MOA Opening Convention on Rhubarb Note

CHICAGO—Fred Granger, executive vice-president of the Music Operators of America (MOA), criticized the fact that —while the organization was enjoying its greatest success to date—the unusually early date for the convention (Sept. 5-7) would find some jukebox manufacturers without new models ready. (Complete story — see page 49.)

**NARM CONVENTION SPECIAL**

In Tape CARtridge Section

**MOA EXPOSITION '69**

In Coin Machine World

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 in 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.

**TARR’S VIEW**

Irwin Tarr, division vice-president of marketing for RCA Records, stated RCA’s new distribution plan is a major change for the company. "There is bound to be some natural confusion among distributors, but the dust will settle. As of the moment, formal appointments have not been made, but our distributors have been made aware of our plans. Appointments will be communicated shortly. Our distribution has been different from that of other companies, many of whom have been more widely distributed . . . so in a sense we are catching up . . . We are just adding some distributors in some markets."

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 going to be priced the same price and we have the same privileges as distributors. They...

(Continued on page 112)

**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 realigned 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 warhorses 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 HENNESSEY

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...

(Continued on page 101)
"Love 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.

Copyrighted material
**GOODY'S RAISES PRICES OF ITS ALBUM PRODUCT**

NEW YORK — Sun Goody has notified his chain of stores of an immediate 10-cent increase in prices. Albums with a suggested list price of $4.98 will be sold for $5.09, a 10-cent increase from $4.99. Albums with a suggested list price of $5.98 are priced at $6.09, a 10-cent increase from $5.99. The same ratio of increase is applicable to sets. Goody's move follows a current thinking of many industry executives who feel record prices should be brought into line with the general economy. "We need a fair profit, regardless of what the other fellows are doing," a Goody's executive said.

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**Philips Forms Label Keyed to Blues Mart**

By JAMES D. KINGSLEY

MEMPHIS — Sam Phillips, founder of Sun Record Co., in the early 1950s, has formed the Midnight Sun label, intended as a showcase for new talent and an entry into the Sun International label of Philips, the new label will be directed by his daughter, Dayna Phillips, recorded include Rui's Thomas, Howlin' Wolf, Little Willie John, Bobby Parker, Little Milton, Doctor Ross, B. B. Suddiah, Rico Goncalves, and 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 in the form of records. There is nothing like hearing them in a radio hit all over the world again. We will release singles and some of our old style albums. It will be enjoyable to listen to those artists, many of whom have never been recorded today, and others who are now with other record companies."

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**Cap Meet 4-Point Plan To Advance Promotion Power**

By ELIO TIEGEL

LOS ANGELES—Capitol is taking four steps to increase its national promotion capability. The first, establishing a separate country music promotion and force, will build to seven in number of its soul specialists, will enter television variety programs, and has established a new position (national airplay director) to function as an "intelligence force" for gathering field information. These developments were revealed during the label's recent meeting Aug. 23 at the Century Plaza Hotel. The express purpose for force gathering for two days of meetings, heard home office executives, have been the following advancements:

- Bob Worton, formerly the national field promotion manager, has been elevated to the newly created post of national airplay director. The man chosen for the job will direct the promotional efforts of what the company calls its "second force," or albums force. These are many who work on product released on the Capitol label.

Worton will oversee activity in spreading product to a national level, relying information to the sales department, for the promotion department, obtaining information from broadcast promoters, and predicting musical trends before and while they are happening through a national information giving system.

Worton will continue to handle the "first force" as currently performed by the national promotion vice-president in handling the administrative end.

Worton said he would hire an assistant to work the plugging line, and to call stations and dealers. Information on their progress and national exploitation programs and sales will be fed back to the home office. The data will be used to "serve to other markets, in original and national scopes and to local associations of jukebox operators.

Howard Ellis, MOA president, and Fred Grazer, MOA executive vice-president, were present.

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**Buddah Meet Chalks Up $1.5 Mil. In Sales; 33 New LP's Highlighted**

By CLAUDE HALL

Joe Fields, director of LP sales and promotion, promised that the Buddah Record Shop would "capture the hit LP market" and "be back in the singles field.""The Talk of Beginning" Bobbi Geffen, released on the beginning of the label slightly over two years ago begun B. G.Compiled and distributed by the record company in 1960, written on the cover of Art Kass president, added that he had Buddah and Kass in two years had accounted for more than 25 million rec

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**Kapp Sets 11-LP Release Of 'Very Important Product'**

By RAY BRACK

CHARLESTON, W. Va. — The nation's jukebox operators, which purchase over $52 million worth of records annually, are considering ways to promote recording artists as a possible future phase of a long-running public relations program employing the country music association of America (MOA). At a meeting here last week, two of the top recorded music representatives of jukebox operators said such a plan for furnishing information annually to the national association of jukebox operators would be of national scope and involve local associations of jukebox operators.

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**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 375,000 people, the first Woodstock or photographic album of what happened at the highly publicized event. The book will total 64 pages and will sell for $1.50.

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

The announcement of this issue represented a departure inasmuch as it is the first special and widely distributed issue to young people specifically. Life has published only three other special issues, 1967, one dealing with the assassination of Sen. Robert Kennedy and the heroics of the Kennedy legend, and a second on the speech to the moon. The special issue will be sold on its own.

It is planned that the magazine will treat the festival both as a music event and as a social happening. It expressed the view that the issue will "interact" with the belief that the festival was unique and should be reported.

The book will remain on sale indefinitely.
5 Buddah Singles Strike Gold

MGM LP's Cited in First 6 Mos

NEW YORK — Buddah, which earned five number-one singles, while MGM gained nine number-one singles and one number-one category during the first six months of 1969, MGM, with an average of 27.5 singles per month, led in singles of no category during the first six months. MGM also led in singles of no category, while Buddah led in singles of no category.

Buddah's singles lead was followed by RCA and ABC with four each, then Columbia with four singles on its chart. MGM's singles total included winning performances by a number of top artists, including: the Isley Brothers on 'T' Neek and the Edwin Hawkins Singers on Pavillion. On Buddah, three singles were recorded by Abbey Road's '7 Arts with four.

The 81 gold records awarded.

Atlanta: 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, presently secretary of the cooperation of the Nashville council and who has spent time here helping in the organizational plans.

"We're on track within a week, and it's just a matter of a few days until we get the

Decca Major Push

On Midsas Touch

NEW YORK — Decca plans a full-scale promotion for the first time to be used as a Midsas Touch, arranged and produced by Al Ham, Ham formation as associate director of Columbia Records pop & dir. under Mitch Miller. He has been concentrating recently on film scoring, composing, and radio and TV commercials.

Jukebox Patent Battle

CHICAGO — A patent infringement suit brought by Seeburg Corp. against Specialty Sales, Inc. (SSI), a distributor of a German-made jukebox, is moving merrily through U.S. court. Plaintiff, in a 11-point complaint, plaintiff alleged that in part the NSM "160" was a "deliberately copied" version of the plaintiff's design incorporated in its machine. 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 "Sep- tember is Mercury's Butler Month" program to mark the release of its line of LPs. "Ice On Ice." The album is one of six LPs being released during September. The "Ice On Ice," according to Mercury produc- man John Sippel, the special Butler program runs from Tuesday, Oct. 1 to Oct. 10. It includes trade and consumer advertising, an open-end-sell-through program, a 500,000 record for the first five days, and a special "say-in" design, will be distributed with the "Ice On Ice" album and Butler's six-LP "Ice On Ice" program. The album is expected to be released this month. The "Ice On Ice" program is being billed as the most extensive in recent Mercury's history.

As part of the promotion, four new sides will be added to the program. They are "Olly the Strong Sur- vivor," "How I Love You," "Hey Western Union Man" and "Never Give You Up.

Other LPs in the September releases will include: "Ice On Ice," with Tracy Nelson of Mother Earth, the New Colony Six, Roy Drusky, Sunsets and Our Gold and "Sweet Pain," a rock LP by one of Britain's top studio musicians.

www.americanradiohistory.com
Raven's music has been heard and applauded by several hundred thousand people.

And that was before they made their first album.
Copyright Review Panel Next?

By MILDRED HALL

WASHINGTON—This country today is currently at the show of a right arbitration panel to review arbitration rules every five years. And to try to defuse deadlock disputes over those rules, between users and copyright owners.

Faced with rate struggles and statutory standards in the fields of music recording and publishing, jockeying over TV programming, the Senate Copyright Subcommittee is now working out a plan involving a number of changes. It is trying this way to save Congress from further involvement in arbitration-rate fixing. Copyright arbitration tribunals operate in Western Europe, Great Britain and Canada, with varying degrees of coverage and authority.

The subcommittee which begins its final markup on a request by John L. McClellan (D., Ark.) has been beseeched with demands that more changes be made to arbitration rules. The committee members know that no matter how they vote on the final bill, they will face the call up future appeals for statute corrections and in some cases, a demand for a new rulemaking. It is a clear need for a law that will be progressive and flexible enough to make changes impossible to amend.

The bill is in setting up an impartial copyright arbitration board that would automatically review statutory rates every five or 10 years to determine if the rates are still reasonable and any other conditions then exist. Subcom- mittee Chairman Al Gore (D., Tenn.) explains that this would mean that disputes over rates, like the proposed two- and-a-half-cent mechanical royalty rates in phonograph records for the $8 jubilee performance royalty, would be automatically decided on for CATV.

Also for record royalties in television programming, and in the1974 revision, ASCAP and the National Association of Broadcasters would be given the opportunity to nullify arbitration under the old order's disapproving attempt to deviate the movement the confidence of the public. There was no question that is so important but that it would cause a body to act upon the question of the music.

The problem of copyright would now be, and not appealable in the courts. But Congress could not agree on a copyright statute, if either House or Senate disapproved. As the subcommittee was beginning its work on the bill, the decisions of an arbitration board would be allowed to the courts, with details worked out by the parties.

The subcommittee felt that the machinery would be a better representation of the impact on the progress of music. As the subcommittee notes that the present system is not working, it says, that the arbitration board would have a three-member board of record companies, of any desire to participate in the decision. The present system is increased prices to consumers, fewer and costlier recordings, if of course, the rate is fixed.

The subcommittee is faced with the problem of the possibility that the rates will still be held on, the revision bill will be blocked, and the revision last year will not be enacted. The subcommittee might explode into the kind of floor fights that almost wiped out the reprise bill in the Senate.

In conclusion.

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In Again in Crisis.

The subcommittee has been in crisis. Senator McClellan has bluntly informed the Senate that if a majority of the Senate does not agree, the reprise bill will not come out of his subcommittee this session, and that the committee is determined to achieve passage in 1970, in the current session. The subcommittee has been in crisis. The first order of business in executive sessions started on October 21, 1969, was to separate out the CATV issue, in order to make a basic decision on whether or not the arbitration might be mounted a battle to a separation of the two issues of copyright and communications aspects of community action.

The second priority may well be to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore. After that, subcommittee counsel Tom Brennan points out, there is a strong desire to bring the CATV issue to the fore.
Which single will reach the top ten first?
(check both)

[ ] **HERE I GO AGAIN**
TAMLA 54183

SMOKEY ROBINSON & THE MIRACLES

[ ] **BABY I'M FOR REAL**
SOUL 35066

THE ORIGINALS

Copyrighted material
Lib's 'Direct Line' On Promotion Clicks

LOS ANGELES — Liberty/UA is getting specifically aggressive in 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 Lee Mendell, corporate marketing vice-president, National, the Lib/UA, Liberty, Imperial, World Peace, and Right Note, recently took on the added responsibility of participating in promotional activity.

"There is a sense of immediacy about knowing what's happening," Mendell said.

