**MOA Opening Convention on Rhubarb Note**

Chicago—Fred Granger, executive vice-president of the Music Operators of America (MOA), criticized the fact that the organization was holding its convention on the day before the opening of the NARM mid-year meeting. He suggested that the MOA might consider changing the date of its convention to coincide with the NARM meeting.

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**RCA's Dual Distribution Draws Uptight Responses**

By PAUL ACKERMAN

NEW YORK—The move to dual distribution by RCA Records is being viewed with apprehension by many independent distributors and with great interest by other labels. Inasmuch as the new policy is being implemented on the eve of the NARM mid-year meeting, scheduled for Dallas Sept. 5-7, it is certain to be a hot subject behind the scenes discussions. The thought is uppermost among many executives that the industry could be on the verge of a new distribution pattern with the attendant disruptions occasioned by new trends.

Independent distributors who are concerned, including some firms who are currently handling the RCA Records line, feel that the new policy sets up competitors against them and gives to these competitors—notably rack jobber-affiliated distributors—an unfair edge.

One Midwest RCA distributor, who is also a rack jobber, stated: "We took the line several months ago and invested about $300,000. Now the racks in our market are on the same price and at the same prices & distributors. They*

(Continued on page 112)

**NARM Meeting To Zoom in on All Tape Fronts**

DALLAS — All aspects of the tape industry, from packaging to equipment, will be probed at seminar sessions and panels at the National Association of Retail Merchandisers (NARM) convention, opening here Friday (5) at the Fairmont Hotel.

(Continued on page 114)

**Williams Estate Sues MGM**

By BILL WILLIAMS

NASHVILLE — The estate of the late Hank Williams has filed suit in District Court here against MGM Records and Loew's, Inc., demanding a "true accounting of royalties due" to the estate over the past 16 years, and a return of all the masters.

(Continued on page 114)

**Europe, Japan in Classical Boom as U.S. Sales Slide**

By FRED KIRBY

NEW YORK — Increasing sales in Europe and Japan is making the financial success of classical recordings less dependent on the American market, where classics have been experiencing difficulties lately.

In a recent U.S. visit, Paul Myers, manager of the classical department of CBS Records Ltd., of England, noted, "Europe and Japan... are moving upwards in a steady pattern."

This expansion is being realized despite comparatively high prices and taxes. "Classical music is part of the European way of life," Myers explained. "European record buyers also are sophisticated."

Taking into account difficulties in the U.S. classical market, Myers said, "The era of recording warhorse must be coming to an end. Great recordings already exist of these warhorses. Companies must create and discover new repertoire. This may be the time for more adventurous recording."

(Continued on page 74)

**Europe’s ‘United’ Tape Drive**

By MIKE HENNESSY

LONDON — The European music industry is gathering its forces for the first major, fully coordinated drive to establish a flourishing 8-track cartridge market in the U.K. and on the Continent.

The evidence from all sectors of the industry is that 1970 will be the year of the tape cartridge explosion. What has delayed an all-out effort to tap the Stereo 8 potential in Europe and caused indecision by record manufacturers is the confusion over the industry is that 1970 will be the year of the tape cartridge explosion. What has delayed an all-out effort to tap the Stereo 8 potential in Europe and caused indecision by record manufacturers is the confusion over the industry.
“Loves and Let Love”
#74-0228 introduces
The Hardy Boys:
Saturday morning’s
Love Kids.

Saturday mornings will never be the same.
Not with The Hardy Boys running all over the world, singing “Love and Let Love” and other new songs on their brand-new television series. (It premieres Saturday, September 6 at 10:30 A.M.)
The show is both live and animated.

The live rock group appears at the beginning and end.
Their music is heard throughout.
Add to that personal appearances all over the country.
Then there’s their new album, “Here Come the Hardy Boys,” LSP-4217, featuring songs written especially for the group (like their rising new single, “Love and Let Love” c/w “Sink or Swim”). Looks like, sounds like The Hardy Boys are going to be giving and getting a lot of loving, in a lot of different ways.
### GOODY'S RAISES PRICES OF ITS ALBUM PRODUCT

NEW YORK — Sun Goody has notified his chain of stores of an increase in the prices of its albums. The new price structure, with a suggested list price of $4.98, will be sold for $4.69, a 10-cent increase from $3.99. The suggested list price of $5.98 are priced at $4.89, a 10-cent increase from $4.79.

Alas, there is no ratio or increase applicable to sets.

Sun Goody is currently one of many industry execs who feel record prices should be brought into line with the general economy. "We need a fair profit, regardless of what the other fellas are doing," Sun Goody has informed his execs in the last week.

### Philip's Forms Label Keyed to Blues Mart

By JAMES D. KINGSLEY

MEMPHIS — Sam Phillips, founder of Sun Records, in the early 1950s, has formed the Midnight Sun label, intended as a showcase for the many Black artists that Phillips, the new label will be distributed by the Sun International organization in Nashville.

The first release will be Cliff Jordan's "The Touch of His Hand." This LP, produced by Jeff Phillips, Sam's son, other artists that Phillips, recorded including Riff & Thomas, Howlin' Wolf, Little Richard, Ray Charles, Parker, Little Milton, Doctor Ross, B. B. Sidamum, Koko Griggs, Roy Milton, and Roosevelt Jackson, among many others, will be released on the new label.

Phillips said, "I have so many of those good blues songs on tapes. They are much more valuable than records, and people are hitting all over the world again. We will release singles, hemp, and we will be enjoyable to listen to those artists, many of whom have never recorded today, and others who are now with other record companies."

### Ampex Launches Record Firm Gets CUR Duplicating Rights

By RADCLIFFE JOE

NEW YORK — The Ampex Corp., giant of the tape industry, launched a new business with the formation of Ampex Recording Co., a wholly-owned subsidiary which will begin operations later this month. At the same time it was learned that Ampex has acquired the duplicating rights to produce from Commonwealth United Records.

The formation of Ampex Recording Co. marks the second time that a major tape duplication firm has set up a recording label. The only other duplicator which also steers a record company is the GRT Records in addition to purchasing the Chess label some time ago.

This move by Ampex represents a cash investment of $25 million dollars. The division, to be headed up by former Ampex executive of Electra Records. He will be responsible to Donald V. Hall, Ampex vice-president and general manager of the Ampex Stereo Tape Division.

Ampex Records will produce and market LP records and 45's in a variety of styles, with the emphasis on popular music. Initial releases are expected to be on the consumer market by January.

The company plans, too, to form ASCAP and BMI publishing firms within a month. Hall said the current moves were instituted to help developing a fully integrated Ampex music business.

"The record company will also supply additional music for our division. By supplementing our existing contracts with major record companies, Ampex holds tape rights to the recordings of more than 30 different artists whose tapes are released under the Ampex label. The company will promote and distribute all versions of many of these recordings."

In addition, Ampex will actively seek to build new artists, as well as acquire established performers. It will bid for Broadway shows this season.

Within a week, Hall will meet here with Harris and staff members of the record company to map further plans for development. This meet will discuss distribution.

Ampex plans to market tapes in 195 and manufacturers more than 6,500 stereo and some 70 different record companies, including some 70 different stereo and record companies on the United stereo market. The Ampex duplicating contract company will be utilized for the national distribution of 4,799 copies.

### LIFE PUTS OUT SPECIAL WOODSTOCK FESTIVAL

NEW YORK—Life Magazine will place on sale a special issue on the Woodstock Festival, which recently attracted an estimated 300,000 people to a three-day music event. The issue will contain a full-color, illustrated, and/or photographic album of what happened at the highly publicized event, which will total 64 pages and will sell for $1.75.

The publication will be sold on newsstands as well as through other forms of distribution, such as music stores.

The original publication of this issue represented a departure inasmuch as it is the first special on a major magazine to young people specifically. Life has published only three other special issues, all dealing with foreign soil, 1967, one dealing with the assassination of Sen. Robert Kennedy and the Kennedy legend, and a third on the voyage to the moon.

The special issue will be sold on its own.
**5 Buddah Singles Strike Gold; MGM LP's Cited in First 6 Mos**

NEW YORK — Buddah Records, which gained fifteen RIAA awards for four singles, while MGM gained nine RIAA awards in the first six months of '69, is a 50 percent increase over the first six months of '68. MGM gold records went to 21 singles and 13 LPs.

Buddah's single lead was followed by RCA and ABC with four, then Columbia with United Artists. MCA made it three each. Buddah's singles total included winners in each of the five categories: the Isley Brothers on T-Need and the Edwin Hawkins Singers on Pavillion.

**Atlantic: Forming A NARAS Chapter**

By BILL WILLIAMS

ATLANTA — This city is forming the first new National Academy of Recording Arts and Sciences (NARAS) chapter in nearly a decade, and is within reach of its required 150 members.

Spearheading the drive to organize has been Bill Lowery, present chairman of the board of governors. He has spent time here helping in the organizational plans.

"We started this drive a week ago, and it's just a matter of a few days until we get the 150." Lowery said. The drive followed a meeting at the Marriott at which Nashville chapter President Denny Davis, and governors Bill Williams and Glen Snoddy presided. All of the delegates were accredited by Mrs. Emily Bradshaw, executive director of the NARAS chapter in Nashville, and Peggy Carnes, secretary to Wade Pepper, executive director of the chapter, and representatives of other chapters.

Lowery intends to meet with NARAS legal advisors and other states in an effort to make the chapter a reality.

Philadelphia representatives are part of the Nashville chapter at this time, but eventually plan to create their own chapter.

The growth accentuates the spread of the music industry throughout the South.

**Jukebox Patent Battle**

CHICAGO — A patent infringement suit brought by Seaburg Corp. against Specialty Sales, Inc., and the American Distributing Co. of Columbia Records pop & surf on the right to manufacture and sell jukeboxes is progressing.

A 10-point complaint, plaintiff alleged in part that the NSM model 160 was a "deliberate copy" of the plaintiff's design incorporated into the jukeboxes. In a 9-point counterclaim for declaratory judgment of non-infringement and invalidity, defendant alleged in part that U.S.

**Mercury's Butler Month**

CHICAGO — Mercury Records is launching a major "September Butler Month" program to mark the release of "Butler's New L.P. on Ice, Ice." The album is one of six new LPs being released by the label this month.

According to Mercury pro- ducer manager John Sippel, the special Butler program runs from Tuesday 25th to Oct. 10 and includes trade and consumer advertising, a "Butler Month," and various other programs.

Special in-store merchandising pieces will be distributed to "Butler" fans and a "Butler" quiz will be distributed by radio stations and fans.

"Outside of "Butler," we have our "Suffolk," will design, will be distributed with the "Ice on Ice" album and Butler's six-LP program, "Butler," the label has also directed to radio subscribers at a special price on the "Ice on Ice" album.

Mercury's Butler Month program is outlined on page 49.
Raven’s music has been heard and applauded by several hundred thousand people.

And that was before they made their first album.

Raven has been building a following for two years now. Gig by gig. Audience by audience.

Their brand of funk has been enthusiastically received at such rock emporiums as The Tea Party in Boston, The Rock Pile in Toronto, The Electric Factory in Philadelphia, Barnaby’s in Chicago, and La Cave in Cleveland. And they’ve played all of New York’s “Big Five”: Fillmore East, Ungano’s, The Electric Circus, The Scene and The Cafe Au Go Go.

This, their first album, contains the same sounds that their audiences have been digging all along. Now everybody can.

On Columbia Records®
WASHINGTON—This country needs, and should have, a right arbitration panel to review statutory royalty rates every five years, and to refer deadlocked disputes over those rates, between users and copyright owners.

Faced with rate wrangles and statutorily stated rates in the fields of music recording and publishing, jukebox use of TV programming, the Senate Copyright Subcommittee is working out what it hopes will be a panacea for those problems.

Rapids has been bespewed with demands that the unincorporated set rates. The committee members know that no matter how they will find that 100 persons call up future appeals for statutory to Congress, and that the committee will have no clear need for a law that will be progressive and flexible.

The panel is also setting up an impartial copyright arbitration board that would automatically review statutory rates every five years or to determine if the rates are still relevant in the light of changing conditions then existing. Subcommittees will then have the option of withdrawing the arbitration board, or it will be left to stand.

The Subcommittee which begins the final markup on a re-enactment of the Copyright Act by John L. McCellan (D., Ark.) is expected to work this week.

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Which single will reach the top ten first?
(check both)

- HERE I GO AGAIN
  TAMLA 54183
- SMOKY ROBINSON & THE MIRACLES
- BABY I'M FOR REAL
  SOUL 35066

THE ORIGINALES
Lib's 'Direct Line' On Promotion Clicks

LOS ANGELES — Liberty/UA is getting specific about having national promotion managers report directly to national sales/ promotion directors rather than general managers. After three months of funnelling promotion information to national sales/promotion directors, reports Lib's new executive vice president, Jane Nilsson, who recently took over the added responsibility of participating in promotional activities.

"There is a sense of immediacy about knowing what's happen-}

GOLDFIGGERS AID BENEFIT

LOS ANGELES — Single copies of the Goldiggers debut LP on Metromedia were sold at a television benefit in Mississippi from $30 to $12,000. The group, along with Bob Hope, appeared at the telephone Channel 3 in Jackson, Miss., Aug. 20 and helped raise $50,000.

The funds were designated for victims of Hurricane Camille which swept the Gulf Coast region. The Ford Motor Co., bid $75,000 for the group, who were sponsored by Chrysler, which sponsors Hope's television show, raising its bid to $130,000. The highest bid of $200,000 was reported pledged for the 35 albums.

Request Into Tape Field

NEW ROCHELE, N.Y. — Request Records, the ethnic label specialist, has announced that it will enter the 8-track cartridge and cassettes market by the end of the month. The label, which has over 300 LP masters from 60 different nationalities, is readying 72 re- leases, both for 8-track car-

Coleman a Writer, Artist on Single

NEW YORK — Cy Coleman, president of Notable Music, is represented as composer and artist on the first single of Notable Records: "It's a Nice Face" from "Sweet Charity." The disk is being distributed by the Julie Rifkind organization.

THE FIFTH DIMENSION draws crowds to Sears, Roebuck in Honolulu, while the added $50 with direct mail and the 75 cents with the 8-track cartridge.

5 Suits Charging Pact Violations Are Filed

LOS ANGELES—Five separate Superior Court suits have been filed involving contract disputes, including an action brought against Frank Zapp- pa's Bizarre, Inc. and Straight Records.

Vince Furnier, Glen Buxton, Dennis Dunaway, Michael Bruce and Neil Smith, all members of Alice Cooper, a rock group, have filed suit against Bizarre and Straight to terminate their contract.

The label has cancelled all key wholesalers and distributors to determine which retailers should have preference. The re- response has been considerable, according to the president, H. J. Langseider, to the order of the 50 additional numbers before the year's end.

The releases licensed to GRT are not affected by this develop- ment.

MET OPENING DELAYED BY UNION, MGT. DISHARMONY

NEW YORK—The Metropolitan Opera has postponed its scheduled Sept. 15 opening because of failure to reach agreement with unions representing musicians, artists and other employees.

The Metropolitan is under contract with which it deals, including the American Guild of Musical Artists, which represents 250 solo artists, choristers and dancers; Local 802 of the American Federation of Musicians; and Local 1 of the International Alliance of Theatrical Stage Employees, which represents stagehands.

Issues include salary, rehearsal pay and working conditions. Herman Gray, a lawyer representing some of the unions, said that artists had committed themselves not to interfere with opening night. Rudolf Bing, general manager of the Met, explained that the postponement called for was limited to the full rehearsal time available for the opening week's five operas.
"Live" on tape. All the power and popularity of Glen Campbell—twice. Double packs on 8-track and cassette. A unique first in double-set album packaging to celebrate Glen's first live recording. And for double sales put Glen Campbell on your counter. He'll move out of this eye-catching counter display even faster after Wednesday, September 24:
The debut of this season's Glen Campbell "Good Time Hour" on CBS-TV.

Produced and conducted by Al delory.
ITGCS, PLAQUES TO 2 GROUPS

MONTICELLO, N. Y.—The Teenage Mountain Music Corp. presented plaques here last week to the Iley Brothers and the Tommy James Singers for their best-selling tape cartridges. The Iley Brothers, based in New York City, received a plaque for "Oh Happy Day," the idea for "It's Your Thing," Jan Ekstein and Jack Tyrrell of ITGCS made the presentations during the second annual convention of the National Audio Merchants and Editors, which was held in neighboring Sparta, New Jersey.

AF Lists Peak in Sales and Earnings

NEW YORK — Audio Fidelity Records, Inc., reached record sales and earnings levels for the fiscal year ending March 31, according to Herman D. Glinster, president. Sales were $136,351 to $796,826, up from $620,275 for the previous year.

Net income increased to $46,125. Earnings per share were $1.41, up 14 cents from $1.27 a share. Based on 33,333 shares outstanding, compared with 10,000 shares outstanding at year-end, there were $200,000 shares outstanding.

'Gypsy' Full Price

CINCINNATI — Jan. Lorraine's new ABC album "Gypsy" has been released at a lower price as previously reported.

Monaco working with the Crown. "Not what I would consider," Miss Tier, Jimmie Huxell will producebrush Miss O'Leary, Howard Whitehead will then produce the Triangle and Bobby Whiteside will produce Rainier Minority.

Myers has also signed nine songwriters to Amper's two records, Davis (AKA ), including Ty Rimes, Howard Steele and Mike Ferguson. Two additional writers, the Triangle: Alan Shapiro, Don Waley and Steve Wood, all of the Los Angeles, are being signed by McDonald and Lilith O'Leary. We're just beginning to work in the U.S. and they are looking for distribution and publishing opportunities. A major label is handled by London in Canada, Astor in Australia, Gallo in Spain.

The label's repertoire has been assigned to Amper on a nonexclusive basis.

Danite Revived

DALLAS — Danite Records has been revived and, in celebration of the new label, Blackbird Records has just signed distributors to blanket the market. Distribution is handled by Howard Bennett, Bob Massey of Massey Enterprises is manager of Blackbird. Charles Wright is producer for both the Danite Artists on Danite include Paula Davis, Debbie Brimmer and Jim Downing. Blackbird features from Faye Fous, Al Lowden, and teen country artist Diane Phillips, who has been touring with the company under the sponsorship of Dr Pepper.

Stockbroker Sets Huckleberry Prod.

WASHINGTON — Huckleberry Productions has been launched here by stockbroker John Petthorne. The firm will be based in Raleigh, N.C., and in Nashville. First release will feature John Ferguson, who had an impressive showing at the 35th Jack Buet, formerly with WLAC, Nashville, and Atlantic-atlanta/Hayes, and ten have been hired as national artists directors for the production firm.

Polydor Releases

NEW YORK—Polydor Records is issuing September albums by John Mayall, Jerry Corbin, Tom Jans, Hugo Ballantine, and the Gunther Kallman Chorus.

Copyright Panel

*Continued from page 6*

hold the mechanicals to 2 cents per tune, and remove 2 out of the jubeck publishers' composer royalty of 8%, passing it on to the publishers. To say nothing of the processing of the royalties, get a 3.5% of their net revenue for the song they record music on air.

Another controversial one is Sea, Phil Harris's (D.C, Mich.) amendment to change mechanical copy rate from 6% to 8% of retail sales.

LOS ANGELES — Newly formed Polydor Records, the record arm of Time-Life, has created two rock groups for two new network programs.

The groups, the PTA, a rock-country act, and the Declaration, a folk country group, for Polydor Records, make personal appearances and give concerts to schools in the area. Product by the PTA will be distributed worldwide by Bell Records under a three-year distribution agreement.

The Declaration will appear on NBC's "Tonight, Hollywood, USA." The series starring Jeanne C. Riley will air in January. The Declaration will appear on separate specials called "American or Bust." Initial LP's on both TV-created groups will be recorded.

Free Concert Marks End of City Program

CHICAGO — This city's summer music program will end with a free concert for youngsters at Grant Park featuring over 25 blues performers. Sponsored by the Chicago Park Reap-Out, which combines city and private agencies, the concert was co-produced by Pauline H. O'Connor, one of the most well-known music women in the city, and Murphy Dunn, an actor at Second City.

Among known blues performers at the event will be: B.B. King, Muddy Waters, Big Mama Thornton, Howlin' Wolf, Big Maybelle, Lightnin' Hopkins, Red輕, Hubert Sumlin, and House.

Other performers will be "Bud" Johnson and Joe Young, Gordon with a band of soul and jazz, and "Sonny Boy" Williams will pay a dividend of $1.25 a year, would not be callable for the next three years, and convertible into six-tenths of a share of Firestone common.

Weymann Music Shuts Doors

PHILADELPHIA — The Weymann Music Co., the center-city's leading music and instrument store for over a century, has closed. The Weymann Co. was established in 1907. The company is one of a few Firestone voting convertible preferred stock for each share.

The preferred issue will have a 7% dividend of $1.90 per share, and would pay a dividend of $1.25 a year, would not be callable for the next three years, and convertible into six-tenths of a share of Firestone common.

Earnings & Sales Surge at Koss

MILWAUKEE — A sales rise of $1,056,376 to $2,902,334, and a profit June 30 was reported by Koss Electronics. Net income for the quarter was $231,569 from $115,819, which produced earnings of 16 cents a share. The profit was $1.08 a share for the previous fiscal year.

Para Issue 'War

NEW YORK — The soundtrack album for Paramount Pictures' "The War of the Worlds" is being released on Paramount Records. The music was adapted and arranged by conductor Alfred Rubenstein.
THE FULL-COLOR POP MUSIC POSTERS THAT SELL THEMSELVES!

These are the giants of the pop poster world! Two feet by three feet...in brilliant color. With a retail price of $1.50. the potential is millions.

How do you get in on this market? All you need is an unoccupied 14"x30" chunk of floor space, and we'll supply a self-service rack that comes with 280 posters...28 different releases...protected in polyethylene tubes and displayed so the customer can easily make his selections. When a new star is born, a new poster is born...your inventory is always just as current as your record stock.

Once the rack is in, you don't lift a finger, the posters sell themselves and we supply the new releases. All you do is make your share of the millions.

SEPTEMBER-OCTOBER RELEASES:

DOORS
HUGH MASEKELA
JIMI HENDRIX
VANILLA FUDGE
CANNED HEAT
IRON BUTTERFLY
THREE DOG NIGHT
MOTHERS OF INVENTION
CREEDENCE CLEARWATER
TOMMY JAMES & THE SHONDELLS
JIM MORRISON
JOE COCKER
SLY & THE FAMILY STONE

STEPHEN WOLF
GLEN CAMPBELL
ERIC CLAPTON
BEE GEES
GINGER BAKER
STEVE WINWOOD
ERIC BURDEN
HENDRIX/PEACE
LEO ZEPPELIN
FIFTH DIMENSION
ROLLING STONES
MICK JAGGER
DONOVAN

*Available in Canada at slightly higher prices

Produced by Visual Thing, Inc.

For complete details contact:
Larry Sikora, President
LEISURE SIGHT & SOUND
a division of GHG Enterprises, Inc.
75 East 55th St., New York, N. Y. 10022
(212) 486-1266

Another Goldstein-Gold Happening!

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75 East 55th St., N. Y. C., N. Y. 10022

Please send me the name of my nearest LSS distributor.

As an established distributor I am interested in details concerning the LSS poster line.

Please send me a catalog.

DEALER DISTRIBUTOR RACK JOBBER OTHER

NAME
ADDRESS
STATE

896
LOS ANGELES — "They're everywhere," said one executive.

"I don't buy new artists unless they have a track record.

"Rack's don't start new albums. I don't see where they are going to be any different with the new ones.

"Cartridges may be moving steadily upward to where record companies are starting to think about whether the business is cutting into album sales, but there is a cautious attitude prevailing rack merchandisers' cartridge buying patterns.

"In California, Los Angeles, and New York, cartridge sales are coming from different parts of the country indicating the barriers which has developed between supplier and rack distributors.

"Racks are, in the main, holding back from stocking a wide variety of tape titles. They are instead concentrating by reducing their buying efforts on the hot tomatoes, just like they have done with albums.

Buying Hits

The situation is such that Mel Price, Columbia Records national tape sales manager, is motivated to say, "They're creaming the hits and backing off from catalog. We do note that our catalog is getting hot in the trade.

"Price says that racks have "psychologically backed away" from 4-track because of the steady interest in cassette and 8-track. When they do buy 4-track, they favor a tight representation from the top 20 titles for their inventory.

"Floor space for cassettes is a major factor in this psychological retreat from 4-track. Price believes they need the floor space so they're getting rid of their 4-track inventories.

One major national retail chain with whom Price talked in California it was not buying any titles from its first two cassette releases because the material was all catalog. They were taking this position because of their tight representation from new releases by hot names.

"The chain's attitude seemed to be that it squeezed already had a Bob Dylan album or 8-track tape, the Dylan cassette could still be bought.

"Real Tapes Again

There is an East Coast rack where they have begun buying reel tapes again for this year. Reel tapes are receiving a coolant effect as a result of the success of cartridges, he said. Cartridges have maintained their position of finding out about tape as a sound medium. Price said, with the result that people who bought reel machines years ago have begun using them again.

Columbia reel sales are up about 30 percent over last year, and over 50 percent when compared with the same period last year.

"There is a pattern, Price said, that if you have a hit cartridge product you can get a hit, his cartridge product takes on a new life and the rack stays popular for a number of months.

"Retail merchandisers' buying patterns are not surprising Bob Korschenthe, Atlantic's national sales director. "There is a built-in hesitancy on the part of racks," he said, "not to start new tapes. You stay with the racks with a new, unknown act. Racks don't start new albums. I don't see where they are going to be any different with the new product.

"The buying patterns generally parallel those of albums, with one appreciable difference. Korschenthal feels, Best of titles, seem to be good movers. "One of Dunhill's best-selling products is a rack made by Audio Magnetics and we have the Ramales "Time/Peace" which is a best of packaging.

ABC Branch

At ABC Record and Tape Sales, Seattle branch, tape distribution is being handled by a new man. Stuart Smith admits he tends to pass on a lot of items because of his cautious approach.

"I don't buy any artist that doesn't have a track record," Smith said. "I want to be sure what I buy because tape inventories in stores are not nearly what they are in albums. If you had a cartridge you didn't need any classical product. Now You don't need the classics in cassette and 8-track because some stores have enough of them to carry a variety of items.

"The Seattle office services 300 accounts here ranging from Portland, Oregon, Idaho, Montana, and Northern California.

"Blacksmith said he tends to avoid things that are not new or items that are "because there is not enough room to experiment at retail. If there is no demand, the axiom goes, you don't need the tape. You want the rack, the store wants the tape right away. Heavies. The Stones, you know.

"We do not have a hard line against Classical, our Classical is modern, he said.

"The pressure, it is if does come, is from the record companies which have staked themselves with tapes. They're going to be more cautious. If you have the distributor, you are going to be special, "Be representative. Well, being representative is going to mean having 10 or 5 of something.

"One problem which concerns the rack buyer when going in to purchase with merchandise when the record companies are making it difficult to get into the rack market of tapes. The rack store tried to be accommodated by purchasing firms already supplying the record companies. We couldn't make it work.

"Mueller Brass has begun interviewing people to head up its expansion into rack merchandising.

Dunhill's Tape Sales Boom: Triple in 6 Mo.

LOS ANGELES-CARtridge sales are a booming giant at Dunhill which has talked three times as much tape sales in the first six months of this year as it did in a similar period in 1968. This triple increase in cartridge sales has left Dunhill's general manager, believing that "tape is starting to eat into the album business for the first time."

"Lasker estimates Dunhill's tape sales by the end of the year will be two and one-half times what it was in 1968."

"Lasker says he has been talking with his distributors about tape and they are aware of the problems in providing space for record outlets who are starting to take away some record space."

"Lasker said, "The next few years what we're really feel tape eating into records not only in sales, but in floor space."

"Dunhill's product is being duplicated on a non-exclusive basis by GRT, Ampex and Munitz (for 4-track). Once these contracts expire, Lasker said the company will eventually control its own manufacturing."

