by year-end. The company has doubled its duplicating facilities for both systems. Previously, a separate machine was used for each system. Quality has now installed separate equipment in order to produce 45 rpm and cassette tapes more rapidly and efficiently.

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**Nems Enterprises—Four Arts Set Representation Deal**

TORONTO — Dick Citron, director of Four Arts Productions Ltd., of Toronto, has concluded negotiations with Nems Enterprises, Ltd. of London, that will make the company fully representative in the U.K. and Europe for Nems Artists. In turn becomes sole agents for all Nems records in Canada.

In this new agreement, Nems will act as concert and TV representatives for the Four Arts artists. The first Canadian involvement in the pact are Ronnie Lane and the Small Faces.

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**MILKWOOD LP FOR POLYDOR**

TORONTO — Polydor Records has acquired rights to "Milkwood," a new all Canadian, Toronto-based country and r&b group of the same name.

The set was produced by Jerry Ragavoy of Garlic Records and is set for a September release date. In the group's 1st U.S. tour, Milkwood is scheduled for an Electric Circus date late in August and in September.
GRT, Canada, Set Two-Day Meeting

TORONTO—GRT of Canada, Ltd., has invited its distributors from across Canada to take part in a two-day national sales meeting in Toronto on Aug. 20-21.

Kicking off the event will be a moonlight cruise aboard a Tootsie Bum, the 60-foot main-tenance boat of the GRT fleet. At an occasion, "The Record Launch," Alan Howes, director of the board of the GRT Corp., will act as host with Ross Reynolds, president of the Canadian, national sales manager Ed Lafferty, and Toronto district sales manager Ed Lawson.

U.S. executives Harry Stern, vice-president of the GRT Corp., and Marshall Chess, executive vice-president of the Chess Records, will also be aboard along with GRT's Ontario dealers, radio and press people and GRT's newly appointed national distributor.

Rotary Connection, Cadet Concept recording group will entertain during the cruise with Joe Vegas, a new singer currently being promoted by Chess. This will be Vegas's Canadian debut. Local group, the Eighth Day, recently signed to the new legendary label, Magic City, a Toronto group whose record "Eyes," has also been awarded with the Fingertip label, distributed by GRT, will also appear.

Eighty distributors will meet at the East Hilla Inn just outside Toronto for a full-day session. Guest speakers will include Marshall Chess, who will make a slide presentation on the new music from the Chicago-based family of labels, and Brian's Rich Trio, who will talk about the growing acceptance of tape products in Canada.

Howes Imp New Howes Co.

LONDON — The Arthur Howes agency has formed a new company, Arthur Howes Associated, as an independent agency company — and has registered its second product record group, Imp. Directors of Imp are Arthur Howes, chairman; Arthur Howes, president, and Arthur Howes, secretary.

Imp, which will also have a music publishing division, will have its first production, "Beautiful Day" by Pinky and the Raindrops as released by Polydor Friyay (1).

July Singles From RSI-Italiano

MILAN — RSI-Italiano has selected the 10 new records causing the most impact in Italy at the moment for shipment in July. They are: Germano Ruscito, Billboard's director of Italian operations.

The subsidiary of the national record company include record companies and manufacturing groups who review the records and songs for their value in their particular market. RSI-Italiano also includes all the international lyrics and information as to where licensing arrangements are available. The selections include Italian copyrights only.


Festival Chooses Pye For U.K. Distribution

LONDON—Pye Records will be the licensee in the U.K. and Eire for the newly formed British record division, Festival Records International—an offshore of Festival Records of Australia.

The move follows negotiations between Fred Marks, managing director of Festival Records, Australia, Louis Lion, managing director of Pye Records, and Mike Sloman, managing director of Festival Records International.

The deal is described as "long-term" by the two firms and expects to sign at least 12 artists in its first year of operation and to release a minimum of 26 singles and several albums.

Pye will now have access to the Australian catalog of Festival Records.

Musician will be signing independent producers for the new company, Dicky Walton has been signed as the company's general manager, and Mike Sloman, managing director of Festival Records International.

The company is based at 55 Harley House, Marylebone Road, London, W. (Tel. 935.6856).

Argento in Spain Link

BUENOS AIRES — An association linking music business executives in Argentina and Spain has been formed between Pablo Ortega and Spain's Juan Manuel Serrat.

As a result of an agreement the publishing from Editorial Clanont of Argentina will publish all material by ballad singer with a long career.

Another pact was made for the exchange of songs between two of the most important groups in Argentina.

Capitol, EMI, Toshiba Joint Japanese Venture

TOKYO—A newly organized tripartite between Capitol Industries of the U.S., EMI in the U.K. and Toshiba of Japan, Toshiba was celebrated with a party at the Hilton Hotel.
**From the Music Capitals of the World**

*Continued from page 96*

artists promoting the castaheña, a European dance success, in the Argentine capital of Cordoba. (Super Atlantic Wave) is the title of a new compact disc by Quimico, with lyrics by Phonomagnia and Anestes Franklin and Wilton Pickett among the first artists.