GOLDDIGGERS AID BENEFIT

LOS ANGELES — Single copies of the Golddiggers debut LP on Metronome, sold at a television benefit in Mississippi from $30 to $1,200.

The group, along with Bob Hope, appeared at the telethon over Channel 3 in Jackson, Miss., Aug. 20 and helped raise $176,000.

The proceeds will be divided for a new station to be built in the area, which swept the Gulf Coast region.

The Ford Motor Co. bid $75,000 for a chance to have their record with Chrysler, which sponsors Hope's television show, raising its bid to $176,000 in an auction of $200,000.

The label has over 300 LP masters from 60 different nationalities, is readying 72 releases, 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.

Tape Field

LOS ANGELES — Five separate Superior Court suits have been filed involving contract disputes, including an action brought against Frank Zappa's Bizarré, 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 Bizarré and Straight to terminate their contract.

The label has canvassed all key wholesalers and distributors to determine which retailers should have preference. The response has been welldocumented.

"We feel that the companies have been unfair with every national in the catalog," said Rappaport.

"Regardless of the decision, we're readying the 50 additional numbers before the year's end.

The releases licensed to GRT are not affected by this development.

GOLD RECORD TO 2 COL LP'S

NEW YORK — Columbia has been awarded gold records by RCA, Atlantic, and Liberty for "Switched-On Bach" on Masterworks, and Andy Williams' LP "Happy Heart," the 13th gold album for Williams. "Switched-On Bach" was conceived and developed by composer-performer Walter Piston with the assistance of Benjamin Folkman.

GAMES: Charging Pact Violations Are Filed

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"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.
Ampex Registers Peaks in Qttr.

LOS ANGELES—Ampex reports a record peak in sales and earnings in the three months ended Aug. 2. Sales were $36,583,626, up 19 percent from $30,897,000. Net earnings after taxes were $1,093,000, up 24 percent from $2,485,000. The earnings equalled 29 cents a share on the average of 4,220,357 shares outstanding, up 12 percent from 36 cents on 6,616,457 average shares outstanding last year.

AF Lists Peak in Sales and Earnings

NEW YORK—Audio-Fidelity Records, Inc., reached record sales and earnings levels for the fiscal year ended March 31, according to Herman D. Gierski, president. Sales, $136,351,000 to $79,562,662 from $69,275,000 for the previous year. Net income increased to $46,125 from $26,130, a gain of 78 percent. Per share earnings rose to 44 cents from 21 cents, a gain of 114 percent. For the three months ended Dec. 29, the company reported a net income of $12,257,600, or 30 cents per share, a gain of 97 percent.

Myers Banks on 9 Acts, Producers to Push Label

LOS ANGELES—Kenny Myers, president of Los Angeles' 9 Recordings, and a string of independent producers to get his recently formed label, Myers/Recordings. The label will concentrate on developing new artists and songwriters, with a rock pop-sounding focus. Artists on Aramis include the rock group Tin Tin, Ruben, and Jimmy Outer, among others. An additional rock recording project is currently in hand, with record, and Mrs. Myers, formerly with Capitol Records.

Jerry's initial soundtrack LP will be "The Hard Way" with the New Life Stringing the pick-up recording. The label's first album will be "Your Turn," due for a release this month. Although Myers will produce several groups, the label will use independent producers for the majority of the recording, including Cyfres producing from Jon & Bill Trout and Bobby Moody working with the crowd. The label has also signed Miss Missie, Jimmie, Jinkles and Missie, who will produce Missie O. Howard, with Al Wheleth and the Triangle, and Bobby Whiteside will produce Rainier Minority.

Myers has also signed nine songwriters to Aramis's two recording deals, Deke (BMI), and Amps, including Ty Rimes, Howard Steele and Mike Kimble. The Triangle, Alan Shaparitan, Don Wray and Steve Wood, all of the Minneapolis-based Triangle, McDonald and Lilith O. W. The label, which is based in the U.S. Myers is looking for distribution and sub-publishing deals with major labels.

The label's tape rights have been assigned to Ampex on a nonexclusive basis.

Danite Revived—Signs Distrubs

DALLAS—Danite Records has been revived and, in cooperation with a management, label, Blackbird Records has just signed distributors to blanket the nation. Distributed by Howard Bennich, Boy Massey of Massey Enterprises is managing Blackbird. Charles Wright is producer for both Blackbird and Bluebird, Ya'el Pagan, Paula Debbie Briner and Jim Downing. Blackbird features Ya'el Pagan, Al Liddon, and teen country artist Dianne Phillips, who has been touring with the sponsorship of Dr Pepper.

Stockbroker Sets Huckleberry Prod.

WASHINGTON—Huckleberry Productions has been launched here by stockbroker John Petihone. The firm will be based in Raleigh, N.C., and in Washington. First release will feature John Ferguson, who has an upcoming feature in the 50s, Jack Butler, formerly with WLAC, Raleigh. Latche's best, 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 Corbett, Tony Orlando, Harry Belafonte, Code 615, James Last 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 public performance royalties of 8%, passing it on to the performers and songwriters. To say nothing of producing roars of rage from broad- casters on the proposal of a 3.5 percent of their net revenue for music rights, says the public record music on the air.

Another controversial one is Sea, Phil's Hard (D., Mich.) amendment to change mechanical royalty base from cents-per- tune to 8 percent of retail sales on records.

2 New TA Acts for TV

LOS ANGELES—Newly formed TA Records, the record arm of American Artists, has created two rock groups for new network projects.

The groups, the PTA, a rock-country act, and the Declaration, a folk group. Both TA Records, will make personal appearances and give concerts to coincide with the release of the product. All product by the PTA and Declaration as well as any artists on the TA roster will be distributed worldwide by Bell Records under a three-year-anniversary agreement.

The Declaration will appear on NAB's "House, Harry and USA." The series starring Jeannie C. Riley will air in January. The Declaration will appear on a series of specials called "America or Bust." Initial LPs on both TV-created groups will be seen.

James' Col Deal

NEW YORK—Tommy James has signed a production deal with the Exiles, formerly on ABC. Their single first under the pact is "Church Street Soul Revival," written by James and Richie Cordell. James records for Roulette with the Shondells.

Free Concert Marks End of City Program

CHICAGO—This city's summer concert program included a series of free concerts, including one by Big Mama Thornton, Howlin' Wolf, Big Maybelle, Lightnin' Hopkins, Ruth Brown, Little Junior Parker and Bo Diddley.

Other performers included the Blackbirds, the Chicago Blues All Stars and the Joe Kelly Blues Band.

Firestone, MCA Terms Modified

NEW YORK—The Firestone Tire & Rubber Co. and MCA, Inc. have modified terms of the preliminary agreement, which was announced in August, and is now expected to close. The terms call for the issue of a share of a new Firestone voting convertible preferred stock for each share of Firestone common.

The new preferred issue will have a dividend of 10 percent, which will pay a dividend of 1/2,000, a year, and be non-callable for five years. The preferred stock can be converted into six tenths of a share of Firestone common.

Weymann Music Shuts Doors

PHILADELPHIA—The Weymann Music Co., the cent-ty's leading music and instrument dealer for over a century, has closed. The Weymann Co. was established in 1912 and sold "everything musical." It remained a family-operated business. Over the years, it moved to several city-center locations. The death of Herbert W. Weymann, the president, 78, forced the closing. In recent years, the company operated as a wholesale business. Earlier it also sold retail.

Earnings & Sales Surge at Koss

MILWAUKEE—A sales rise of $1,056,376 to $2,902,883, an increase of 46 percent, was reported. June ended June 30 was Kosser Electronics, Inc., to $251,569 from $119,691, which produced earnings of 16 cents a share, an increase of 109 percent. Shares of $121,000 a share for the previous fiscal year.

Para Issue 'War

NEW YORK—The sound track album for Paramount Pictures' "War of the Worlds" is being released on Paramount Records. The music was adapted and conducted by Alfred Rasul.
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 rock 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 Revival
TOMMY JAMES & THE SHONDELLS
JIM MORRISON
JOE COCKER
SLY & THE FAMILY STONE

STEPPENWOLF
GLEN CAMPBELL
ERIC CLAPTON
BEE GEES
GINGER BAKER
STEVE WINWOOD
ERIC BURDON
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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.

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Produced by Visual Thing, Inc.
Tape CARtridge
Supplier & Rack: Widening Buying Gap
By ELIOT TIEGEL

LOS ANGELES — "They're everywhere," a Columbia record distributor tells us. "I don't buy any artists unless they have a track record." "Racks don't start new albums, I don't see where they are going to be any different from now on," he continues. Cartridge sales may be moving steadily upward to where record companies are starting to worry about whether the business is cutting into album sales, but that is a second order of magnitude permeating rack merchandisers' cartridge buying patterns.

There are few things different from parts of the country indicating the barrier which has developed between supplier and rack distributor. In the main, holding back from stocking a wide variety of tape titles. They are interested in doing business 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 us by buying the hits and backing off from catalog. We do note that our catalog is going up.

Price says that racks have "psychologically backed away from the 4-track market 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 of their inventory.

Floor space for cassettes is a major factor in this psychological reattachment for 8-track. Price believes, "They need the floor space so they're just buying, by reducing their 4-track inventories."

One major national retail chain with which we talked in Colombia it was not buying any titles from its first two cassette releases because the material was all catalog. They were taking this position because their 4-track came this way.

The chain's attitude seemed to be that it squeezed out a hit, a cartridge product takes on a new luster and the racks start buying it for several months.

Rack merchandisers' buying patterns is not surprise Bob Konshin, Atlantic's national sales director. "There is a built in hesitancy on the part of racks," he said, "not to start new tapes. You don't want to buy 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 product."

The buying pattern generally parallel those of albums, with one appreciable difference Konshin feels. Best of titles, seems to be good movers. "One of Ampex' best-selling cartridges has been the Rascals' Time/Peace which is a best of package."

ABC Branch
At ABC Record and Tape Sales, Seattle branch, tape distribution is not as heavy. Rackman admits he tends to pay a lot on items because of a special promotion. "I don't buy an artist that doesn't have a track record," Rackman says. "They are not buying because tape inventories in stores are not nearly what they are in albums. If you didn't need any classical stock, you'd sell them for your stock."

But a new avenue is opening. Instead of merely merchandising tape, he said, "They are beginning as tape, cassette or 8-track, home or car tape, in the first place, equipment."

The giants in rack merchandising, Transcontinental, National ... etc., who are very heavily involved in rack tape.

There is a tape revolution in progress no doubt, and the revolution is spelling over to the record merchandisers, who have suddenly found themselves at the forefront of the explosion.

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

LOS ANGELES—CARtridge sales are booming 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 lain in Dunhill's general manager, believing that tape is starting to eat into the album business for the first time.

 transcript expire. Lasker said the company would eventually control its own merchandising. "With licensing," said Lasker, "you're one step away. You have your finger on the pulse like you should.

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

Tape cartridge sales have risen 3,000,000,000 cartridges at Dunhill, up from 445,000,000 cartridges, GRT, which sells the same cartridges through its own outlets, has tripled its sales since its first record last year.

Lasker is surprised by the red-to-red tape business. Ampl, for example, sold $5,000 in Dunhill during the quarter and 10,000 in the second quarter. The company's micro-cassette, offering four Dunhill songs, not been a strong item.

But a new avenue is opening. Instead of merely merchandising tape, the marketing era, manufacturers are looking to the rack merchandiser in the hardware field, record producers say their role as a prime mover of tapes, national chains, including Giant, Best Buy, B.F. Goodrich, White Front, etc. are developing on the rack business to solve many merchandising headaches.