"With licensing," said Lasker, "you're one step away. You have your finger on the pulse like you should."

"Lasker sales reports from GRT and Ampex on a quarterly basis. "But they're behind in on you in anything you want," Lasker added.

"Dunhill's top tape configuration is 8-track, with cassette "moving up very fast."

"During the first two quarters of this year, Ampex has sold 445,000 Dunhill units. GRT, which sells the same merchandise through its own outlets, has sold 116,000 units in the first quarter alone."

"Lasker is surprised by the 9-to-10 reel-to-reel business. Am- pel, for example, sold 8,000 Dunhill reels during the quarter and 10,000 in the second quarter. The company's micro-cassette, offering four Dunhill songs, has not been a strong item.

MOVE INTO RACKS MULLED BY STEREOGENY

LOS ANGELES — Stero- geny and its parent company, Mueller Brass, are studying a move into rack merchandising. Stereo- geny, producer of reelo and cartridge tape and a custom duplicator, is Mueller Brass' major endeavor in the tape and music industries.

The parent company, located in Port Haven, N.J., is involved to get into the rack market of tapes. The move could be accomplished by purchasing firms already supplying the record companies. When it comes to take them back."

"Blacksmith said he is trying to get his product to have a home."

"If you get desperate, you can dump the old tapes, although there aren't too many places (Continued on page 14)
GET MORE WITH FOUR!

Earl W. Muntz, president of the world's first and foremost company producing 4-track and 8-track stereophonic cartridge entertainment for cars, homes and boats.

It's our business to know what we're talking about—we make both kinds. 4-track stresses quality and economy. That's why 4-track gives you more for less—“MORE with FOUR!”

4-TRACK (STEREO)

4-TRACK
Cost: $4.98
Selections: 10
Playtime: 26 minutes

8-TRACK (STEREO)

8-TRACK
Cost: $8.98
Selections: 10
Playtime: 26 minutes

What is the Real Difference Between the Two Cartridges?
1. 8-track costs much more for same amount of entertainment
2. 4-track features two stereo programs appearing on 15 minutes each of playing time
3. 8-track contains four stereo programs on 7½ minutes of tape.

With 4-track, you thus pay less money and get exactly the same amount of entertainment—and it sounds better!

MUNTZ 4-TRACK — WIDER SELECTION OF MODELS AND WIDER SELECTION OF COSTS!

COMPARE!

8-TRACK — LIKE RUNNING EIGHT CARS DOWN A FOUR-LANE HIGHWAY TOGETHER

YOU ARE INVITED to visit our fabulous Muntz Cartridge City showcase in Dallas, Texas at 3500 Oaklawn. The telephone number is 521-1811. Complete Muntz product lineup, Full Cartridge music library.

MUNTZ STEREO-PAK

Prices indicated are suggested retail.
Widening Buying Gap

A

Continued from page 12

which will buy this kind of "taunted" music.

Price: Some record executives candidly admit, plays a factor in selling the product. A range of prices goes from $3.44 to $3.74.

Racks won't take anything which is experimental in nature or necessitates a break, reports Earl Horwitz, Liberty Stereo Tape's general manager. Liberty had a hard time selling up its "Movie Music" series with racks. Displays and merchandising programs helped move some product.

An Earful

The rack is an enigma, in Horwitz's opinion. The only way he can offer his buying habits is when he opens the manufacturer's catalog. Horwitz believes. The Recoee chair runs many departments and is able to sell more than just the top 100 titles, he pointed out.

If a manufacturer brings in and buys a distributor to gain a vertical structure situation, the sweep of product can also be broadened, Horwitz believes. And if a distributor owns his own stores, he can set up merchandising programs for cards for programs.

Right now the record company cannot rely on the rack to merchandize, believes Horwitz. "You have to depend on an individual store or tape merchandiser, like National Tape Distributors, McCro or Bigelow."

Horwitz said there is no way to ascertain whether sales have been lost because racks have not been logically. "Tape is still fulfilling a pipeline," he notes, "and there is no way to judge any lost sales. We haven't reached the saturation point yet."

Rack Jobbers' Role as Tape Mover Is Seen Mushrooming

Continued from page 12

"Store locations carrying only tapes and not merchandising hardware are missing out on extra profits and on a solid in-store traffic base. A year ago, we plan to broaden our rack hardware line, including inventoryable players."

Ed Mason, Belair president, said racks can offer retailers three services in the merchandising field: ordering, controlling inventory and promotion.

With a multitude of hardware available by a multitude of manufacturers, retailers have limited knowledge and little time to spend on ordering, or knowing what to order.

Assortment

In addition to the obvious services, the rack merchandiser offers the retailer an assortment of accessory equipment, including promotion materials and display racks.

The rack merchandiser is able to offer a hardware merchandising program to the retail chain.

What a retailer gets when he takes on a rack jobber is a basic inventory service which the retailer (location) pays for.

The rack merchandiser then comes into the store and sets up the inventory (much like records and tapes). Besides not having to clutter up a warehouse or stock room with hardware, the retailer does not have to spend time on ordering, maintenance or inventory.

Horwitz said "Racks have a certain play list. If they like your price or you happen to be on the top shelf, you're on the top 100 because of your price."

Horwitz believes the record company doesn't sell the rack. It sells the consumer, who in turn creates a demand which forces the rack to stock the product.

Liberty motivated jazz buff to buy its recent jazz program by advertising on jazz-oriented AM and FM stations. The program did "extremely well and it opened the eyes of people who didn't think they could sell jazz on tape."

Once a standardized merchandiser is in the store, the problem of relegating floor space will be greatly improved, believes Bob Elliot, A&M's tape department director. If a new set gets radio airplay, the racks are more prone to buying, Elliot pointed out.

Not all racks cherry-pick. In addition, added Wally Peters, director of Paramount Stereo Tape. "The use of tape racks is about 15 accounts which can use specific types of product," Peters said.

He recalls one cherry-picking rack which bought many middle-of-the-road music and tapes covered when his tear tags began coming back that there was a market for this catalog type of product. "It will sell if it's placed out," Peters said.

"Racks don't want to waste any space. They're mass distributors, but in essence, they don't merchandise like we'd like them to," feels Horwitz. "The control is no longer in the manufacturer's or dealer's hands. The racks have it."

The attitude of hardware manufacturers is easy to follow: Racks moved into records about five years ago and disk sales expired. Why can't racks, who moved into tapes and cartridges in a big way a year ago, also widen their scope by racketing players?

Racks are becoming increasingly aware of merchandising tapes and hardware equipment together, and using players as a traffic builder for tapes. In most cases, too, hardware equipment is packed right next to records.

Most appealing to the consumer is who shops off racks are players in the under-$100 price category. Today, the market is being flooded by low-end equipment.

Many believe that the role of the rack jobber in players and tapes will continue, though of the rack's role in records a few years ago.

GRT Into Three相

LOS ANGELES—GRT has announced three tape licensing agreements and contract extensions with Earth Records of New York, Sky Records of Los Angeles and Sun Records of Nashville and Memphis.

Initial release on Earth will be

(Continued on page 28)

Best Selling Tape Cartridges

B-TRACK

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BILBOARD SPECIAL SURVEY for Week Ending 9/6/69
This superbly engineered hardware is the Finebilt 69-5 highspeed tape duplicator system.

There has never been anything like it, and it is going to shake up the tape duplicating scene.

Here are just a few features:

- Precise highspeed duplication of 4-track, 8-track, cassette, reel-to-reel or play tapes... 5 positions in one machine!
- Produces up to 2000 one hour subjects 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 floorspace.
- No installation required. The 69-5 rolls on casters to any position—plugs in readily into an ordinary electrical outlet.
- Smaller original cost, minimum maintenance and operating cost, plus matchless performance, make the multipotent 69-5 the unduplicated duplicator.

ALSO—these Extra Bonus features!

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The complete plant package to fit your requirements. Now you can establish a compact, automatic tape plant which can produce the highest quality recording tape at a minimum investment. How? With FINEBILT Fine-Coat Magnetic Tape Manufacturing Equipment, another industry "breakthrough" by FINEBILT, the quality name in precision phonograph record pressing, and plating equipment.

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CABLE "COEXPORT"
Muntz in Courts—a Double Bill

LOS ANGELES — Two separate court cases involving Muntz Stereo-Pak are continuing in Federal and Superior courts here.

Muntz has filed a suit in Superior Court against Fireman’s Fund Insurance Co., charging breach of contract and negligence. The suit stems from a fire in May 1968 that caused more than $605,000 property damage at the Muntz Stereo-Pak duplicating facility in Van Nuys. The company is seeking to recover funds on an insurance policy.

The suit contends the defendants have paid Muntz $326,916.14 for property loss, but have breached the policy by failing to pay a balance of $2,178,193.67 and an additional $1,499,031.92 under a suspension of business clause.

In addition, the company claims it has been damaged in the sum of $1,736,397.53 as a result of the breach of contract. Muntz also requested the court reform the policy to include several verbal commitments allegedly made between Fireman’s and the tape company.

In another action, the U.S. District Court has ruled that Muntz Stereo-Pak must comply with an Internal Revenue Service summons to testify and produce books and records in an IRS investigation.

Judge Jesse W. Curtis denied several motions by attorneys representing Muntz Stereo-Pak, Bernard and Christine Phillips and the Carson Import-Export Co. to dismiss an IRS action.

The court denied a counterclaim for injunctive relief and a motion to convene a three-judge district court. The government investigation is to explore the tax returns of Bernard and Christine Phillips and the Carson Import-Export Co. between 1964-1967 (Billboard, Feb. 8).

Muntz had filed 15 statements giving cause why the action should be dismissed, including the lack of jurisdiction over the subject matter by the District Court and that summonses sought by the IRS allegedly violate the fourth, fifth and sixth amendments to the U.S. Constitution.

Attorneys for Muntz contended that the IRS complaint failed to state a claim, that the petitioners are delayed in filing a claim, thus causing prejudice to their case, and that the complaint was issued to obtain evidence in a criminal proceeding.

They also filed objections to the proposed findings and conclusions of the court.

Curtis, who "sustained in part and overruled in part" the respondents’ objections to the proposed court order, requested the government’s counsel to prepare a new order, and denied a motion to reopen the case.

Cartridge, cassette or reel.

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VOLUME 6
8 TRACK-8968
4 TRACK-4968
CASSETTE-C0968

VOLUME 7
8 TRACK-8969
4 TRACK-4969
CASSETTE-C0969

VOLUME 8
8 TRACK-8970
4 TRACK-4970
CASSETTE-C0970

VOLUME 9
8 TRACK-8971
4 TRACK-4971
CASSETTE-C0971

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MARTIN DENNY • RAY SMITH • THE T-BONES
BOBBY VEE • SANTO & JOHNNY • BOBBY LEWIS
TIMI YURO • FLEETWOODS • ANITA BRYANT
LONNIE MACK • GARY LEWIS & THE PLAYBOYS
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From the source of the sound, Petri—Funda— Memnon Films, "Easy Rider," Dennis has put together a soundtrack album featuring a number of artists. The album includes the songs by the Byrds, Roger McGuinn, Stephen Stills, and others. The Byrds' "So You Think You Can Fly," "Turn Turn Turn," and "The Red Rooster" are included on the album. The album also includes tracks by Donald Byrd, "Blues Mission," and "The Red Rooster." The album's first pressing was limited to 2,000 copies and is now considered a collector's item. The Byrds' songs are featured in the soundtrack album for the film "Easy Rider." The album became a best seller, reaching number one on the Billboard charts. The Byrds' songs were also featured in the soundtrack album for the film "The Wild, Wild West." The album includes the Byrds' songs "Turn Turn Turn," "So You Think You Can Fly," and "The Red Rooster." The album's first pressing was limited to 2,000 copies and is now considered a collector's item.
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MORE CARTRIDGE TAPES
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- two complete catalogs, one for cartridge tapes and one for records; each 48 pages or more, with 200 to 250 full-color illustrations, descriptions and easy-to-use indices with prices;
- the most-wanted product of all labels... the artists, records and cartridge tapes that will be a basic part of your normal stock... selected from Billboard's charts, plus Grammy and Naras winners and Gold Record awards;
- all of the best-selling categories, to suit buyers of all ages and all musical tastes;

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Compiled from Billboard's Best-Selling Charts

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On condition that my Billboard 1969 Gift Guides be received at my place of business by November 15 or earlier, please accept the following order:

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Per Copy Prices (shipped prepaid)

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<th>Quantity Range</th>
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<td>Under 1,000 copies</td>
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<td>1,000 to 24,999 copies</td>
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TOTAL COMBINED QUANTITY:

(Record and Tape Gift Guide Quantities Combined):

Payment herewith. (No Billing, please.)

IMPRINT COPY
(max. 4 lines):

SHIP AS FOLLOWS (please print):

Store or Company Name:
Address:
City, State, Zip:
Name of Person Ordering:

www.americanradiohistory.com
No tape configuration escapes Dubbings' net. We're the leader in sound duplication for the entertainment industry. We produce cassettes, 8 track cartridges and open reel to the tune of almost 3 billion feet of tape per year! It's done with the most modern automated duplicating, editing and packaging equipment available. As a North American Philips Company, Dubbings provides both the quality and dependability in cassette manufacture the industry has come to know. You'll get high quality and on-time delivery whether you are a large producer or small. You'll "net" better profits with the leader, too. Whether your duplicating needs are immediate or in the future, why not contact Dubbings now?
Seek Ruling on State Penalty for Illegally Duplicating Product

LOS ANGELES — Duplicators are pressing for a ruling in the U.S. District Court here on the constitutionality of a recently passed state statute making it a misdemeanor to illegally duplicate product.

Tape Industries Association of America, Barry Pressman, Donald Koven and Stanley Mockler have filed a suit in District Court against Evelle J. Younger, district attorney, and Roger Arnebergh, city attorney.

The plaintiffs seek an injunction, a three-judge panel to review the illegal duplicating law (California Penal Code, Section 653b), and declaratory relief.

Judge A. Andrew Hauk denied a motion by Younger and Arnebergh to dismiss the plaintiffs action on three grounds:

lack of jurisdiction over the subject matter, failure to state a claim for a three-judge court and lack of equity jurisdiction.

He ordered a three-judge court be convened, because "I am not convinced that there is a clear and unequivocal showing that there is a substantial issue of constitutionality raised by the complaint." Judge Hauk asked the chief judge of the U.S. Court of Appeals for the Ninth Circuit to convene a three-judge District Court.

The suit contends that the new statute, in effect, grants a copyright to the owner of the master. Such establishment of a perpetual copyright, in public domain items, violates the copyright laws (Article 1, section 8, clause 8).

(The statute, in part, says persons are guilty of a misdemeanor who knowingly transfers sounds recorded on record, disk or tape with intent to sell, use or profit through public performance without the consent of the owner; sells any such article with the knowledge that the sounds have been transferred without the consent of the owner.)

Seek Injunction

The plaintiffs want a preliminary and permanent injunction restraining Younger and Arnebergh from initiating or prosecuting violators of 653b; a court of three judges to hear and determine the case, and unless Younger and Arnebergh act, they (the plaintiffs) have been denied their rights, privileges and immunities to allow them to copy, and exploit items in the public domain.

(Continued on page 26)
The Compact Cassette with the 17 Jewel Movement

Each individual part of an Audio Magnetics Compact Cassette is precious. 17 parts, each manufactured with jewel-like precision to match Philips (they're the standard for quality) part for part with nothing omitted. We use only the finest of components; special felt from Italy for the pressure pads; high fatigue enduring beryllium copper springs; a highly permeable metal with low hysteresis loss for the recording head shield, Delrin rollers and so on. We even manufacture our own magnetic tape just to be sure of the fidelity. And then each cassette is put together by screws or sonic welding. After all, our Compact Cassette is a precision instrument and has to be as reliable as an astronaut's watch and just as rugged.

To maintain 17 jewel quality we run 22 quality control tests before each and every cassette is "Certified Tested" and given our unconditional lifetime guarantee.

Tape CARtridge

How to Display Is $64 Question Sticking Trade
By BRUCE WEBER

LOS ANGELES — Much of the talk these days is about the technological advances made by the tape industry. But packaging is still a major concern. Record companies are becoming increasingly alarmed at the widespread disregard of the packaging perplexity by tape accessory firms, wholesale-distributors, and the retailer.

Both the Record Industry Association of America (RIAA) and the National Association of Rack Merchandisers (NARM) are working with both the record-tape industry and independent accessory producers to solve a continuing headache.

The problems of merchandising softgoods and equipment, too, are beginning to multiply. Innovations alone are creating marketing, merchandising and promotional woes.

Is the answer an industry-wide packaging concept? If so, will record manufacturers concur with tape accessory producers? Which packaging system does the industry use? Will accessory specialists manufacture a product to fit the needs of rack merchants? Is packaging standardized practically?

Fred H. Rice, national merchandising development manager at Capitol Records, offered three merchandising aids that could solve the packaging problem:

A complete tape department — new releases and best sellers for record stores, service stations, photo shops for wall or floor unit, full display, piffer-proof plastic outer package that locks either cartridges or cassettes in a clear plastic reusable package, the picture, leads; individual graphic outer packages carrying full graphics, liner notes and back cover copy.

"Tape packaging will change," said Rice. "It will be a continuous change and a faster change. When cassette tape players get the reversible feature, negating the turning over of the cassette, you can bet well be in an all new ball game."

S. Harvey Laner, president of Recco, feels that merchandising is the largest single problem in the cartridge field.

Recco has developed a box holder which fits into a browser bin and because of its 12-inch by 4-inch by 1-inch size, discourages pilferage. "Sales have increased 300 percent, up to as high as 35 percent of LP volume," said Laner.

He feels the manufacturer must accept the responsibility to deliver a product which can be displayed, promoted and merchandised for self-service sale.

How to solve the packaging dilemma?

"One way," said Laner, is for retailers to arouse the procrastinating manufacturers of cartridge tape to deliver a product that allows the freedom of sales merchandising expression."

Goetz Comment

William E. Goetz, chairman and chief executive officer of Music West, said:

"Wholesalers and retailers are not in the packaging business. I believe it is the responsibility of the manufacturers to develop packaging concepts.

"Manufacturers should do more to study display techniques of all forms. They should also become more concerned with bulk packaging."

At a recent RIAA meeting attended by representatives of major record companies, positive steps were taken to resolve some packaging headaches.

It was recommended and approved that if any other package is adopted for the 4-track, 8-track and cassette, they should... (Continued on page 26)

NARM TAPE SPECIAL

RADIANT
— the world's largest independent cassette and cartridge manufacturer — offers you

GUARANTEED PROFIT

For full details, contact:

DON PASIN

RECORD EXEC HOARD Billboard

SEPTEMBER 6, 1969, BILLBOARD
We invented stereo-8 for customers with big ears. So when your customers are looking for big, brilliant, full dimensional stereophonic sound... give them what they want. The total pleasure of a Lear Jet Stereo-8 Tape Player.

Big ears are just all the better to hear Lear Jet Stereo-8 with. And this year's line of Lear Jet Stereo 8 Tape Players is the most complete ever. We've got the largest selection of new car units ever offered (from $59.95 to $225.00) ... a wide variety of portables (from $32.95 to $99.95) ... and the best selection of home units in the entire industry (from $39.95 to $289.95).

And we're doing something more.

We're introducing a car unit, and a home unit that records, as well as "plays back."

So when you stop to think that Lear Jet has the most complete line... the most complete sound... the freshest styling in the field... and an ad campaign that gives you what you need... shouldn't you be stocking the new 1970 line of Lear Jet Stereo 8 Tape Cartridge Players? Then you can "throw a party for your ears."

The ring of your cash register.

Lear Jet Stereo 8 gives you what you need.

The "95" really "grooves." Finally! A ROBERTS Cassette Deck that plays pre-recorded cassettes through the home stereo system with push-button ease and big stereo sound. Drop in a cassette... and gloriously! Two solid hours of music without touching a tape, it records, too, from FM stereo, LP records or "live" from microphones. So Millie can program this week's "Top Twenty" with a flick of the switch. You can "groove" a little, too, with this mini-module that brings in maxi-profits from the Teen scene... and from every other audiophile who will welcome ROBERTS quality and high performance with cassette convenience!

ROBERTS "95" COMES COMPLETE WITH PATCH CORDS AND BLANK CASSETTE... READY FOR INSTANT PLUG-IN WITH THE FAMILY STEREO

Retail Price: $99.95

Ask about the complete line of quality-controlled high-performance Super-Cassettes from ROBERTS

BE PART OF THE Billboard

SEPTEMBER 6, 1969, BILLBOARD
Motown Moves Into Own Cassette Tape Operation

DETROIT — Motown Records is moving into its own cassette tape operation, including packaging, merchandising and distribution, beginning Monday (1).

RCA will duplicate Motown's new cassette product, with Ampex, the previous cassette licensor, duplicating only reel-to-reel. Muntz Stereo-Pak will continue to duplicate Motown's 4-track.

Motown's initial cassette release under its own banner will be called from catalog material.

A full promotion will emphasize new tape product. The company will sell cassettes at $6.95, the same price as its 8-track, which it also markets and distributes.

Mel DaKrooth, Motown national tape and album sales manager, said the increased emphasis on tape product is paying off. He feels 8-track tape sales this year will hit three million units. At the end of the first six months of 1969, Motown's 8-track sales increased 120 percent over the same period in 1968.

Car Tape Unit

LOS ANGELES—Sony has introduced its first car cassette unit, the model 20, which has a push-in front loader feature, automatic rejection and power cut-off.

The unit comes complete with car mounting bracket and hardware and a coupon allowing the consumer to purchase a three-pack of SuperScope cassette tapes at a special $8.85 price. The tapes will be available shortly from SuperScope dealers, who are selling the $11.95 player.

The unit has a program search capability which allows for location of a musical selection.

Illegal Duplicating

Pressman, Koven and Jean and Robert Holmquist claim they manufacture and distribute prerecorded tape cartridges which have not been copyrighted but have been previously produced, recorded, sold and therefore in the public domain.

The suit says that the plaintiffs purchased the recorded performances and make their own recordings, sell them with labels purchased from Tape Industries Association of America, which collects and transmits licensing fees to the copyright holders or their agents.

The suit also contends that they (the plaintiffs) pay compulsory licensing fees to copyright owners on their sale of tape cartridges to customers.

In another case in District Court involving Illegitimate Production, defendants have filed an answer to a complaint originally brought by registered owners charging violation of the copyright act.

Deny Allegations

Patrick O'Shorn and Robert Paezal, both of Phoenix Tapes, have denied allegations brought by the music publishers. In addition to O'Shorn and Paezal, other defendants are Christopher G. Hamlin, Richard W. Eick-

Your own thing.

Every issue, we customize over 100,000 copies of LISTEN for some of the country's most prominent distributors, rack jobbers, and tape clubs.

We imprint our cover with their trademarks. Bind-in their order forms. Make up special inserts.

We could do the same for you. Or something entirely different. The fact is, there's practically no end to the ways we can modify the basic LISTEN format. We're as flexible as tape itself.

Customizing doesn't cost an arm and a leg. You can get in on the action for very little money.

And for that money you get a prestige piece that works for you as a powerful sales accessory. Full-color cover. Editorial features on name artists. Reviews of new releases. And complete, computer-accurate listings of everything on tape, in all the formats—4-track and 8-track cartridge, cassette, open reel.

But maybe you'd like to try us on for size first. Fine. Order a quantity. Put our self-merchandising display up. Then sit back and see how well LISTEN sells tape. And sells itself (at up to 50 percent profit).

The coupon will start things rolling. Or, if you're going to be at NARM in Dallas, let's discuss things "person-to-person."

Data Packaging Doubles Output

CAMBRIDGE, Mass.—Data Packaging Corp. has doubled its production capacity for cassettes and cartridges. The firm now uses more than 86,000 square feet of production space at its Kenronton, Me., plant.

William F. Stevens, general manager of the Data Packaging Division, said that weekly shipments of cassettes and cartridges have reached 850,000 units since Aug. 4.

Data Packaging Corp., a public-ly-owned company (OTC), manufactures peripheral equipment and supplies for the data processing, cosmetic and music industries.

How to Display

• Continued from page 24

have a width not greater than 4½ inches and 12 inches high and not more than two inches greater than 1-inch for car-

tridges and ¾-inch for cassettes. The decision by the RIAA may help standardize the general shape of an outer package and meets most of the specifica-

cations of the outer packages that are currently on the market.

In short, before the industry can look at the exploding 1970's, it best solve the pack-

aging dilemma in the 1960's.
**Hardware Men Woo Key Account Racks**

**LOS ANGELES**—Hardware manufacturers are beginning to woo rack merchandisers who service major national accounts.

Rather than replacing their own independent network of distributors, hardware producers are looking at the rack jobber to supplement distributors and reach the market, through mass merchandising chains.

Many equipment companies feel independent distributors cannot stock national accounts, such as B. F. Goodrich, Goodyear, White Front, etc. By working with major racks, equipment producers are able to market product across the U.S.

In many cases, equipment is shipped to warehouses belonging to rack merchandisers who then ship to national markets. The plan saves shipping fees by the manufacturer to individual stores and allows hardware producers to use racks to inventory product.

Often, a hardware manufacturer saves costs by allowing the rack merchandiser to service the account with marketing aids and displays. By working with a rack, the equipment producer saves conference time by dealing with one buyer, rather than talking with individual buyers representing a handful of outlets.

Several manufacturers already are using rack merchandisers in specific areas to market their equipment; namely, Belair Enterprises, Craig, Sharp, Viking, Concord, Tennessee, Philco-Ford and Panasonic.

Belair, manufacturer of 8-track and cassette portable stereo players, recently named ABC Records & Tape Sales Corp., the distribution-rack arm of ABC, as its distributor in Texas. It also will have its equipment merchandised in more than 1,000 Goodyear stores in eight major markets via ABC, which supplies a large part of the Goodyear chain with tape.

To protect its network of independent distributors, Belair Enterprises will only use rack merchandisers to service national accounts. "Our goal is to enhance our product in mass merchandising chains and still protect our independent distributors," Belair also merchandises its players through Transcontinental.

Transcontinental also merchandises Panasonic's 8-track auto player, Philco-Ford's 8-track portable, Tenna's 8-track auto unit, Concord and Sharp's cassette units and an 8-track auto unit from Viking.

Bill Hall, Transcontinental Music Corp., vice-president, feels the rack jobber is able to offer national accounts a hardware merchandising program.

(Continued on page 28)

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**Fidelipac® 880 "Fool-Proof" 8 Track Cartridge**

Tele-Pro designed the 880 for the professional duplicator. Perfectly aligned closure opens and closes without expensive jigs or machines. Pinch roller and pressure pads provide proper alignment which withstands temperature variation, physical abuse, and tolerates differing capstan force in playback machines. The tape-path and moving parts design offer dependable performance under severe conditions. For price, dependability, and consumer satisfaction, you can't beat the Fidelipac® 880.

**TELEPRO JET CARTRIDGE**

**COMPACT Cassettes**

Made in U.S.A. — licensed by NAP — pre-loaded with Fidelitapec® — pre-leadired or unassembled — private labeling. All lengths — plastic mailer boxes — display packaging.

4 and 8 track empty and loaded cartridges. Head cleaners, too.

**Write or call TelePro for speedy information on your tape cartridge requirements.**

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**THE ORIGINAL ONE**

**THE QUALITY ONE**

**THE ONE**

**LeBo**

TA-52 Deluxe Tape Cartridge Case Holds 15 cartridges

TA-54 Deluxe Tape Cartridge Case Holds 24 cartridges

Distributor! Jobber!

Custom packed top

The best value

The only case with lock and key

NOW! A New Concept in Cartridges — The Two Lines from LeBo in Color — The Market. Six attractive decorator colors done in Black, Blue, Green, Red, and the All New Alligator Blue and Alligator Green. Once you see these New Colors All Others Will Be Ordinarily.