Recent charts have shown strong success for the music of Argentina. In the top positions are "Rosa" by Ruben Machado and "Manejo" by Alexander Pacheco.

Juan Sebastian Ponce records "El Caney," a traditional dance from Buenos Aires.


du from Buenos Aires appeared several times on TV, where his hit "Para el Amor de la Vida" has topped the charts. Ponce's latest single, "El Ciego," is gaining popularity.

The recently published BRI Survey (June 1986) revealed a strong presence of local artists in the music scene. The top 50 local TV programs included 13 songs by local artists, with hits such as "El Amor de la Vida" by Ponce and "El Ciego" by Pacheco.

In a significant development, the government of Argentina has announced plans to implement new regulations for the music industry, aiming to support local artists and promote their work.

**SAN JUAN**

Raphel (Hispano) will play two dates, Sept. 5 and 6, in Madison Square Garden. Bobby Goldberg (UA) played his first concert in New York City at the El Flamboyant Hotel, supported by Don Tweddy (guitar), and was joined by Al Nicholson (drums). LeRoy Johnson, his management, and Raphel Goldberg also appeared on TV, Chasone Harriman, and Vito Avella, all United Artists recording artists, and went on tour for a week. The tour was backed by the London Symphony Orchestra, and tapes were recorded and produced by London Sambo.

Gema Records of New York is releasing a touching single, "Las Rosas," by LeRoy Johnson, "The Tutu" by Alberto del Rey, and "Tú y yo" by Al Nicholson. The recordings have been well-received. Raphel's "Muchachos" has broken all sales records. This is the first time the country has produced a truly independent artist who is recognized worldwide.

**BARCELONA**

The German version of the music video "Las Rosas" (Spanish) had its premiere with an open-air performance in the Rock & Roll Hall of Fame. The video was directed by Rafael Rebecchi and features guest appearances in the TV show program. Singer Bobby Hanna (Decap) will appear in the video as a character at the Tristis de St. Gallen, and British group East of Eden will also perform. The video will be shown at the Film Festival in Mexico City Sept. 9-12 and will play in concerts in the Montreux Casino the following day. Singer Bobby Hanna (Decap) will appear in the video as a character at the Tristis de St. Gallen. The video will be shown at the Film Festival in Mexico City Sept. 9-12 and will play in concerts in the Montreux Casino the following day. Singer Bobby Hanna (Decap) will appear in the video as a character at the Tristis de St. Gallen. The video will be shown at the Film Festival in Mexico City Sept. 9-12 and will play in concerts in the Montreux Casino the following day.

**MADRID**

CEM has re-recorded two great old hits from the 70s and 80s: "Bailando" and "Mi Oveja Negra." The new accelerations for the album will be released early this summer in Spain. Ten artists will be involved in the project, including Joaquín Sabina, Javi Martín, and Elisa Soler. The recordings will be released in 80 copies worldwide.

**RIO DE JANEIRO**

Singer Elgie Raimo, who returns to Brazil after a long absence, is expected to have a successful album release this spring in Brazil. He plans to release singles and a new album in the summer. Elgie Raimo, 36, was born in Rio de Janeiro and has lived in New York City for the past five years. He is currently recording his new album, "The Brazil Album," which is expected to be released in September.

**MANILA**

Met Recording Co., owned by singer-songwriter Claudio Del Castillo, has released a new album featuring fresh interpretations of his own compositions and others. The album includes "Blowin' in the Wind," "You Are My Sunshine," and "It Had to Be You." The album was recorded in the United States and features artists from the Philippines, including Lito Ocampo and his band. The album is currently available at local music stores and online.

**DUBLIN**

Six months after the U.S.-Ireland Waterford Royal Visit, the Irish Republican Army released a new album titled "The Irish REP Album." The album features traditional Irish music and includes songs such as "The Parting Glass," "The Wild Geese," and "The Wexford Song." The album is available at local music stores and online.

**HUNTINGTON**

Norwegian singer Ray Adams set a new record for the hit song "Bring Me Back to Life" in the UK. The song has been a hit in the UK, and Ray Adams has been performing the song at various venues since its release. The song has also been featured in the movie "The Devil Wears Prada."
Young Blood With Atlantic

LONDON — Product on Young Blood Atlantic, a rhythm and blues label recently created by writer and producer Miki Dallon, has been launched on the USA on Atlantic, with the exception of the recordings of Don Fardon.

Fardon's outlet in the USA will be Gene neon's Crescent label, following a $100,000 deal between Norman and Don.

Fallon has already negotiated deals with Young Blood for German releases through Deutsche 45; and for French releases by the Gal提倡 company.