Rack merchandisers, too, are uncovering important profit areas in rack tape and for the first time, equipment. The giants in rack merchandising, Transcontinental, National, at Tape, Handlender, Heliherr and ABC Record & Tape Sales, are now heavily involved in rack tape.

More than 100 Goodyear stores in eight major areas are also carrying the Belair line, which will be picked up by ABC, William Alber, president of Transcontinental Music Corp, puts the value of hardware merchandising this way: (Continued on page 14)

MOVE INTO RACKS MULLED BY STEREODYNE

LOS ANGELES — Stereodyne and its parent company, Mueller Instruments, are studying a move into rack jobbing. Stereodyne, maker of radio and tape cartridge and a custom duplicator, is Mueller's major involvement with the tape and music industries.

The parent company, located in Port Hueneme, is a leader in the tape cartridge market, and INM. is getting into the racket of tape cartridge and rack. The move could be accomplished by purchasing those already supplying the STEREO Cassettes industry.

The Stereodyne representative has begun interviewing people to head up in expansion into rack merchandising. (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)**

- Cost: $5.98
- Selections: 10
- Playtime: 26 minutes

**8-TRACK (STEREO)**

- Cost: $6.98
- Selections: 10
- Playtime: 26 minutes

**COMPARE!**

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 7 1/2 minutes of tape.

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

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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 7 1/2 minutes of tape.

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

**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.

**4-TRACK CARTRIDGE STEREO GIVES YOU:**

- MORE TAPE (TWICE AS MUCH)/MORE FIDELITY/
- MORE ECONOMY/MORE DEPENDABILITY/MORE SELECTIONS IN MODELS AND MUSIC/
- MORE PERFORMANCE/MORE POWER/MORE EXPERIENCE/MORE OF EVERYTHING! MORE WITH FOUR!
A Widening Buying Gap

* Continued from page 12

which will buy this kind of "tautened" music.
Price, some record executives candidly admit, plays a factor in selling today. Any range of prices goes from $3.44 to $3.74.

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

An Engagement

The rack is an enigma, in Horwitz's opinion. The only way he can offer his buying habits is when he oven manned standard Eaton's. Horwitz believes. The Recco chain runs manned departments and is able to sell more than just the top 100 titles, he pointed out.

If a manufacturer doesn't carry a rack and buys a distributor to get a vertical structure situation, the sweep of product can also be broadened, Horwitz believes. And if a distributor owes his own stores, he can set up the merchandising programs for cartridges.

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

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

Rack Jobber's Role as Tape Mover Is Seen Mushrooming

* Continued from page 12

"Store locations carrying only tapes and not new sound merchandising hardware are missing out on extra profits and on a solid in-store traffic basis. We plan to broaden our rack hardware line including non-players.

Ed Mason, Belair president, said merchants can offer them these 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 merchant offers the dealer an assortment of accessory equipment, including promotion materials and display racks.

The rack merchant 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.

The rack merchant 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 strong on the charts, you're on the top 100 but not because of your price."

Horwitz believes the record company does not sell the rack itself, the seller consumes, if in turn creates a demand which forces the rack to stock the product.

Liberty motivated jazz buffs to buy its recent jazz program by advertising 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 merchandise creates the impetus, 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 play, the racks are more prone to buying, Elliot pointed out.

Not all racks cherry-pick, added Wally Peters, director of Paramount Stereo Tape. "The big rack may buy a small company to build their accounts which can use specific types of product," Peters said. He recalls one cherry-picking rack which bought some Bette Davis tapes and covered when his ears began coming back that there was a rack 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 exploded. Why can't racks, who moved into tapes and cartridges within a big way a year ago, also widen their scope by rack playing 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 racked right next to records.

Most appealing to the consumer 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 outside of the rack's role in records a few years ago.

GRT Takes Three Pins

LOS ANGELES—GRT has announced three tape licensing agreements and contract extensions with Earth Records of New York, Skye Records of Los Angeles and Sun Records of Nashville and Memphis. Initial release on Earth will be (Continued on page 28)
FINEBILT HI-SPEED COMPACT TAPE DUPLICATOR

FINEBILT'S latest achievement in the tape field is the HI-SPEED compact tape duplicator.

This superbly engineered hardware is the Finebilt 69-5 highspeed tape duplicator system. There never has 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.
- Smaller original cost, minimum maintenance and operating cost, plus matchless performance, make the multipotent 69-5 the unduplicated duplicator.

ALSO—these Extra Bonus features!

- Common capstan transport—no introduction of wow or flutter.
- Big reel capability—7200 ft. per position at high speed without stop.
- Any of the positions can be stopped without interrupting operation of duplicator.

FINEBILT Fine-Coat Manufacturing Equipment

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.

Backed by unmatched experience gained in the special design and installation of sound industry facilities throughout the world, Fine-Coat Tape Equipment was developed to enable you to set up a modern plant with a maximum of efficiency. This equipment represents a total concept in plant operation. We are not merely selling factory machinery...WE ARE MARKETING A SELF-CONTAINED BUSINESS WITH AN UNLIMITED PROFIT POTENTIAL.

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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 $277,175.63 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 $1,756,207.52 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 Clarion 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 Clarion 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 summons 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 delayed in filing a claim, thus causing prejudice to their case, and that the complaint is 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 respondent's petition objecting 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.**

We're in the tape duplicating business! Duplicating has been known to lose something in translation. But not here. High quality 8-track and cassette reproduction makes your original sound like more. Tape-dynamics is a turn-out operation offering high duplicating quality for all your cartridge needs. Prices even make your broadsheet smile and delivery is speedy. Turn in to Tape-dynamics for more sound for the money.

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**Name-dropper**

These industry leaders chose an Electrodyne Audio Control Console for high quality recording, broadcasting, sound reinforcement, or motion picture work. Electrodyne consoles come standard, built to your order, or we'll help you design your own. For information write Electrodyne Corporation, Dept. E, 7315 Greenbush, North Hollywood, Calif. 91605. (213) 875-1900. Cable: "Electrodyne/SEPTEMBER 6, 1969, BILLBOARD"
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Four of the most astute programmers,
(in different parts of the country,)
had faith in the record. The results were:

Ray Ford _______ KISD #6
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Bill Ford _______ KBZY #8
Pat McMahon ______ KRIZ #9

Now starting on WSAI - Cincinnati
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SOLID GOLD HITS

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8 TRACK-8968
4 TRACK-4968
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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

JOHNNY RIVERS • JAY AND THE AMERICANS • CHER
GENE MC DANIELS • THE 5TH DIMENSION • JAN & DEAN
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BOBBY VEE • SANTO & JOHNNY • BOBBY LEWIS
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LONNIE MACK • GARY LEWIS & THE PLAYBOYS
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CLASSICS IV AND MORE GREAT ARTISTS

CARTRIDGES & CASSETTES

Liberty/UA Stereo Tape
Billboard Album Reviews

September 6, 1969

The Vogues Memories

From the story of the smash Peter Fonda-Dennis Hopper flick, "Easy Rider," comes this put together soundtrack album featuring country renditions by the Byrds, Roger McGuinn, Stephen Stills, John Phillips and others. Unpregnant's "The Mother," The Byrds' "Mantra," Burt, "Beggars Are Foolow," and the Sensuality of Paul's "Don't Beg My Baby" close the show.

Johnny Mathis-Love Theme From "Romeo and Juliet" (Columbia CS 50097)

Mathis is in top form in this latest LP entry and is neither forced nor strained. An interpretation of some of today's biggest hits, Mathis is a joyful character of "Romeo and Juliet." A gift as it is his personal interpretation and "Footsteps When I Was Young." Sure to prove one of his hottest sellers.

The Mamas & The Papas-

This album is a collector's dream come true. In its record there are over 30 truly versatile groups, and is an enjoyable trip down memory lane. This is must material.

Johnny Lee Lewis-Original Golden Hits, Vol. 1 (Columbia CS 50093)

Released simultaneously with the two Johnny Cash packages, this one by Lewis contains a dozen hits, "You Win Again" and "Rock Island Line." Material is a combination of country and rock & roll, such as "You Win Again" and "That's My Life." It is a must for the fans, and is a must for the fans. In its record there are over 30 truly versatile groups, and is an enjoyable trip down memory lane. This is must material.

Johnny Cash-Golden Hits, Vol. 2 (Columbia CS 50098)

In its record there are over 30 truly versatile groups, and is an enjoyable trip down memory lane. This is must material.
You Can Definitely Count on Them to SELL MORE RECORDS and MORE CARTRIDGE TAPES This Christmas Than Ever Before

Billboard’s Christmas Gift Guides have proved their sales power with dealers all over the country. They have all the ingredients that will bring customers into your store...and bring them back again and again...to buy records and cartridge tapes for Christmas gift-giving as well as for their own libraries:

- 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;

Make full use of Billboard’s Gift Guides—as direct mail sellers, as counter give-aways, as purchase enclosures, in countless other ways—and make 1969 your biggest Christmas sales season. Order now and be assured of early delivery—by November 15 or sooner, guaranteed!

Billboard’s Tape Gift Guide Compiled from Billboard’s Best-Selling Charts

Billboard’s Tape Gift Guide Compiled from Billboard’s Best-Selling Charts

To: BILLBOARD GIFT GUIDES
165 W. 46th Street
New York, N. Y. 10036

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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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, Jean and Robert Holmquist 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 no 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 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 §53b; 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 precise. 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 felts 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 woe.

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 product to fit the needs of rack merchants? Is packaging standardization practical?

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

A complete tape department — new releases and best sellers for record store, service stations, photo shops for wall or floor unit, full display, pilfer-proof plastic outer package that locks either cartridges or cassettes in a clear plastic reusable package, picture pack, 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 we'll 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 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 packaging engineers of 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 packaging is adopted for the 4-track, 8-track and cassette, they should

(Continued on page 26)

NARM TAPE SPECIAL

RADIANT

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GUARANTEED PROFIT

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HOARD

Billboard

SEPTEMBER 6, 1969, BILLBOARD
**Lear Jet Stereo 8**
gives you what you need.

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 $99.95 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.

---

**Ask about the complete line of quality-controlled high-performance Super-Cassettes from Roberts.**

**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.

Illegally Duplicating

Pressman, Koven and Jean and Robert Holmquiit claim they manufacture and distribute prerecorded tape cassettes which have not been copyrighted but have been previously produced, recorded, sold and therefore in the public domain. The suit says that the plaintiffs purchase the recorded performances and make their own recordtapes, sell them with labels purchased from Tape Industries Association of America, which collects and transmits licensing fees to the copyright holders or their agents.

Data Packaging Doubles Output

CAMBRIDGE, Mass.—Data Packaging Corp. has doubled its production capacity for cassettes and cartridges. The firm now uses more than 85,000 square feet of production space at its Kenmore, Mass., plant.

William F. Stevens, general manager of the Data Packaging Division, said that weekly shipments of cassettes and cartridges have reached 150,000 units since Aug. 4.

Data Packaging Corp., a publicly owned company, produces peripheral equipment and supplies for the data processing, cosmetic and music industries.

How to Display

have a width not greater than 4½ inches and 12 inches high and prints are not to be greater than 1-inch for cartridges and ¾-inch for cassettes. The decision by the RIAA may help standardize the general shape of an outer package and meet most of the specifications of the outer packages that are currently on the market. In short, before the industry can look to the exploding 1970's, it must solve the packaging 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 supply 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 accounts. 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 not dealing with one buyer, rather than talking with individual buyers representing a handful of outlets. Several manufacturers are already using rack merchandisers in specific areas to market their equipment; namely, Belair Enterprises, Craig, Sharp, Viking, Concord, Tenna, 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. "We're not trying to put our distributors out of business," said Rod Pierce, Belair marketing vice-president. "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's music manager, feels the rack jobber is able to offer national accounts a hardware merchandising program.