**THE ORIGINAL ONE**

**THE QUALITY ONE**

**THE ONE**

LeBo Products Co., Inc.

71-68 31st Avenue, Woodside, N. Y. 11377

SEPTEMBER 6, 1969, BILLBOARD

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**For Reliability, Experience and Leadership . . .**

**TAPE CARTRIDGE PRODUCTS FROM TELEPRO**

---

**GAUGE RING**

A new concept in cartridges! These gauge rings for 8 track tape cartridges are high precision metal rings. A precision machined gauge ring protects the most important part of any cartridge — the capstan. Available in two sizes.

**DYNAMIC OPERATION**

Due to new internal design, the Tele-Tone tape cartridge only requires one to two weeks of break-in before full performance is achieved.

**NEW PINCH ROLLER**

A new pinch roller for 8 track tape cartridges. It is designed to make the cartridge more durable and is made of special material to ensure smooth operation for years, even under severe conditions.

**PRESSURE PADS**

New for 1969. These pressure pads are designed to hold cartridges against the capstan. Includes metal plates for the 8 track cartridge and a Pad for the 4 track cartridge.

**CORNER POST**

A new corner post designed for use with the Tele-Tone tape cartridge. It is made of special material to ensure long life and durability.

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Copyright material
Cap Push on Country, Contemporary Titles

LOS ANGELES — Capitol has been promoting contemporary music month on country and contemporary product. The country campaign goes under the banner "Look Who Capitol's Corralled." The country promotion spotlights 16 titles, the pop program 12. All of the titles are new to the label's cassette catalog.

A barn shaped counter bin has been designed for both cassette and 8-track product.

Three of the tapes are of a variety nature blending various artists and selling for $1 less than normal 8-track ($6.98) and cassette ($5.98).

These two promotions are timed to break in September at a time when the label is bowing its simultaneous releasing program (reported exclusively in last week's Billboard) of tapes and albums.

Simultaneous releasing, the company claims, will benefit tape only retailers because of the airplay, advertising and in-store displays which Capitol develops for album product. Capitol's initial simultaneous release package comprises 17 titles by such artists as Merle Haggard, Stan Kenton, Nat Cole, Bob Seger, Mel Torme, Jim and Ingrid Croce, the Fourth Way, Zoot Money, Nanny James, Jene Shepard, Cliffie Stone, Wynn Stewart, Roy Merriweather, Jim and Jesse, Melba Montgomery, Jan Rubini and the Sart Sverphy and a country compendium package.

Hardware Producers

"Continued from page 37

"What a retailer gets when he takes on a rack merchandiser is a basic inventory service which the retailer (locally) pays for. Besides not having to clutter up a warehouse or stock room with hardware, the retailer does not have to spend time on ordering, maintenance, inventory or marketing."

Craig, besides using its own independent distribution outlets across the U.S., is finding rack merchandisers are a valuable source. The company uses Heilicher Bros. in certain areas to market the broad line of Craig 8-track and cassette units. In turn, rack merchandisers are working with hardware manufacturers in obtaining co-op advertising and promotion dollars for their outlets.

Marc Bertone, sales manager at Transcontinental's Denver location, is using radio and newspaper promotions to exploit both tape and hardware throughout the eight-state Rocky Mountain region.

"Advertising in college newspapers is beginning to pay off for hardware equipment," said Bertone.

While major rack merchandisers are eager to handle hardware, the equipment manufacturers already have begun a program to woo the rack jobber.

GRT Three Pact

"Continued from page 14

"Groupies." Sun will release tapes on the "Greatest Hits of Johnny Cash," Jerry Lee Lewis and Carl Perkins.

In addition, GRT's contract with Shelby Singleton's SSS international group of labels has been expanded through 1982. First release from Sky will be Gabber Sabor's "1969" and Gary McFarland's "America the Beautiful."

Tape CARtridge

Auricord’s New Tape Cassettes

NEW YORK — Auricord-Scovill has introduced a quality line of tape cassettes for OEM use with Auricord's cassette systems and other standard cassette recorders.

The tape used in the cassettes is a low-noise, high-output product slotted to extremely close tolerances for reduction of edge effects. Careful particle size and binder control is exercised to minimize oxide loss and drop-out.

It is encased in a sturdy, two-piece container screwed together for easy access. Precision rollers and lubricated edge supports assure extremely low internal friction. High-strength label attachment is guaranteed through the use of leaders.

The cassette tapes are available in standard lengths, without identification labels, permitting users to stamp as required.

BETTER ENOUGH

Nancy Sinatra's Drummer Man

A single so nice, you won't stop listening. On Reprise (0851), where nice things are, usually.

Nancy Sinatra makes her nightclub debut, August 29th through September 19th at the International Hotel, Las Vegas.
The Rack, Once Thought Doomed, Alive & Well & Living Nicely

By RADCILFEE JOE

NEW YORK — Eleven short years ago, many people in the recording industry were predicting that the rack jobber, then creeping on the scene like the malignancy of old age, would come like water and go like wind.

Today, those so-called visionaries are eating their words. Their prophecies have fallen apart. The insomniac, illicit infant of the trade has developed into the giant of the industry, taking as much as 65 to 70 percent of the retail market.

It all started just over a decade ago when a few progressive thinkers, visionaries in their own right, developed the rack jobbing method of distributing, by placing toilettries and other small handy items into specially designed racks strategically located in supermarkets, camera shops, drugstores and other similar organizations. Later records and tapes were introduced.

Today rack jobbing is a multimillion-dollar business, which has moved with giant strides from the increasingly dated state of manual merchandising to a highly automated state. For confirmation, one needs look no further than the Transcontinental Music Corp.

TMC, a wholly owned subsidiary of Transcontinental Investment Corp., services an estimated 11,000 racks across the country, handling both tape and record product.

To assure its customers of the best service and to stay on top of a market which constantly changes and expands, TMC has developed some of the most sophisticated methods of merchandising and inventory control available to the industry.

A spokesman for the organization said that TMC's executives are always thinking ahead of ways to better their day-to-day administrative activity, their promotion department, their sales service organization, their shipping operation and all the myriad avenues.

He disclosed that TMC's data processing department has in a very short time become one of the firm's most essential tools.

"In addition to handling payroll and billing, the company's data processing department prices and pre-tickets TMC merchandise. These color-coded tabs which contain information such as category and catalog number, are separated at retail level, and returned to TMC headquarters where the information is placed on punch cards and fed into the computer," he said.

"This enables sales service people to keep close watch on inventories, and up-date, supplement or replace tapes and records as the case may be."

The TMC computer also helps speed deliveries as orders are translated into categorized numbers, enabling warehouse order pickers to make up a number of shipments at a time instead of picking and packaging each order separately. The importance and versatility of the computer in racking is also manifested in its role in the unusual and yeoman task of purchasing stock. The printouts tell buyers not only to buy to replenish in-store inventories, but to what extent a particular release should be overstocked in preparation for future demands.

Trend-spotting is another facet of the TMC computer. By careful analysis of day-to-day activity, the company's sales force determines the acceptability of new releases, and stock customers with the product in anticipation of the expected sales boom.

Continuing its seemingly endless role in the rack jobbing business a computer operation can also locate urgently needed product immediately. As in the case of the TMC computer which locates warehoused product almost at once if an artist's appearance in concert in a certain town results in a depletion of his product from the shelves of the racks.

Unlike the early days of the rack jobber era when racking seldom extended beyond furnishing racks with chart riding merchandise, rack jobbers today have developed into specialists in their field. They have become merchandisers par excellence, offering their clients proper inventory control and assuring that current, in-demand product is always available.

As the business grows in sophistication, and rackers merge, or distributors become rackers and vice versa the trend moves to better packaging, better advertising and promotion and a

(Continued on page 30)
Ampex Solo Distrib, Duplicator for Vault

LOS ANGELES—Vault Records is going to Ampex for exclusive cartridge duplication and distribution. Ampex, along with GRT and Muntz Stereo-Pak, are all on non-exclusive arrangements now. The exclusive Ampex deal will provide the duplicator with coverage in all configurations. Vault has been using Liberty Tape Duplicators for some of its cassette duplication. In this instance, Vault sold the cassettes itself through its own record distributors who had the capability to handle both systems. Approximately 15 of Vault’s record distributors have been selling Vault cartridges in their regions.

Ampex is already duplicating Vault’s six new albums, featuring performances by the Ashes with Pat Taylor, a rock band; Lightnin’ Hopkins, the veteran blues singer; the Chambers Brothers’ psychedelic rock style; jazz pianist Hampton Hawes with a large string orchestra; Waldo De Los Rios with a Spanish orchestra, and the Hawaiian Strings.

According to the label, albums which did not sell very well are moving in cartridge configuration, with 8-track the leading system.

RCA Tapes

NEW YORK — RCA is issuing 19 8-track tapes in September, including product on Camden and Red Sea. The release includes two twin packs, Charley Pride’s “Love of Country Music” and “The Country Way,” and a Camden unit.


Another pop release includes John Hartford, Paul Anka, Ed Ames, Anthony Newley and Floyd Cramer, among others.

Is this Kraco Kassette an auto stereo, dictating machine or tape recorder?

Yes.

...and you better believe it! Having fabulous stereo sound in an automobile is now selling point. Having a unit that can be used for both labeling and dictating is another sale feature. Now, when you consider that this Kraco Model K-200 is the finest cassette auto stereo that accepts the cartridge in the center of the unit, well, now you’ve got something really new. How many business men would like to have a unit like this to make notes or impressions while they drive the highways and still be able to listen to their favorite music?

Kraco also has attractively designed display units, all right, that are available to dealers on a special low-cost basis, the think you know how the market is out there, so, write or phone us for more information. This new competitively priced, easy to demonstrate and sell Kraco Kassette Auto Stereo system.

The Rack, Alive & Going Strong

- Continued page 29

closer liaison with manufacturers and distributors.

In the tape business, packaging has been, and still is one of the major headaches of the rack jobber who is faced with the problem of wide-scale pilferage because of the compactness of the cartridge and cassette.

However, the problem appears to be heading toward a workable solution as manufacturers, represented by the RIAA (the Record Industry Association), and members of NARM (the National Association of Rack Merchandisers) take steps toward resolving the dilemma.

Probably the most acceptable solution to date is the approval by the RIAA of a standardized package, 41/2 inches wide by 1 foot high by an inch thick (1/2 of an inch in the case of cassettes), which because of its bulk, would thwart pilferage. Meanwhile, several other innovations, including a piffer-proof browser pack, are being developed.

Outside of the dilemma of suitable rack packaging, another of the gripe of the rack jobber is extreme price fluctuations in the tape market. Stuart Mont, vice-president and general manager of the Fine Tone Corp., said that the absence of reasonable prices in the industry is hurting and confusing the dealer. He said that the time for price stabilization is now before permanent harm is done to the industry.

Another and probably the most serious of the problems facing the industry is the slow but sure disappearance of the demarkation lines between rackers and distributors. This latter problem began rearing its head early in the history of the racks. Some of the smaller old-line distributors envisioned that the rack would eventually develop into the mouse that roared, and became rack jobbers, while the rackers, growing in status and power, began clinging to the bit for distribution status.

When the latter situation began developing, many of the manufacturers began developing a hard-line attitude and refused to give a distributorship to the rack jobber. Undaunted, and affluent enough to take the bull by its horns, they in turn began buying out smaller distributors.

Today, the lines between the two are no longer clearly defined, and, although an uneasy calm exists over the industry, yet everyone readily admits that the situation is explosive.

Meanwhile, the market continues to move with the beginning of a trend to budget tape. Such, according to Mont of Fine Tone, is catching up in drug and food stores.

The new Ampex revolving display unit is also beginning to move. But Mont sees Play-tape and reel-to-reel configurations as dying items, and said a cassette and 8-track are the two current best sellers on the market.

KRAICO PRODUCTS INC.

4311 N. Cassie Ave.

Compton, California 90224

Phone (213) 374-3695

"The Standard for Excellence"
Burton Unit 'Together'

NEW YORK — The Gary Burton Quartet opened its stint at the Village Vanguard on Aug. 19 with a selection of music from Antonio Carlos Jobim to his own creations which brought raves from the small audience.

The Atlantic Records artists are the co-leaders of the new quintet formed by Jobim, who is also a member of the group. Their work ranges from lively, racy sounds to moody, contemplative tunes.

Unique arrangement by Burton adds the languid leader and vibes player, gives each member of the quartet an opportunity to express himself. The result is a harmonious cohesiveness, which at the same time spotlights the talents of the individuals.

The repertoire included the pages of jazz music from the fast-moving in ebullition, "Walter L." to the dreamy, nostalgic "On the Third Day" and gave the group an opportunity to show its dexterity as musicians and improvisers.

Jazz experiences like the Gary Burton Quartet are growing less and less frequent. No jazz enthusiast should miss it.

Nelson in a New Groove—And Scores With an Oldie

NEW YORK — Rick Nelson joined the string of early rock performers seeking to change their images through an engagement at the Bitter End, when he opened there on Aug. 22. But although his newer material included two Bob Dylan tunes that went over well, it was in the second rock "That's What You Say" that he scored his biggest success.

A much-missed performer, has a strong asset in his good voice quality, which he used to advantage in his latest Decca single, Bob Dylan's "She Belongs to You." Dylan's "I Shall Be Released," and Tim Hardin's "The Lady Came From Baltimore.

But "What You Say" was released as recording as a single. With renewed interest today in early rock, this number showed that Nelson can pursue with success, as the Everly Brothers had done in the early engagements. Even Dion, very much in the folk bag today, did much early rock success when he played the Greenwich Village club.

FRED KIRBY

10 Concerts on L.A. Jazz Fare

LOS ANGELES — Ten concerts will comprise the Pilgrim Theater's Fall Jazz Festival, spread over Sundays from September to November.

The series of free jazz concerts began last spring at the outdoor theater, the famous venue for jazz aficionados.

The fall schedule, as arranged by coordinator Tony Ferrari, includes: Stan Kenton, Sunday, Sept. 7; Shelly Manne and His Men, Sept. 14; Mike Barone orchestra, Sept. 21; D'Vaughn Persing Quartet and Kelly Greene Ensemble, Sept. 28; Vi Redi Quartet, Oct. 5; Geral Wilson Band, Oct. 12; Marty Tingley, Oct. 19; Tommy Vige orchestra, Oct. 26; Dave MacKay Concert Quintet and Bill Plummer and His Cosmic Brotherhood, and Pete and Cotti Candoli and a battle of trumpets, Nov. 9.

SEPTEMBER 6, 1969, BILLBOARD
King of the Blues Courts Fans

NEW YORK—The Pavilion, which has become a most popular New York summer place to listen to rock, presented another well-balanced and successful show to a capacity crowd on Aug. 23. The enthusiastic gathering listened to music from Poco, Albert King and the Chambers Brothers.

King, Stax artist, is a blues great who has gained a tremendous underground following in the last few years. A huge man, he presided over the several thousand fans with authority and music, exuding the feeling of a grinning daddy, seeing his children for the first time. Half of King's show is the talk with which he precedes his songs. Besides amusing with his folksy humor, he builds an affectionate kind of suspense, playfully dangling his music before the eager throng before he gives it to them. Instructing them to dance or clap their hands "if the spirit grabs you," he used a shaped guitar with solitary force living up to the title of one of his LP's, "Live Wi-Blues Power."

As a guitarist, he is virtually without peer. Concentrating on sound rather than speed, his musical and vocal style are the roots which have influenced many of the top English blues musicians. King has been doing this show for years but his performance always seems fresh. He does the definitive versions of blues standards like "Crosscut Saw," "Kansas City" and "Pretty Woman," adding something new in music if not in words every time. "Born Under a Bad Sign," King has finally received well deserved acclaim. His genius is not only for music but for his universal ability to communicate, making him a diverse and unusually magnificent performer.

Poco's Pojo played two short sets and proved that having members who are good musicians does not ensure a good group. About half of the group are formerly Buffalo Springfields but their sound is the now familiar Southern California country-rock.

Performing material from their album "Pickin' Up the Pieces," they failed to establish any real identity, sounding more like a catalog of country-rock than an exponent of it. This is especially true in their country numbers, which bears, by the way, very little relationship to genuine country music.

Their rock material is much less self-conscious and more authentic and enjoyable. It seems as if country, like blues a few years ago, is destined to become a mannerism in many groups who cannot handle it but choose to try due to their allegiance to musical trends.

The included Chambers Brothers were the reason for most of the audience and, as always, they earned their money. Able to excite the crowd with an evil grin, the self-styled psychedelic soul group presented their glamorous image of bad guys making good. They never desert the audience and their image is an even stronger attraction than their music.

Signings

Stanley Turrentine signed with Canyon Records, who plan an album for the jazz saxophonist. Barbara Mandrell to LML Records, Doug Korthau, Cajun fiddler, joined Warner Bros./Seven Arts, where a September album is planned. Otis Matthew to Epic Records, Prince Albert and the Cans, formerly as Pure Funk, signed with Philips. Advancement to Mercury Record Corp., with a label designation to be determined. Al Cappa signed with Pendulum Productions to arrange Jerry Naylor's upcoming Columbia singles. Eddie Heron, singer-writer, also joined Pendulum. Portable People in Danco Productions, Carl Hayre and Alicia Maghuni, Peru- vian husband and wife writing team, signed with Peer International Corp. They record for Varrey in Peru. Longbranch and Pennywhistle to Amos, where their first single "Jubilee Ave" was produced by Tom Thacker.

Chains signed with Reprise, where Jim Hilton will handle produc- ing, including "City Boy," the

(Top of page 39)

People Are Warming Up To

“Kool and the Gang”

DE-LITE 519

P.S. We are De-lited to have another hot number. De-Lite #517 “SUSAN” by the MAUROKS

32 SEPTEMBER 6, 1969, BILLBOARD
Hare Krishna Mantra

Radha Krishna Temple (London)

Produced by George Harrison
Talent

NEW YORK—One of the hottest shows in town, Miss Houston has been a constant on the charts for more than three days. The review of her performance at the Royal Box at the American Hotel for the last competition, excellence and sincerity of approach towards their art. Miss Houston has been singing every night, very alert, participating voluntarily with a minimum of rest in the restaurant.

Miss Houston, who looks very good, is increasingly being talked about, affecting them with her enthusiasm, rhythm, dexterity and tonal range. The moment she steps onto the stage, the audience is stirred, and her presentation of "Age of Aquarius." Then she sings her song and ranges from folk to pop to soul which demonstrated underpinnings of her natural talent. Miss Houston is a Dewdell artist, Miss Houston is a favorite among young people, like "Live and Let Live" by composer Jimmy Webb, and her presentation of "The Night They Danced the Moon." Miss Houston and Dad bring to the stage memories of the old vaudeville days. There is a lot of enjoyment passing everything from tap (Continued on page 33)

Three Dog Night Makes It Day For Standing Ovations

DALLAS—Three Dog Night recently performed at a benefit concert at Memorial Auditorium on Aug. 25. This band, who has more than 500 concerts through four decades and racked up over 200 million albums sold, the "Tunes I did in the past," says the old Groaner, now 65, "is playing with eight bars of melody, followed by a repeat eight bars, then a repetition of the same, and the original eight-bar melody with a high ending. "But there's no characteristic number of bars in the stuff they write these days. Mostly when they're working as accompanist to the voluptuous Laine Kazan." He writes a note in the mail for the "I Love to Love," and he says he changed his name to Laine Kazan. "I'm feeling sorry for today's young people. Life should be more exciting and free. Yet the way they live, the frantic pace, the inability to relax and be entertained, is their own fault. And the way they act and think and feel for today's world is for today and 100 years from now."

"The man who said that is one of the world's foremost composers of pop music, Rudolf Freilich, who will be 90 next December 2. Freilich, a 19-year-old boy, has been writing for three years. He's the home boy who has been a mountain that overlooks the Pacific ocean just west of Hollywood. Freilich didn't know today's pop music hit him down, he told Jimi Jones last week at the home of his friend, the record producer. This song to definitively the Russian invasion of Checoslovakia last year."

Frisel says he is open to "it's" his music to "let it go," as long as it is not dissonant and "beat the house down," he shot back. "There's already a John Hammond now. This is what is renowned over the world as a jazz musician, and he plays the cello as well. His son John Hammond loves the nation singing blues and strumming guitar.

And there's John Hammond, the pianist, who recently has been working as accompanist to the voluptuous Laine Kazan." He writes a note in the mail for the "I Love to Love," and he says he changed his name to Laine Kazan. "I'm feeling sorry for today's young people. Life should be more exciting and free. Yet the way they live, the frantic pace, the inability to relax and be entertained, is their own fault. And the way they act and think and feel for today's world is for today and 100 years from now."

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TJB Tour Starts Oct. 7
OAKLAND, Calif.—A&M’s Herb Alpert and the Tijuana Brass begin their fall U.S. tour at the Keystone Ballroom in Oakland on Oct. 7.

Other October dates are Tarzana Coliseum, Fort Worth, Tex. (8); Convention Center, San Antonio, Tex. (15); Madison Square Garden (10); Boston Garden (11); Charlotte (12); Paramount, Pittsburgh (16); Civic Center (13); Toronto’s Maple Leaf Gardens (14); Philadelphia’s Spectrum (15); Detroit’s Olympia (17); Minneapolis Sports Pavilion (18); Forum in Inglewood, Calif. (19); and San Diego’s Sports Arena (20).

The TJB tour in Europe in November opens with dates in Germany, Austria, Netherlands, Denmark, Sweden and England.

Would $1,000 give you more time to get it together?

Fine.

Here’s the story.

Allen Organ Company (of big electronic church organ fame) is having a contest. It’s called the “Carousel Brass Ring” contest. And if you send the first person a $1,000.00, $500.00 or $250.00.

Plus the chance to get all sorts of publicity and exposure as a performing Carousel artist.

The whole idea is built around Allen’s new Carousel keyboard instrument. (We didn’t say “piano” or “organ”; there’s a reason.) But we’re here to hype the Carousel, because in order to win you’ll have to find one — at your local Allen dealer — and use it to make a six-minute tape of you playing. So if you’re going to enter, you’d better get the new Allen Carousel by playing it. Which is really the only way.

But to be honest, it’s going to cost you something.

Time.

And the $6.25 it’ll take to get us for full details and rules on the “Carousel Brass Ring” contest.

That is, if you’d like to cost us $1,000.00.

The Carousel Brass Ring Contest

Allen Organ Company, Macungie, Pa. 18062
The MGM record family wishes to thank its friends in the industry for their thoughtful expressions of sympathy and condolence.
...and to announce that the lion is very much alive and roaring. With a powerful catalog of stars. Stalking new talent and fresh ideas.
DETOUR — Artie Fields Productions, one of the nation's leading producers of commercials, has launched a custom service for clients to provide them with specifically the arrangement they desire on commercials. Fields, an orchestra leader who drifted slowly into the commercials field in 1957, has been responsible for many of the award-winning commercials for Chevrolet. Now, he will provide all clients with a demo reel of tape featuring 23 of the nation's leading announcers and commercials performers. The radio or television agency can select one of these, send copy to Fields, and promptly receive the finished production.

The commercial is already available in Detroit, but the firm also has on tap such names in the commercials field as Bob Mansfield, president of Manor, Marlene Ver Plank, and Don Shelton, formerly of the Hi-Lo.

The new service is directed more in the Chicago or Cleveland and Kansas City places where top-flight commercial producers are just not available.

One thing that Fields has available is the world's largest bookstore of soul and jazz, and many of the Motown Records artists have devoted their talents to his commercials. And soul music grows in importance in the field of commercials. When Fields did commercials for such record companies as Folkways, which run over, for example, the results were so great that the album was subsequently expanded to help expand production far beyond the intended time for the field.

Today, in the commercials world, everyone is extremely aware that broadcasting is segmented, Fields said. "Clients expect the firm to be a service. When you're offering a segment of your customers with a soul-orient commercial, for example, no longer have that worry. Because only the people who listen to that type of station will ever be aware of it. So, if you put a soft commercial on a rock station, you can offend those people who like hard rock music. Whereas, a soul-oriented commercial can be played on both soul music stations and rock stations. But rock or soul-oriented commercials might not be appropriate for other music stations. The smart commercial producers are using their program at the programming of the station. The by the way, you can still offend a small audience by playing a commercial that's too white on a soul station," Fields said.

Can't Ignore Soul

Fields consistently represents the argument to advertising agencies that they cannot afford to ignore soul music any longer. "They have a product and trendy over the years, to about 20 people. The bulk of his business is in providing his clients for networks or large regional accounts. For example, he wrote the music for almost all the Clyde Gorme commercials for Plymouth through Young & Rubicam agency. "I sat in with the agency and helped negotiate contracts," said Fields, who is Gorme's agent. Ken Groen, a CBS Records vice president last year, provided Chevrolet with singer Jennifer Smith and Frankie Randall, among others.

IBS Parley to Be Held April 3-5

CHICAGO — The 31st national convention of the Intercollegiate Broadcasting System will be held April 3-5 at the Lorraine Hotel, according to Robert A. Lewin, chairman of operations of the IBS. Once again, the meeting of college student broadcasters will be held concurrent with the annual convention of the National Association of Broadcasters.  

WHO-FM Show

NEW YORK — WHO-FM here will host a television variety music show from the Golden nightclub in New York. The show will be hosted by Don Julio and will feature song-and-dance from Bon Scott. The television show will be broadcast Monday (8).

Selling Sounds

What's doing among the major music houses. Items should be sent to Charlotte St. Croix, Billboard, 165 W. 46th St., New York, N.Y. 10036.

WEEK OF 31-4 AUG-SEPT.

MBA MUSIC, New York—MU 8-8247

(Richie Simon reporting)

- Chevrolet 1970, agency was Campbell-Ewald, the producer was Nick Odeff, arranged by E. L. Johnson and Tom Newcomer, it was recorded at National, 736 6th Ave., Studio A, it was a TV spot.

- Gillette agency was Doyle, Dane & Bernbach, the producer was Claire Bore, arranged by J. J. Johnson, it was recorded at MBA Studios, it was a radio spot.

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

(Charles H. Stern reporting)

- PERRY BOTKIN JR. selected by George Walkenhahn Productions to provide 60-second and 30-second arrangements for Pan-Am featuring the Lennons. Tracks were recorded at TIG in Hollywood with Jack Hunt the recording engineer.

- PERRY BOTKIN JR. produced and arranged new campaign for Mr. Clean, arranged with six stations.

- PERRY BOTKIN JR., together with lyricist Barry DeVore, created new commercials for Mattel Toys, recorded at TIG in Hollywood.

LARINA MUSIC, New York—RE 7-9071

(David Pochna reporting)

- MacLean's Toothpaste for Kenyon & Eckhardt, Jim Miller was the agency producer, it was written and arranged by Larry Goodman and recorded at National Studios, Dallas. Singers were: Jean Thomas, Chris Slade, Thomas R. Pickens, Robert Rapkin. It was a TV and radio spot.

BOB SILBER ENTERPRISES, INC., New York—628-8152

(Silber, president, reporting)

- Bonny's for Grissell-Erdman. Free: 60 radio spots for house to school clothing. Original music, artists, direction and original material provided by Bob Silber. Composed on an collection Steve Koval and Michael C. Uppen, Recorded at National, 736 Fifth Ave.

BERNIE SABER PRODUCTIONS, Chicago—312-346-9592

(Saber, marketing reporting)

- Green Giant, two TV spots, titles were "Gourmet Cafe," and "Mr. Fix It," agency was Leo Burnett Co. It was recorded at Universal.

- Haiti "Trinidad" Melt, agency was Melidee James, it was a TV spot recorded at Film Recording.

GRANT & MURTHA, New York—581-4000

(Pat Geisinger, administrative assistant, reporting)

- Volkswagen, the agency was Doyle, Dane & Bernbach, the producer was Al Meyers, it was a TV spot, recorded at Radio Media.

- "Texas" "Texas" "Texas" "Texas," the agency was Janie Marple, it was a TV spot recorded at Film Recording.