Fallon has also set up a publishing company, Young Blood Music Corporation, in addition to the label. Fallon Music company will be distributed by Phonogram, and is currently seeking French, Spanish, Italian, Scandinavian and Far Eastern outlets for Young Blood.

Dylan Heads U.K. Festival

LONDON — Dylan is concentrating on his August festival. The deal was concluded on Monday night at the US Embassy, with young musical impresario Ben Sidran, who is also launching the first fullyEMS label for the USA.

Dylan is the first appearance for more than two years. Other artists lined up for the event, which runs for three days, are: Moody Blues, Pentangle, Joe Cocker, Bonzo Dog Band and Julie Felix.

Motown Planning U.K. Changes?

LONDON — Tamla/Motown is expected shortly to announce plans to step up its involvement in the British market this fall. Tamla/Motown label manager (I.K.) John Marshall (24) is leaving in the middle of August, but will continue to work for Motown, probably taking the title of European representative.

Tamla is released here by EMI under a licensing deal, which expires Sept. 30. Whether Tamla will fully independent or seek some other deal involving EMI's participation in the British market. Whatever deal is finalized, EMI is expected to press and distribute the company's product.

Motown's Vice-President Baro Alex was in Britain recently for talks with EMI, but EMI Records' Managing Director Ken East was last said last week that no statement of Motown's position in Britain could be made at this stage, that Motown would not visit America himself shortly.

Tamla/Motown and Atlantic annuals are the two major labels which do not have their own independent British companies. Marshall, who has been Tamla/Motown label manager at EMI for the last two years, was previously with the British company's international division. He will be succeeded by Brian Hopkins (24) at present area sales manager covering part of Eves and Suffolk for EMI.

Motown's publishing company, Polydur, is represented here by Carl under a deal which has exactly a year to run.

Wyper Move CBS Realignment

LONDON — The departure of marketing manager Owal Wyper to take up a similar post at Phillips has led to a realignment of executive and departmental responsibilities within CBS. London.

Managing director Ken Glanzy said: "Instead of appointing a successor to Wyper, the company's a.d. and marketing responsibilities will be divided between two people, a pop department headed by John Fox, and a classical section run by Paul Myers. Both Everett and Myers will report directly to Glanzy.

Wyper's exit means that John Hayes, mananger of the creative services group, and Jack Flory, sales and distribution manager, will also report directly to Glanzy. We have taken these preliminary steps but there will be further refinement at a later date," added Glanzy.

Brazil Album Sales Jump

RIO DE JANEIRO — Albums are now selling at a faster pace in the Brazilian record business while LP's have fallen to 12 percent. A recent market analysis showed that LP's now amount to 40 percent of the cash sales while LP's have fallen to 12 percent.

French Co. Plans to U.K. LP's

LONDON — Young International Ltd., the second French record company to open a London office (Vogue was the first), is planning to record albums a year in London, covering the pop, jazz, free jazz, underground and blues fields.

In the company's first British production album by Freedom, a group which includes former Procol Harum member Bobby Harrison, has just been completed.

Young is also planning to open an office in San Francisco, Brazil, in the next 12 months.

Meanwhile Young's associated company in Paris, Dje Records, is to release reprocessed masters of early Riverside releases acquired from Orphéeum in the States. These records feature such jazz artists as Louis Armstrong, Sidney Bechet, Muggsy Spanier, Bix Beiderbecke, King Oliver, Jelly Roll Morton, Fats Waller, Johny Dodds and the New Orleans Rhythm Kings.

shelf.

Third international chief

It was announced in London last week that the newly formed Polydor Holland, a joint venture between Polydor and CBS International, will be run by John Borsus, who has been with the company's international chief

Decisions on the label's future will be taken by the new man, who is just taking over from the American Indian singer as head of Octopus Records Ltd. in London.

A joint venture between Polydor and CBS International, the company will operate in the Netherlands.

Udo, Manuela Top Pop Poll

HAMBURG — Udo and Manuela, the pop duo of Udo Jürgens and Manuela (Eli), are the most popular native artists in West Germany, according to the annual poll of the West German music magazine "Schallplatten." Topping the international section of the poll are Mireille Mathieu and Tom Jones.

Other results: Top German newcomers: Kirsti and Peter Orlov; Top U.K. newcomers: Barry Ryan and Mary Hopkin; Top U.S. artists: Janis Joplin, Van Morrison, Liza Minnelli, Tom Jones; Top international orchestra: Herb Alpert; Top national radio series: Top international group: the Beatles; Top disk jockey: Dieter Heck.

POLYDOR HOLLAND will take over Dutch representation of the Chess, Checker and Cadet labels beginning in October.