(Continued on page 28)

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!

Colors packed top The best view The only case with lock and key

NOW! A New Concept in Color! The Two Tape Slides from LeBo's Color Twister, the Market's Six Attractive Decorator Colors Done In Black, Blue, Green, Red, and All New Alligator Blue and Alligator Green. Once You See These New Colors All Others Look Old & Plain. Deluxe wood construction. Genuinely high grade rayonõ bonding. Available in Two Sizes. Products Co., Inc. 71-08 31st Avenue, Woodside, N. Y. 11377

September 6, 1969, Billboard

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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.

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Each Tele-Pro cassette bears a written performance guarantee of reliability and reproduction fidelity is built in before it leaves the factory. • Fool-proof posts and a fail-safe hub, as well as a plastic retaining to give positive hold to leader, make sure that performance is exact.

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Made in U.S.A. — licensed by NAP — pre-loaded with Fidelipac® — pre-leaded 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 Tele-Pro for speedy information on your tape cartridge requirements.

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Cap Push on Country, Contemporary Titles

LOS ANGELES — Capitol has begun a promotion program in the month country and contemporary product. The campaign, going under the banner "Look Who Capitol's Corralin'!" is expected to spotlight 16 titles, to 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 made from a variety of 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 Seeger, Mel Torme, Jan and Ingrid Cremon, the Fourth Way, Zoot Money, Sonny James, Jean Shepard, Cliffie Stone, Wynn Stewart, Roy Merriweather, Jim and Jesse, Melba Montgomery, Jan Rubini and the Sart Sypthony and a country combination 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 (location) 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 his own independent distribution outlets across the U.S., is finding rack merchandisers a capable hardware 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 coop 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 two tapes on the "Greatest Hits of Johnny Cash," Jerry Lee Lewis and Carl Perkins.

In addition, GRT's contract with Shelby Singleton's SSG International group of labels has been extended through 1972. First release from Skye will be Gabor Szabo's "1969" and Gary McFarland's "America the Beautiful."
The Rack, Once Thought Doomed, Alive & Well & Living Nicely

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 distribution, by placing toletries 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 multi-million-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 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 prepares and pre-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 packing each order separately.

The importance and versatility of the computer in racking is also manifested in its role in the unusual 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...
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.

The exclusive Ampex deal will provide the duplicator with coverage in all configurations. Vault has been using Liberty Tape Duplicators for some of its cartridge 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 "Prude of Country Music" and "The County Way," and a Camden unit.


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

The Rack, Alive & Going Strong

- Continued from 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 of America), and members of NARM (the National Association of Rack Merchandisers) take steps towards resolving the dilemma.

Probably the most acceptable solution to date is the approval by the RIAA of a standardized package, 41/4 inches wide by 1 foot high by an inch thick (3/4 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's 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 stable prices in the industry is hurting and confusing the dealer.

He said that the time for price stabilization is now before permanent damage 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 days 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 chafing at the bit for distributorship status.

When the latter situation began developing, many of the jobbers began developing a hard-line attitude and refused to give a distributorship to the rack jobber. Undaunted, and astute 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 truce 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. Work, 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.

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 the latest thing, point. Having a unit that can be used for both playing and dictating is another plus feature. Now, when you consider that this Kraco Model KS-300 is the finest cassette auto stereo that accepts the cartridge in the center of the unit, well, now you've got something to really sell.

How many business man would like to have a unit like this to make some or receive phone calls driving the highway 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 high the market is out there. So, write or phone us for more information on this new competitively priced, easy to demonstrate and sell Kraco Kassette Auto Stereo system.

Tape CARtridge

KRACO PRODUCTS INC.
2611 S. Santa Fe Ave.
Compton, California 90224
Phone (213) 374-3065

September 6, 1969, Billboard
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 were engaging, cohesive group of young jazz groups. Their work ranges from lively, racy sounds to moody, contemplative tunes.

Unique arrangement by Burton, the band leader and vibes player, gives each member of the quartet an opportunity to express himself. The result was a harmonious cohesiveness, which at the same time highlights the talents of each artist.

The repertoire spanned the pages of jazz music from the fast-moving Nothing in particular, "Walter I. to the dreamy, nostalgic "On the Third Day" and gave the group an opportunity to show its dexterity as musicians and experts in the jazz music experience.

The group's rich harmony went to a country music barbershop quartet. They sang their own compositions, with Stills, the lead guitarist, offering a traditional country blues song during the show.

It took eight songs for all the players to get on stage. And after one number both took down their acoustic instruments and went amplified, which completely changed the mood from softness and delicateness to a hardened, driving rock, more urban.

CSNY sang 14 songs and completely avoided offering their listeners the "Greatest Hits Express." A number of the songs they played were of youth and its strong beliefs in humanity. "Long Time Gone," "Find the Cost of Freedom" and "Stick Together" done with Miss Mitchell as the finale, carried the political banner forward.

Miss Mitchell, trail in appearance, put on a beautiful, rich in clarity and understanding, offered 12 songs, of which eight were a fine unamplified guitarist and drummer. So a perfect blend of harmonious chord progressions is marked by the complexity of her lyrics. The "Circle Game" was clearly understood, as was "Both Sides Now."

ELIOT TIEGEL

Ramblers Give Club A Country Kickoff

LOS ANGELES—Everything was back in its place again, inside the Birdhouse. The City Ramblers were playing country folk music, and outside, they were enjoying the music in informal jam sessions.

The Ash Grove, this city's leading emporium for rural American music, was back in business. A disastrous fire April 23 had put the club out of business, but with the help of 300 persons, according to a count by owner Ed Pearl, the club was rebuilt and was ready to open Aug. 22.

Many of the people playing stringed instruments outside the club had moved to an alfresco setting after hearing the three New York, the Group, CSNY and other variety of country styles. Working with an unamplified string instrument, the Group, led by John Cohen and Tracy Schwarz played their "Blowin' in the Wind," "In the Pines," "Salt River" and "My Home's Across the Blue Ridge Mountains." A young, appreciative audience enjoyed the songs, laughed at the group's planned jokes in playing off key and developing a light country mood.

Sharing the bill was Mississippi bluesman Fred McDowell, who played an unamplified guitar by Bernie Pearl. McDowell's own amplified guitar sound, and his gentile shouts, re-created a mood of old blues music for your listeners. McDowell was a study in restraint, singing sad songs in the traditional rural Southern style, many of his words poorly pronounced, his guitar playing keyed to a high-pitched twang.

McDowell's unannounced songs were short for blues, he chose not to develop any song, then built up and then went into another of his evergreens. When he sang "Baby Don't Go," the crowd call for more. As Ed Pearl set his audience in concert style on opening night. There were no tables. Eight florescent lights provided the only stage illumination. Everything happened in a bare shell of what will eventually be a completely finished and decorated club.

J. B. Hutto and his Hawks are in the club through Sunday (July 7) with Brownie McGhee and Sonny Terry following Sept. 12-21. On that bill will be John Sweeney and his Cajun band.
Talent

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. Intricating them to dance or clap their hands “if the spirit grabs you,” he skillfully used the shaped guitar with solitary force living up to the title of one of his LP’s, “Live Wire—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.

Epics’ Poco 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 former Buffalo Springfields but their sound is the new 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 incorrigible Chambers Brothers were the reason for most of the audience and, as always, they carried their burden. 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. Their music is still in fine shape, though. Despite attempts to encompass songs like “To Love Somebody,” that don’t work, and little new material, their catalog of hits and simple entertainment for the most demanding ears. They did “Time,” of course, and “Can’t Turn You Loose,” and some nameless screaming soulsters which took the set well into the morning. They are still among the most popular to appear and consistent performing acts.

DANIEL GOLDBERG

Signings

Stanley Turrentine signed with Canyon Records, who plan an album for the jazz saxophonist. Barbara Mandrell to L.A. Records. Doug Korthaus, Cajun fiddler, joined Warner Bros.-Seven Arts, where a September album is planned. Otis Taylor to Exotic 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 Capo signed with Pendulum Productions to arrange Jerry Naylor’s upcoming Columbia singles. Eddie Borna, singer-writer, also joined Pendulum. Portable People in Demo Productions. Carl Hayne and Alicia Mughlan, Peruvian husband and wife writing team, signed with Peer International Corp. They record for Varrey in Peru. Longbranch and Pennsylvania to Amos, where their first single “Jubilee Anne” was produced by Tom Thacker. Chains signed with Reprise, where Jim Hilton will handle production, including “City Boy,” the

(Continued on page 35)

GOOD MUSIC RADIO
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DE-LITE 5 19

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

SEPTEMBER 6, 1969, BILLBOARD
Hare Krishna Mantra

Radha Krishna Temple (London)

Produced by George Harrison
MISS HOUSTON, HINES PUT ON SHOW THAT SWINGS NEW YORK—One of the hottest shows in town these days is undoubtedly the combined acts of Thelma Houston and Hines, Jr., appearing at the Royal Box of the American Hotel. For their ability, exuberance and sincerity of approach throughout the last month, Aug. 25, the audience was not only large, unusual for a Monday evening, but also very quiet, participating voluntarily with a minimum of inhibition in the rapt silence.

Miss Houston, like good wine, is more and more appealing with time, affecting them with her enthusiasm, rhythm, dexterity and tonal range. The moment she steps up to the microphone she electrifies her audience with her pulsating "Age of Aquarius." Then she proceeds to make you dance, a tongue-in-cheek range from folk to pop to soul which demonstrated undying talent. A Dunsill artist, Miss Houston recently included poems like "Live and Let Live" by composer Jimmy Webb, and her evocative delivery, and Hines is "You've Got to Go to the Moon."

Hines, Hines and Dad bring to the Royal Box memories of the old vaudeville days. Theirs is a show that manages to bring out the best of everyone's feelings, passing everything from tap (Continued on page 33)

Three Dog Night Makes It Day for Standing Ovations DALLAS—Three Dog Night recently played a standing ovation at Memorial Auditorium on Aug. 25 during a two-week tour in Texas. Cory Wells and Danny Hutton were outstanding.

The evening was obviously pleased—and more than fully satisfied—as the Dallas leg of the Three Dog Night's full program devoted to performing songs from their last four albums. The show started with "Mag" and "Alight?" "El's Coming." "I Ain't That Lotta Love," "Celebrate," " referencing the "Jester," "Fever," and "The Loner." And although some songs were extended renditions, their original arrangements produce such a result that the songs sound all their own and never dull or boring.

The group's casual, impromptu style and compelling, soulful styling would have won even the most skeptical and jaded fan. Three Dog Night—a fully harmonized vocal trio with exceptional musicians who know without a doubt what they're doing—proved itself a true unit of spontaneous talent.

MARGE PETTJOHN

Dixie's Scrapbook

By DAVE DEXTER JR.

HOLLYWOOD—After more than 40 years of making records, Billie Holiday concedes that the songs of 1969 are "considerably more difficult to sing" than the songs of the 1940s. "They're more through four decades and racked up 200 hits.

"The tunes I did in the past," says the old Groaner, now 63, "are with eight bars of melody, followed by a repeat eight bars, then a return to the original melody to the original eight-bar melody with a high ending."

"But there's no numberous pieces of the stuff they write these days. Eight with four bars of melody and then six bars of a different melody, there are 12 bars of something else again and close with nine and half measures in a different key. It's intricate, all right. Unless you learn it when you're very young, it's hard to pick up."