ARTE FIELD PRODUCTIONS, Detroit—313-873-8900

(Arte Peters reporting)

- Dodge 1970 dealer, "Dodge March," agency was B.B.D.O., singers were Don Shaldon, Tom Aspin and Marshall Gib, it was a radio spot.

- Adobe TV for Chevrolet, agency producer was Jim Hicks, singer was Jury Lawley, it was a TV spot.

- "Hey, My Throat," it was a radio and TV spot, it was music only.

SHEILA SONE, left, representative for Kelly Nason Inc. in New York, supervises a recording session with artist Sheila MacRae in the WFAA recording studio, Dallas, Clarence Brayer, WFAA recording manager, guides the session—radio programs for ABC radio sponsored by Griffin Shoe Polish. Nason is the agency for Griffin. Miss MacRae was performing at the Fairmont's Venetian Room, Dallas.

SEPTEMBER 6, 1969, BILLBOARD

Bloore Opens in Brussels

HOLLYWOOD — Chuck Bloore Creative Services, producer of radio commercials, has opened an office in Brussels, Belgium, reports President Millard "Walt" York, who is associated with International Communications, Inc. The firm has an office in Toronto, under the direction of Richard S. Mulford. Commercials produced for advertisers overseas will take two forms. Commercials will be written in English, where possible; or commercials will be created in one or more foreign languages, depending on the sizes and number and distribution in the advertiser clients have distribution and advertising campaigns.

Merc's Drusky Does Chow Spot

CHICAGO — Mercury Records' Ed Drusky has finished the first of a series of television commercials for "Merc's Drusky" and "Purina Puppy Chow. The one-minute color spots will be shown as public service announcements during the Purina-sponsered "That Good Ole Nashville Music" show and was shot on location at the artist's home in Madison, Tenn. The account is handled by Gardner Advertising Co., St. Louis.
CHICAGO, APRIL 24TH: SEVEN OF THE GREAT LIVING BLUES MUSICIANS WALKED ON STAGE TOGETHER.

FATHERS AND SONS

APRIL 24TH FOR SALE.

Also Included: (from our studio) April 21, 22, 23.
Radio-TV programming

WASH-FM Banking on Gallaher To Capture the Morning Crowd

By CLAUDE HALL

WASHINGTON WASH-FM has set out to make one of the handicaps of FM radio a thing of the past—the lack of a major audience in the morning hours. Notably, FM in most major markets is weak in audience ratings during the morning, picking up some as the afternoon draws on. The prime FM time is, usually, in the evening.

But William Dalton, general manager and vice-president of WASH-FM, figures out what might be the perfect answer and that's Edgar Gallaher. Gallaher is a byword in Washington radio, having started with WTOP in 1946 as host of their "MORN-ING Sundial" program. He stayed with WTOP for a talk format and its current news format. Now, with WASH-FM, he'll be going back to music. Dalton said that the easy listening Mornings with Gallaher paying Gallaher "one of the highest salaries ever for FM radio and competitive with AM radio in Washington." Gallaher is said to have large following. It's this audience that he'll be bringing to WASH-FM as well as creating new listeners.

WASH-FM programs an up-tempo middle-of-the-road sound. Records are up-tempo and bright but not hard. Jerry Vale and Al Martino get played, but only their best records, as do the Temptations, Engelbert Humperdinck, and the Byrds. About 50 percent of the music played on WASH-FM is from singles.

Stereo Single

Between the percentage of the singles now coming out are in stereo. Dalton said. A year ago, only 25 percent were stereo. In a given week, WASH-FM will play about 30 singles and the balance LP cuts. The well selected LP cuts build both old and new. The programming aim is toward 20-40 year-old adults.

The lineup at WASH-FM will be Gallaher 6-10 a.m., Jerry Clark 10-11 a.m., program director Mike Calders 11-4 p.m., Jay Morrill 4-8 p.m., and Bill Cerri 8-11 p.m. At present, the station signs off at 1 a.m., but will soon be going 24-hours a day.

Gallaher will provide the same type of services on WASH-FM that people are used to getting on AM radio. The reason, Dalton said, is that you normally cannot build an audience on a radio station by shooting for the morning audience like an AM station. You have to aim for an early evening audience and spread both directions from that period. But Gallaher will create an audience on FM here that never existed before. I'm convinced of it.

The station is highly involved in all types of promotions, such as cash calls and community bulletin boards and civic projects. Not renting there, Dalton also has a drive on to put more FM radios into cars at the market place. Between September and November, the station is offering a $10 advertising allowance for all auto dealers for each FM radio they put into a new car. They have to match the $10 in cash in order to use it.

Dalton took over as manager of WASH-FM in July of 1968. Before that, he worked with WEEJ in Chester, Pa., a country music station.

Coverage to Bow Knight Show into Syndication

JACKSONVILLE, Fla., Coverage Inc., a firm headed by Ken Knight, will launch "The Ken Knight Show" into national syndication in the next few weeks. The half-hour color television show has been a standard each Sunday at 9:30 a.m. on WIXT-TV since December 1961. The music feature is basically gospel or religious in nature, although the list of artists who've appeared on the show in years past range from Jacky Wilson, Lou Rawls, and Lionel Hampton to Mahalia Jackson and Ella Fitzgerald.

Knight also presents personal appearances for the likes of sports, business, and education.

Knight, a veteran radio personality, is also vice-president of WRHC, a soul formatted station in Jacksonville. He began his radio career in 1947 after finishing college on WROD in Daytona Beach, later, he worked at WFRD in Atlanta, as program director and assistant manager. He joined WRHC in 1953. Active in many civic and business organizations, Knight was also one of the pioneers in helping establish the National Association of Television and Radio Announcers for soul and radio announcers.

Top 40 Not Geared To Teenagers—Harris

NEW YORK—Top 40 radio stations are not playing the singles that teens and young adults want, he believes Steve Harris, director of special projects for Elektra Records. The playlist of most Top 40 stations today are geared for a broad range of listeners and "I understand the reason for that a softer playlist in the daytime. But most of the adults that Top 40 stations are aiming at is the day watch television at night. And a lot of those same records that Top 40 stations are playing in the day will play on the playlist at night."

Just pulling a few of the softer records can make for harder rivalry and increase the same music his parents are listening to. Kids would rather have a music they can identify with and call their own. The recent Woodstock music festival provided that there is a strong relation between certain kinds of music and young people.

But too many records being played on Top 40 stations are also making the Billboard "Top 40 Easy Listening" chart, he said. "I remember when kids used to gather around their transistor radios. They just don't do this anymore and I believe it's because their kind of music is not being played enough on the radio."

The answer is for Top 40 stations to really go hard rock between 7-11 p.m., he felt.

"I realize that Top 40 stations are afraid of the demographic audience breakdowns. The idea is that Madison Avenue advertising agencies won't buy a heavy audience of teens. But I feel that the kids going to Woodstock drove cars, bought gasoline, food, cold drinks, clothes, and if you go out to the airport, you'll see the kids there in top form. I advocate Top 40 stations trying to reach these people at least in the evening hours when adults have deserted radio. Play strictly youthful oriented material. It would help radio and it would help the record business."

WPOR-FM To Hip Rock

PORTLAND, Me.—WPOR-FM has launched a progressive rock format, reports operations manager Robert Carson. The station formerly simulcast the country music programming of WPOR.

Carson said the new programming features folk, rock, blues and jazz from 7 a.m. until 1 a.m. and "already the response has been phenomenal, with calls and letters coming in from all over the southern half of the state. Personalities on the FM station include Tom Elliman, Mitch O'Brien, Al Diamond, and weekenders Bob Willet and Ann Zaza. Reason for the format change, Carson said, is that simulcasting seemed a 'waste of facilities.'"

when answering ads . . . Say You Saw It in Billboard

A CROWD OF 16,000 is on hand this day to celebrate the birthday of WAVY in Charlottesville—a live show presented at the coliseum. Discussing the show backstage are, from left, Deejays Jack Pride and Long John Silver, artist Gary Lewis, Deep Dick Blanchard, and program director Jack Gale. In front are, from left, and Mike Cloes of Liberty Records. Ten acts performed on the show.

SEPTEMBER 6, 1969, BILLBOARD
NEW VOCAL

TOP 20 POP SPOTLIGHT

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

JAMES BROWN—WORLD (Part I)
(Prod. James Brown) (Writer: Brown)—Brown follows up his current chart
rider "Lowdown Popcorn" with one of his finest productions to date.
Powerful, soulful performance and exceptional material make this a con-
tender for the very top of the charts. Flip: "World (Part II)" King 6258

JAMES BROWN WORLD
(PART I and II)

RED HOT SIZZLING SINGLES

★ Marva Whitney • "THINGS GOT TO GET BETTER"
KING #6249
★ James Brown • "LOWDOWN POPCORN"
KING #6250
★ Vickie Anderson • "ANSWER TO MOTHER POPCORN"
KING #6251
★ Hank Ballard • "BUTTER YOUR POPCORN"
KING #6244
★ Bill Doggett • "HONKY TONK POPCORN"
KING #6239

P.O. Box 8166
3317 Dickerson Road, Nashville, Tennessee 37207 (615) 228-2575

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POSITIONS

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We have immediate openings in the East Bay, West for:
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Send resume immediately to:
UNIONCITY, INC.
Wheatridge, Colorado 80033
A Media Employment Agency

MEETING PLANNED

Variety Attractions, Inc.
P.O. Box 7706
Tampa, Florida 33601

Note to all applicants: If you're interested in working in the radio or television field, please send a brief resume to our office for consideration.

Experienced Salamans wanted to sell insurance in California. Send resume to: D. L. Smith, Box 221, Los Angeles, CA 90052.

Newspaper employment, position open in the San Francisco Bay Area. Please send resume to: Box 123, San Francisco, CA 94111.

We need an experienced advertising manager to manage our nationwide advertising campaign. Send resume to: Box 234, New York, NY 10012.

Little League is a place to make a big league difference. We need your help to continue to provide a quality program for our youth. Send resume to: Box 345, Los Angeles, CA 90021.

WUNX, a modern music station, is currently seeking a personality to fill a 2-hour late-night slot. Send resume to: Box 456, Boston, MA 02110.

WING, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 567, New York, NY 10012.

WNOX, Top 40 station, needs a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 678, Nashville, TN 37239.

Young, creative, enthusiastic personality, experience selling, ad-supported radio in the Chicago area. Send resume to: Box 789, Chicago, IL 60611.

WBGK, Top 40 station, is looking for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 890, Boston, MA 02110.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 901, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 902, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 903, New York, NY 10012.

We're looking for a strong midday personality to handle the 1 PM - 5 PM slot. Send resume to: Box 904, Los Angeles, CA 90021.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 905, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 906, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 907, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 908, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 909, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 910, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 911, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 912, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 913, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 914, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 915, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 916, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 917, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 918, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 919, New York, NY 10012.

WBCR, Top 40 station, is searching for a new personality to handle the 10 PM - 1 AM slot. Send resume to: Box 920, New York, NY 10012.
Radio-TV Programming

Programming Aids

Programming guidelines from key, participating radio stations, including Busy Field, Picks, Biggest Happenings, and Biggest Left Field Happenings.

HOT 100

4. "We Got All Cut Together," Paul Revere & the Raiders, COLUMBIA.
5. "Put a Little Love in Your Heart," Jackson, Columbia

OTHER PICKS


RHYTHM AND BLUES

Columbus, OH, (GSR) "Easy Listening" Earle Evans, Multimedia
2. "I'm Not a Teenager, Mame," Reprise.

EASY LISTENING

Atlanta, GA, (GSR) "Country" Chris Fairman, Music Librarian
1. "What is Country Music?," Bill Cullen, CBS.

COUNTRY

Asheville, AK, (GSR) "Western" Michael Barlow, Program Director

COUNTRY MUSIC

2. "The Country Music Scene," Bill Cullen, CBS.

College

Breakaway, NY, (GSR) "Rock" Henry Bonds, Program Director
NATRA Elects Dixon
- Continued from page 40

dent, Eddie Holland; second vice-
president, William (Boy) Brown; third vice-president, Irvin Hes-
keth; recording secretary, Lous
Times; sergeant at arms, Joe B.
Martin and chaplain, Irene
Johnson.

The board of directors in-
cluded Kac Williams, Novella
Smith, Robert Thomas, Paul
White, Bill Summers, Jack
Holmes, Hal Atkins, Kitty Brody
and G. C. White. Bee Elmore
and Maurice Helbert were also
appointed to executive positions.

PHILADELPHIA—The first
of a new chain of discount tape
centers featuring a self-service
merchandising policy opened in
suburban Ardmore.

The tape outlet, Sound Track,
was owned by Albert Melnick,
who also is president of A&L
Distributors, a record distribu-
torship. Sam Balaity is vice-
president of the retail chain.

Sound Track will stock 5,000
titles in all tape configurations,
including blank cassettes. The
outlet also will offer players and
hi-fi components.

NARM BOARD of directors seated, left to right, Jack Grossman, second
vice-president; James Schwartz, first vice-president; Amos Heilicher,
president; Jack Goldhart, past president. Standing, left to right, Jules
Malamud, executive director; Charles Schlang; James Tedjens, past
president; Merritt Kirk, treasurer; Milton Israeloff, and Carl Glaser,
secretary.

Radio-TV programming

A Self-Service
Outlet in Pa.

He has time to kill

Caught up in an aimless existence which offers few chances for fun, many
boys turn to a life of crime. Your United Way gift can help steer them
right by providing counseling service, recreational opportunities and a
sense of purpose. Please give them time to grow instead of to kill.

Your company gift, plus a payroll plan, works many wonders

THE UNITED WAY
Dionne Warwick
the essence of soul.

"Soulful" is one of America's
top selling R&B LP's.

And this is THE single
out of the LP.
You made it happen!

"You've Lost
that Lovin'
Feeling."
SCE 12262

A Bacharach/David production
produced by Dionne Warwick
and Chips Momah.
Looking for Talent
Booking an Act
Billboard's International Talent Edition has the ANSWER

MICHAEL ALLEN, center, is feted at a clashing party after the London artist's two-week engagement at New York's Copacabana. London executives joining the festivities include Phil Wesen, left, New York branch manager; Sy Welford, second from left, director of single sales and promotion; Jack Weffeld, right, national sales manager; and Frank LaRocca, New York assistant branch manager.

SOUL SLICES: Pop-soul, the slick of funky soul, has set back the black music culture to the 1940's. To grab the bigger pop dollar via the spillover of soul into pop, rhythm and blues has hesitated and degraded its sound to servitude. Jazz, which has benefited the most from the pop-soul, on the charts again has a bigger radio audience, is once again faced with the task of preserving the integrity of black music, as the romance of soul music with the "Hot 100" has blunted its authenticity. Soul labels and artists have to keep a balance and record in the black WABC, Southern soul and jazz interpretations, to maintain a policy of relevance and rapport with the black radio community, and to keep a native music before its native public. The soul charts, which were the prime cause of the spillover of soul, are bidding for pop play, reflect this complete absorption of soul into pop. Back on the charts are Gladys Knight singing "Nitty Gritty," the Dells' "ever-present James Brown. Adding the return is the presence of many of the nation's artists, but through the spillover to just soul: Brown, Gladys Knight, Impressions, Stevie Wonder, Junior Walker, Dells, Temptations, Smokey & the Miracles, Jerry Butler, Brook Benton, David Ruffin and, belatedly, Otis Redding. So after a return to "race" play, pop soul has again bucked the specialty field to go pop. Nevertheless, the specialty field must be preserved like valiantly in a safe deposit box. Meanwhile, make way for rock 'n' roll.

TID-GRITTY: Specialty Records, the old blues line, is back in business under general manager Mike Kopeff. The label will issue unreleased titles by Little Richard, Larry Williams and Sam Cooke, who should enjoy a musical revival of Otis Redding proportions. A title by Cooke, "Last Mile of the Blues," will also be released. A collector's series, featuring "This Is How It All Began," a roots of soul spotlight, "Doowop," a pop-soul spotlight, and " Ain't That Good News," a gospel spotlight—will highlight the history of rock 'n' roll. Other albums will feature a never-released pairing up Sam Cooke with the Soul Stirrers. Skye Records will record Ruth Brown. Z. Z. Hill has signed with Atlantic. Stevie Wonder's "Woman" is a single package with title "You're My Woman" and "Love Is." His full-length ("Home Just Ain't a Home at All") is set for Monday. Brook Benton will tape the "David Frost Show" on WNEW-TV here Thursday (4).

Ray Charles gets Bob and Ray's second album, "A Pair of Chimes,"° and Dave Brubeck's "Time Out."" Nat King Cole will also have a new album, "Singles Collection,"° and Kenny Burrell and Al Cohn in "The Great American Jazz Band." . . . Bobby Short's "You Make Me Happy,"° an aluminum ballad, is a hit, and will be followed by "I've Never Had A Girl Like You."°}

SOUL Best New Record of the Week

"SAN FRANCISCO IS A LONELY TOWN" JOE SIMON
(Sound Stage)

www.americanradiohistory.com
THE ULTIMATE TRUTH

IKE & TINA TURNER

RIVER DEEP ~ MOUNTAIN HIGH

PRODUCED BY PHIL SPECTOR

THE FIRST U.S. RELEASE OF ENGLAND'S CLASSIC BEST-SELLER

A&M / SP 4178
### Soul LPs

#### Best Selling Soul LPs

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<th>Title, Artist, Label, No. &amp; Pch.</th>
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<td>HOT RUTTERED SOUL, Realeyes, Enterprise E89 1501 (3)</td>
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<td>TEMPTATIONS SHOW, Temptations, Gordy G 2126 (6)</td>
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<td>3</td>
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<td>STAND, Stax &amp; The Irie Family Stone, Stax SR 24445 (1)</td>
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<td>TIME OUT FOR SMOKY ROBINSON &amp; THE MIRACLES, Tamla T 111 (5)</td>
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<td>7</td>
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<td>MEMPHIS UNDERGROUND, Heide Myle, Atlantic SD 2727 (7)</td>
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<td>9</td>
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<td>THE WAY IT WAS/THE WAY IT IS, Lee Banks, Capitol 31 315 (8)</td>
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<td>2</td>
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<td>AWESOME GOLD, Aretha Franklin, Atlantic SD 2727 (7)</td>
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<td>LOVE MAN, Silvii Reading, Aloe SB 289 (9)</td>
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<td>9</td>
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<td>AGE OF AQUARIUS, Fifth Dimension, Soul City SCS 99009 (9)</td>
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<td>CLOUD NINE, Temptations, Gordy G 2126 (6)</td>
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<td>50</td>
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<td>IT'S A NOTHING, Janet Brown, King 1003 (9)</td>
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<td>LIVE AND WELL, R. E. King, Broadway 4601 (11)</td>
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<td>12</td>
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<td>MY WHOLE WORLD ENDED, David Ruffin, Motown 485 (11)</td>
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<td>14</td>
<td>14</td>
<td>M.P.D., Marvin Gaye, Tamla E 292 (2)</td>
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<td>CRAZY IN THE NIGHT, Friends of Distinction, RCA Victor LSP 4161 (5)</td>
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<td>LOVE IS BLUE, Delta, Cider LPS 1029 (5)</td>
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<td>IT'S OUR THING, Sonny Bowers, T-Huck TNS 3001 (5)</td>
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<td>BLOOD, SWEAT &amp; TEARS, Columbia CS 9720 (6)</td>
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<td>FELICIANO/T0 23, Jose Feliciano, RCA Victor LSP 4161 (5)</td>
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<td>COLOR HIM FATHER, Warwic, Motortone 1010 (5)</td>
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<td>ICE MAN COMETH, Jerry Butler, Mercury 52 64028 (6)</td>
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<td>CHICKIN' KIND, Joe Simon, Sound Stage SSS 10006 (5)</td>
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<td>GREATEST HITS, Delta, Cider LSP 424 (5)</td>
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<td>LET THE SUNSHINE IN, Diana Ross &amp; the Supremes, Motown ML 699 (1)</td>
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#### Billboard SPECIAL SURVEY for Week Ending 9/8/69

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<td>SON OF A PREACHER MAN, Nancy Wilson, Capitol ST 234 (1)</td>
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<td>JR. WALKER &amp; THE ALL STARS' GREATEST HITS, Sult 5718 (5)</td>
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<td>BLACK AND WHITE, Terry Joe White, Monument SLP 18114 (5)</td>
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<td>YOUNG MADS' FORGOTTEN STORY, Impressions, Capitol CPS 5002 (5)</td>
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<td>35</td>
<td>35</td>
<td>GETTING DOWN TO IT, James Brown, King KSP 5-1051 (2)</td>
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<td>37</td>
<td>37</td>
<td>SOUNDTRACK: UPTIGHT, Stax STS 1006 (1)</td>
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<td>SOULFUL, Dianne Warwick, Scepter SPS 570 (5)</td>
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<td>SOUL, Aretha Franklin, Atlantic SD 8012 (5)</td>
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<td>THE METERS, Stax 105 4010 (5)</td>
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<td>44</td>
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<td>SMASH HITS, Joss Hendrix Experience, Reprise RS 2015 (5)</td>
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<td>BEST OF BILL COSBY, Warner Bros./7 Arts MS 7996 (5)</td>
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<td>TELL ME LIKE IT IS, George Benson, A&amp;M SP 2900 (5)</td>
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<td>MODG, Dick Roman, Command 928 (10)</td>
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<td>HIGH VOLTAGE, Eddie Harris, Atlantic SD 1259 (5)</td>
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<td>46</td>
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<td>CLOSE UP, Nat King Cole, Capitol 1469 253 (5)</td>
<td>3</td>
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<td>BOY MEETS GIRL, Various Artists, Stax STS 10024 (5)</td>
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<tr>
<td>30</td>
<td>30</td>
<td>GETAWAY, Lowell, Capitol 2940 261 (1)</td>
<td>1</td>
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<td>34</td>
<td>34</td>
<td>THE MAD, MAD, MAD, MAD, MAD LADS, Vib 105 4605 (3)</td>
<td>1</td>
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#### Looking for Talent

**Booking an Act**

**Billboard's International Talent Edition**

**has the ANSWER!**

**September 6, 1969, Billboard**

---

**THE FLIRTATIONS** accept the Rhythm and Blues Association of Great Britain's award to Hi Records' Willie Mitchell as a top soul instrumentalist. Taking part in the ceremony on behalf of label mate Mitchell are, left to right, the Flirtations' Viola Billups, Ernestine Pearce and Shirley Pearce. Producer-songwriter Wayne Bickerton presents the award in London. The girls record on the London-distributed Deram label.
Music Operators Converging

On Chicago

Discussion Effect of Merging Vending and Music Firms

Granger: Early Show a Test

CHICAGO — Although the Music Operators of America (MOA) is enjoying its greatest success as the national organization of jukebox operators, the unusually strong showing for its convention is presenting some hardships. Commenting last week in the Second Sect. 57, which will find most jukebox manufacturers without new models ready, MOA Executive Vice-Pres. Fred Granger said, "I think our directors would move the show out of the Sheraton House before accepting another early date like this." At the same time, he pointed out that advance registration is still ahead of last year and the banquet is "sold out." He also commented on other controversy

(Continued on page 50)

MOA Officers

W. Va. Assn. Elects Broom

CHARLESTON, W. Va.—Al Broom, president in Broom & Anderson Amusement Co., Pineville, W. Va., was elected president of the West Virginia Music and Vending Assn., at its 15th annual convention here Aug. 21-23.

Broom observed following his election that association projects of prime concern to him during his one-year term will be increased involvement of state association members in the Music Operators of America public relations campaign — particularly in the Senate Copyright Subcommittee work on a mark-up of the revision bill under chairman Sen. John L. McClellan (D-Ark.). The committee is considering setting up an impartial arbitration board to review statutory rates periodically and settle disputes when parties want changes in statutory rates.

Rate battles are perennial, and have been a major factor in holding up the modernization of the 1909 copyright law. Industries, like music publishing and record

(Continued on page 60)

Jukebox Firms

License Crackdown to Spark Reform

By BRUCE CORY

ST. LOUIS—A highly publicized crackdown on unlicensed vending machines is causing bulk vending operators here to consider proposing reforms to the city vending machine licensing ordinance. "We'll be presenting our case to the St. Louis city council in September," said Earl Vouch, Central Distributors. "We will be pushing for a reclassification of machine licensing and an end to discriminatory practices against bulk vending operators." Full-line vendors operating large machines were also affected by the crackdown.

City License Collector Benjamin L. Goins began a campaign to assure compliance with the required display of a city licensing sticker on all vending machines when the licenses came due July 1. While only some 600 machines here have actually been confiscated by officials from the collector's office and then promptly picked up by their owners without difficulty after purchase of the licensing stickers, machines all over the city have been ticketed for confiscation, a move which has inspired many operators to buy the license. On Aug. 19, for example, some 250 vending machines in the Fisher Body Division and Chevrolet-St. Louis division of the General Motors Corp. were ticketed for confiscation by Goins and his men.

The proper labels soon appeared on the vendors after conferences

(Continued on page 63)

Hirsh Tiresless

MOA Showman

By MILDRD HALL

WASHINGTON — Hirsh de La Vie, who has been enterprising the Music Operators of America (MOA) banquet for nearly two decades, attended the MOA in another capacity this year by lining up controversial columnist Joel Anderson to keynote a seminar on public relations. La Vie, with the help of MOA Executive Vice-Pres. Fred Granger, first lined up Drew Pearson, whom La Vie has known for years. Pearson subsequently be

(Continued on page 54)
MOA Exposition '69

Public Relations Theme
Keynote of 1969 MOA

Continued from page 49

aspects of the show during an exclusive interview.
Some of the topics to be discussed:
For the first time, a foreign manufacturer of jukeboxes will exhibit alongside the four domestic producers.
There is continued speculation about “combining” jukeboxes and amusement equipment in the same show alongside vending machines, and more stress on holding MOA's show on joint dates with that of the National Automatic Merchandising Association (NAMA).
This year’s MOA public relations seminar will feature controversial political columnist Jack Anderson, colleague of Drew Pearson (who would have appeared but is ill).
MOA's award to the “Jukebox Record of the Year” will go to Plantation Records' Jeanne C. Riley for “Harper Valley P.T.A.,” a recording that peaked on trade charts over a year ago and which demonstrates the unusual longevity of recordings on jukeboxes.
The show here falls on the exact dates of a tape cartridge convention being held by the National Association of Record Merchandisers (NARM), forcing some record manufacturers to divide forces between exhibitors here and in Dallas. Only seven will exhibit here.

Officers of MOA are being elected for the first time by the organization's directors. In an effort to bring procedures more in line with accepted association practices.

Commenting further on the early date, Granger said, “I can appreciate how the phonograph manufacturers feel about the show occurring before their new models are ready. For the most part, the phonograph manufacturers have been very cooperative in showing their latest models. The operators appreciate this and look forward to it. I might add too,” he said, “that several phonograph manufacturers have already inquired about next year’s show date.”

Referring to the addition of one more phonograph manufacturer, ACA Sales & Service, which distributes a German-made jukebox, Granger said, “Four years ago our show has been taking on more of an international flavor and I think this enhances the show. It increases attendance and this year, for example, there will be more delegates from such places as Australia, Canada and Europe. This helps everybody, makes the show more colorful and benefits all the exhibitors.

New Rules

“I am sure that our directors and our exhibitors would not consider it fair to exclude an exhibitor on the basis that he represented a foreign manufacturer of product. As far as the phonograph manufacturers exhibiting this year are concerned, they are all exhibiting in accordance with ground rules they helped draw up.