The deal was concluded on Monday night at the US Embassy, with young musical impresario Ben Sidran, who is also launching the first fully-EMS label for the USA.
## Hits of the World

### Argentina

<table>
<thead>
<tr>
<th>Country</th>
<th>Origin</th>
<th>Local Origin</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Buenos Aires</strong></td>
<td>Santa Fe</td>
<td>La Fama</td>
</tr>
</tbody>
</table>

**This Week**

1. **Tritando** — Window (RCA)
2. **Rosita rosa** — Santa Fe
3. **Mi viejo** — Pens (CBS)
4. **Otra vez en la via** — Inquisición

**Next Week**

1. **Tritando** — Window (RCA)
2. **Rosita rosa** — Santa Fe
3. **Mi viejo** — Pens (CBS)
4. **Otra vez en la via** — Inquisición

### Belgium—Flemish

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<thead>
<tr>
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<th>Name of the Country</th>
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</thead>
<tbody>
<tr>
<td><strong>Vlaanderen</strong></td>
<td>Antwerp</td>
</tr>
</tbody>
</table>

**This Week**

1. **Taal** — Belton (CBS)
2. **Mijn haan** — Susi (CBS)
3. **Oud en nieuw** — Rubens (CBS)
4. **De oude en de nieuwe** — Zuivel (CBS)

**Next Week**

1. **Taal** — Belton (CBS)
2. **Mijn haan** — Susi (CBS)
3. **Oud en nieuw** — Rubens (CBS)
4. **De oude en de nieuwe** — Zuivel (CBS)

### Brazil

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<thead>
<tr>
<th>Country</th>
<th>Origin</th>
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</thead>
<tbody>
<tr>
<td><strong>Indian Ocean</strong></td>
<td>Brazil</td>
<td></td>
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</table>

**This Week**

1. **Pia amada** — Bahia (Pena)
2. **Fonte brava** — Bahia (Pena)
3. **Santos de Jesus** — Bahia (Pena)

**Next Week**

1. **Pia amada** — Bahia (Pena)
2. **Fonte brava** — Bahia (Pena)
3. **Santos de Jesus** — Bahia (Pena)

### Britain

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<th>Country</th>
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<tbody>
<tr>
<td><strong>England</strong></td>
<td>London</td>
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</table>

**This Week**

1. **Honey Tongue Woman** — Flying (Columbia)
2. **Give Peace a Chance** — Peace (Apple)
3. **Northern Lights** — Flying (CBS)

**Next Week**

1. **Honey Tongue Woman** — Flying (Columbia)
2. **Give Peace a Chance** — Peace (Apple)
3. **Northern Lights** — Flying (CBS)

### Holland

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<tbody>
<tr>
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<td>Amsterdam</td>
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</table>

**This Week**

1. **I Want to Live** — Flying (CBS)
2. **The Ballad of John and Yoko** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

**Next Week**

1. **I Want to Live** — Flying (CBS)
2. **The Ballad of John and Yoko** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

### New Zealand

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<tr>
<td><strong>New Zealand</strong></td>
<td>Auckland</td>
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</tbody>
</table>

**This Week**

1. **The Ghetto** — Flying (CBS)
2. **I Want to Live** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

**Next Week**

1. **The Ghetto** — Flying (CBS)
2. **I Want to Live** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

### Philippines

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**This Week**

1. **I Want to Live** — Flying (CBS)
2. **The Ballad of John and Yoko** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

**Next Week**

1. **I Want to Live** — Flying (CBS)
2. **The Ballad of John and Yoko** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

### Spain

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<tr>
<th>Country</th>
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<tbody>
<tr>
<td><strong>Spain</strong></td>
<td>Madrid</td>
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</table>

**This Week**

1. **I Want to Live** — Flying (CBS)
2. **The Ballad of John and Yoko** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

**Next Week**

1. **I Want to Live** — Flying (CBS)
2. **The Ballad of John and Yoko** — Flying (CBS)
3. **The Incredible** — Flying (CBS)

## Canaan Group on Bus Tour

**Waco, Tex.** — A chartered bus carrying 40 employees and their families, present with the Canaan Records traveling to Texas Hall in Arlington for a July 12 gospel music singing concert. The employees of Canaan, the gospel music arm of Word, Inc., had a special visit of singing; those groups who re-corded for Canaan made appearances. They were the Florida Boys, Southern Harmony, and the Thrasher Brothers. Others appearing were the Cathedral Quartet and the Oak Ridge Boys. The Canaan contingent was led by Marvin Norcross, who directs the label for Word.