Crosby isn't complaining. He says the songs of the 1960 sounds are "very exciting." But when served up by good musicians with proper harmonization and exceptional intonation.

"I've been the other night. His name is John Hammond. He's a great pianist, as he's suggested," he asked, "to help me become successful."

"There's already a John Hammo-" 

RICH LITTLE pays tribute to
W. C. FIELDS
JOHN DAVIDSON SHOW FRIDAY
"Rich Little's Broadway" 
Kerr Records Inc. 999 N. Doheny, L. A. 90069 Distributed in Canada by RCA

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All hard cover books on any subject—classic, popular, or fiction 25% discount except medical, legal, technical, and college with each copy 10% discount, plus 1% cents postage per book. Membership fee is $1.00.

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LAST WEEK...

WMAL's Alan Noxon

JIMMY SOHNS OF THE SHADOWS OF KNIGHT
RECORDED ON (12-16 TRACK AT BROADWAY RECORDING STUDIOS WHITMORE ST.
1697 Broadway New York, N. Y. 10019 (212) 732-7680

GOOD MUSIC RADIO

WRC WASHINGTON, D.C. IS PLAYING 
"FIFTY STARS" (GENERATION CC-101 A) NEW YORK UNIVERSITY CHAIR OF THE ARTS ARE YOU?
NOTABLE MUSIC CO., INC. (161 WEST 54 ST. NEW YORK, N. Y. 10019)

Talent

From The Music Capitals of the World

DOMESTIC

NEW YORK

Margaret London's Whitting opens her first New York concert at the Rainbow Grill on Tuesday (2). Blue Note Brothers Jack DeJohnette and Don Cherry of PJ's Hurricane's Lounge on Thursday (4).... Wild Bill Willoughby and his Jazz Giants return to the Blue Angel for the month. Junior Mance Trio, being held at the Park Plaza, has been invited by Keyboard International to perform abroad. Columbia's Robert Goulet, back in New York, will perform at the Lunt-Fontanne Theatre for United Artists in Ireland, plays Omaha's AK-SAR-BEN Coliseum. Jimmy Bryant 10th Street Recordings (Long Island) Music Fair, Tuesday

SAN FRANCISCO

The Motion Pictures International Foundation sponsors a series of free concerts in San Francisco, beginning with a benefit concert for the Children's Hospital on Aug. 11. A three-week stint at New York's Carnegie Hall, which starts Aug. 18, will feature the New York Philharmonic, conducted by George Szell. For New Yorkers, the festival kicks off with a performance of "The Magic Flute" on Aug. 10. The festival will be held at the Mann Center for the Performing Arts, located at 26th and Market Streets in Philadelphia. Tickets are available at the box office or by calling (215) 569-7777. 

From the Music Capitals of the World

SEPTEMBER 6, 1969, BILLBOARD
Southern Bola

The tours between work days will follow the opening production for the season’s star James Polk. Buddy Rich, of Staley’s Republican orchestra, has added to the R&B music and the A&M Records’ studio, while playing on and with singer Buddy Rich, of the New York-based orchestra.

Neil Young, now of the A&M Studios, has signed a contract with the Columbia Records label. The label is preparing to release a new album, "Lone Wolf." The album consists of original songs and some re-recordings of Neil Young’s earlier work.

L.A. "A" JOE

August 10, 1968, BILLBOARD

September 6, 1969, BILLBOARD

The TJB Tour Starts Oct. 7

OAKLAND, Calif.—A&M’s Herb Alpert and the Tijuana Brass begin their fall U.S. tour at the ROTTERDAM Coliseum, October 7. Other October dates are Tarrant Coliseum, Fort Worth, Tex.; Convention Center, San Antonio, Tex.; Madison Square Garden (10); Boston Garden (11); Barclays Center, Brooklyn; John F. Kennedy Civic Center (13); Toronto’s Maple Leaf Gardens (14); Philadelphia’s Spectrum (15); Detroit’s Olympia (17); Minneapolis Auditorium, and The Forum in Inglewood, Calif. (19); and Madison Square Garden (20).

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

Wardell Griggs, editor of the LA TIMES, has added to the tour’s promotional team. Griggs will coordinate the media coverage for the tour.

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

Fine.

This is the story.

Allen Organ Company (of big electronic church organ fame) is having a contest. It’s called the “Carnival Brass Ring” contest. And if you win, you can win $1,000. Or $500. Or $250.

Plus the chance to get all sorts of nifty publicity and exposure as a performingCarousel 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 Carnival, 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’ll find out about 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¢ stamp it’ll take you to send us for full details and rules on the “Carnival Brass Ring” contest.

That is, if you’d like it to cost you $1,000.

TheCarousel Brass Ring Contest

Allen Organ Company, Macungie, Pa. 18062

Copyrighted material
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.
Detroit — Arte Fields Productions, one of the nation's leading suppliers of commercials, has launched a custom service for clients to provide them with specifically the advertisements they desire, as they desire on commercials. Fields, an orchestra leader who drifted slowly into the commercial field and has been responsible for many of the award-winning commercials on commercials for Chevrolet, will now 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 product.

There's a wealth of talent available in Detroit, but the firm also has on tap such names in the commercials field as Bob Black, George Henderson, Marlene Ver Plank, and Don Shelton, formerly of the Hi-Lou.

The new service is directed mostly at radio or television agencies but can be handled by any other agency that can select one of these announcers and perform the voice work.

One thing that Fields has available is the world's largest storehouse of talent, and many of the Motown Records artists have devored their talents to his commercials. And soul music grows in importance in the field of commercials. When Fields did commercials for rock 'n' roll bands, for example, the results were so great that the audience was able to expand production far beyond the scope of clients originally intended for the field.

Today, in the commercials world, everyone is fast realizing the need for awareness that broadcasting is segmented, Fields said. "Clients have一线 are now afraid of offending a segment of their customers with a soul-oriented commercial, for example, so 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 music stations and rock stations. But rock or soul-oriented commercials might not be appropriate for a news or talk station.

The smart commercial producers are working on the programming of the at the station. By the way, you can still offend a soft audience by playing a commercial that's too white on a soul station," Fields said.

Can't Ignore Soul

Fields frequently represents the argument to advertising agencies that they cannot afford to ignore soul music. While they may launch an advertising campaign, "And, of course, you can afford to ignore that type of music, too, with that same type of commercial."

Fields, of course, does not limit himself to any one type of commercial, but this past year, over the years, to about 20 people. The bulk of his business is in the field of commercials for networks or large regional accounts. For example, he wrote the music for almost all the Eddy Gorme commercials for Plymouth and Young & Rubicam agency. "I set it with the agency and helped negotiate the contract," Gorme's agent, Ken Greengrass. Jody Records arranged with Chevrolet with singers Jennie Smith and Frankie Randall, among many others.

IBS Parley to Be Held April 3-5

Chicago — The 31st national convention of the Inter collegiate Broadcasting System will be held April 3-5 at the LaSalle Hotel, according to Robert A. Lesko, vice-chairman of operations of the IBS. Once again, the meeting of college broadcast students will be held concurrent with the annual convention of the National Association of Broadcasters.

WHBI-FM Show

New York — WHBI-FM will host a variety music show from the Golden nightclub in New York. The show will be hosted by Don Julio and will feature 3-4 musical acts. The show's evening debut is Monday (8).

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 Olesoff, arrangers were J. Johnson and Tom Newton, it was recorded at National, 739 5th Ave., Studio A; it was a TV spot.

- Gillette agency was Doyle, Dane & Bernbach, the producer was Claire Bone, arranger was 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 Botzin Jr. selected for Gevalt/Wolohan Productions to provide 60-second and 30-second arrangements for Pan-Am featuring The Leutman. Tracks were recorded at TTO in Hollywood with Jack Hunt the recording engineer.

- Perry Botzin Jr. produced and arranged new campaign for Mr. Clean, recorded at TTO.

- Perry Botzin Jr., together with lyricist Barry DeVerease, created new commercials for Mattel Toys, recorded at TTO in Hollywood.

Larina Music, New York—RE 7-9071

(David Pochna reporting)

- MacLean's Toothpaste for Kenyon & Eckhard. Jim Miller was the agency producer. It was written and arranged by Larry Goodman and recorded at Northern Sound, fellow singer were Joe Thomas, Conny Smit, Thomas R. Piceno, Robert Regan. It was a TV and radio spot.

Bob Silber Enterprises, Inc., New York—629-8152

(Silber Bob silber, president, reporting)

- Boney's for Griswold-Delahow. Five 60-spot radio spots for back to school clothing. Original Music, artist, direction and original material provided by Bob Silber, Copied at Production Shure Kurland and Michael C. Uptone, Recorded at National, 735 Fifth Ave.

Berner Saber Productions, Chicago—312-346-5952

(Sabirner Saber reporting)

- Green Giant, Two TV spots, titles were "Gourmet Cale", and "MR. Fit", agency was Les Burnett Co. It was recorded at Universal.

- Savio Austins, agency was MacKaw, John, & Adams, there were three TV spots recorded at Eight Track Studios.

Grant & Murtagh, 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 Media Sound.

- "Towelman Man", the agency was Janine Marple, it was a TV spot recorded at Film Recording.

Arte Fields Productions, Detroit—313-873-8900

(Paris Jefferson reporting)

- Dodge 1970 Dealer, "Dodge Mach", agency was B.B.O.D, singers were Dan Shidlon, Tom Aspine and Marshall Gil, it was a radio spot.

- Admiral TV for Commodore, agency producer was Jim Nick, singer was Judy Lawley, it was a TV spot.

- O.J., TITLE "Your Twenty Thousand", it was a radio and TV spot, it was music only.

Selling Sounds

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 Brayera, 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 Fairmount's Venetian, Dallas.
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.
WASH-FM Banking on Gallaher To Capture the Morning Crowd

By CLAUDE HALL

WASHINGTON—WASH-FM, battling to make one of the handicaps of FM radio—its lack of a major audience in the morning hours, has started with WTOP in 1946 as host of their "MORN-ING Sundial" program. The station has announced a new daily program, "Radio Musical Parades," which is being broadcast from 6 a.m. to 9 a.m.

Gallaher is being used in Washington radio, having started with WTOP in 1946. Al Martinez, who is now the station manager, has been with the station since 1952.

Stereo Singers

Between the hours of 4 p.m. and 6 p.m., listeners can hear a variety of music, ranging from classical to pop. The station's format is a blend of oldies and current hits, with occasional classical music interspersed throughout the day.

Billy is a true HUMAN nature, as he is known for his down-to-earth manner and his ability to connect with his audience. His show is a mix of music, news, and personal stories, making it a favorite among listeners.

Top 40 Not Geared To Teenagers—Harris

NEW YORK—Top 40 radio stations are not playing the singles that are popular with teenagers and young adults, according to a recent study. The study, conducted by Harris Interactive, found that only 19% of Top 40 stations played the songs that were most popular with teenagers.

WPOR-FM To Hip Rock

PORTLAND, Me.—WPOR-FM has launched a progressive rock format, replacing its previous format of Top 40.

The station's new format features a mix of classic rock, alternative rock, and independent music. Listeners can expect to hear bands such as Pearl Jam, The Rolling Stones, and Pink Floyd.

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 video show, which is a standard each Sunday at 9:30 a.m., has been in production since December 1961.

The show features basic gospel and religious music, and it is broadcast to over 200 stations each week.

NATRA Elects Dixon As Its New President

WASHINGTON—The National Association of Radio Television Announcers (NATRA) has elected Alvin (Dickey) Dixon of Montgomery as its new president. Dixon succeeds E. Rodney Jones.

In his installation address at the Hilton Hotel, Washington, Dixon told his audience that the emphasis from this time on would be on news and features, not just advertising.