“We have made every effort to accommodate the exhibitors and asked them what they want in the way of showground rules. We made a number of changes this year and we published the changes and will enforce the rules. As an example, it was determined that no alcoholic beverages would be served on
WHEN MAKING MONEY MAKES SENSE, ROCK-OLA MEANS MORE MONEY.
WHETHER IT'S PHONOGRAPH OR VENDING, OPERATOR ORIENTED ENGINEERING INNOVATIONS ADD MORE TAKE. SUBTRACT COSTLY TROUBLE. THAT'S THE WHOLE IDEA BEHIND ROCK-OLA'S POLICY OF PRODUCING MORE PROFIT FOR OPERATORS WITHOUT A LOT OF COSTLY COMPLICATIONS.
HOW? HOW ELSE?
BY MAKING TROUBLE-FREE EQUIPMENT THAT KEEPS ON GIVING MORE PLEASURE TO MORE PEOPLE WITH LESS BOTHER FOR OPERATORS.

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651
Reveal MOA Talent Plan

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motional benefits by assuming a national talent-scout role.

The talent hunt idea originated with Ellis, who has devoted much of his term as national association president to launching the industry's first grassroots public-relations campaign.

"There is so much deserving talent that operators become aware of," Ellis said. "I don't see why we couldn't work out some means for assisting new talent. Plenty of young kids need help getting started." Grover Granger, stressing that the MOA public relations efforts are now a permanent association service, added, "The mechanics of this haven't been worked out at all. It's a new thought for the future as a coming phase of our continuing effort to tell our story in the communities where we do business."

Granger speculated that an organized MOA effort to scout talent would involve state and local associations as well, formalizing in some instances independent, random efforts by individual operators.

"It's not a matter of our industry promoting records by young artists, but rather our helping local community groups, helping local student performers. All segments of the business could benefit."

Public Relations

While obligingly looking ahead in response to queries, Ellis and Granger devoted their full energies here to informing West Virginia operators about public relations techniques. While operators in 11 states have made the MOA a part of their presentation to local civic groups, fraternal organizations and other audiences, the state of West Virginia has not been among the states of the industry that have been visited. The MOA is now planning a regional program in West Virginia.

W. Va. Assn Elects Broom

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in the area of public speaking—and a stepped-up membership drive.

"We're totally behind the MOA public relations push," Broom said, "and we're going to make it work in our state."

Elected first vice-president was James Kizer of K & K Music Co., Beckley; Eugene Wallace, Wallace & Wallace Music, Inc., Oak Hill; and the late John A. Wallace, was elected association second vice-president. Louisa W. Ballard of Belle Amusement Co., Belle, was returned to her long-time job as association treasurer, and Marie A. Coffman, Oak Hill, retained her job as secretary. Chris Sherman was again elected sergeant-at-arms.

Directors elected at the meeting were: C. J. (Buddy) Hunt, Welch; W. T. Cruze, Charleston; Edward M. Oliver, Montgomery; Joe O. Hafer, Wheeling; James Stevens, Grafton; Semon Price, Barbourville; Jerry Derrick, Charleston; A. M. Springer, Fairmont; William Anderson, Logan; Earl Tomin, Logan; Guy Moss, Charleston; Dillon DeHaven, Winchester; Andrew Kiska, Clarksburg; Ronnie DeHaven, Winchester, and Lee Hayhurst, Buckhannon.

Broom's first actions as president will be to appoint committees to direct membership recruitment and select a site for next year's convention.

Stop by Brunswick booths 38 & 37 any day during the Musical Operators of America Show at the Sherwood Hotel, you'll see two of the most desirable girls here. J. C. Ballard was five times World Pocket Billiards Champion Jimmy Caras, and 1968 U.S. Open Champion Joe Ballek.

And the things they do with a pool cue you're not going to believe even after you see them.

Be sure to see these men shoot.

Have you ever seen a man knock a ball into the side pocket, a ball into the other side pocket, a ball into the near corner pocket, a ball into the other near corner pocket, a ball into the far corner pocket and a ball into the other far corner pocket, all on one shot?

And, while you're there, take a peek at our all new Brunswick CB-7, the first really professional quality coin-op pool table. But Lordy, don't let either one of them talk you into a game. These men have a touch like a jeweler.
Congratulations
to the
Music Operators
of America

Thank you for making this
our best year of the sixties

The WURLITZER AMERICANA III
is still the Best Investment
in Automatic Music

See the exciting innovation
at our Booth 115 on the exhibition floor

The WURLITZER COMPANY/ North Tonawanda, N.Y. 14120
La Viez a Tireless Showman, Tells of Great MOA Shows

• Continued from page 49

came ill and his columnist col-
league, Anderson, will address
the convention here Sept. 5.
Dealing with well-known per-
sonalities is all in a day's work
for La Viez, who works months
ahead in planning each MOA
show.

La Viez for years operated
one of the nation's biggest juc-
kee box routes, with 855 boxes here
in Washington, and a total of

1,585 machines throughout the
Capital, Buffalo, Pittsburgh and
other favorite spots. A hit in his
"Hit Parade" copyright in 1950,
Hirsch sold his coin machine
business to begin his "Show
Biz Productions" headquartered
here.

Hirsch plans for each per-
former he always refers to them
as a "full season," since these
previews on stage to assure
the artist and the label a warm
place in the operators' memory.
He is sure it has paid off for
many an artist who was just be-
low or on the verge of breaking
through, to have this momentum
by his operators or to a talent that
has proven out pure gold for op-
erators, broadcasters and la-
bels, over the years.

The first step in the compli-
cated business of putting on the
MOA show is to get firm com-
mittals to line up the artists and
their labels for the date. Fortu-
nately, the show date falls on a
Sunday this year, when singers
are free.

Any artist appearing on a
Hirsch de La Viez show is as-
sured of comfort back stage.
Hirsch says he plans for each to
have a full rehearsal, backed by
the best musicians he can find.
Rehearsal is set early—for

(Continued on page 63)

On the Box

By RON SCLACHTER

Music Operator Association
(FOA) director Jim Stuhrfeld has
broken ground in LaGrange, Wis.,
for his new facility with two power-
ful new slot machines. The big-
ning of the year will be large
enough to accommodate all offices
and display. . . Advertising and
sales promotion manager George
Stuhfeld is also host to spec-
ials headquarters in Chicago after
attending the West Virginia Music
& Amusement Association meeting
in Charleston. Meanwhile sales
manager Lester Reckel reports that
business is good. . . Williams Elec-
tronics, Inc., will introduce at least
one new novelty game at the MOA
show, according to sales manager
Bill Delphi. At the same time,
Delphi says that Siren and Beta
are both big items for Williams.

Haye Kaye Co. will be repre-
sented at the MOA show by the
entire Kaye family. According to
Kaye Howard, the company will
show a new line of home tables,
as well as coin-operated tables.
In addition, the firm will have a
new type of game at the show.

Gene Wagner reports that Nutting
Industries, Ltd., will have a new
single player model at the MOA ex-
position called for a Grand
computer. The computer will also
show a new hockey game, called
Ralph Priess, president of Berlo Vending
Co., Philadelphia, will also serve
as co-chairman at the Nov. 23 dinner
honoring the chairman president
Paul D'Orsino. . .

Max Schiff has moved from Chicago to Phila-
adelphia to head AKA Services' ARA
Contractors division. . . Congratulations are
in order to Elmer Schmitz who recently cele-
bated Birthday. Schmitz, who lives in
Helena, Wyo., admits to being over 40 but
under 60.

Amusement Machines Associa-
tion (of the Greater Philadelphia) will
observe its 40th anniversary Dec.
14 with a dinner-dance and show
at the Latin Casino. This will also
mark the 35th year for Joseph
Silverman is executive secretary of
this illustrious association. .

Edward Schwartz, cigarette vending ma-
chine serviceman with Stan Harris
& Son in Philadelphia, has reported
to police that bandit held up his
walk-in and took cash and a
pack of cigarettes. .

Horn & Hardart Baking Co. of
Philadelphia, which makes an
impressive show of cigarette
machines, has expanded its op-
eration and baking divisions, has
named Elick for advertising, sales,
promotion and public relations for
all divisions. The adv-
ertising budget is estimated at
$600,000. .

Albert Hodestine, president of Mackle Variety Vending
Corporation, is co-chairman of the

What's Playing?

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

Baton Rouge, La., Location: Kid Drive-In

Current releases: "I'll Never Fall In Love Again," Johnny Cash, Columbia 4-4944;
"You Belong To Me," Tommy Sands, Decca 5194.

Oldies: Location does not respond to oldies.

Crete, Neb., Location: Kid Restaurant

"Jean," Oliver Crenne 334.

Oldies: Location does not respond to oldies.

Fulton, Ill., Location: Adult (Over 30) Tavern

Cash, Columbia 5649.

Oldies: "What Does It Take To Win Your Love," Jr. Walker & the All Stars, Decca 25062;

Glendale, Calif., Location: R&B Lounge

Current releases: "I'll Never Fall In Love Again," Johnnie Taylor, Columbia 4-4944; "Turn Your Love
Around," Stevie Wonder, Tomato 34180.


Hudson Falls, N. Y., Location: Adult (Over 30) Restaurant

Current releases: "I'll Never Fall In Love Again," Tom Jones, Parrot 40018; "Up to Maggio Jones,"
Johnny Cash, Columbia 4-4944.

Oldies: "In the Year 2225," Zager & Evans.

Peoria, Ill., Location: C&W Tavern

Current releases: "You Belong To Me," Johnnie Cash, Columbia 4-4944.

The Big One Takes Off Soon

SEEBURG APOLLO

Now. The space-age coin-operated phono.

The Seeburg Sales Corporation, Chicago, Illinois 60622
A Subsidiary of Commonwealth United Corporation
Terry Smith, ABC Records.

Peaches and Herb, Date Records.

Don Cornell, Jaybee Records.

Robert Quinlan, Jaybee Records.

Roy Clark, Dot Records.

Granger: Record Firms Should Support MOA

The Moa's brochure this year will carry through the public relations theme and marks the most elaborate booth the 21-year-old organization has ever designed, he said. The convention is based on a building theme, utilizing such props as scaffolds, sawhorses, and other carpenter effects. It was designed by Charles Zornig, a professional designer, and cost about $500. The price includes the services of two models who will explain Moa's public relations program. Referring to Moa's public relations seminar and keynote speaker Jack Anderson, Granger

(Continued on page 55)

Missile

A.C.A. Sales and Service

Exclusive Distributors for the State of California

2290 E. Market Street
Oakland, Calif.

A.C. 145-523-3434

Two-Player CQ

Astro-Computer

Sports World

25 Computer Quiz

MOA booths 51 & 52

Nutting Associates

500 Ellis St., Mountain View, California 94040

415-961-9373

September 6, 1969, Billboard

MoA Exposition 69

Jerry Smith, ABC Records.

Peaches and Herb, Date Records.
**MOA Program**

Friday-Sept. 3

6:30 a.m.-3 p.m.  Registration desk open—Sherman House mezzanine level.

9 a.m.-3 p.m.  Exhibits open.

12 Noon  Ladies’ luncheon—Shurtle room.

Entertainment—The Amazing Teavneh.

3:30-4 p.m.  MOA industry seminar.


Part II: Columnist Jack Anderson will deliver the keynote address on public relations.

Hospitality suites open during evening hours.

Saturday—Sept. 6

10 a.m.-6 p.m.  Registration desk open—Sherman House mezzanine level.

10 a.m.-6 p.m.  Exhibits open.

11:30 a.m.-1 p.m.  General membership meeting, brochure and program—College Inn (lower level).

Hospitality suites open during evening hours.

Sunday—Sept. 7

10 a.m.-6 p.m.  Registration desk open—Sherman House mezzanine level.

10 a.m.-6 p.m.  Exhibits open.

6-7 p.m.  Cocktails—mezzanine level.

7 p.m.-1 a.m.  Annual banquet and show—Grand Ballroom.

Show producer and master of ceremonies: Hinch de la Vies.

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**Tells Methods**

**Used to Cheat Pinball Games**

BEAVER DAM, Wis.—If young Dayne Sawejka jumps with the amusement game manufacturers at the Music Operators of America show in Chicago he may have a few hints on how to make pin games more “cheat-proof.”

Although he looks younger than 18, as the son of local operators Frank and Ruth Sawejka, he has had considerable experience at outsmarting young pinball players.

“The kids today are pretty smart. Where we have most of our cheating problems is in the unsupervised resort areas where there aren’t people watching the pinball machines and pool tables all the time. It’s amazing what kids will do to get a free game.

“Some have found that they can get a free game on a pinball machine by picking it up and bringing it down hard on the floor. We’ve had to bolt some pin games to the floor with a piece of angle iron.

“We’ve also had to put a piece of angle iron across the front door on pinball games, because the kids will take a soft drink bottle and hit the part of the door covering the mechanism that adds a free game. By trial and error, they know just how hard to hit the door and just the right spot. Our piece of angle iron just out and causes the bottle to break. It doesn’t extend on out from either side of the door, and therefore, we can open the door in the usual way.”

One of Sawejka’s more unusual problems backfired, he reported. “We had a location where very young kids would crawl around on the floor and pull out the electrical cord to the pinball games. The older kids complained that this cost them a legitimate free game and demanded their dues back. We rewired the circuitry so that the free game mechanism was by-passed."

(Continued on page 65)

**Ellis to Remain With Program**

**Continued from page 49**

we mention that 1,500,000 records are used on jukeboxes each week, this is amazing to all businessmen. If our image has suffered in the past, it’s simply a case where we haven’t informed the public. Something like our public relations program has been needed for a long time.”

Ellis noted that the MOA attempted to launch a public relations program several years ago with disastrous results. The program was too expensive and required the resources of manufacturers to support it. In addition, the program was started at the wrong level.

“We saw where we had made our mistakes so this time, I think we started at the right place—namely, the grassroots,” explained Ellis. “This is the man at home or in the field. We can use all the newspaper and television promotion available but the people want to hear from the man next door.

“This will be a slow process. The program won’t be complete."

(Continued on page 69)
Never before have so many new features been incorporated into one table!

NEW Cabinet
- Completely constructed of 14" plywood (no chip board whatever)
- Completely finished in high pressure laminate
- Nothing at all protrudes beneath the sculptured cabinet
- All four corners are finished in magnificent, chrome plated, steel corner sections

NEW Legs
- All aluminum die cast leg post
- Virtually indestructible
- Entirely new construction design
- Legs slip in and bolt rigidly to bottom of cabinet
- Extra-large, heavy duty casters
- All tables use same size leg

NEW Coin Mechanism
- Completely new design to assure maximum security and maintenance-free operation

NEW Runways
- All heavy gauge steel
- Completely constructed of aluminum for trouble-free operation
- Cusball returns to shooter's end, while numbered balls go to racker's end

NEW Cashbox
- Entire housing constructed of 16 gauge steel
- Specially designed for maximum security
- Pull-out operation
- Tamper-proof meter

NEW Cushions
- Completely constructed of pure rubber
- Exclusive design provides the ultimate in true rebound performance
- Held by top frame by machine screws
- Locked into position by a spline

Chrome plated, 16 gauge upper and lower corner sections
All openings finished with aluminum trim
Two chrome plated, die cast scoring markers
New improved table cloth assures longer life
Recessed storage area for cue sticks and racking triangle
Finest quality accessories
All ball return openings trimmed with die cast aluminum escutcheons.

No more Drawers
Simply remove the new "front door" for service. This newly designed door has one lock and is held in place at three points by a heavy cam and two rods. And in the unlikely case the mechanism must be removed, it can be unbolted and taken out.

Irving Kaye Co., Inc.
363 Prospect Place, Brooklyn N.Y. 11238
Sterling 3-1200
Slight Attendance at KAMA

- Continued from page 49

speech I’ve ever seen,” he said. “It points out that the coin-operating business is a healthy industry that attracts outstanding men, such as mayors, members of legislature, and other appointees to high office.

He urged use of the speech as a statistical guide to the industry, citing the number of phonograph records used by the jukebox business each year ($75 million) and the number of operators (7,500) and jukeboxes (upward to 300,000) in the nation today.

The speech explains how the industry is unable to raise its prices in ways customary to most businesses—it can do so only by reducing the number of songs made available on a machine.

The MOA-prepared talk also gives historical background. Montooth said. The coin-industry’s history goes back to early Egyptian times, he said, when coins were used to vend holy water in the temples. The penalty for cheating was death.

Montooth said the speech would give an audience the essential facts about the coin machine industry. He said it was recommended that the talk be followed by a question and answer period.

“The jukebox industry is a healthy, growing industry, and is gaining a better image. The vending industry, for example, once looked down on the jukebox industry, but now is realizing that our business is clean. We’re the poor man’s entertainment. Rich men go to nightclubs; poor men play the jukebox.”

Montooth briefly discussed MOA’s position on the copyright bill.

“It’s still in the Senate judiciary committee,” he said. “I rather imagine we’ll pay the SR!” (see separate story).

He said MOA was started as an organization because of copyright legislation. He asked KAMA’s members to attend the annual MOA convention in Chicago Sept. 5-7. Sessions will include discussions on the jukebox industry and methods for building a better public image. Recording star Joanie C. Riley of “Harper Valley PTA” fame will entertain.

Paid-up members attending the KAMA banquet were presented plaques reading, “Member, Kansas Amusement and Music Association, 1969.” A door prize was given by Davidson One-Stop, represented at the meeting by Mrs. Evelyn Oaken, Wichita. The door prize was won by Mr. Bob Thomasen, St. Joseph, Mo.

The election of officers, scheduled for the annual meeting here, was postponed until the next meeting due to an insufficient number of members attending.

KAMA’s next meeting was scheduled for Nov. 13, 16. Winfield was selected as first choice meeting site, with Salina second.

Members meeting here agreed to hold the organization’s next annual session in November 1970, eliminating summer annual meetings. A November date would probably attract more participants, one member suggested.

KAMA secretary-treasurer Ron Cazel said the organization now has 25 paid-up members. “There are about 800 coin operators in Kansas, but we have only 25 of them as members,” he said. “All dues have been paid. We have roughly $300 in funds. Most of our expenses go for letters and postage.”

Three new members joined at the meeting here, Cazel said. They are Jerry’s Music Co., Town and Country Music, and Davidson’s One Stop, all of Wichita.

Some 18 persons, including KAMA members, their wives, and employees, were on hand for the two-day session which opened with a social hour Aug. 23 in the Executive Inn, followed by a banquet, speech, and baseball game.

KAMA invited distributors to display machines at the meeting. Bird Music, Manhattan, Kan., set up two new Rock-Olas in the banquet room.

KAMA members and guests were offered box seat tickets to the National Baseball Congress Tournament in Wichita’s Lawrence Stadium. Members were asked to bring prospective members as guests to the banquet and baseball game, with KAMA paying the expenses in an effort to acquaint prospects with the organization.

Cazel didn’t have as many takers for the baseball tickets as he had planned. However, Lawrence Stadium gave the extra tickets to surprised strangers heading for the tournament.

EARL A. FOHRMAN, chairman of the Illinois Automatic Merchandising Council (IAMC), and William R. Brandstatter, director of State councils of the National Automatic Merchandising Association (right) present a $200 contribution to the Fraternal Order of Police at the office of EX Grove Village, Ill., police chief Harry F. Jenkins. Jenkins is flanked by patrolman Richard T. Roesch (left), one of the officers responsible for the apprehension of two vending service car hijackers suspects last March, and Lt. Richard Losch, president of the order. The IAMC representatives had high praise for the performance of Roesch and detective sergeant Raymond Marineau in the hijacking case. "As businessmen we value the security which good police work contributes to the operation of our firms and especially to the protection of our drivers," said Fohrman.

NICHOLAS ALLEN, counsel for Music Dealers of America, is pictured above as he addressed the last director’s meeting of the national trade group of jukebox operators. He will be in Chicago Sept. 5-7 to again advise the operators on the status of copyright legislation and other matters in Washington. Peoria operator Les Montooth (background) listens intently as Allen explains the complex copyright issue.

Attention, USA Distributors of Music • Games • Vending!

Vendors exchange has acquired exclusive coast-to-coast sales representation for the fabulous new machine refinishing process you’ve been reading about

COLOR-COATING

The unique system which brings profitable new life to even the oldest phonograph, game, pool table or vendor. Its carpet-like texture, available in a wide range of color combinations, puts permanent new beauty and play appeal on any machine—new or old.

Now you can offer COLOR-COATING to your customers in your area!

Yes, we are now appointing territorial reps to perform this process. We invite your letters or calls—but act now!

Vendors Exchange, Inc.
5200 Prospect Ave., Cleveland, Ohio
Tel: (216) 432-1800

September 6, 1969, Billboard

Aluminum De-Greased Discs

For Standard and Havard Metal Types

when answering ads... Say You Saw It in Billboard

Attention, USA Distributors of Music • Games • Vending!

Vendors Exchange has acquired exclusive coast-to-coast sales representation for the fabulous new machine refinishing process you’ve been reading about —

COLOR-COATING

The unique system which brings profitable new life to even the oldest phonograph, game, pool table or vendor. Its carpet-like texture, available in a wide range of color combinations, puts permanent new beauty and play appeal on any machine — new or old.

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Vendors Exchange, Inc.
5200 Prospect Ave., Cleveland, Ohio
Tel: (216) 432-1800

More will LIVE
the more you GIVE
Copyright Committee Studying Arbitration of Rate Disputes

Even disputes thought to be more or less settled by the House-passed version have been reopened. Music publishers are fighting for the proposed 2½ cent per tune mechanical rate, while record companies insist it should be held to present 2-cent rate. The subcommittee was advised by a Library of Congress economist to get more data to make a fair decision—but neither side wanted to produce any up-to-date figures on revenues and profits. It is felt that a continuing arbitration board, similar to copyright tribunals in Canada and overseas, could make more knowledgeable decisions as time and market conditions undergo changes for the copyright-based industries.

The most recent rate battles have been over a proposed record royalty, and a change in the yardstick for statutory mechanical rates.

An amendment by Sen. Harrison Williams (D-N.J.) would establish a performance royalty for recordings, to be split between performer and producer. Broadcasters were instructed at the proposed 3.5 percent of net revenues as a rate for their use of recorded music programming. In other sections, the Williams amendment asked on proviso to hold record mechanical royalties to 2 cents, and take $2 out of the $8 annual jukebox maximum for publishers and authors, plus $2 to recording artists and producers.

The Tape-a-thon Librarian system offers an instantaneously selected 114 programs and a solid-state intersperser to eliminate repetitive sequencing. The single steel cabinet also includes two 10½-inch transports, a 40-watt solid-state amplifier, a monitor speaker and a seven-day timing clock. An automatic standby can run one tape continuously when the other transport is not operating. The Librarian will be exhibited at the Tape-a-thon booth at the Music Operators of America Show, Sept. 5-7.

Wait until you've seen it all

Now the Fischer line of coin operated tables will attract even more players

The new line of Fischer tables is fresh, bright, and full of promise—promise of profit for operators who install these trouble free, sturdy tables. Take your choice of slate, marble or "steel-ite"—the steel reinforced modular playfield with the life-time guarantee—take your choice of sizes, colors and finishes——Fischer has them all. No one builds a sturdier, more trouble free table and coin mechanism. Wait until you see them.

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FIRST in SPECTACULAR REALISM!

- All the Fabulous Excitement of Actual Speedway Racing for Fans of All Ages!
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  Player Controls an Actual Scale-Model Racing Car in Racing Competition with Other Cars! 6 competitor cars vary their speeds and positions on the track, creating spine-tingling speedway situations for the player... accidents—passing—lane hugging, etc.
- Skill Play!
  Safest Driver, at Fastest Speeds, Makes Highest Score!
- Fool-Proof!
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  Base Area Only 28" x 40";
  69" High.
- A Game That Can Take a 25c Coin Chute!

Get to the Heart of the Action!

**Booths**

47-48
49-50

13' and 16' Lengths. Extensions Available.
Exchange Charges in Jukebox Patent Battle

**Continued from page 49**

Age Plaintiff, if not enjoined by this Court.

In its 9-point counterclaim, defendant told the court, in part: "... Said patent... is invalid for failure to meet the requirements of Title 35, U.S. Code, Section 101, because the claims of said patent do not describe a new or useful process, machine, manufacturer or composition or matter, a new or useful improvement thereof, or any patentable subject matter.

Further charges that the patent was invalid for failure to meet the requirements of Section 102 of the code were in part: "... The alleged invention... claimed in the patent... was made in this country by others or in a foreign country., and the alleged invention thereof by the applicant for said patent..."

Further: "... The alleged inventions claimed in the patent... were patented or described in printed publications in this or a foreign country, or in public use or on sale in this country more than one year prior to the date of the applications for said patent..."

And further: "... Before the applicant's invention of the alleged inventions claimed in the patent... said inventions were made in this country by others or in a foreign country and the alleged invention thereof by the applicant for said patent..."

Referring to the same patent, defendant further charged it was invalid for failure to meet the requirements of Section 101, stating in part: "... Each and every element and feature disclosed and claimed in said patent... are not patentable combinations but are mere aggregations of elements and parts which...

As with the use, function and effects thereof, both singly and in diverse associations and combinations, were well-known in the art long prior to the alleged inventions claimed in the patent... The alleged inventions claimed in the patent... were made in this country by others or in a foreign country, or in public use or on sale in this country more than one year prior to the date of the applications for said patent..."

And further: "... The alleged inventions claimed in the patent... were patented or described in printed publications in this or a foreign country, or in public use or on sale in this country more than one year prior to the date of the applications for said patent..."

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La Viez a Tireless Showman, Tells of Great MOA Shows

The artists, being pretty smart, too, have insisted that Hirsh enunciates the last four shows. He knows the artists and the labels and “I don’t try to be funny,” says Hirsh. “We have come on for that job.” He also has novelty acts put in here and there for change of pace.

Hirsh feels that the recording talent, who come to entertain, win friends and influence people among the hundreds of jukebox operators. Labels are reminded that the operators also spread into other spheres of show business, meet and talk with local radio, church, school and civic groups and legislators at the grassroots level all over the country.

Among the other advantages the MOA show offers the artist is choice of instrumentation—they can have any kind they want for their act, with no reservations, says Hirsh. Coffee and a light lunch is put up during rehearsals, and that is all over. Hirsh writes thank-you notes to all.

MOA’s master showman is convinced, and you thank you notes from artists bearing famous names, that “the show does quite a few artists good in a particular as well as in a general way.” He recalls a particular instance of some years back when a record called “Sixty Minute Man,” then considered too blue for radio, went over big with an MOA audience, played the boxes—and sold over a million copies without a single airplay.

Hirsh says that in all the years since the start of his MOA show productions, he had only one really bad time. It was with a spot man who was psychopathic ahead of his time, or rather alcoholic. “He was looped. We had to kid around the hotel and get someone else to fill in.” Otherwise, he can recall no disasters. He attributes this to care

in forestalling all contingencies—but friends also say he is a lucky man, an unendingly lively and warm enthusiast who is in love with his work.

Hirsh says his most memorable show—and this was in the days when they ran long—gathered together on one stage Perry Como, Nat King Cole, Patty Page, Pat Hingle, Mahalia Jackson, Tony Bennett and Perry Yule, Mahalia, then on the Apollo label owned by Ike and Bosie Berman (how many remember?), stopped the show.

Asked for a list of some of the top names that have performed at MOA shows over the past 15 years, Hirsh came up with over 125, ranging from the “good-old-days” stars like Como, Stafford and the McGuire Sisters; through the rock era of Brenda Lee, Paul Anka, Bobby Rydell and Del Rees. There were country and western names like Hank Snow, Eddy Arnold, Jimmy Dean and Bobby Bare and jazz greats Al Hirt, Peter Nero and Ella Fitzgerald. The list also included such soul artists as Aretha Franklin, Nancy Wilson and the Supremes.

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APARTADO 123 PANAMA 1, R.D. P.
License Crackdown To Spark Reform

*Continued from page 49*

between Goins and a representative of Servomation, the operator of the machines.

In the past, many operators got by without purchasing the license and got away with it because of lax enforcement of the ordinance, said Veatch. Goins has already sold some 3,000 more stickers this year than in all of the last and has increased the city's revenue by about $7,000.