## These Music Trade Folk Gathered Recently at the Lookout House

**Covington, Ky.** — For a dinner party and show hosted by Fraternity Records president Edward G. Chandler to announce the label of two new artists, Stayce Adams and Sterling Bytyne. Left to right: Bill Sacks, Mrs. Harry Reith; veteran songsmith Jack Rollins; Russ Allin, producer for Central Songs, Nashville; Stayce Adams, Sterling Bytyne; Buddy Mize, manager of Central Songs; Bruce Nelson, WUBE deejay; Dr. Harry Reith of Fort Wayne, Ind., and host Harry Carlson.
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist (Producer, Label &amp; Number)</th>
<th>Title (Label &amp; Number)</th>
<th>Week Ending</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>757 Sw energía (Phil Spector, Scepter Records)</td>
<td>&quot;You've Lost That Lovin' Feelin'&quot;</td>
<td>1964-08-09</td>
<td>50</td>
</tr>
<tr>
<td>2</td>
<td>425 The Masters Sound</td>
<td>&quot;Do You Love Me&quot;</td>
<td>1964-08-09</td>
<td>50</td>
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<tr>
<td>3</td>
<td>963 The Beach Boys</td>
<td>&quot;Good Vibrations&quot;</td>
<td>1964-08-09</td>
<td>50</td>
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<tr>
<td>4</td>
<td>731 The Beatles</td>
<td>&quot;I Want to Hold Your Hand&quot;</td>
<td>1964-08-09</td>
<td>50</td>
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<tr>
<td>5</td>
<td>568 The Righteous Brothers</td>
<td>&quot;Unchained Melody&quot;</td>
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<td>6</td>
<td>781 Sam Cooke</td>
<td>&quot;A Change Is Gonna Come&quot;</td>
<td>1964-08-09</td>
<td>50</td>
</tr>
<tr>
<td>7</td>
<td>136 The Rolling Stones</td>
<td>&quot;Satisfaction&quot;</td>
<td>1964-08-09</td>
<td>50</td>
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<tr>
<td>8</td>
<td>369 The Supremes</td>
<td>&quot;Stop! In the Name of Love&quot;</td>
<td>1964-08-09</td>
<td>50</td>
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<tr>
<td>9</td>
<td>658 The Ronettes</td>
<td>&quot;Be My Baby&quot;</td>
<td>1964-08-09</td>
<td>50</td>
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<tr>
<td>10</td>
<td>505 The Animals</td>
<td>&quot;The House of the Rising Sun&quot;</td>
<td>1964-08-09</td>
<td>50</td>
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</tbody>
</table>

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

**For Week Ending August 9, 1964.**

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
A Heritage of Hits.

"MAY I"

"I'VE BEEN HURT"
and the biggest yet!

"WHAT KIND OF FOOL
DO YOU THINK I AM"

Bill Deal & The Rhondels

HE-817
Love Is For The Two Of Us

a HI T is for ALL

RAYANTHONY

SINGLE RECORD #854
FROM

RANWOOD
RECORDS, INC.

www.americanradiohistory.com
**TOP 20 POP SPOTLIGHT**

**Country**

```
TAMMY WYNETTE—THE WAYS TO LOVE A MAN

TAMMY WYNETTE—THE WAYS TO LOVE A MAN

BILLY WALKER—BEETLE HOMES AND GARDENS

JERRY WALLACE—SWISS COTTAGE PLACE

BILLY MIZE—WHILE I'M THINKING ABOUT IT

CHART

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

**STEPPENWOLF—MOVE OVER**

**VOGUES—GREEN FIELDS**

**ROBERT "TONY" (Prod. Dick Glasser) (Writers: Williams/Bernstein) (Theme Bridge, ASCAP)—This powerful ballad expresses an emotional engagement within the listener. The song's melody and chord progression are highly effective, captivating the audience.

**BILL DEAL & RHONDELS—WHAT A FOOL DO YOU THINK I AM**

**O. C. SMITH—DADDY'S LITTLE MAN**

**SPIRAL STARECASE—NO ONE FOR ME TO TURN TO**

**JOE SOUTH & BELIEVERS—DON'T MAKE IT WANT TO GO HOME**

**CANNED HEAT—POOR MOON**

**APHRODITE'S CHILD—I WANT TO LIVE**

**DICK HYMAN—AQUARIUS**

**MAJIC SHIP—HUMMUN**

**HAMILTON CAMP—OKLAHOMA CITY TIMES**

**APHRIDITE'S CHILD—I WANT TO LIVE**

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

```
**GARY PUCKETT & THE UNION GAP—THIS GIRL IS A WOMAN NOW**

**(Prod. Dick Glasser) (Writers: Williams/Bernstein) (Theme Bridge, ASCAP)—This song features a unique blend of melodies and harmonies, creating an emotional connection with the listener. The harmonies are beautifully arranged, and the overall presentation is captivating.**

**(Prod. Jerry Fuller) (Writer: Davis) (Bell, ASCAP)—This hit ballad perfectly captures the essence of a love story. The lyrics and melody are both moving and engaging, making it a timeless classic.**

**(Prod. Jerry Fuller) (Writer: Davis) (Bell, ASCAP)—This hit ballad perfectly captures the essence of a love story. The lyrics and melody are both moving and engaging, making it a timeless classic.**

**BILLY WALKER—BEETLE HOMES AND GARDENS**

**JERRY WALLACE—SWISS COTTAGE PLACE**

**BILLY MIZE—WHILE I'M THINKING ABOUT IT**

**CHART**

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**REX KAYS—By the Time I Get to Phoenix (Prod. Al Bell) (Writer: Jerry Westover) (Hanks, BMI)—This classic rock song features a powerful and memorable melody, captivating the listener from start to finish.**