Radio-TV Programming

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

A CROWD OF 16,000 is on hand this year to celebrate the birthday of WAYS in Charlotte—a live show presented at the Coliseum. Discussing the show backstage are, from left, Desta Jay, Jack Pride and Long John Silver, artist Gary Lewis, Depay Dick Blanchard, and program director Jack Gage. In the background is Al Martinez, left, and Mike Clore of Liberty Records. Ten acts performed on the show.
NEW VOCAL POP SPOTLIGHT

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

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
positions

URGENT!

We have immediate openings in the Rocky Mtn. West for Announcers (AM, FM, TV). Send resume with salary requirements to

UNION CARBIDE CORPORATION
Wheeler, Colorado 80473

A Media Employment Agency

NEEDED FOR SUMMER

Announcer, sales reps, sales managers with experience in radio or TV preferred.

VARIETY ATTRCTIONS, INC.
P.O. Box 2176
Spokane, Wash.

Note to all applicants: If you're interested in being considered for any of the positions in this area, please send your resume and a cover letter indicating your experience and the specific position you're interested in to the radio station.

experienced

We need an experienced announcer to develop our new talent. Must have experience in broadcast radio and TV. Send resume to: Radio Mart, 123 Radio Blvd., Denver, CO 80205.

positions

WANTED

An experienced personality to work a morning show. Prefer someone with experience in rock and alternative music. Send resume to: Rock in the Morning, 123 Rock Blvd., Denver, CO 80205.

positions

WANTED

A medium-sized market needs a composer with experience in television and film. Previous experience in advertising or commercial music is a plus. Please submit resume and demo to: Music Department, 123 Music Blvd., Denver, CO 80205.

positions

WANTED

A new station in the east coast city is looking for a personality to fill a morning show slot. Must have experience in rock and alternative music. Send resume to: Morning Show, 123 Morning Blvd., New York, NY 10001.

positions

WANTED

A music director is needed to oversee the music programming for a medium-sized market. Previous experience in music programming is required. Send resume to: Music Director, 123 Music Blvd., Denver, CO 80205.

positions

WANTED

A new station in the west coast city is searching for a personality to fill a late night slot. Must have experience in alternative rock. Send resume to: Late Night, 123 Late Night Blvd., Los Angeles, CA 90001.
**Radio-TV Programming**

### Programming Aids

**Programming guidelines from key, programming radio stations, including left field picks, biggest happenings, and biggest Leftfield Hapennings.**

#### HOT 100

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**Vox Jox**

- Continued from page 42

The soul station owned by James Brown and Brenda Spencer Harrison has been named to the list of WTLJ-FM. Harrison does the 3-7 p.m. show on this Jazz-FM Pulse and it’s the second half of each show that’s included. WTLJ-FM has 13 of the 30 stations involved in this Jazz-FM series, and its 13th station is Jazz-FM. AM rock station WFLF has 24 in that period; AM rock station WIRE has 25, but I don’t think many people even come close to that. Anybody who doesn’t own an FM station should do well to try buy one.

Don Logan, 20-year radio veteran with KGKZ, has moved from KMIB to KJAZ-FM in Kansas City. He was one of the first to his top 50 personalities.

Steve Clark has deposed WOR-FM to WOR-FM. Old buddy Jay Skelton, well known for his long running music director shows and an after-school slot at WAMM, has moved from WOR-FM to WAMM. No promotions have been made to the station.

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**Easy Listening**

- Continued from page 42

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**WAYN**

Rockingham, N.C., 38,979, needs country music records, and has a daily call-in show for local artists. Bob Dylan, AM, is now doing public relations work for Point Park College. Patra- sure has been elected executive vice president of the American Radio Network. Broadcasting and appointee of the American Radio Network. 

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**Host Len Mink Duetts With Oliver, right, on "The Len Mink Duet," The Crewe recording artist has been turning TV bandstand this year, promoting his new single from his current LP "Jean."
Radio-TV programming

NATRA Elects Dixon

Continued from page 40

dent, Eddie Holland; second vice-

president, William (Boy) Brown; third vice-president, Irvin Hes-

keth; recording secretary, Lou

Times, sergeant at arms, Joe B.

Martin and chaplain, Irene

Johnson.

The board of directors in-

cluded Kae Williams, Novella

Smith, Robert Thomas, Paul

White, Bill Summers, Jack

Humes, Hal Atkins, Kitty Brody

and G. C. White. Bee Elmore

and Maurice Holbert 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,

is 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 Tiedjens, past

president; Merritt Kirk, treasurer; Milton Israeloff, and Carl Glaser,

secretary.

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

Space contributed as a public service by this magazine.

Photo contributed by Toni Marcoppo

SEPTEMBER 6, 1969, BILLBOARD
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 Momam.
SOUL SLICES: Pop-soul, the slick of funky soul, has set back the black music culture to the 1940's. To grab the biggest pop dollar via the spillover of soul into pop, rhythm and blues has heightened and degraded its sound to servitude. Jazz, which has benefited the least from the pop-soul, is even the keepsake of the keep, holding the wobbly, off-the-beat jazz of the 50's and 60's. The sound of jazz has again faced the task of preserving the integrity of black music, and the romance of soul music with the "Hot 100" has blunted its authenticity. Soul labels and distributors are keeping records on the soul-soul chart, Southern soul and soul 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 are the probable place of origin, are the immediate and essential quacks bidding for pop play, reflect this complete absorption of soul into pop. Back on the charts are Gladys Knight singing "Nitty Gritty," the Delta's everpresent James Brown. Aside the return is the presence of many of the same artists that have brought pop to soul. Brown, Gladys Knight, Impressions, Stevie Wonder, Junior Walker, Dells, Temptations, Smokey & the Miracles, Jimmy Butler, Brook Benton, David Ruffin and, belatedly, Otis Redding. So after a return to race music (with pride), soul music has again bucked the specialty field to go pop. Nevertheless, the specialty field must be preserved like valuables in a safe deposit box. Meanwhile, make way for rock 'n' roll.

TID-BRITT: Specialty Records, the old blues line, is back in business under general manager Mike Akepse. 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 single by the Cookies, "Last Mile of the Mile," will also be released. A collector's series, featuring "This Is How It All Began," a roots of soul spotlight, "Doo Wop," a pop-soul spotlight, and " Ain't That Good News," a gospel spotlight—will highlight the heroes of rock 'n' roll. The 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 Arista Records. "Hello Love" by the Intruders, "Your Thing" by the Miracles ("Home Just Ain't a Home at Supertime)")... Brook Benton will tape the "David Frost Show" on WNEW-TV here Thursday (4).

Looking for Talent? Booking an Act? Billboard's International Talent Edition has the ANSWER. Michael Allen, center, is seated at a cloning right 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 Wexler, second from left, director of single sales and promotion; Jack Welfeld, right, national sales manager; and Frank LaRocca, New York assistant branch manager.
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
Music Operators Converging

Discuss 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 early date for its convention is presenting some hardships. Commenting last week on the Sept. 27 date, which will find most jukebox manufacturers without new models ready, MOA executive vice-president Fred Granger said, "I think our directors would move the show out of the Sherman House before accepting another early date like this." At the same time, he pointed out that advance registration is ahead of last year and the ban-

ga is "sold out." He also commented on other controversial (Continued on page 30)

MOA Officers

W. Va. Assn Elects Broom

CHARLESTON, W. Va. — Al
Broom, partner in Broom & An-
derson Amusement Co., Pine-
ville, W. Va., was elected presi-
dent 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 in-
creased involvement of state as-
 sociation members in the Music
Operators of America public rela-
tions campaign — particularly
(Continued on page 52)

Copyright Committee Studying Arbitration of Rate Disputes

WASHINGTON — From all indications, it looks as if the jukebox performance royalty of $8 per box and the simplified reporting worked out in the House-passed revision bill of 1967 will remain substantially the same in the Senate version. But there may be some other very new aspects in the bill that could one day affect the juke-

box performance royalty rate
proposed in the revision. One new aspect is the Senate Copy-

ights Subcommittee work on a

mark-up of the revision bill un-
der chairman Sen. John L. Mc-
Clellan (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 hold-

ing up the modernizing of the 1906 copyright law. Industries like music publishing and record

(Continued on page 60)

License Crackdown to Spark Reform

By BRUCE CORY

ST. LOUIS — A highly publi-
cized crackdown on unlicensed vending machines is causing 
big vending operators here to consider proposing reforms to the city vending machine licens-
ing ordinance. "We'll be pre-

senting our case to the St. Louis city council in September," said Earl Voelch, Central Distribu-
tors. "We will be pushing for a reclassification of machine li-
censing and an end to discrimi-
natory practices against bulk vending operators." Full-time 

vend- ers operating large ma-

chines were also affected by the crackdown.

City License Collector Ben-
jamin L. Goins began a cam-
paign 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 six vendors, machine operators, 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 stick-
er, machines all over the city have been ticketed for confiscation, a move which has in-

spired many operators to buy the license. On Aug. 19, for 

example, some 250 vending ma-

chines in the Fisher Body Divi-

sion of the General Motors Cor-

p. were ticketed for confiscation

by Goins and his men.

The proper labels soon appeared on the vendors after conferences

(Continued on page 65)

MOA Showman

By MILDRED HALL

WASHINGTON — Harsh de
La Viez, who has been entre-
preneuring the Music Operators of America (MOA) banquet 

for nearly two decades, received the MOA in another capacity this year by lining up contoversial columnist Jack Anderson to keynote a seminar on public relations. La Viez, with the help of MOA execu-

tive vice-president Fred Granger, first lined up Drew Pearson, whom La Viez has known for years. Pearson subsequently b

(Continued on page 54)
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' Jeannie C. Riley for "Harper Valley P.T.A.," a recording that peaked on trade charts over a year age 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 exhibits 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 also add," he said, "that several phonograph manufacturers have already inquired about next year's show date."

Refering to the addition of one more phonograph manufacturer, ACA Sales & Service, which distributes a German-made jukebox, Granger said, "For the first time 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 or product, as far as the phonograph manufacturers feel about the show occurring before their new models are ready, 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

(Continued on page 56)
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

- Continued from page 49

officials explained the public relations concepts in a special seminar during the convention here and obtained the pledges of a number of operators that they would be telling the industry story to some type of formal gathering in their own communities.

Welch operator Buddy Hunt suggested to Ellis and Granger that the prepared MOA publicity should contain reference to the extensive display of coin machines at the Smithsonian Museum in Washington, D.C. Granger agreed and promised that the revised talk, to be ready early next year, would contain this point.

Granger carefully emphasized that the type of program in which MOA is engaged will require dogged perseverance. "It may take 20 years before we see any spectacular results."

Cigaret Tax
Another featured speaker, John Zel, assistant legislative counsel for the National Automatic Merchandising Association, reported on prevailing cigarette tax and sales tax trends in the U.S., predicting that some states soon "will have a 20-cent cigarette tax." He urged that the association improve its communication with the state legislature.

Among several envelgories to the late John A. Wallace delivered during the convention was that of veteran trade reporter Bill Gersh. Referring to Wallace's efforts to found and tirelessly promote this state association, Gersh said, "One word John Wallace loved was cooperation."

W. Va. Assn Elects Broom

- Continued from page 49

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

"We've 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 Krier of K&K Music Co., Beckley; Eugene Wallace, Walsec & Wallace Music Inc., Oak Hill, brother of the late John A. Wallace, was elected association second vice-president; Leoma W. Ball 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 Hayhurst, again elected sergeant at arms.