The ordinance presently requires a $5 license for machines dispensing items of 10 cents or more, a $1.50 license for 5-cent vendors and a 50-cent sticker for penny machines. Bulk vending vendors object to the highest tax rate. "A $5 tax for a machine that takes in $44-$50 a year and has a retail value of perhaps $30 is a bit excessive," Veatch

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N.Y. Bulk Assn. to Discuss Proposed Law on Toy Safety

BY BRUCE CORY

NEW YORK — The New York Bulk Vendors Association will hold its first meeting of the season at the Sheraton Tenney Inn, East Elmhurst, Sept. 29. One of the main subjects of discussion will be the toy safety legislation being debated in Congress this session.

Harold Folz, Folz Vending, Ozone Park, N.Y., said that the "average" industry is "less expensive to the business. (Veatch.

Veatch said that taking their machine to the city council is "the right thing for bulk vending operators to do," he added.

The operators will cite licensing ordinances in other cities as they try to line up Servomation support for their proposal.

Servomation

A spokesman for Servomation said that displaying the city's licensing ordinances is a serious situation since the stickers are frequently ignored by customers or destroyed by moving machines from location to location. The "crackdown" is essentially a publicity campaign to ensure compliance with the ordnance, he added, and said that operators "have no difficulty" in obtaining the license for their machines after they have been picked up by the collector's office.

"If you can't get your money when your machine is empty, the city is going to come up with another one," Veatch said.

Irv Katz, S. P. Distributing Co., whose company is automatically petitioned to many of the 140 communities in the St. Louis metropolitan area to remove their vending machines, received Veatch's letter. Veatch in his letter, "a $5 tax for a machine that is empty is the case may be," Zepp added. "You can't go into a city or town council asking for a suspension of all licenses, but the courts have ruled in this town that a majority, any way, most people will listen to you. That's been our problem in the business.

New Smith Child

CHARLOTTE, N.C.—Lee Smith, president of Smith's Vending, has added to his family last week with the adoption of a three-month-old boy named after Lee and Smith. The Smiths have two other adopted children, Billy, age 5, and Sandra Kay, age 3. Additionally, they have one one-year-old.

Smith is a prominent bulk vending industry businessman.
**MOA Meet Too Early?**

- **Continued from page 56**

said, "Everything I said about Drew Pearson I would say about Jack Anderson, since they have been a team for 15 years. Certainly, Mr. Anderson is an authority on the making and un-making of reputations. That is why we asked Mr. Pearson to talk to this industry about public relations.

**Record Companies**

Turning to the subject of the record companies' attitude about the music operating industry, Grainger said, "I think it's time the record companies started to take a more serious interest in the jukebox operators. They should be sure that more of their top artists appear on our show. So far as the importance of the jukebox is concerned, I think it can only become more important in the future. One reason, among many, is that the large national operating companies are becoming so interested in music operating.

Grainger said he was very much gratified at the interest shown by Plantation Records and Miss Riley, who canceled a previous engagement to appear on the banquet show. "We know the 'Harper Valley' record was not as recent as some other MAO award nominees songs of the past. For this reason we took extra pains to augment our bookings with phone calls. Plantation backed us up. They said they knew the record was on all the jukeboxes all over the country."

ACKNOWLEDGING that record companies are becoming more interested in the jukebox market, he said, "I'm sure have not been for the unfortunate overlap of our show with NARM, more companies would have exhibited with us. As an example, Stax/ Volt told us that they simply have sufficient personnel to man exhibits at both shows. Other record company officials, such as Mort Hoffman and Len Levy, are spending time between both banquets this year."

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Sealed Sales stimulator in any location. Beautiful eye appeal. Designed for maximum mechanical efficiency. With a wide variety of actuating mechanisms, the Victor 77 is a unit of its kind. All Victor gumboxes are available. Victor 77 Gum and Capsule Vendors.

**New Equipment**

**Texas Legislation Outlaws Location-Owned Equipment**

By MARGE PETTYJOHN

DALLAS—Operators of taverns and lounges operating under the law, Sept. 1 in Texas may soon be required to contract with vending machine operators for the sale of all of their amusement coin-operated machines.

According to Texas Attorney General Crawford Martin, a new law, should it pass, would forbid liquor and lounge owners from owning and operating coin-operated machines in their establishments.

Several Dallas location operators have been in the past their own machines and refused to borrow money from vending firms because they did not want to deal with the firms (some of which have been criticized during past statewide investigations).

Earlier this month, Crawford sent to state comptroller Robert Calvert a written opinion stating that taverns may continue to buy additional amusement machines that lease them jukeboxes as long as certain rules are met.

Calvert possesses enforcement duties under the new vending machine law which was enacted in the wake of a fairly recent legislative investigation which found several instances where firms that lease coin-operated amusement machines had gained control of taverns.

According to the attorney general's office, a "grandfather clause" exempts owners of taverns in existence before Sept. 1 (the effective date of the law). However, the law will be overturned in court, new tavern owners cannot own machines and will have to purchase or lease them (and the contractual sources are expected to be the vending machine operators).

Other vending firms, now in the business of selling coin-operated machines, are expected to contest the new law. Meanwhile, the law provides that the new law will also require to pay $300 state fees for the rental of the machines.

If your competition is giving you location trouble...

**If your competition is giving you location trouble...**

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S.D. Association Receives Good News Regarding Tax

By BRUCE CORY

RAPID CITY, S.D.—Members of the South Dakota Music and Vending Association heard some good news from attorney Bob Riley at their annual meeting here April 12-13 at the Howard Johnson Motor Inn.

According to Riley, vending machines are not only being taxed at 3 percent for both sales and use even though the state sales tax has been increased to 4 percent. In addition, Riley informed the members that although the city of Sioux Falls had added one-half percent on the state tax under a new bill which gives municipalities the right to tax, vending machines will be exempted from the increase.

In other business, the association unanimously adopted a resolution which, according to John Trucano, Black Hills Novelty Co., Inc., Deadwood, a vice-president of the Music Operators of America (MOA) and host of the convention, is “unprecedented for a coin machine association in the country.” Upon the death or disability of any association member, the president is empowered to set up a “distress committee of three” to assist the machine owners who will offer to help the heirs or family of the incapacitated member. “The committee will make sure that the company and equipment are saved.”

Continued from page 60

fee to the jukebox operator—but it outrages ASCAP and BMI, the two principal song licensing agencies. The operators have joined the broadcasters and the publishers in a determined fight to prevent any record performance royalty in the bill. For the first time in copyright history, ASCAP and the jukebox people are on the same side of a fight.

The Williams record royalty amendment has heavy drawbacks. Although the Copyright Office has recently endorsed the principle of payment to recording artists, they did not agree with parts of the Williams amendment. Subcommittee chairman McClellan refused to cosponsor it because he could not accept its provisions about mechanical royalties, and the idea of splitting the publisher’s jukebox performance royalty.

Although the Copyright Subcommittee chairman did not spell it out, both of these provisions in the amendment ran counter to royalty arrangements being considered as part of the main text of the bill, and reached through some very painful negotiations in the House-passed version, Publishers agreed to the 8 figure but are still saying it is too low, and in any case they feel that to take $2 out of it for a different industry to support a different set of traditions—a deal is a deal on the Hill, too.

The most recent rate fight amendment thrust at the Subcommittee was one by Sen. Philip Hart (D., Mich.) to change the base of mechanicals from the flat cents-per-tune in the present law, to a percentage of record manufacturer’s suggested retail rate. The idea of the 8 percent royalty would be brand new to the House, and has never been threshed out in either Senate or House committee hearings (Billboard, Aug. 23).

So the rate battles continue—the CATV-jukebox rate hearing become so hot that this issue will have to be treated in separate legislation, says Sen. McClellan if any revision bill is to be re-reported out by the committee in this session, and passed in 1970.

If a special arbitration body is set up to handle the statutory rate disputes, it would automatically review the rates 5 or 10 years to see if they are fair in the light of current conditions. Decisions on rate disputes would be final, and not appealable in courts. But Congress could nullify a rate change by resolution passed in either Senate or House, without regard to all the appeals in formal legislation passed by both houses.

The special copyright arbitration body would have no say about privately negotiated licenses and contracts—such as the ASCAP licensing of broadcast use of copyrighted music. Only disputes and changes of rates set in the law would be handled by the arbitration board.

If Congress goes along with this idea, most observers believe it will certainly be of the greatest importance to jukebox operators to set their public image highly polished, and to practice the art of public relations the Music Operators of America convention is stressing. If in some future year, an arbitration group should decide a rate change not to their liking, they would be well prepared to make their appeal from the decision to the congressmen.
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Seeburg's new idea takes the stooping, squatting, bending out of buying cigarettes...

- Vends all cigarette sizes—regulars, kings, filters, 100's, 101's
- Displays and vends 40 different brands—largest selection in any vender
- High capacity (1056 packs) eliminates sellouts
THE REVOLUTIONARY NEW SEEBUG "TOBACCO COUNTER"

Exclusive new Counter-height delivery!
Bigger capacity! Easier loading!
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The most profitable cigarette vender ever!

Seeburg sets the pace for more profits with the exciting new "Tobacco Counter." Not only is it the first with counter-height delivery, but it's the biggest capacity, easiest servicing, most flexible vender in the industry! It's designed to keep you up-to-date in the ever changing cigarette market! No matter what the trend—kings, 100 mm's, flip-tops.

The "Tobacco Counter" is a handsome addition to any location, with rich, mar-proof walnut and elegant chrome trim.

The Seeburg "Tobacco Counter" is at your Seeburg distributor's. Ask him for a demonstration.

A Revolutionary Counter-top Delivery. No stoop! No squat! Just push the selection button and the cigarette pack pops up onto the counter top! Unmatched for ease and convenience.

Fast, fumble-free loading. Loading columns arranged horizontally in four convenient magazine "drawers." Simply pull out the drawers and insert cigarette packs.

Outside cash box. Protects your collections and investment. And you may specify maximum security plates. In either case, a break-in won't damage the coin mechanism.

New pull-out coin mechanism. With the "Tobacco Counter," you just pull out the coin mechanism for quick, easy inspection.

Display and vend 40 brands. No more walk-aways and lost sales. The only vender that holds every package size on the market: regular, kings, flip-tops and the full range of 100 mm's.

Get extra subsidy income. Gives you the biggest package capacity in the industry: 1,056! You can display and sell all 20 leading brands... and still collect subsidies with off-brands.

Cut service calls in half. Sell more than 300 packs a week, yet load only twice a month! Eight outside chambers with double-capacity—44 packs each.

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ALBUM REVIEWS

SOUL

FATHERS AND SONS—Two hits with ‘The Time of the Game’ and ‘There’s a Long Time Between Now and Then’.

JAZZ

JULIO CARRILLO—The album features ‘Night of the Game’, ‘There’s a Long Time Between Now and Then’, and ‘The Way We Were’.

WAGNER—Great Orchestral Audiences From the Paris Opéra and the Berlin Philharmonic Orchestra.

SPECIAL MERIT PICKS

COUNTRY

JACK BARKLEY—The album includes ‘Your Love Will Never Die’, ‘Ain’t No Bother’, and ‘That’s the Way It Is’.

LOW PRICE COUNTRY

MARTY ROBBINS—The album includes ‘Behind the Chips’, ‘Behind the Door’, and ‘Behind the Mirror’.

INTERNATIONAL

LUCIEN ROSE—The album features ‘Behind the Chips’, ‘Behind the Door’, and ‘Behind the Mirror’.

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Rapacious comedy LPs for grown-ups about prickers, dummies, doxies, and eccentrics.

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Funky, soul-stirring jams about the guesstimating of life by the nation's funniest vocal quartet. (May 4)

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**SPECIAL MERIT PICKS**

*Continued from page 71*

**CLASSICAL**

**SCHUMANN: FANTASIA IN C-MAJOR**
Albino Pulmanns, Angel 12368-9 (S)
Three pieces by the romantic composer. Robert Schumann, creating a stirring performance. The pianist, acquainted with this music since childhood, is very well produced.

**MUSIC OF THE SPANISH TYRANT OF THE GREAT AGE**
A New York Pro Musica production.

**WABASCO: ROMANTIC CONCERTOS**
A New York Pro Musica production. The Wabasco label has come up with another interesting, well designed offering. Direction by John Brown White. Most of the works are from the front of the 19th century, although some of the selections are foreign to the artist, and an interesting selection of vocal and instrumental cues are well performed.

**WEISS: ORCHESTRA (Hi-fi)**
Thomas Blauvelt/Philadelphia Orchestra, Philadelphia Symphony Orchestra, Columbia 141427 (5)
A solidly performed work, not the easiest of orchestras, but with enough spirit and enthusiasm at the heart of its production. The performances are well-sustained by the Philadelphia Orchestra.

**INTERNATIONAL**

**SONGS OF THE NORTH—Canada**
Francesca Dorsa, Angel 19514 (S)
Composed by Charles Koechlin, based on the works of the famous Canadian operatic composer, this recording won the Grammy Award. The performances are well-sustained by the Carnegie Hall orchestra.

**CHILDREN'S**

**RAY HEATHERLY & BICK—The American Encyclopedia of Learning Through Music**
A Special Children's LP is the most impressive educational sets for children to be released in quite some time. The

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Pages 71 & 98
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**Classical Music**

**Europe, Japan Growth Cutting U.S. Sales-Dependency Chord**

- Continued from page 1

CBS is in a good position to explore this repr-...:

British Decca, London's parent firm, which has cut the Los Angeles LPs, plants the Chicago Symphony under Georg Solti. The latter orchestra also will be recorded by Carol Maria Giudini by EMI, Angel's parent, which has done some recording with the Cleveland Orchestra. Next year the Chicago, under Kind of Melodii, is scheduled for the first time in its history through a new contract with the Boston Symphony and Boston Arts Festival. A major reason for this activity is the popular-...:

Record companies are beginning to realize that the European market is now as profitable or even more profitable than the American market. For many leading artists, such as EMI's Daniel Barenboim, U.S. sales are easy a...:

**'Ottello in Angel LP Pkg**

LOS ANGELES—Angel Records is issuing two LP sets, one with an entirely new recording of Verdi's 'Ottello' under the direction of Leonard Bernstein. The cast are soprano Gwyneth Jones, tenor Peter Rose, and the chorus and orchestra conducted by John Barbirolli. The two sets include material from previous performances. The New Philharmonic Orchestra, with Charles Munch conducting.

**Classical Notes**

Rudolf Resigns Cincinnati Post

CINCINNATI—Max Rudolf, suffering from complete exhaustion following the Cincin-nati Symphony's recent European tour, has resigned as music director of the orchestra on the advice of his physicians. Erich Kunzel, the Cincinnati's associate conductor, has been appointed resident conductor for the 1964-1970 season. Rudolf is scheduled to become head of the newly formed Cincinnati College of Music and Director of its Conservatory.

The Carnegie Hall, where he will accept the duties as the Cincinnati's music director at that time.

**D.C. Symphony's Future May Rest With Congress**

WASHINGTON—It may be up to the Congress to decide, in the long run, whether the Capital City will have a symphonic orchestra—or whether the current standoff between the musicians union and the National Symphony management will stay deadlock on contract terms for an unforeseeable pe...:

J. Martin Emerson, secretary of the D.C. Federation of Musicians, says it is making every effort to try for a higher rate of pay, to at least cover the musicians' cost of living increases, but—has a $2,000,000 deficit.

One of the D.C.'s LPs has first recordings of avant-garde compositions by Steve Reich, while the other just released music by Andre Kostelanetz and his orchestra.

The Streich pressing includes "Give/Electric Music" with violinist John Clunn, and "Tribute to California" on the work on the disk is "It's Gonna Rain."
On September 5, Artur Rubinstein will be presented for 90 minutes on Network Television.

RCA Records presents him for over 2500 minutes.

Beethoven:
Concerto No. 1 in C, Op. 15
Leinsdorf/Boston Symph. LSC-3033
Concerto No. 3 in C Minor, Op. 37
Leinsdorf/Boston Symph. LSC-2947
Concerto No. 4
Leinsdorf/Boston Symph. LSC-2848

The Five Beethoven Concertos
Krips/Symph. of the Air LSC-6702
Sonata in F Minor, Op. 57
Sonata in C, Op. 2, No. 3 LSC-2812
Sonata No. 8; Brahms: Sonata No. 1 (with Henryk Szeryng, violinist) LSC-2620
Sonatas Nos. 5 ("Spring") and 9 ("Kreutzer") (with Henryk Szeryng, violinist) LSC-2377

Brahms:
Concerto No. 1
Leinsdorf/Boston Symph. LSC-2917
Concerto No. 2
Krips/RCA Victor Symph. LSC-2266
The Three Piano Quartets, Op. 25, 26 and 60:
Schumann: Piano Quintet in E-Flat, Op. 44 (with the Guarnieri Quartet) LSC-2971
Rubinstein Plays Brahms LSC-1787
Sonatas Nos. 2 and 3 (with Henryk Szeryng, violinist) LSC-2619
Sonata No. 3. Intermezzo in E, Romance in F LSC-2459

Chopin:
The Chopin Ballades LSC-2370

Barcarolle; 3 Nouvelles Études; Bolero; Fantasia in F Minor, Op. 49; Berceuse; Tarantelle LSC-2989
Concerto No. 1
Skrowaczewski/New Symph. Orchestra of London LSC-2575
Concerto No. 2, Andante Spianato and Grande Polonaise in E-Flat
Wallenstein/Symph. of the Air LSC-2266
Mazurkas LSC-6717
Mazurkas and Polonaises LSC-2049
Nocturnes (Op. 70) Nocturne 1
Polonaises, Vol. 1 LSC-1205
8 Polonaises/4 Impromptus LSC-7037
Preludes LM-1163
Rubinstein and Chopin LSC-2277
Rubinstein Plays Chopin
LM-8002
The Chopin Scherzos LSC-2368
Sonatas Nos. 2 ("Funeral March") and 3 LMS-2364

Grieg:
Rubinstein Plays Grieg LM-1872

Liszt:
Rubinstein Plays Liszt LM-1905
Sonata in B Minor; Schubert: "Wanderer" Fantasia in C LSC-2871

Mozart:
Concerto No. 17; Schubert: Impromptus Nos. 3 and 4 Wallenstein/RCA Victor Symph. LSC-2636
Concerto No. 20 Wallenstein/Orchestra by Haydn: Andante and Variations in F Minor LSC-2635

Concerto Nos. 21 and 22
Wallenstein/RCA Victor Symphony LSC-2634
Chester: Introduction and Rondo Capriccioso LM-1230

Rachmaninoff:
Concerto No. 2
Reiner/Chicago Symph.; Liszt: Concerto No. 1 Wallenstein/RCA Victor Symph. LSC-2068

Ravel:
Trio in A Minor; Mendelssohn: Trio No. 1 (with Jascha Heifetz, violinist, and Gregor Piatigorsky, cellist) LM-1119

Saint-Saëns:
Concerto No. 2; Franck: Symphonic Variations
Wallenstein/Symph. of the Air LSC-2234

Schumann:
Carnaval Fantasiestücke LSC-2669
Concerto In A Minor, Op. 54; Novellettes, Op. 21, Nos. 1 and 2 Giulini/Chicago Symph. LSC-2967

Shostakovich:
Concerto No. 1
Leinsdorf/Boston Symph. LSC-2681
At the Pianist's bedside: Chamber Music LMS-2369

Tchaikovsky:
Concerto No. 1
Leinsdorf/Boston Symph. LSC-2681
Trinity Chamber Orchestra: Divertimenti LM-1120

Collections:
Encores by Artur Rubinstein LM-1153
A French Program LSC-2751
Highlights from Rubinstein at Carnegie Hall LSC-2505
Rubinstein-Heifetz Feuermann Trios LM-7025

The much awaited Artur Rubinstein 90-minute TV special will be seen Friday, September 5, 1969 at 8:30. The program explores the life and art of the great famous pianist, follows him through concerts in Israel, Iran, France, Spain and the United States. Mr. Rubinstein narrates the program himself.

*Available on RCA Stereo 8 Cartridge Tape.
The Golden Sound of
THE WINSTONS
Turns Up Another Hit
"LOVE OF
THE COMMON PEOPLE"
MMS-142

on
Metromedia Records

Metromedia Records, 1700 Broadway, New York, N.Y. 10019
Voting Seeking New European Licenses

LOS ANGELES—Jack Lerweke, Vault Records president, is in Europe on a three-week trip to line up new licenses. He is setting new contracts on an individual basis in accordance with his own company, and will operate from his Los Angeles offices at the end of September.

The two countries which will need coverage are Germany and France, which has been serviced by Polydor, but whose pact also expires in September.


He also plans to visit Amiga's new duplicating plant outside Brussels. In Madrid he will meet with officials of Hispano, with whom he has a licensing agreement, on masters from Halcyon Records, which has been licensed to Fidelitone.

The Latin orchestra was among six new LPs released by Vinyl, and Lerweke will be setting up programs for these products over the next few weeks.

This new merchandising includes "Auch" featuring vocalist Pat Taylor; the Grimm brothers' "Foolin' the Blues"; "California Madhouse (And Earthquake)" by Lighthouse; Hampton Hawes, "Plays Movie Music"; "Moonlight in Old Hawaii" by the Hawaiian Strings; and the Rios package of international hits.

Lerweke will return to the U.S. for a board of directors meeting of National Tape Distributors in Dallas Sept. 8. He and his partners have sold their operation to Milwaukee-based National Tape several weeks ago. The board meeting is taking place in concert with the September tape gathering of NARM in the Fairmont Hotel, Dallas.

Design

Each of Drum's educational sets includes a brightly colored vinyl binder which opens to reveal a furry animal character, Logwood the Rabbit and George the Kangaroo, and a thin color-coded record. The Logwood record features the animal's voice, the George record the animal's voice as well as that of a friend. "He gets involved with the animal and thinks he is alive, a friend," Drum says. A button on the record gives the child the option of playing the song all over again or skillfully pushing a button to vary the tempo. The Logwood character usually sings together with the animal, and the child can sing along with the two. The Logwood record can be played by itself, and can even be played on a phonograph.

The company said this is the only record it plans to make this year. "We're far from giving up," said Drum. "The child could learn the process by himself, but the record makes the process more attractive and the learning process easier and more fun."

The company will soon debut a new Toy Symphony, the Sammy Sound Penguin. A record inside the penguin can be taken out of the toy and played on a phonograph. It is played on the cover of the Phonograph and can play one of ten different sounds. The record is pressed for Little Learner by several manufacturers, according to Drum, including Drum, including Drum, and including Midwest Records, with Chicago firms, and including Fidelitone.

The Toy Symphony records are played in self-service displays that hold 36 units and can be located at major department stores, drugstores, and other stores for children. The records are distributed by the Chicago area last year. "This program is a marketing effort for our company," said Drum. "Many of them are directed to nurseries, schools and day care centers. The toys are ideal for situations where the adults in attendance are trying to teach something or train a child. The child can learn something from the toys without the aid of skilled personnel. The audio environment is an important part of a child—or anyone's—world. If the radio media can be replaced in the educational process, the better the educational toy can be."
Musical Instruments

Chicago Company Tackles The Challenges of Sound
By BRUCE CORY

CHICAGO — The Audio Equipment Co. here has handled the sound production this summer for groups and artists as varied as Sly and the Family Stone, Joni Mitchell, Country Sills and Nash, Johnny Mathis and Three Dog Night in locations as different as the Chicago Coliseum (a "barrilete place, great for a rock show according to the Mothran of Invention) and the suburban Northbrook Sports Center.

The company headed by Harry Warner, former sound engineer at McCormick Place’s Arie Crown Theatre, has serviced many of the Triangle Theatrical Production dates in Chicago this summer, and arranged the sound equipment at the Northbrook Festival for three bands a night, a night a week, seven nights in a row.

"We carry a couple of dozen Altec microphones," said Warner, "it’s not just a matter of more microphones for a particular group or kind of act,

New Store
MEXICO CITY — Casa Veer-kamp has opened a new five retail store here called Palacio de la Musica. Billed as the largest musical retail outlet in all of Latin America, the store houses every conceivable type of accessory, a concert hall and an ample indoor parking facility.

Czech Folio
NEW YORK — Mark’s Music Corporation’s new folio of "Czechoslovakian Folk Songs for the Young Pianist" features easy piano settings by George Cotel. The folio includes both original and English lyrics.

BODINE'S FEATURES

MINNEAPOLIS, Minn. — Bodine’s, a three-store piano outlet here, is featuring a "new kind of piano" in ads directed to parents.

The promotion is built around a "guaranteed" piano that permits the piano to be returned to Bodine’s if the child cannot learn to play the first full year.

The ad note that "Bodine’s has all the details of this exciting and exclusive new plan as well as the world’s finest pianos."

The promotion material also notes that the store "take the worry out of piano shopping. Our satisfied customer list is 35 years long.

Music Course at College Offered With NARAS Aid

NASHVILLE — This second course in the commercial aspects of music will begin at Peabody College at the start of the fall term, again through the cooperation of the Nashville chapter of NARAS.

The course, titled "Commercial Music," will be offered as part of the regular music curriculum. Additionally, the course will be offered to special students and can be taken for three hours credit, or may simply be monitored.

The coordinator of the course will be Rick Poller, a member of the Peabody faculty who holds a doctorate in music, is president of Athens Records, and is a governor and treasurer of the Nashville NARAS chapter.

Powell, who has been involved in all aspects of the industry, established the course as chairman of the NARAS Education Committee. The NARAS chapter donated $1,000 to help get the program started.

The course is intended to teach procedures and techniques involved in the musical and technical production of phonograph records. A number of outstanding musicians, engineers and producers—all contacted through NARAS—conscientiously lectured at various times during the semester. Field trips to the recording studios to observe the operating procedures, plus an opportunity to participate in some of the recording sessions, are part of the course plans.

This Commercial Music course is the second of the purposes listed in the newly-revised constitution of the Nashville chapter as enunciated by the staff of the Commercial Music course.


ON HAND for the grand opening of Palacio de la Musica in Mexico City were, from left to right, Ing. Watter Veerkamp, manager of Casa Veerkamp, S.A.; Lise Winkelman, manager of Palacio de la Musica; Alex Gayl, inspector director, international division, Chicago Musical Instrument Co.; Max Genrich, salesman manager of Casa Veerkamp, S.A.; Werner Veerkamp, manager of Casa Veerkamp, and Matt Hohner.

Best Selling Films
OVERALL BEST SELLERS IN FILMOS

1. FOLIO
2. FOLIO
3. FOLIO
4. FOLIO
5. FOLIO

BEST SELLING FILMS: "VOCAL COLLECTIONS"
BEST OF FOLK: BOOK #1 & 2 (Hansen)
BEST OF POPULAR MUSIC (Hansen)
CAMELOT—Vocal Settings (Chapel)
GLEN CAMPBELL—DELUXE SOUVENIR ALBUM (Hansen)
DONOVAN’S GREATEST HITS (Southern)
BOB DYLAN—NASHVILLE SKYLIN (Big 3)
FINNIS’ RAINBOW—Vocal Selections (Chapel)
HAIR—Vocal Settings (Big 3)
JAY & THE AMERICANS—TODAY (Big 3)
TOM JONES—SONG BOOK (Chapel)
OLIVER—Vocal Selections (Plymouth)
PETER, PAUL & MARY—SONG BOOK (Warner Bros. Seven Arts)
PETE, PEGGIE, AND MAMMY (Warner Bros.)
ROMED & JULIET—SOUVENIR MUSIC ALBUM (Hansen)
70 SUPER BLOCK BUSIERS FOR ‘70
SIMON & GARFUNKEL—MUSIC FOR GROUPS (Plymouth)
SOUND OF MUSIC—Vocal Selections (Chapel)

The “TV” Side View of Musical Instruments

September 6, 1959, Billboard

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2. Check the heading under which you want your ad placed:

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- DISTRIBUTING SERVICES
- EMPLOYMENT SECTION
- MISCELLANEOUS
- RECORD SERVICE

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   **PAYMENT ENCLOSED**
   **BILL ME**

### For Record Sales

**Musician Instruments**

**STEREO DIMENSION EXPANDS**

**NEW YORK — Stereo Dimension** has expanded its distribution through a multi-market deal with Good Time People and Giant Sound. The label will now Have its product issued by Mindy and the Complex, Joe Dettl, the Jaedics, and Jack Moran.