**RICHARD RAYMAN—Harry Kitchner (Brothers) (United Artists, BMI)—This electronic dance track is a modern take on the classic theme of love and desire.**

**ROY SMITH—What a Difference a Day Makes (Prod. Jerry Jester) (Writer: Jerry Vonne) (Hank, BMI)—This timeless ballad is a perfect example of the power of music to convey powerful emotions.**

**LARRY MARKS—On the High Side (Prod. Jerry Jester) (Writer: Jerry Vonne) (Hank, BMI)—This pop track is a great representation of the power of music to connect with listeners on an emotional level.**

**DAVEY JONES—Reason to Believe (Prod. Lee Hazlewood) (Writer: Davey Jones) (United Artists, BMI)—This soulful ballad is a testament to the enduring power of music to capture the hearts of listeners.**

**BILLY ROSE—DODGEBALL—And Then We Fall in Love (Prod. Gene Gordon) (Writer: Gene Gordon) (United Artists, BMI)—This pop track is a great example of the power of music to connect with listeners on an emotional level.**

**VAMPIRE STATE BUILDING—Barnes (Prod. Jerry Jester) (Writer: Jerry Vonne) (Hank, BMI)—This classic rock ballad is a perfect example of the power of music to capture the hearts of listeners.**

**BUDY DAVIS & DODGEBALL—And Then We Fall in Love (Prod. Gene Gordon) (Writer: Gene Gordon) (United Artists, BMI)—This pop track is a great example of the power of music to connect with listeners on an emotional level.**

All records reviewed for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N.Y. 10036.
### Billboard Top LP's

#### For Week Ending August 6, 1969

<table>
<thead>
<tr>
<th>Week</th>
<th>Chart</th>
<th>Tape Packages Available</th>
<th>Tape Packages Available</th>
<th>Tape Packages Available</th>
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<tr>
<td>28</td>
<td>1</td>
<td>BINGO, SWEET &amp; TEARS</td>
<td>RCA 37712 (2)</td>
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<td>27</td>
<td>2</td>
<td>JAMES</td>
<td>Blue Rock SB 1154 (2)</td>
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<td>3</td>
<td>BAD MANNERS</td>
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<td>25</td>
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<td>TOM JONES</td>
<td>RCA 37711 (2)</td>
<td>RCA 37711 (2)</td>
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<tr>
<td>24</td>
<td>5</td>
<td>JOHNNY CASH</td>
<td>Columbia CS 9294 (2)</td>
<td>Columbia CS 9294 (2)</td>
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<tr>
<td>23</td>
<td>6</td>
<td>CREEDENCE CLEARWATER</td>
<td>go-go 4710 (2)</td>
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<td>THE BAND</td>
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<td>8</td>
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<td>Columbia CS 9294 (2)</td>
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<tr>
<td>20</td>
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<td>JOHNNY HAYES</td>
<td>Mercury 72206 (2)</td>
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<td>18</td>
<td>11</td>
<td>SUSAN &amp; KEITH</td>
<td>Monument 8-6105 (2)</td>
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<td>12</td>
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<td>16</td>
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<td>RCA 37711 (2)</td>
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<tr>
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<td>JERRY ROSSON</td>
<td>Capitol ST 1253 (2)</td>
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<td>28</td>
<td>TOM JONES</td>
<td>RCA 37711 (2)</td>
<td>RCA 37711 (2)</td>
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</tbody>
</table>

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**Note:** The table above lists the top LPs for the week ending August 6, 1969, according to Billboard magazine. Each entry includes the artist, title, and label. Some entries also note the availability of tape packages. The magazine provided detailed information on various music records and their performances during that period.
UNI's Baby
(Shamley)
Has Been Covered.
"FLAMENCO FUNK"
B/W HORNETS NEST
BY JAN DAVIS
S44016
## Top LPs A-Z (Listed by Artist)

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album Title</th>
<th>Label</th>
<th>Weeks on Chart</th>
<th>Peak Position</th>
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<tr>
<td>Bessie Smith</td>
<td>The Bessie Smith Story</td>
<td>Columbia</td>
<td>26</td>
<td>106</td>
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<tr>
<td>Billie Holiday</td>
<td>Lady Sings The Blues</td>
<td>Capitol</td>
<td>26</td>
<td>106</td>
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<tr>
<td>Bob Dylan</td>
<td>The Freewheelin' Bob Dylan</td>
<td>Columbia</td>
<td>30</td>
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<td>The Rolling Stones</td>
<td>Their Satanic Majesties Request</td>
<td>Apple</td>
<td>21</td>
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<tr>
<td>The Beatles</td>
<td>Revolver</td>
<td>Apple</td>
<td>20</td>
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<td>Pink Floyd</td>
<td>The Dark Side of the Moon</td>
<td>Harvest</td>
<td>20</td>
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<td>The Who</td>
<td>Tommy</td>
<td>Decca</td>
<td>19</td>
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<td>Pet Sounds</td>
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<td>Between the Buttons</td>
<td>Decca</td>
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<td>The Who</td>
<td>A Quick One</td>
<td>Decca</td>
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<td>The Beach Boys</td>
<td>Wild Honey</td>
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<td>Tommy</td>
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<td>The Beach Boys</td>
<td>Wild Honey</td>
<td>Capitol</td>
<td>1</td>
<td>141</td>
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</tbody>
</table>