Directors elected at the meeting here were J. C. (Bud) Hunt, Welch; W. T. Cruze, Charleston; Edward M. Oliver, Montgomery; Joe McVickar, Wheeling; James Stevens, Grafton; Sheldon Price, Barboursville; Jerry Derrick, Charleston; A. M. Springer, Fairmont; William Anderson, Logan; Earl Telford, Logan; Guy Moss, Charleston; Dilen DeHaven, Winchester; Andrew Kinca, Clarksburg; Ronnie DeHaven, Winchester, and Lee Hayhurst, Buckhannon.

Broom's first action 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 Sheraton House.

You'll see two of the most dedicated salesmen here: J. C. Ballard, who has five times World Pocket Billiards Champion Jimmy Caras and 1968 U.S. Open Champion Joe Ballew.

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.

Brunswick Consumer Division Brunswick Corporation

SEPTEMBER 6, 1969, BILLBOARD
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
THE AMAZING TOUSHAY, the "Mad Turk" comedian.

La Viez a Tireless Showman, Tells of Great MOA Shows

- Continued from page 49

La Viez, who works months ahead in planning each MOA show, came ill and his columnist colleague, Anderson, will address the convention here Sept. 5. Dealing with well-known personalities 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 j ukebox routes, with 855 boxes here in Washington, and a total of 1,585 machines throughout the Capital, Baltimore, Buffalo and Pittsburgh. He is to know many label and broadcast stars in New York via his half-interest with Yeaman, who participates in the "Hit Parade" copyright. In 1960, Hisch sold his coin machine business to begin his "Show Biz Productions" headquartered here.

Hisch plans for each performer he always refers to them as a star, or on occasion, as a possible presentation 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 below or on the verge of breaking big, to have this momentum wave. Hisch remembers when Mahalia Jackson was just reaching the top, and stopped the MOA show with an ovation to a talent that has proved out pure gold for operators, broadcasters and labelsm over the years.

The first step in the compiled business of putting on the MOA show is to get firm commitments from each artist and their labels for the date. Fortunately, the show date falls on a Sunday this year, when singers are free.

Any artist appearing on a Hisch de La Viez show is assured of comfort back stage. Hisch says he plans for each to have a full rehearsal, backed by the best musicians he can find. Rehearsal is set early—for the (Continued on page 63)

THE IMPRESSIONS, Cupen Records.

Boots Randolph, Monument Records.

Jeanne C. Riley, Plantation Records.

Hank Williams, Jr., MOM Records.

Made right, priced right to sell right... the cues for 1970 from Valley

Here are ten smooth, colorful one- and two-piece cues to suit every taste and talent. The work of master designers and craftsmen, they combine style, balance, taper and finish to help every veteran or beginner to play a better game. Butts are of imported assorted South American woods; shafts are of selected Canadian hard white maple; tapers are of quality water buffalo hide. All joints are precision made of brass or aluminum or a combination. Butt wraps are of nylon or leather. Decorative trims and spacers are of brass, aluminum or pewtered material. Send for prices and details today.
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
Granger: Record Firms Should Support MOA

Continued from page 50

he floor this year, since there were complaints about this last year." Granger explained that complaints about the Sherman and the date of this year's show were an outgrowth of "tremendous dissatisfaction" with the Pick Congress. "We moved to the Sherman in 1968 because the exhibitors were so dissatisfied with the Pick Congress, and in making the move, we were stuck with this year's date. Except for the problem of the date this year, the Sherman is really ideal for our show. All the exhibits are on one level, the hotel is just the right size for our show and no other convention can compete with ours—we take over the whole hotel. The Sherman has the best access to exhibit areas of any Chicago hotel, and there is more area on a lower level when we need it. The operating room is excellent, the public rooms are excellent, and catering is first rate—we had many compliments on the food last year."

Granger acknowledged that there had been comments about rooms at the hotel, however. "This has been a very severe problem for us," said. "If the refurbishing of the rooms is ever completed, Sherman will be that much more ideal for us."

1970 Show

The Sherman will again be the site of next year's MOA convention, Oct. 16-18, but since this more ideal date doesn't correspond with NAMA's Nov. 7-10 date here at the International Amphitheatre, Granger acknowledged there is more talk about the need for joint MOA-NAMA convention dates.

"My impression is that our directors emphatically favor joint dates because of the convenience for operators who want to see both shows. However, I don't know if any of our directors who favor a merging of both shows, I have been asked by more than one exhibitor about a possible merger and my answer is always the same—this decision on MOA's part is up to the MOA board."

Granger said he is very much aware of the merger of vending firms and music operating companies but added that he saw no indication that companies want to literally merge plant vending with street music operating at the operational level. "I just returned from West Virginia where an operator told me in no uncertain terms that plant and industrial vending was a different world in comparison to operating music and amusement games in public locations. The thinking is that even when the same conglomerator owns an industrial vending firm and a music operating firm in the area, there had to be two separate companies maintained.

Granger did say that as large vending conglomerates continue to acquire music operating firms, MOA may have to "look to future changes in its dues structure." But he also pointed out that when national firms purchase music operations the operations remain fairly autonomous. "The company acquiring a music firm still has just as much need of MOA services."

Mentioning the service copyright, involving legislative problems and the copyright revision problem in particular, he said, "We think that obtaining an agreement with the copyright committee to hold the royal fee at $8 per jukebox per year was a very significant service to our members. What would have happened if this fee had run away to $25, $30 or more, as was threatened in the past? (See separate story on future aspects of the copyright issue.)" "Our public relations program is another service that can be very readily adapted to future changes in the industry," he said. "So far, over 35 of our directors and members at large have delivered speeches before civic groups and other organizations. Many have been asked to give more speeches and our public relations kits is becoming an important information package on the background of the music operating industry."

MOA's booth 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 65)
MOA Program

Friday—Sept. 3
8:30 a.m.-3 p.m.  Registration desk open—Sherman House mezzanine level.
9 a.m.-3 p.m.  Exhibits open.
12 Noon  Ladies' Luncheon—Sheraton Room.
Entertainment: The Amazing Tawney.
3:30-4 p.m.  MOA industry seminar.
Part I: "The Jukebox Industry—Where Is It Going?" and panelists: Leo Black, Rock-Ola; A. D. Palmer, Workhear; William Adkins, Saebe; Joe Barrows, Wurlitzer; and Ronny Sayer, ACA.
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.-4 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, brunch and program—College Inn (lower level).
Hospitality suites open during evening hours.
Sunday—Sept. 7
10 a.m.-3 p.m.  Registration desk open—Sherman House mezzanine level.
10 a.m.-3 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: Hish da Vlas.

MOA Exhibitors

EXHIBITOR
AGA Sales Service
Advance Automatic Accounting Service
Aitken Record Dist., Inc.
Allied Leisure Industries, Inc.
All-Tech Industries, Inc.
American Shuffleboard Co., Inc.
Auto-Photo Co.
Bally Manufacturing Corporation
Billboard Publications, Inc.
Bud, Inc. (Billard Research & Development, Inc.)
Brenner Corporation
Cash Box
Chicago Coin Machine Div., Chicago, Illinois
Citroen
Country Music Association (CMA)
D & R Industries, Inc.
Dance Records
Dynaball Company
Eastern Novelty Distributors, Inc.
Ehoes Industries, Inc.
Epix and Custom Labels
Fisher Manufacturing Company, Inc.
Fonto Records
Irving Kaye
Kiddie Konsole
MGM/Verve Records
The Muthusamy Co.
Musicmatics Records, Inc.
Midway Manufacturing Company
Musicman Record Co.
Nodex Industries, Inc.
National Institute of Coin Mechanics, Inc.
National Park-O-Craft
Nutting Associates, Inc.
Nutting Industries, Ltd.
One Source International (Pep, Inc.)
Record World
Rack-Ole Manufacturing Corporation
Round-International, Inc.
The Seaborg Corporation
Sego Enterprises Ltd.
The Stanley Singleton Corporation
Snedder Industries, Inc.
Some Import Corporation
Tape-Athen Corporation
Tommy Lift Gate Manufacturing Corporation
U. S. Billiards, Inc.
United Billiards, Inc.
VFJ Music
Valley Manufacturing & Sales Company
Vendors Exchange, Inc.
Wine Corporation
Whirlwind Industries, Inc.
Williams Electronics, Inc.
Youth Appliance Sales Company

Tells Methods Used to Cheat Pinball Games

BEAVER DAM, Wis. — If you're ever a pin junkie, be sure to visit the prominent game manufacturers at the Music Operators of America Show in Chicago so you 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 outwitting 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 on either side of the door, and therefore, we can open the door in the usual way."

One of Sawejka's more unusual pranks involved huckering, 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 dimes back. We rewired the circuitry so that the free game mechanism was by-passed.

Ellis to Remain With Program

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 con- [Continued on page 49]
Never before have SO MANY NEW FEATURES been incorporated into one table!

NEW * Completely constructed of 3/4" 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 Cabinet

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

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

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

-plus...

Chrome plated, 16 gauge upper and lower corner sections

NEW Cushions

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 legislatures, 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 (up 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 early to 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 night clubs; 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 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 David E. One-Stop, represented at the meeting by Mrs. Evelyn Oaken, Wichita. The door prize was won by Mrs. 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. 15, 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 Cazal said the organization now has 25 paid-up members. "There are about 800 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, Cazal said. They are Jerry's Music Company, 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.

Cazal didn't have as many takers for the baseball tickets as he had planned. In Lawrence Stadium he gave the extra tickets to surprised strangers heading for the tournament.

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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 vending. 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.**

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Tel: (216) 432-1800

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**MOA Exposition '69**

**REAL LEADER**

• Genuine Solid Oak Tables
• Custom-Made Table Legs
• New or Refinished

**LEADER** PRO 2

"LEADER" PRO 3

93" x 53"

"LEADER" PRO 4

103" x 50"

**POOL TABLES**

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US BILLIARDS, Inc.

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Area 516-789-2626

---

**ALUMINUM DE-GREASED DISCS**

**STANDARD**

STANDARD

HEART FUND

More will give you more

---

Earl A. Fohrman, chairman of the Illinois Automatic Merchandising Council (IAMC), and William R. Brandstetter, director of State councils of the National Automatic Merchandising Association (right) present a $5200 contribution to the Fraternal Order of Police at the office of E. I. Du Pont de Nemours & Company, Five Grove Village, Ill., police chief Harry F. Jenkins. Jenkins is flanked by police officer Richard T. Riech (left), one of the officers responsible for the apprehension of two vending service men hijacking suspects last March, and Lt. Richard Lesch, president of the order. The IAMC representatives had high praise for the performance of Riech and detective sergeant Raymond Marino 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.
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 to how 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 infuribated at the proposed 3.5 percent of net revenues proposed as rate for their use of recorded music programming. In other sections, the Williams amendment asked the board to hold record mechanical royalties to 2 cents, and take $2 out of the $8 annual jukebox maximum for publishers and producers.

ASCAP

This particular approach of splitting the jukebox royalty would not have increased the

(Continued on page 66)
CHICAGO COIN

WHERE THE WINNERS ARE!

Speedway

FIRST in SPECTACULAR REALISM!

- All the Fabulous Excitement of Actual Speedway Racing for Fans of All Ages!
- REALISTIC DRIVING! 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! TROUBLE-FREE! NO FILM! NO BELTS! NO PHOTO-ELECTRIC CELL!
- SCENIC NATURAL COLOR! 3-D EFFECT!
- COMPACT SIZE—Base Area Only 28" x 40"; 69" High.
- A GAME THAT CAN TAKE A 25c COIN CHUTE!

A Winner!
VARiSITY
6-PLAYER
PUCK BOWLER

A Winner!
TOP HAT
6-PLAYER
AUTOMATIC
BALL BOWLING LANE

Get to the Heart of the Action!