**Dimension's roster**

Includes Mindy's People, whose first album on Evolution was conducted by Arlie Gruene and produced by Byrnes, the company's A&R head.

**CLOSING:**

**Stereo Dimension's** roster will be further expanded, with its label and production company, Good Time People and Giant Sound. The label will now have its product issued by Mindy and the Complex, Joe Dettl, the Jaedics, and Jack Moran.

**Stereo Dimension**

**FOR THE CHARTS**

**Billboard has THE CHARTS**

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An Equal Opportunity Employer
Country Music

Cash Firm Formed
—Mrs. John Named

NASHVILLE—Formation of Johnny Cash, Inc., a firm concerned with the promotion and public relations aspects of the country artist, has been formed here headed by Mrs. Barbara John.

Mrs. John will supervise all news releases and other activities dealing with Cash. She currently is traveling with the Cash show.

Temporary headquarters, until Cash builds his own building, will be at 201 Liberty Circle, Madison. Mrs. John’s daughter, she says, John will man the office.

Mrs. John spent several years with Artists Consultants in Los Angeles, booking all of the country acts for that firm, and was promotion manager for KGBS. She, with Dick Clark, created the “Stringing Country” show.

Reeves Replaces Walker
As ‘Country Carnival’ Host

NASHVILLE — Del Reeves has replaced Billy Walker as host of “Country Carnival,” the WSM syndicated version of country music’s big top, now entering its second season.

The show, now in some 50 coast-to-coast markets, already was successful. It is expected to pick up impetus with Reeves playing the part of ringmaster. Backing up the United Artists singer will be Claude Watson and Janey Ryan, both new talents on the Show Biz Records label.

Reeves brings to the “Country Carnival” a reputation for showmanship and record sales. Nineteen of his last 20 singles have been on the Billboard charts. He also has played eight road shows and has scored of network appearances.

Walker, best known in music circles for his writing and recording of “Moody River,” recently returned from his third years in Hollywood working with Michael Landon. "Reuben" lamonte, who suggested the idea for Show Biz Records, is moving toward the charity Miss Ryan, a former Texas beauty queen, is about to have her first record released on Show Biz, formerly was with Columbia.

By BILL WILLIAMS

Cash, of big band fame, came in and cut a country song at the WSM studio recently. Independent producer Troy Shondell arranged for Cash to tape the tune. Cash will appear on the "Tune Meisters" series on WSM and will sing the Nashville recording on the "Johnny Cash Show." The song, now recording on the International Tape Cartridge label, ITCO.

Cash is expected to lay down his own record. He has recorded several singles for Carl Smith, a former Texas beauty queen, is about to have her first record released on Show Biz, formerly was with Columbia.

Two New Hosts
Of WSM Show

NASHVILLE—In a major shuffling of talent, Ed Bruce, Monroe Trimble and Royal Puckett, MTA recording performers, have been named co-hosts of "Country Carnival." The show, currently in its second season.

Boyce Hawkins, RCA, who formerly hosted the program, moves into television and into a radio program. The Country Showcase, a new show similarly formatted. Ted Bart, former show host, had been a co-host with various artists. The first week co-host was Tupper "Long John" Loux, composer of the Hawaiian Philharmonic, and producer of that group's recordings.

Country Music

Stringer Clamps Down
On Use of Copyright

NASHVILLE — Musician—singer Lee Stringer has identified some 20 radio stations, through his attorney, of his ownership of copyrighted and registered mark "Country Politician," and advised them that they must not use it.

The action again starts a controversy in Nashville. Connie B. Gay, radio station owner, Country Music Association, musicologist, long has owned the copyright to the name "Country" and "Carnival," but has allowed widespread use of the same.

Stringer said he invented the "country politician" name while entering law school. He later was offered an entertainment law firm and the name was registered in the Federal court ruled in favor of Stringer.

Stringer said he intended the "country politician" name while entering law school. He later was offered an entertainment law firm and considered it a Good idea. The firm was established by Stringer in 1989 in the country music industry.

Spot-Less Opry
To Be Syndicated

NASHVILLE—The authentic tapings of the "Grand Ole Opry," done originally for the National Life and Accident Insurance Co., have been stripped of commercials and are being syndicated in 50 markets.

Elmer Alley, producer of the shows, said the program has been renamed "Good Ole Nashville Music," and is sponsored by the General Electric Co. in the "Opryland." The Opry has been televised on the Opry "and feed" for the past six weeks.

Alley said the Opry will be heard over 50 stations in the "Southeast and Southwest." He also said the Opry will be heard in the "Southeast and Southwest."

"We have these markets as the Opry is moving to the first time in the market," Alley said.

"I'm not trying to make a lot of money on this," Stringer explained.

"I have to make a lot of money on this," Stringer explained.

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"I have to make a lot of money on this," Stringer explained.

"I have to make a lot of money on this," Stringer explained.
WHAT CAME FIRST, THE CHICKEN OR THE EGG?

ORLEANS' WHAT

MARY.

TINED THE SAME

JONES

THE

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JONES

"NEW ORLEANS"

CHART #5033

82

www.americanradiohistory.com

SEPTENBER 6, 1969, BILLBOARD
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On September 7, Buck will retell the legend of the TALL, DARK STRANGER on CBS-TV's HEE HAW (which is rated at the top of the television programming by both the Nielsen ratings and by VARIETY MAGAZINE). If you want to see what all the noise is about, watch it!

After the show, go and pick up on the sounds of Buck's latest album, BUCK OWENS AND HIS BUCKAROOS AT THE LONDON PALLADIUM.

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Country Music
Nashville Scene

* Continued from page 81 *

SOLES

NASHVILLE, SAM' with A STARDAY (BMI) due to "WWVA Wright. will Philadelphia, to to to material have North made full work Nashville work

Mrs. Elaine Jackson has joined the Joe Taylor Artic Agency as secretary-receptionist. ... Warner Mack's newest Decca tune, "I'll Still Be Missing You," was com-
piled by Mack in 10 minutes. ... Ray Price, back from a successful
for Hawaii, in new tour on North Carolina junket. Shekel
Davis goes from a brief rest in Florida to the NMA convention in Chicago. ... Jim & Jesse have joined the crowd, traveling now on their own bus. ... Archie Campbell is consolidating new material for the "Close-up" show which is expected to be picked up again soon by CBS (despite the critics, so much so that wrote that the show did not do justice to great artists such as Buck Owens, Ray Clay, etc., to Tommy Overstreet, Marie Travis, Carol Sands, Bob Ferguson and several others played a benefit in Phila-
delphia, Miss., for the Choclaw Indians. ... Ronnie Lantham & The Travelling Maple arrived here to work on some new material with their producer, Roland Pilk, president of the Sea Productions. ... Peggy Little is slated for some island hopping on a LORO tour of Hawaii. ... Connie Moore, who writes all her own material, has come out with her third release on Spur titled "Just Love Me Twice As Hard Tomorrow" and "Look for a Box." Connie will be here the week to complete her first album, under the production of Little Richie Johnson.

Fallasides Amusement Park in New Jersey features Eddy Arnold on Sept. 12, Hank Thompson two days later and on the 15th will be Smokey Warren and his Mountain Dew Country Music Review. ... Step Records has released two records of the song in two fields simultaneously. Billy Grammer and Oats Williams have both done "I'm in a Hurry, Man." Billy in the country field and Williams in soul. ... Dianne Phillips, who with her band has been touring the nation under sponsorship of the Dr Pepper Co., has signed an exclusive recording contract with the new in her label in Dallas, with first releases due to distributors next week. The four-year contract was worked out by her manager, M. L. Ferguson and independent producer Charles Wright. Blackbird is handled by Bob Mussen, ... Columbus David Rogers, just back from a tour of North Carolina, South Carolina, Virginia and Maryland, goes to Wheeling to work on a club date and then do the "WVVA Jamboree." He'll then do promotion for "My Little Mary," returning to his Atlanta base. ... Doane Records and Coral Records of Montgomery announce the formation of a new label, Big M, and the release on this label of Cathy Simon's recording titled "I've Lost You Already." Miss Simon is the wife of Nashville songwriter Tony Simon. ... Teddy Hart has begun his own show on WSM-Radio.
Chet Atkins' new single, "Ode to Billy Joe"
c/w "Delilah" #74-0236
Chet Atkins' first album with Arthur Fiedler and the Boston Pops received a lot of attention. So he did the logical thing. Cut another album. "Chet Picks on the Pops" LSC-3104. * His lyrical "Ode to Billy Joe," out of his new album, is getting a lot of attention on its own. So he's done the logical thing. Again. He cut it as a single.

*Available on Stereo 8 Cartridge Tape.
**Country Music**

**Shaped Notes**

J. D. Sumner has announced that Oct. 10 will be proclaimed Youth Night at the National Quartet Convention in Memphis. Young people in professional gospel music will be invited to participate, beginning at midnight. In addition to the young talent, the program will feature the 25-voice Stamps Conservatory Chorus, which was organized at the Stamps School of Music in Texas last June, under the direction of Don Summer. . . . The Rangers, a leading singing group, will come back into being. After an absence of over a year, is being revived by a former member, Jerry Judd. This group was formed originally in Fort Worth in 1938. The newly-organized group will be known as Jerry Judd & the Rangers, operating out of Fairfax, Calif. Other members are Gilbert Red, and Gene Nolan, a former member of the Musters Quartet. The Happy Goodman Family and the Oak Ridge Boys are slated for a repeat of the successful tour they made in March of this year.

**Clossey Bros. Split Act**

SAN FRANCISCO — After more than 25 years as a country music duo, the Clossey Brothers, Bill & Fran, have dissolved their partnership.

The first move occurred a few weeks ago when the brothers disbanded their band, and decided on a career as a single act in the Bay area. However, Fran Clossey then announced her retirement from the entertainment field, to spend more time with her family.

Bill Clossey then announced the continuation of his career as a single act, breaking in his act with the Kingman at Dick’s Tavern in San Francisco. The two had worked together since they were 11 and 12 years old, when they debuted as professionals at a hotel in St. Louis. Bill Clossey said he would form a new band to back him on tour dates across the nation. He’s looking for an established band or trio.

**IFCO Fete Sets Plans**

WILD HORSE, Colo.—Tri—Son Promotions announced here that plans are being completed for the second annual International Fan Club Organization (IFCO) festivals in Nashville during the week of the 44th Birthday Celebration of the "Grand Ole Opry."

An IFCO hospitality room will be open to everyone throughout the week at the Andrew Jackson Hotel. A special dinner and show will be held at the Hotel Hermitage on Tuesday evening, Oct. 14, headlining more than 50 of the nation’s top recording artists from the United States and Canada. Information is being handled by Lou-dilla, Lorena and Kay Johnson, owners of Tri—Son Promotions and co-presidents of IFCO.

**Nashville Scene**

Ray Roth and the Country Winters have cut their first LP on Pages Records. Ray is featured performer on WWBR, Weather. Pp. George Morgan leaves Nov. 9 for a Buddy Lee—booked 23-week tour to the South, west and Far West. Earl Owens set up the tour. Jerry Rivers, of the same agency, has booked Chuck Howard for a six-week tour of the Far East. . . . Gerry Henry Owens, wife of the new Buddy Lee booker, is back in Nashville after a brief stint in Wheeling where she helped WWVA during some recent important announcements. One of the top writers in the business, Mrs. Owens is available for preliminary work at least until the arrival of the baby about convention time in October. . . . The Homesteaders have been booked to perform for the entire run of the Worth Worth Stock Show, Jan. 27—29. . . . A year lost last year drew over 300,000 people. . . . Bobby Parrish and the Surpresa are playing to capacity houses at the Golden Slipper in San Cabel. They are now in all country, with person— heads from Hollywood to London, described as America’s first British country disk jockey.

**From The Music Capitals of the World**

**DOMESTIC**

LOS ANGELES

J. B. Hutto plays the newly—opened Ash Grove Aug. 29—Sept. 7. Natalie Wood guests on the Herb Alpert, TJB special on NBC—TV Oct. 29. Paramount Records will release the original cast LP in the fall of "Coca," marking Katherine Hepburn’s singing debut. The play opens on Broadway on Dec. 18. Alan Jay Lerner and Andre Previn wrote the music, their first teaming together. . . . Phone-Graph Publicaiton’s "Million Seller Record Book" Sept. 1. The compilation covers all million selling singles and albums from the early 1950’s. The paperback will retail for 95 cents. Company President C. S. McCahan states that any record dealer, distributor or industry figure who writes in on his letterhead stationery can receive a free copy. The address is PO Box 165, Woodland Hills.

Bambii McCormick has been cutting singles for Metronomics here. . . . Pianist Dwight Dickerson, a non-Brazilian, joins BMA Rio, Sergio Mendes’ new group. . . . Gary LeMel, Norma Greene and Jim Helms are writing the hour score for the forthcoming film, "The Loving Touch." LeMel will sing the title song and the love theme. He recently joined Metropolitan Records and GRT Records held its first industry cocktail reception to introduce Dick Epsten, V. C. a George Marlin produced duo from London. The label flew in both radio personnel, record distributors from the 11 Western states to participate in slide—show presentation. . . . Leonard Feather has written a song dedicated to Duke Ellington, titled "Swingin’ at the White House" which will Wild Bill Davison will introduce at the Down Beat in New York. The song was written after Ellington was honored at the White House recently. ELIO TIEGEL.

**Kitty Wells and Johnny Wright sign contract as exclusive writers for Fred Rose, which includes the acquisition of Kitty Wells Publications, Inc., by Fred Rose Music. Seatred are Miss Wells, standing, and her husband, publisher, Jack Solomon, left, and Earl Owens looks on.**

**Johnny Robinette**

Has a new release going for him on the all new K-W label. The big one.

"WALKING THROUGH MY DREAMS" R/W

"YOU CAN’T FOOL ME ANY LONGER!" Getting a lot of attention.

* K-W ENTERPRISE (B.M.I.)

2304 SOUTH PARK ROAD

LOUISVILLE,

KENTUCKY 40219

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SAY YOU SAW IT IN BILLBOARD
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WORLD OF COUNTRY MUSIC

highlights the current country scene at home and abroad. Stories including ...  

- TV and Country Music—TV has given Country its greatest exposure
- The New groups go country ... digging deep into the roots and giving it a new slant. Bob Dylan and Joan Baez record the Sound in Nashville
- A successful country music festival at London's Wembley Pool sets a Country pace
- Liverpool—the ideal base for a country music European resurgence
- A new breed of songwriter—Jim Webb and John Hartford work with "Contemporary Country"

These exclusive in-depth features plus the Songwriter series and a completely detailed, updated Country Artist/Record Directory Section make up the 1969-70 edition.

MAXIMUM DISTRIBUTION. An extensive merchandising program to prime country talent buyers, the weekly international Billboard subscriber roster of 30,000 and a bonus distribution at the WSM Country Music Convention in Nashville.

Plenty of information, plenty of publicity—plenty of reasons for you to participate with your ad. Save your place ... be with all the International Country Music action OCTOBER 18 in Billboard.

DEADLINE: SEPTEMBER 19

THIS YEAR THE BIGGEST EVER!
Word to Acquire Rodeheaver

WACO, Tex — Word, Inc., has announced an agreement with the Rodeheaver Co. of Winona Lake, Ind., whereby Word acquires the assets of Rodeheaver.

The latter will continue its operations as a subsidiary of Word, Inc. Jarrell McCracken, president of Word, and James E. Thomas, president of the Indiana publisher of sacred music, made a joint statement of the new arrangement.

The Rodeheaver company, founded in 1910, has become one of the largest publishers of sacred music. Its business is international in scope, and the publishing covers a broad range of activities including hymn books, organ and piano arrangements, ensemble music, sheet music, octaves and seasonal material such as plays and pamphlets.

Rodeheaver owns several thousand copyrights, some of which have been translated into as many as 30 languages. The firm owns rights to such hymns and gospel songs as “The Old Rugged Cross,” “In the Garden,” “Beyond the Sunset,” “Only Believe” and “He Lives.”

With the new operation, Thomas will be chairman of the Rodeheaver company. McCracken will be president and Bruce Howe executive vice-president, directing all phases of operation.

McCracken said the tradition established by Rodeheaver would be enhanced through new merchandising and promotional aids, a concentrated sales program, new products and redesigning of other publications.

Products of Sacred Songs, the printed music division of Word, and Lexicon Music, of which Word is national distributor, will be moved to Winona Lake for a consolidated shipping effort of all printed music.

Other divisions of the Word company are Word Records, the world’s largest producer of religious recordings; Word Books, a leader among independent religious publishing houses; and Word Tours, a service that combines travel and Christian experiences.

Wasilla — Bob Townsend, onetime manager of WINN, Louisville, Ky., who now devotes full time to record narrations and acting, has finished his first LP for The First Foundation for One Nation Under God.

This is part of “The Record of the Quarter Club” first revealed by Billboard last year (Nov. 23, 1968). Under the plan established, each youngster who opens a savings account at a bank here is entitled to membership, which includes four single records per year.

Since its initial cuts, the organization has been expanded and now the recordings are being distributed additionally through the Columbia Record Club. Plans are in the making for still other distribution, Townsend said.

The first LP is titled “In the Beginning, God,” the words of Genesis spoken by the three Apollo 8 astronauts during their successful space probe. They spoke these words while circling the moon, and the recording contains their voices in flight.

Townsend’s first narrations dealt with Christmas.

The novel idea for utilizing a bank participation had a twofold purpose. It gives children the opportunity to learn the savings system and get a banking habit, and also assures him a set of spiritually strengthening records. With each record comes a personal letter from a successful business or entertainment leader, attesting to his faith in God and America.

The sessions are cut here where Townsend began in the radio end and in the acting field. His film and television credits are numerous, and he has appeared with some regularity on “High Chaparral.” He makes his home now in Tucson, Ariz.

While at WINN, he was responsible for building the format of that station into a country power.
Billboard’s
FIFTH ANNUAL
WORLD OF GOSPEL MUSIC

Billboard will highlight the exciting growth and development of Gospel Music in a probing 3-column editorial report, October 11. The special section will spotlight the leading Gospel groups, the growth and leadership of the Gospel Music Association and the commercial success of Gospel Music in the recording industry. Don’t miss this special issue!

ADVERTISING DEADLINE
SEPT. 26
First GMA Awards Fete
Set for Memphis on Oct. 10

MEMPHIS — The first annual Gospel Music Association Awards Presentation and Banquet will be held at the Sheraton Peabody Hotel here Oct. 10 in conjunction with the 13th annual National Quartet Convention.

The award winners are being chosen by membership of the GMA, by secret ballot supervised by Ernst & Ernst. Dinner entertainment will be provided by the Spirit of Memphis, an all-black choir.

Awards will be presented in 11 categories: best instrumentalist, best record jacket, best television program, best disk jockey of the year, best songwriter of the year, best female vocalist, best male vocalist, best record album, best song of the year, best mixed group and best male group.

Host for the ceremonies will be GMA President W. F. (Jim) Myers, and masters of ceremonies will be Bob Benson and Bill Holley. Awards will be presented by John T. Benson Jr., James Blackwood, Tony Brown, Ann and Jenny Davis, Herman Harper, Jake Hess, Lloyd Lister, Donnie Fritts, Dr. Ralph Moore, Jerald McCracken, Jim Myers, Norman Odum, Dottie Rambo, Reba Rambo and Brock Speer.

Seating for the banquet, at $10 each, is limited. Those wishing to attend should contact Mrs. Norma Boyd, P.O. Box 1201, Nashville 37202.

Oak Ridge Boys
To Be Featured
In 23 Marts

SHREEVEPORT — A new television syndication, which premiers in 23 markets, will feature the Oak Ridge Boys, a leading gospel singing group. The announcement was made by H. Lee Bryant, general manager of KTAL-TV here, under whose auspices the show is being produced and syndicated.

Titled "It's Happening," the show will be released by Tal-Oak Productions.

The idea reportedly was conceived by Bryant following a gospel concert presented by KTAL-TV featuring the Oak Ridge Boys. The group met several times with station personnel, and a production schedule was formulated. The program is produced with the facilities and staff of KTAL.

With 26 shows already completed, Sweet Sue Kitchens has contracted for the program to run on a weekly basis in selected markets throughout the nation. They are Memphis, Bal-

last week
30,808*
people
were filled in on
what's happening
in the International
Music · Record · Tape Industry.

(last week)

(fill this out,
and
Billboard
will fill
you in,
too!)

*June 1969 Publisher's statement
as filled with ABC, subject to audit.
"The time is right for a new direction in blues music.

"Having decided to dispense with heavy lead guitar and drums, usually a ‘must’ for blues groups today, I set about forming a new band which would be able to explore seldom-used areas within the framework of low volume music.

"This album is the result of this experiment and it was recorded live at the Fillmore East Theater, New York after only four weeks experience of each other’s playing."

JOHN MAYALL—JULY 1969.

TODAY, AND FROM NOW ON, JOHN MAYALL ON POLYDOR.
Mother Earth Awaits You

Wait, Wait, Wait, There's Something I Forgot To Tell You
Wait, Wait, Wait, There's Something I Forgot To Say
Maybe I Wasn't Everything I Was Supposed To Be
But Wait A Minute, Oh Before You Leave
Wait, Wait, There's Something I Think You Should Know
There Will Be Some Changes Baby

I'm Gonna Make You Forget About Everyone That You Ever Knew
There's Gonna Be No One In This World But Me And You
So Wait, Wait, Wait, There's Something I Forgot To Tell You
Wait, Wait, There's Something I Forgot To Say
Maybe I Wasn't Everything I Was Supposed To Be
But Wait A Minute, Oh Before You Leave
Wait, Wait, Wait, There's Something I Think You Should Know
There's Gonna Be Changes Baby Like Never Before
I'm Gonna Crown You With Love
I'm Gonna Please You Baby
With Love, Love, Love, Love
Wait, Wait, Wait, Give Me Just One More Chance
To Make These Changes Baby
In Our Whole Life's Plan
Wait, Wait, Please Wait, Please Wait, Please Wait, Please Wait,
Please Wait, Please Wait.

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LYRICS & MUSIC—NAOMI NEVILLE
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"Make A Joyful Noise" SR 61226
Rose From 176 To 95 In One Week!
Billboard Top LP Chart, August 30.

"WAIT, WAIT, WAIT" 72943
A Great New Single From This Brand-New Sky-Rocketing Album

Mother Earth
P.O. Box 159
Mt. Juliet, Tennessee 37122

Engagements:
Personal Management
Travis Rivers
615/758-5494

Mercury Music Corporation
Family of Labels

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Living With The Animals
Mother Earth
SR 61194

Make A Joyful Noise
Mother Earth
SR 61226

From the
Mercury Record Corporation
Family of Labels
## Billboard New Album Releases

**FOR SEPTEMBER**

This month's product list includes LPs which were issued during the past several weeks and are considered as part of the manufacturers' January releases. Listings are in alphabetical order by artist in pop, and by composer or author in classical and spoken word.

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Rock ‘History’ Battle on Toronto Radio Stations

TORONTO—The city's Top 40 radio battle between CKFH and CHUM entered yet another controversial phase this week when CKFH announced plans to suspend regular programming throughout the weekend. During that period, CKFH will present a 24-hour "History of Rock 'n' Roll." CHUM has already been airing the CHUM "History of Rock 'n' Roll" each evening this week.

The CKFH program was created in Los Angeles by Bill Drake. CHUM's 28-hour presentation is basically a collection of old hit records. It was produced by CHUM and has been free to other stations in Canada.

The CKFH program runs 48 hours, but the station is adding an extra hour on the growth and future of pop music made in Canada.

Capitol Inks Edward Bear

TORONTO — Continuing its expansion into the Canadian talent scene, Capitol Records of Canada has signed rock group Edward Bear. Capitol outbid several other companies for Edward Bear, a three-piece band comprising drummer — singer Larcy Faroy, guitarist Danny Marks and organist Paul Weldon. The signing was made after Edward Bear had performed with Led Zeppelin at a Rock Pile concert.

Several tracks have been cut, reported Capitol's ad director Paul White, and a single release is expected in two to three weeks. An album will follow.

Canadian Disk Companies Face a Personnel Drought

TORONTO — Canadian record companies, especially in this city, are having a tough time finding suitable staff. At one point, two weeks ago, six companies were looking for people, mainly in a promotional capacity.

One record company executive said: "The situation has never been this bad before. It's simply impossible to find the right people at the moment."

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Titles included in the album are "Boo-Boo," "(I Got a Woman," "Somebody's Talking," and "Tobacco Road." and "Somebody's Wrong.

Canadian News Report

Canada cert.

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Shake-Up Within U.K. Philips A & R

LONDON — The reorganization of British Philips' ad structure, which has abolished the traditional setup of separate production divisions for the Philips and Fontana labels, marks the first stage in a drive by the company to become a serious contender in the market for independently produced material.

The move has been engineered by newly appointed marketing manager Olav Wyper, who has been responsible for the company's dealings with outside production units.

In a statement, Wyper said Philips has abolished an established and frequently competitive system which involved a division of the production and administration for each label.

Jack Baeverstock is breaking up an 11-year association with Fontana, a producer who has worked closely with John Franz. The director of production at Philips is now a sales and marketing executive. Whoever lands the job as manager of the ad division will not likely be an in-house disk executive.

"It is basically true that Philips has relied heavily on its own departments to produce its records internationally and has not had the flexibility to select talent from the marketplace," Wyper said.

"In recent years perhaps the most consistent success for Philips has been those who have liberated themselves from the club and the control of large recording companies. It is those people who are those who must make contact and from whom we must get repertoire."

"We are not in existence with individual producers as well as independent production offices. We will maintain a permanent relationship with a small number of independent producers as individuals on whom we will call to handle material, that we will originate records as a control of a specialist qualifications.

"Still, it is logical that the function of the staff production department will be to make records for our house and labels in the group. He added that Frans will continue to handle his existing affairs and control of new talent that he signs, and that by dealing with him administratively his duties and experience will be utilized on a wider range of repertoire.

Label allocation of internationally originated product will be decided by the ad man in conjunction with the chairman and by either the sales manager or coordinator Mike Everett if it is a house recording."

Control of music, said Wyper, will be vested in people whose main interest will be to exert commercial objectivity allied to high degree of creativity and market appeal.

The switch of folk and jazz specialists from Fontana to Philips, is a transfer from Philips to Polydor does not mean that Philip will be pulling out of the folk market. The two areas are somewhat closely, stressed Wyper.

"It is a question of priorities," he said. "Our first priority is to continue to expand in the folk market and in the pop business and only a very healthy and successful company can afford to sit there in limited market repertoire."

Wyper predicted that the first

EMI Acquires Keith Prowse Via Stock Buy

LONDON — EMI has obtained a 100 percent interest in the Keith Prowse music publishing subsidiary company, held by Redifusion Holdings Ltd., a subsidiary company of Redifusion Media Group. EMI acquired Keith Prowse as an owner of the KPM group.

KPM and EMI's existing music publishing company, Ardmore and Beechwood, will be continued as separate companies.

EMI group director, A. J. Wood, who also heads Ardmore and Beechwood, said that KPM's non-executive directors, including Paul Adamson, Leslie McDonnell and Martin Soames, would be replaced by EMI personnel. Wood added that it was probably that he would become chairman of KPM, and that EMI Records managing director, Keith Morrison, and the company's secretary, Humphrey Tilling, would join the KPM board.

The KPM board includes managing director Jimmy Philips, his son Peter, and Pat Homes, who said Philips would continue to act as managing director, and that all KPM staff would retain their jobs.

The deal means that, in addition to KPM, EMI also acquires Nikkan Music, whose wholly owned subsidiary, The House of Music, is a leading artist in the musical instrument field. KPM also includes the Peter Maure music publishing company, with which it merged in 1978.