*Compiled from National Retail Stores by the trade Popularity Chart Department and the Record Market Research Department of Billboard.*
When The Dells cut "Love is Blue" as a single, it was one of the hottest records in the country.
Now, "Oh, What A Night" (Cadet 15649) looks like an even bigger hit.
Both tunes, plus eight more of their best are on The Dells latest album.
They ought to be on your latest order.
Produced by Bobby Miller
Arranged by Chas. Stepney
Cadet LPS 829
Buddah Urges Reintroduction Of Stereo Single at $1 Price

Continued from page 1

price. In point of fact, Buddah has been selling stereo singles recently, marketed as "Dual 45," including the Edwin Hawkins Singers' "Oh Happy Day" and " Ain't It Like Him." Bogart said, "With a price increase and industry-wide stereo plus good product, I believe that by next year a gold record for a million single could be part of the past. It is very possible, and the market gives every indication, that two million single sales will be the new gold standard."

Station Sales Hits

He added that the single record offers a variety of possibilities in the areas of sales, promotion and consumer orientation. "No matter what a station's attitude is toward the number of singles it will play," Bogart said, "stations are playing singles and making hits."

He emphasized that a good hit record has the potential of twice the sales it had two years ago. He pointed out that during the last 18 months, 27 artists have sold in excess of two million singles on each of their hits. Among these artists have been the Isley Brothers, Tommy James and the Shondells, Tommy Roe and Sly and the Family Stone.

Bogart added, "The comments of retailers in recent issues of Billboard such as King Karo indicate that singles are a good business which can only get better through a determined effort on the part of the industry. When I see no point in removing one of Buddah's own artists from our record company income by producing only albums. Just because our singles don't mean that we're going to sell twice as many albums."

Century City Putting Moon In Orbit, Aims for Top 40

LOS ANGELES — Century City Music has formed a second record company, Moon Records, to concentrate on top 40 product.

First group on the label is Brown & Sound. The company's initial label, Century City Rec- cords, will release product in the pop, jazz and country areas.

Initial releases for the company, a subsidiary of Stockholders Equity Corp., are a Loring & Almeida-Ray Brown LP, "Bach-Ground in Blues and Greens," and "Bear Facts," an LP by the Ivan tors Music organization.

Century City Music, which is setting up its own distribution network, will distribute at least 10 albums over two years for Ivan tors Music.

Tors' first release is an adult-oriented "Gentle Ben" album by Dennis Weaver, Clint Howard, Beth Brickell and Vance Howard, all cast members of the upcoming CBS-TV series. Two singles will be pulled from the LP, "Days Like These" and "I Love to Eat." "/Two by Two.

The arrangement with Tors also includes TV and motion pictures, including an album by Nor- man Skolnik, Century City Mu- sic president.

Brown & Sound will promote "Bear Facts" and the two singles at fairs and amusement events through Ivan tors Promotions, the outdoor attraction wing of the company.

A periodical tie-up also is planned with Mattel Toys, with a Mattel poster, press book- let and the LP attached to a toy disk jockey.

Skolnik formed two music publishing firms, Perriwigge (ASCAP) and Counterpoint (BMI), with Jerry Dumas guiding both the publishing and management of Century City Music. Initial act under the management wing is Brown & Sound, a folk-guitar group.

Century Music, which has world-wide distribution rights for the Almeida-Ray Brown LP and singles, will share publishing with Perl Gray on the product.

Wing Summer Offers 17 LP's

CHICAGO—Wing Records, the Mercury Record Corp. economy- ness label, has 17 LP's this summer.

The line includes four specially priced two-disc sets, featuring Dinah Washington, Jan & Dean, Todd Rundgren and Pattie Page. Each set contains 20 selections.

Wing also is releasing "Hair at Its Finest," featuring tunes from the hit play as arranged by Sandy Berman and His Gentle- men Friends, and two classical items featuring the Chicago One is Tchaikovsky's "Three Great Ballets," with Art floating conducting the Minneapolis Symphony Orchestra, while the other, "Beethoven, the Nine Symphonies," with Franz Conried conducting the Vienna Philharmonic Orchestra.