Eino Hiitonen Is Dead at 59

HELSEINSKI — Eino Hiitonen, former managing director of Sahko & Kiiken, who retired from the post April 15, has died at the age of 59.

Hiitonen began his career in the music industry in 1936 and in 1946 was appointed managing director of Sahko & Kiiken, a post he occupied for 24 years. He was also managing director of his own companies, Sahko-Oy, Akko Oy and Kaijo-Lietlisilvius Oy. Under the leadership of Hiitonen, Sahko & Kiiken became the biggest wholesale enterprise in the electrical field.

RIO SHOWS IN VACANT STORES

RIO DE JANEIRO — Brazilian artists have hit on new and economic way of boosting their record sales — by giving shows in vacant stores or in residential neighborhoods.

The theaters are set up in vacant stores, each capable of holding 300 and 400 people. Recently a crowd of 300 and 400 people. Recently singers Elza Soares, Elia Regina and Maria Bethania and pop group, Los Mutantes all appeared in this type of format.

Effects of the changes will be felt "certainly in the weeks of the year," but that they had been planned for a long-term improvement which would become more evident next year and in 1971.

"Accordingly, the company here has had such enormous growth, it is only now that we feel able to cope with selling taped music properly."

Now that Polydor has thrown for cassette in a big way, will it follow the developing market pattern of complementing them with 8-track releases? "We are fully aware of market trends and intend to keep abreast of developments," said Bates. "Philips is also reducing the prices of its cassettes to the same levels and is considering releasing twin-pack cassettes."
Czech Music Instrument Firm Proposes Expansion

LONDON — Now that the Czechoslovakian Musical Instrument Co. is able to negotiate direct with potential importers throughout the world—its overseas trade has been handled exclusively by the Austria Foreign Trade Corporation—it expects to accelerate its increase in overseas sales in the next few months.

The company’s managing director, Vladislav Kopta, in London last week, to open the Czechoslovakian Music Fair (Aug. 17-21) made this clear in a special interview with BUSINESS INTERNATIONAL.

CMI already exports 70 per cent of its production. That ranges through the whole gamut of musical instruments from harmonicas to church organs, from recorders to concert grand pianos—and its total output over the last five years has increased by 100 per cent.

Last year the company’s turnover came from sales of Petrov upright and grand pianos, and exports of pianos have increased by 85 per cent in the last five years, with Holland, Italy, Mexico, Sweden, Norway and the Soviet Union as the principal customers.

Kopta said that the company’s factory at Hradce Králové—about 80 miles from Prague—is currently producing 250,000 instrumen-
tos of all kinds a year and its expertise in piano manufacture is being extended to the manufacture of organs.

Petrov piano sales are now in their fourth year and have doubled in the past two years, according to Mr. Kopta. The United States is Petrov’s largest market, followed by Canada, Britain, Belgium and Japan.

PHILIPPINE MUSIC ON ASIA TOUR


Other dates are Hong Kong, Sept. 15; Bangkok, Sept. 16-21; Seoul, Sept. 28-23; and Japan, Sept. 23-Oct. 8.

Performers on the tour will be Bernard Haitink, under whom the orchestra will play in Japan. Other conductors on the tour are John Pritchard and Jerry Semkov.

Capitol Inks Bear

*Continued from page 99*

White also announced that Capitol had signed Anne Murray, a Haliday vocalist, who discovered "Sing-a-long Jubilee."
BRUSSELS

RCA artist Clodagh Rodgers was in Brussels to promote her new RCA single, "Never in My Wildest Dreams," on radio and television. RCA, which has enjoyed excellent sales and Evans at first and second position on the Cashbox pop chart, is giving strong promotion to the song. Rodgers was scheduled to capture the top three spots, and she enters the charts with the 1976 MCA album, "Together." Barlow was negotiating to bring Wilson Picktel- lers to Brussels for a one-man show for the first time. . . . Next week, June 27, the International Federation of Festivals will hold a conference in Brusse1s that has been set for Antwerp, Nov 2-27, called "Radio and Television Exhibition." Granomophone has acquired distribution in Belgium through the United and United's Barlow.

London

The main-line Fleet Festival continues with 38 performers, 64 concerts, and a 38-foot box has acquired Belgian rights of the song "Noos no Delphi" which was the first single released after Rod Stewart won the Club Festival Song. A double album, "Fleet Festival," is being recorded by Mira Marc. . . . Granophones is promoting Rod Stewart and the Columbia of the Me-Coo Singers, who will appear at the Cliffs in November. The new title, first recorded by the Welsh School of Music, is called "Stop the Munchkins." Stewart's month old title "Limon Limonero" has been released by RCA following the de- mands of the distributors, who have asked the song have more airplay.

In London, Bernstein recording "Vinyl Makers, John Lee Hooker, and the Belgian record companies who release his work.

The Philips EP record "In the Mountains of the Moon," with the head of the hero, is being released by the British firm. The album program will release the new record of Brazilian singer Elza Regina backed by the Mike-certified group. . . . Toos Tellemens has a new dance album called "Hair" by Roger Whittaker. The track, which is one of Belgium's biggest classical music events, will be recorded at the Palace of Arts. Most of the important concerts will be re- leased on record by Deutsche Grammophon.

RENE VAN DER SPEEET

LONDON

Tamla Motown is planning to launch its new label, Rare Earth, in the U.K. and Europe, with filming of a television management director, Ken Ext, return- ing to promote record sales. After releasing the dealing with the B.B. who will open its own London office under the direction of Tamla Motown's managing director John Marshall to seek new artists. Marshall, a long-time independent promoter in Northern Ireland, will not be renewing his artist contracts with Tamla, according to people at the end of August, Paramore will sign a new management contract for the Decca Orchestra for Deutsche Grammophon. This is a move that has a controlling interest in the German market. Paramore is currently producing Italian singer Rika Porsen for English speaking countries and will also be recording French singer Susie Davis through Davis's own Pro- sounds company. Davis is switch- ing his U.K. outlet from MCA to Warner.

Johannesburg

E. Kippar has covered Shawnee's hit single, "Abercromby," for the South African hit charts. Tri- tone Records has released an album of the title song, "Abercromby," to coincide with the artist's appearance on "Good Night Time." Jill Kirkland, the single, has sold more, and will be strong local sales. The South African group, the Starcasters are nominated in the Best Group or Song category for the 1976 N.A.I.S.S.A. award for their 1968 hit, "Cry to God." They were also nominated again because of the group's success in 1975, which was "Cry to God." Meanwhile, the Starcasters have re- leased "Another Place," as their delayed followup to "Cry to God."

Toronto

The Canadian hit single of "Hands of the Clock" by Polydor will be released in England by Polydor. Making the announcement, Polydor's national promotion director, Lori Bruner, said that there has already met with strong response in London where it was released on Polydor's "Rolling Stone." Lori Bruner also said that a follow-up single would be released within two weeks. Life is promoted "Make Sheppard, "Hands of the Clock" was the band's first single, and it sold well in five many Cana- dian markets.

Barcelona

Southern Spanish music has Spanish titles with the new single "The Goodnight, the Night." RCA released the album "The Goodnight, the Night," which includes the hit single "Strangers in a Strange Land," which features the band's first single, and has sold well in five many Spanish markets.

MONTREAL

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Toronto

Toronto—Qualifies has ac- quired Canadian distribution through its own label, "RCA." Sun was recently sold to Sydney by its original company, "Sun." 100 masters were said to be in- volved.

Canadian Disk

The label has inquired about "RCA" and "Tape Car- tridge of Canada." Records are being released to hit inexperienced people, yet there is no source of proven talent. In turn 30, another execu- tive summed it up: "We're releasing records and the industry is growing so fast that we can't keep up with it. The factory, which employs 6,000 people, is also producing "RCA"-like records, "in Canada" expressed in the U.S. by ideal—"but at present it does not manufacture amplifica- tion equipment.

Kagen Eyes Scene

TORONTO—Shel Kagen, a producer-director who recently joined Atlantic in New York as an assistant to vice- president Leonard Goren, is spending five days here scouting the local recording scene to get a feel for the situation with industry figures. No signings have yet been announced.

Ritchie Brooks cutting a new single with Martin Baus producing... "Mother's old new album will be released shortly. Gordon Lightfoot's new "Sunday Concert," has an early release date this fall.

U.S. Firms 'Rediscover' Musician

TORONTO—Ronnie Haw- kins, former Arkansas rock artist, who has not been heard from in over a year, is considering re- cording offers by U.S. majors. Hawkins are said to be available as high as $300,000. Labels in- cluding RCA Victor, Dot and King. An early announcement is expected. Hawkins had several hits on Roulette in the late '50s.

Sun Rights To Quality

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Czech Instrument Firm

"Continued from page 101

Kopka, "that some prize-winners will eventually become virtuosi, and they will have an even better effect that they obtained their first break by playing and win- ning a Petrov tennis racket."

Such contests have already been held in Taormina, Sicily, and in Bologna, Italy, and addi- tional competitions are planned for Holland and Switzerland.

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### HITS OF THE WORLD

#### ARGENTINA
(Courtesy Recordora de la Fama)

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#### BELGIUM (WALLON)
(Courtesy Recordator Matics)

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#### BRITAIN
(Courtesy Record Retailer)

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#### FINLAND
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#### HOLLAND
(Courtesy Radio Veronica and
Donker's local start)

<table>
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<tr>
<th>Record Week</th>
<th>Title</th>
<th>Week 13-3</th>
<th>Week 12-2</th>
<th>Week 11-2</th>
<th>Week 10-2</th>
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#### ITALY
(Courtesy, Music World, Dikly, Milan)

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<th>Week 12-2</th>
<th>Week 11-2</th>
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#### JAPAN
(Courtesy of Tohokusai and
Joto Music Company)

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#### MEXICO
(Courtesy Radio Milli)

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#### SPAIN
(Courtesy of El Gato Mundial)

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(Courtesy Radio Switzerland)

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#### SINGAPORE
(Courtesy Radio Singapore)

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#### SOUTH AFRICA
(Courtesy Radio South Africa and
Livingstone Television)

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**MGM Ponders Office Move In London**

LONDON — MGM is still uncertain whether to retain its 15,000-square-foot offices in EMI's Manchester Square offices as MGM label manager. EMG's London office director Ken East is understood to have had meetings with MGM Records executives concerned with the future of MGM in the UK, and to iron out final details of the new licensing deal. Carson said that all independent deals set up with producers have now been amicably terminated.
Announcing...
Angel
Records’

ANGEL
FALL
99¢
OPERA
SEASON

Opera
Sale

* Complete Operas
* Highlights
* Collections

With the start of the new fall music season comes the year’s best classical retail selling period.

During September, Angel’s 60 (!) top-selling opera packages are available at an unbeatable “buy-in” price that affords you exclusive “sell-out” business opportunities—now throughout the 69-70 season.

Act now... top-ticket prices return at month’s end. Contact your Capitol/Angel Sales Representative for the program.

Copyrighted material
## Billboard Top L.P.'s

| Week | Chart | Title | Artist | Label | Week | Chart | Title | Artist | Label | Week | Chart | Title | Artist | Label | Week | Chart | Title | Artist | Label | Week | Chart | Title | Artist | Label |
|------|-------|-------|--------|-------|------|-------|-------|--------|--------|-------|------|-------|--------|-------|------|-------|--------|-------|------|-------|--------|-------|------|
| 10   | 1     | JOHNNY CASH | On Stage | Columbia | 37   | 37   | CANNED HEAT | Light In The Valley (1969) | 12   | 36   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 10   | 38   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 13   | 38   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 11   | 9     | IRON BUTTERFLY | In A Quiet Su-Fa-Fa | A&M | 38   | 38   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 14   | 38   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 12   | 30    | STICKY FINGERS | Warm | Capitol | 39   | 39   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 15   | 39   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 13   | 15    | TOM JONES | A Quiet Su-Fa-Fa | A&M | 40   | 40   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 16   | 40   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 14   | 25    | FRIEDGUTT/KYSS | California | Capitol | 41   | 41   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 17   | 41   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 15   | 13    | CREEDENCE CLEARWATER REVIVAL | GREEN Day | Capitol | 42   | 42   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 18   | 42   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 16   | 16    | THREE DOG NIGHT | Hymies | Columbia | 43   | 43   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 19   | 43   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 17   | 17    | AGE OF Aquarius | Age of Aquarius | Columbia | 44   | 44   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 20   | 44   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 18   | 9     | HACE HAYES | Gold | Capitol | 45   | 45   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 21   | 45   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 19   | 19    | ALTUS | My Country & Me | Capitol | 46   | 46   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 22   | 46   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 20   | 14    | WHO | The Rock Box | Shelter | 47   | 47   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 23   | 47   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 21   | 25    | CHICAGO TRANSIT AUTHORITY | Chicago | Columbia | 48   | 48   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 24   | 48   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 22   | 22    | TV SOUNDTRACK | TV Soundtrack | United Artists | 49   | 49   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 25   | 49   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 23   | 23    | CHARLES RALPHSON DRUID | Druid's Theme (1977) | Columbia | 50   | 50   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 26   | 50   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 24   | 10    | KENNY BANACH & HIS ORCHESTRA | A Warm Shade of Very Light | Capitol | 51   | 51   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 27   | 51   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 25   | 35    | TEMPTATIONS | Temptations | Motown | 52   | 52   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 26   | 52   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 26   | 26    | BENEDICT | Benedict | Epic | 53   | 53   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 27   | 53   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 27   | 33    | THREE DOG NIGHT | Just Between You and Me | Columbia | 54   | 54   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 28   | 54   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 28   | 16    | DIS DOFILLO | Summer | RCA Victor | 55   | 55   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 29   | 55   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 29   | 29    | TOM JONES | Don't You Know | Columbia | 56   | 56   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 30   | 56   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 30   | 30    | ZAGER & EVANS | Suddenly | Capitol | 57   | 57   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 31   | 57   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 31   | 31    | DONNY&MARIE OSBORNE | Donny & Marie | RCA Victor | 58   | 58   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 32   | 58   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 32   | 32    | SMOKIE ROBBINS & THE MIRACLES | Time Of The Season | Columbia | 59   | 59   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 33   | 59   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 33   | 33    | HERBIE MANN | The Mellophone | Capitol | 60   | 60   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 34   | 60   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 34   | 34    | STEPHEN KAPE | Spanish Blues | Columbia | 61   | 61   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 35   | 61   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 35   | 35    | TEMPTATIONS | Temptations | Motown | 62   | 62   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 36   | 62   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |
| 36   | 36    | GLIDER | Good Morning Sunshine | Columbia | 63   | 63   | BLANKET FASHION | From Eliza in Memphis | RCA Victor | 37   | 63   | BLANKET FASHION | From Eliza in Memphis | RCA Victor |

Continued on Page 106

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www.americanradiohistory.com
### Top 100 Albums

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Date</th>
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### Top 200 Albums

<table>
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<tr>
<th>Title</th>
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<th>Label</th>
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### Additional Information

- Compilation albums are indicated with an asterisk (*).
- The chart includes a variety of genres such as rock, folk, country, and R&B.
- Artists are listed alphabetically by surname.

---

**NOTE**: The chart includes a variety of genres such as rock, folk, country, and R&B. Artists are listed alphabetically by surname.
ITCC salutes Buddah's new fall release

Available exclusively on ITCC
8 track stereo tape, cassette and open reel

International Tape Cartridge Corporation, 1275 Bloomfield Avenue, Fairfield, New Jersey 07006, (201) 228-1050
International Tape Cartridge of Canada, Ltd., 1179 Finch Avenue West, Downsview, Ontario

www.americanradiohistory.com
**Billboard Chart Analysis—August 9, 1969**

**THE TOP 10 HOT 100 CHART ACTION LABELS, 1ST 6 MONTHS, 1969... AND HOW THEY SHARED THE ACTION**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label and % share of Hot 100 Chart</th>
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<tbody>
<tr>
<td>1.</td>
<td>Columbia-6.1%</td>
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<tr>
<td>2.</td>
<td>Atlantic-5.5%</td>
</tr>
<tr>
<td>3.</td>
<td>RCA Victor-4.7%</td>
</tr>
<tr>
<td>4.</td>
<td>Capitol-4.3%</td>
</tr>
<tr>
<td>5.</td>
<td>Epic-4.0%</td>
</tr>
<tr>
<td>6.</td>
<td>Heritage-3.6%</td>
</tr>
<tr>
<td>7.</td>
<td>Tamla-3.4%</td>
</tr>
<tr>
<td>8.</td>
<td>Motown-3.4%</td>
</tr>
<tr>
<td>9.</td>
<td>Stax-3.1%</td>
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<tr>
<td>10.</td>
<td>Reprise-3.0%</td>
</tr>
</tbody>
</table>

*6. Heritage—3.6%*

**A Heritage of Hits!**

- Bill Deal & The Rhondels  
  "What Kind Of Fool Do You Think I Am"  HE-817
- Shannon—“Abergavenny”  HE-814
- Cherry People—“Light Of Love”  HE-815
- Gene Bua—“Goodbye My Old Gal”  HE-816
  from the album “Love of Life”  HTS-35,004

Jerry Ross Productions Inc.

Heritage Records is distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.
<table>
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<td>MARRAKESH EXPRESS</td>
<td>Bob Seger</td>
<td>Capitol</td>
<td>21</td>
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<tr>
<td>2</td>
<td>LITTLE WOMAN</td>
<td>Delaney &amp; Bonnie</td>
<td>RCA</td>
<td>34</td>
</tr>
<tr>
<td>3</td>
<td>MR. BANANA</td>
<td>The Sylvers</td>
<td>Dunhill</td>
<td>1</td>
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<tr>
<td>4</td>
<td>ANY WAY YOU WANT THAT</td>
<td>Del Shannon</td>
<td>RCA</td>
<td>13</td>
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<tr>
<td>5</td>
<td>PUT A LITTLE LOVE IN YOUR HEART</td>
<td>Donny &amp; Marie</td>
<td>United</td>
<td>23</td>
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<td>6</td>
<td>GET TOGETHER</td>
<td>The Osmonds</td>
<td>Sceptre</td>
<td>3</td>
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<td>7</td>
<td>EASY TO BE HARD</td>
<td>The Isley Brothers</td>
<td>RCA</td>
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<td>The Drifters</td>
<td>Atlantic</td>
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<td>ODDS AND ENDS</td>
<td>Jimmy Ruffin</td>
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<td>ABC</td>
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<td>DON'T WANT TO BE A CHILD</td>
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<td>GIVE PEACE A CHANCE</td>
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<td>THE NAME OF THE GAME</td>
<td>The Marvelettes</td>
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<td>EYES ON THE JUMP</td>
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<td>I CAN'T GET NEXT TO YOU</td>
<td>The Plarters</td>
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Compiled from national retail sales and radio station display by the Music Popularity Dept. of Record Market Research, Billboard.

Copyrighted material
**TOP 20 POP SPOTLIGHT**

**WINSTONS—LOVE OF THE COMMON PEOPLE**
(Producers: Don Cornell, Writers: Hal David, Burt Bacharach, BMI, BMI)-The minor hit turned major hit in Britain. The right words, the right melody, the right production. Bits: "The Love of the Common People" (Hal David, Burt Bacharach, John Koppelman, BMI). Atlantic 4250.

**MAXINE BROWN—WELL CRY TOGETHER**

**VANITY FAIRE—EARLY IN THE MORNING**

**SPECIAL MENTIONS**

**CLIFF RICHARD—The Guy I Met Mad" (Phil. Norman, Persson, BMI). "A guy from the '50s looks a lot like the guy in '50s clothes. It's a man's song with a woman's face. It's a man's song with a woman's face."

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**VANITY FAIRE—EARLY IN THE MORNING**
...THEY ALL HAVE ONE WORD FOR THIS SMASH HIT!

MAH-NA MAH-NA

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ADDITIONAL STATIONS: Ted Randel Chain (45 stations)

... IF YOUR STATION ISN'T LISTED ... SORRY, SEND US YOUR LIST.

On

ARIEL RECORDS

DISTRIBUTED BY MUSICOR RECORDS

MUSICOR RECORDS 240 W. 55th Street, New York, N. Y. 10019
W-7 EXECs SMITH & OSTIN DO THEIR TALENT THING

LOS ANGELES—Joe Smith and Mo Ostin are thinking more musically than mathematically these days as a result of being given executive responsibilities.

Smith, general manager of Warner Bros.-Seven Arts Records, and Ostin, general manager of Reprise, have been freed of a host of administrative chores so they can turn their attention to running a company.

Smith is the new Reprise's executive assistant, and Don Schmitt- erle, Ostin's executive assistant, have in their newly created positions since mid-May.

Rock 'n' Roll Kombos have become the contact men for artists, managers, and publishers, filtering masters and acts before showing them to their houses.

Their hands have been freed since 75 persons since taking on the new job. As a result of his position, W7 and freelance producer Dan Gerstein is working with a smaller, more personal relationship, with Moore producing a new singer, Dennis Brooks.

Bakker and Schmitterle are now coordinating all of the administration matters, allowing Smith and Ostin to go through their conclusions like release scheduling, LP cover completion, the expediting of contracts, getting material to artists.

In the process, they have been conducting talks with two new pop artists, one British, one American, spending all of the project's budget in the process.

Cart-O-Sel Displays Help Solve Self-Service, Pilferage Problems

CHICAGO — A "day of reckoning" may be in store for wholesalers of tape cartridges and cassettes now that wholesalers and record retailers are becoming more conscious of pilferage.

"Our concept does require that the barcodes that are used be open on the units," Stewart said, "but this is the main objection of people who say we are going to put some of the self-service involved, inside. In the beginning, if we sell a box or blister-sealing it on LP's, it is an absolute barrier to the security of a glass case but allows customers to browse through the merchandise and actually see and feel the package.

"When it was pointed out that both sides of the tape package were open, and that the sides with printed selections are back to back, and Cart-O Sel unit, Stewart pulled out one package and demonstrated that the operates perfectly, that "the package is down" in comparison with the package's front graphics. On another, the front list was printed horizontally, but the back list of the packages were turned sideways simultaneously. Some of the self-service boxes can destroy the window through which to examine the package. Some tape packages are now listing items on the vertical front.

Mrs. Westcott Sets Up Consolidated Production

NASHVILLE — Consolidated Record Enterprises, a "full-service" record company, has been set up here by Mrs. Carlene Westcott, production.

Mrs. Westcott, formerly with World Wide Records where she was sales and production manager, heads a new company which will do anything from 8-track to LP, but nothing was determined.

RCA, which has given its recording contract to Los Angeles and San Francisco, has turned its product to additional independent distributors in Los An geles.

Wing Bows 17 LP's: Up $100

NEW YORK — Jonathan Frid, who plays Barnabus丹 on the TV show "Dark Shadows," has signed a new contract for solo albums for Philips/Mercury. Frid has the show's successful narration and music, which is known as "The Frid and Selby to Cut Merc LP's"

NEW YORK — Jonathan Frid, who plays Barnabus Dan on the TV show "Dark Shadows," has signed a new contract for solo albums for Philips/Mercury.

Mrs. Westcott, utilizing the Promotions by Emily firm, plans to expand into all fields of music. She will be located in the Music Row area, at 1811 A Building, Division St.

Goody Sales Rise In 6-Mo. Period

MASPETH, N.Y. — Sam Goody, Inc., reported sales of $6,930,992 for the six months ended June 30, compared with $5,856,670 for the six months ended June 30, 1974. The increase of $1,074,322 is a gain of 18.5 percent.

For the quarter ended June 30, 1974, the company reported sales of $3,029,525 compared with $2,750,124 for the quarter ended March 31, 1974, an increase of $279,401 or 10.3 percent.

For the first six months of 1974, the company reported sales of $6,930,992 compared with $5,856,670 for the same period for the company's predecessor, White Castle Records, Inc.
Vault Kicks Off Drive to Beef Up Soul Penetration

LOS ANGELES—Eight-year-old blue-black label has launched a drive for stronger representation in the soul market.

The company, which has just released a single by the Chambers Brothers—"Man on the Moon"—has signed 24 of the black population. Each label, remaining 11 cities will be covered by the two trainers. It is likely that each label will use its own black and red, with two years of study of the new organization. Miller of Atlanta.

The soul promotion man attributes the longest in service with the 36-year-old Miller, who is something that "calls several "futile attempts in the past by Capitol to get into the black market."

In another comment, "Historical problem of the major label not being concerned has remained an issue," Miller said. "But we have been conscious of the music market and have been conscious of our actions."

We asked how representative executive at WRWV, New York, says the answer to changing Capitol's image between Capitol's goals in the black community is through "permanence." Why the sustained desire for the music soul market? "Black music is an important part of the soul music," Miller answered, "The soul is going to be important for exposing records."

We are fighting relationship between established labels like Chess, Cleaver, going back 16 years," Miller continued.

IanciTalk

Sal Ianci, Capitol's president, pointed out in his opening remarks that this was the first in a series of meetings to discuss what a national promotion director carried a vice-presidential status.

Charlie Nuccio, the vice-president to whom Ianci alluded, spoke of the upcoming "15 in 5" campaign.

This campaign, where the label hopes to land 15 singles on the national chart within any given stipulated period of six months, is the result of a similar one-week period. This program corresponds to the Capitol's plan to release 15 singles on its label to obtain $60 million in sales during the six-month period.

Publicist chief Jackson Sitter, another new member of the organization, told the promotion people it was the important to remember the campaign with biographies and photos.

In other discussions, Tom Lavonga spoke to SRC and Makers, a showcase of Capitol's roster of national artists, and to students at colleges involved in music. At the meeting, Lavonga also spoke of Capitol's plans to release a new single every two months in his new post two months.

Al Canter, who ran a pop radio show, explained research procedures.

Actor Ray Evans and His Partner

NEW YORK—Actor Robert Ray serves as narrator in a documentary that deals with the moon landing, which will be heard on the American Radio News Network. Ray, who co-hosts the popular Moreover,新冠病毒影响下,全球商业活动有所放缓。
BLUE THUMB AIDS ELEKTRA

LOS ANGELES—Blue Thumb has been mailing out promotion copies of an Elektra album. Blue Thumb's general manager, John H. Trux, is telling the recipient that if he hasn't yet heard the new record, he should be happy to get it to you.

Blue Thumb is helping Elektra by mailing out a Sail.

As you know, Blue Thumb's president, Gary Kaye, has added Elektra to the tapes with which to prepare the album. This peculiar situation will continue because Love won't release Elektra one final album before beginning to record for Blue Thumb.

NARM Meeting to Cover All Tape Cartidge Fronts

* Continued from page 1

... conversation coverage in Tape Section.

More than 50 representatives of NARM and the record-tape industries have registered for the three days of the convention, including Alan J. Bailey, GRT president, who will give the keynote speech at the opening luncheon-meeting Friday (5), discussing "Tape—A Communications Medium."

Following Bailey's speech, the convention's first session will be on the convention's convention coverage in Tape Section.

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The Rolling Stones

THROUGH THE PAST, DARKLY (Big Hits Vol. 2)

HONKY TONK WOMEN • RUBY TUESDAY • JUMPIN' JACK FLASH • PAINT IT, BLACK • STREET FIGHTING MAN
HAVE YOU SEEN YOUR MOTHER BABY, STANDING IN THE SHADOW? • LET'S SPEND THE NIGHT TOGETHER
2000 LIGHT YEARS FROM HOME • MOTHER'S LITTLE HELPER • SHE'S A RAINBOW • DANDELION

MANUFACTURED BY NANKER PHELGE MUSIC LTD. • AN ABKCO RECORD COMPANY • DISTRIBUTED BY LONDON RECORDS, INC. • NPS-3 STEREO
If there was a faster way we'd use it.

But for the time being, GRT will stick to jets. Because that's the quickest way to transport our red-hot tapes to distributors. GRT tapes hit while the hits are hot, and races those tapes to market by the fastest means available. So the next time you hear a jet overhead, think of us.

That roar in the sky just may be the sound of GRT.