In addition, the July release includes three LP's by Peter Rubo- colo and His Orchestra, two

Executive Turntable

Continued from page 3

Paul Wyatt appointed executive vice-president and general manager of the company, as associate producer, became producer and moved to Nashville to open the Capitol office there. From Capitol he was named vice-president and standard to the Portland office, to

Kenneth E. Rhines promoted distributor sales manager for cassettes, magnetic tape, tape recorders and high fidelity accessories for Robbins Industries Corp., Flushing, N.Y. He was formerly data devices sales manager.

Claude Lawrence named promotion director, Buddy Lee Attractions, Nashville personal management and booking agency and publishing house. Lawrence has been on the production staff of WSM-TV for the last three years and will be responsible for public relations and public relations for the company. Earl E. Owens joins the company as an agent. He was previously president of LEO Talent Productions. . . Jay Mark, Julius Mindel and Alan Bergman appointed vice-presidents of The Richmond Organization. Mark joined TRO in 1928 as copy- right and office manager. Previously he was with Angel Records.

Mandel joined as controller in 1967 and was formerly with Salsoul. G. P. and Paul Alaka Music. "I'm C'mon Back" staff announcer at ABC Records, Bergman joined TRO last year. He was also house counsel for Frank Music.

Gerald Taub named controller for AoCo Embassys Records. He was previously with Columbia Pictures for seven years. He incited as assistant controller at Columbia-appointed controller for Columbia Pictures, Screen Gems, music publishing division. Brothers Steve and Bill Jerome appointed to the division and booking department of Atlantic Records last seven years they have recorded hits with the Cupids, Reparata and the Delrons, Left Bank, Fifth Estate and Blades of Grass. Their Real Good Productions, an independent record label for RCA, Columbia, Ato, Bell, Jubilee, Kapp, UA, MGM and most recently Dunhill Records. For the past year they have been Eastern ad director for Mercury Records.

Joe Petralia named national radio promotion director of ESP- DISK. Larry Ray, formerly West Coast manager for Capitol, named controller for ESP-Disk. Al Kaler appointed Southern California sales representative for Memorex Musical Products Corp. Brian Lynch named Western Region sales and distribution office, Thomas Organ Co. . . Formerly associated with ITCC and NAL, Billie Dobson joins Jubilee Records tape division as the sales manager. Thomas Oller joins from Liberty's ad staff to form his own independent production firm, Red Balloon Productions. First clients include California Earthquake and Ninth Amendment (for Tower Records). Joan N. Sivker appointed production office manager for GRT Records.

Michael Kapp has been appointed mgr and general manager at Capitol Records. Prior to joining Capitol in January, Kapp had been executive vice-president at Kapp Records. Other appoint- ments at Capitol: Fred Dumont, Western States district sales and promotion manager for Angel, to national sales manager; Mike Walker to distribution center manager in Atlanta; Raymond Whitehead to sales and distribution office, Arnold Gosey to group marketing vice-president of Capitol Records (Canada), and Alex Sherman, business expansion vice-president of Capitol Records (Canada).

TA Records, Pubs Formed

LOS ANGELES — TA Records, Talent Associates, TV and film pro- duction firm, has formed TA Records to handle its own recording companies, TA Music and Cent and Pence Music.

Skeeter Divided

MIAMI BEACH — Soter Broadcasting Co. has declared a regular quarterly dividend of 25 cents a share on its common stock, payable Sept. 9, 1969, to stockholders of record Aug. 22, 1969. This is the fourth consecu- tive quarterly dividend paid on the stock since it went public in November 1953.

LP's by George Barnes and sin- gle albums by Clelioff and His Orchestra, Los Chavales De Esperanza, the Clevioff Strings, Billy Byers and Quincy Jones and His Orchestra.

Initial product on the label is a single, "I'm Coming Back," by Denny Lambert, and an LP by Sonny Bono. Fireball has been appointed manager, Alan Zwers and Billie Dobson have been appointed publicists for Fireball. Wade Jones will be a sales manager for Fireball. Fireball has been appointed ad manager for Fireball. Fireball has been appointed ad manager for Fireball.

He has been appointed ad manager for Fireball. Fireball has been appointed ad manager for Fireball.

ZEPPLEIN GETS GOLD LP DISK

NEW YORK—Led Zeppelin have been awarded a gold disk for sales of more than a million on the first Atlantic album, "Led Zeppelin." Their second album, "II," is being completed and will be released shortly.
It's our new single.
It's from our million-selling album "Age of Aquarius."
It was produced by Bones Howe.
Its catalog number is 776
and it's on Soul City Records.

THE 5TH DIMENSION
Whatever heats up has to burn out, including a record on the charts.

That's why GRT wastes no time in getting the hot sounds and putting them onto tape. And rushing those hot tapes to the distributor, now. Before a hot tape's temperature has a chance to cool off.

The difference between a hot tape and a not-so-hot tape can be a matter of days. GRT cuts heat loss.