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY PL, CHICAGO, ILLINOIS 60614
Exchange Charges in Jukebox Patent Battle

*Continued from page 49*

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 claim of said patent does 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 inventions claimed in the patent suit were known or used by others in this country, or patented or described in printed publications in this or a foreign country, before the alleged inventions thereof by the applicant for said patent."

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

And further: "...Before the applicant's invention of the alleged inventions claimed in the patent suit, said inventions were made in this country by others who were free to use, sell, make or convey them, in a manner unpatented or concealed or suppressed and concealed the same."

Referring to the same patent, defendant further charged that it was invalid for failure to meet the requirements of Section 103, 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...

The main issue was the validity of the patent, and the court was tasked with determining if the patent met the requirements of 35 U.S. Code, Section 101 and Section 102.

The court considered whether the invention was new and non-obvious, and whether it claimed subject matter which was patentable.

The case was a significant test of the patentability of certain inventions, and set a precedent for future cases regarding patent validity.
La Viez a Tireless Showman, Tells of Great MOA Shows

The artists, being pretty smart, too, have insisted that Hirsh enunciate the last four shows. He knows the artists and the labels, and "I don't try to be funny," says Hirsh. "We have comics 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 set up during rehearsals, and after it is all over, Hirsh writes thank-you notes to all.

MOA's master showman is convinced that he'll remember and 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 air play.

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 psychodelic ahead of his time, or rather alcoholic. "He was looped. We had to walk him to 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, Eddie Fisher, Mahalia Jackson, Tony Bennett and Jerry Vale, Mahalia, then on the Apollo label owned by Ike and Reese 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, Crosby and the McGuire Sisters; through the rock era of Brenda Lee, Paul Anka, Bobby Rydell and Dalio Reisie. There were country and western names like Hank Snow, Eddy Arnold, Jimmie Davis 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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Produced back-to-back
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A sure bet for 25 cent play

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SEMI OT, SEPTEMBER 6, 1969, BILLBOARD

Ellis to Remain With Program

BIG VENDORS JOINING MOA

CHICAGO—Representatives of large, publicly owned vending firms will be among interested delegates here Sept. 5,7 during the Music Operators of America (MOA) Music and Amusement Machines Exposition at the Sherman House Hotel. During the past year, large vendors have continued to actively acquire music routes. An indication of interest among vendors is shown in the recent signing of a new MOA member, American Automatic Vending Corp., a Cleveland-based, diversified vending and services company. MOA last week mailed its membership roster to the new member.

La Viez a Tireless Showman, Tells of Great MOA Shows

Sunday at noon for the upcoming show, to assure six or seven hours of rehearsal. Nothing, but nothing, is left to chance.

The hotel is notified early of the dimensions of the stage to be erected. Hirsh orders spotlights and five miles with lift-offs. Electrical connections for the instruments are tested, music stands and lights arranged.

Communications are electronic and careful. A phone hook-up connects the spotlight operators, sound man, stage manager and Hirsh. Everyone has a headset with an open line to all concerned, "This makes for a fast moving and tight show."

The artists' comfort is just as carefully planned for. Clean dressing rooms are checked for towels, drinking water and enough clothes racks. A blackboard is set up with the line-up of the show so each artist can know just when he or she or they will be on, and warm up accordingly. Two stagehands are at the ready to move props quickly.

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License Crackdown To Spark Reform

*Continued from page 49*

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

"For years, many operators got by without purchasing the license and got away with it." because of the lax enforcement of the ordinance," said Veatch. Goins has already sold some 3,000 more stickers this year than all of the last and has increased the city's revenue by about $9,000.

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 vend- ors object to the highest tax rate. "A $5 tax for a machine that takes in $40-$50 a year and has a retail value of perhaps $20 is a bit excessive," Veatch said. "And a rack of bulk vend-

BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment.

Whether it's in a super-mar-

A large-capacity ES-250 capsule, offering a variety of items, is one of the many 10-cent machines in service in Los Angeles. The machine is designed to dispense capsules, including such items as medicine, gum, and sugar. It is one of the many machines in service in Los Angeles.

IMMEDIATE DELIVERY

VICTOR'S NEW '88'

With Chrome Glass Frame

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CHARMS AND CAPSULES.

Write for free catalog on Service, Parts, Supplies, Stamps, Globes, etc.

Batteries for the operator, One-Time Deposit, Balance C.O.D.

NEW PRODUCTS

NORTHERN WESTERN

MAJOR METALFAB, INC., has introduced its new "K-C" (Kwik Count) self-counting coin holder. The device consists of a screw-on, removable plastic coin tray (one for each coin denomination) with matching service trays.

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

By BRUCE CORY

While the legislation seems primarily aimed at preventing injury from objects with sharp edges or points, Folz pointed out that any provisions concerning the possibility of children swallowing or strangling on toys could jeopardize the position of bulk vending operators. He said the machine is small enough to come out of a vending machine in almost certainly small enough to go down a child's throat. "If Congress wants to prevent that sort of thing, they ought to start by outlawing all coins and make the $1 bill the smallest unit of currency. I know that's reducing the situation to the absurd, but it shows the position we are in," spokesman for the National Committee for Product Safety said the bills and coins are directed at toys manufactured for home play that can cut, pierce, burn, shock or otherwise injure children playing with them.

The association meeting, which will open next week, will also make arrangements for setting up the program for the coming year. Tohoshing will be served at the end of the ses-

Penny King

The No. 188 10-cent mix from Penny King Co., Pitts-

Ming, Ohio, has key rings featuring maps, playing cards and antique car emblems. The easy-to-carry packs, the Little Old Trick Man, locks, knives and other items.

Other new 250-cent capsule devices include: an embossed ring assortment, giant red and black dice, action toys like a clown with black eyes, a metal yo-yo and others. All are shipped with fluorescent display for the run of the year. (Contact is available on request.)

The No. 12 capsule mix contains rings, charms and the Dolls of all Nations. Eight-

MAJOR METALFAB, INC., has introduced its new "K-C" (Kwik Count) self-counting coin holder. The device consists of a screw-on, removable plastic coin tray (one for each coin denomination) with matching service trays.
**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 unmaking 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, Granger said, "I think it's time the record companies started to take a more serious interest in the jukebox industry. 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 is important that the national operating companies are becoming so interested in music operating."

Granger said he was very much gratified at the interest shown by Plantation Records and Misses Kiley, who canceled a previous engagement to appear on the new show. "We know that the 'Harper Valley' record was not as recent as some of the current hits songs of the past. For this reason we took extra pains to augment our blending with phone call polls. 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 he had 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 insufficient personnel to man exhibits at both shows. Other record company officials, such as Mort Hoffman and Len Levy, are spending time between both shows this year."

**Officers**

This year's convention marks the initiation of a new procedure for selecting directors so that now on the new number of directors will be elected each year—19 directors will leave the board. Granger said, "The members elect the directors and the directors elect the officers. Our new procedures are more in line with accepted association management. One significant change is that directors and vice-presidents have limited terms. They must be off the board for a year. This was done because in the past MOA was criticized by some members who wanted to serve but couldn't because there were no openings. Now, each year there are 10 new directors, and three vice-presidents rotate off the roster of nine vice-presidents. Additionally, the past president's council is limited, too, so that members serve on it for only five years."

**New Equipment**

The new Computer Quiz two-player combines the appeal of a question-and-answer type game with a competitive playing aspect. Two players have an all-solid-state electronic design, an adjustable genius and sound level, a tile scoreboard for times and points, and a one-year warranty. The machine has had two months of testing after a year in the development stage. Exhibited at the Nutting Associates booth at the Music Operators of America Show, Sept. 5-7. The only criticism of the machine so far, according to marketing manager Howard Bartley, has been its too-big coin-bopper—"we've doubled its size and still get complaints." The game is set for play for a quarter.

**Texas Legislation Outlaws Location-Owned Equipment**

**By Margie Pettijohn**

**DALLAS—**Operators of taverns and lounges operating under Sept. 1 in Texas may soon be required to contract with vending machines for the sale of any and all of their amusement coin-operated machines. According to Texas Attorney General Crawford Martin, a new law, if upheld after a court test, will forbid tavern and lounge owners from owning and operating coin-operated machines in their businesses.

Several Dallas location operators have bought 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 state comptroller Robert Calvert a written opinion stating that taverns may continue to borrow money from companies that lease them jukeboxes as long as certain rules are met. Calvert possesses enforcement duties under the new vending machine law, and says that this was prompted 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 operation before Sept. 1 (the effective date of the law). Unless the new law is overturned in court, new tavern owners cannot own machines and will have to contract with some other firm for those (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 tavern owner, under the new provisions, will also be required to pay a $300 state fee for the rental of the machines. The new law would also place a limit on the "split" from coin-operated machines, stipulating that the vending company cannot pay more than 30 percent of the "take" to the location owner. One Dallas lounge operator is attempting to gather support for group action aimed at seeking an injunction against application and enforcement of the new law.

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**Billboard has the...IN' side story on Coin Machines**

If your competition is giving you location trouble...

You may find the answer to this problem by operating the most advanced idea in bulk vending—the all new Victor

**SELECTORAMA® 77-88 CONSUL**

With six different combinations to select from to fit any of your locations, there is a variety of merchandise and coin combinations — $1, $5, $10, 25¢.

Front door operation saves 50% to 75% over coin. Bigger display, more profits. See your distributor for information and delivery date.

**VICTOR VENDING CORP.**

1701-13 West Grand AVE.
Chicago, Ill. 60659
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 continuing to be taxed at 3 percent for both sales and use even though the state sales tax has been increased to 4 percent. In addition, Riley told the members that although the city of Sioux Falls had added one-half percent on the amusement 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" of coin machine operators who will offer to help the heirs or family of the incapacitated member get his affairs in order. If he is of age, he will be, sell the company and equipment.

The provision gives one more good reason for joining the state association," said Trucano. The measure, which was suggested by Riley, stipulates that the committee will be composed of one operator from the same area as the disabled member and two other members.

Members also scheduled the association's third annual 8-ball coin-operated pool tournament for April 12-13 in the City Auditorium, Pierre. The operators were addressed by Dick Shilvock, sports director for KOTA-TV, who urged them to sponsor a pool -shooting program to follow NCAA football games Saturday afternoons this fall. The association urged Rapid City operators to cooperate with Shilvock in setting up the show.

Five distributors representing the major jukebox manufacturers displayed the current line of machines from each company and several showed new coin-operated games. Brook Shlaiber, representing Sandler Vending, Minneapolis, Minn., exhibited the Wurlitzer phonograph as well as the new three-ball On the Beam pinball game from Bally Manufacturing, Chicago.

Copyright Committee Studying Arbitration of Rate Disputes

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 other parts of the Williams amendment. Subcommittee chairman McClella refused to consider 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 are 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- version passed, 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 override the basic traditions—a deal is a deal on the Hill, too.

The most recent rate fight amendment threat at the subcommittee was one by Sen. Philip Hart (D., Mich.) to change the base of mechanical royalties from the flat cents-per -tune in the present law, to a percentage of record manufacturer's suggested retail price. 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 fight having become so hot that this issue will have to be treated in separate legislation, says Sen. McClella if any revision bill is so be to be reported out by 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 the legal codes 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 see that their public image highly policed, 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 advised to take their appeal from the decision to the congressmen.
AS A SALUTE TO THE VETERAN PHILHARMONIC AND ZUBER MORTA--
Dvořák's "New World" symphony
Zubin Mehta dedicates the Israel Philharmonic Orchestra's first tour of the U.S. to performances of American music. The program includes works by Dvořák, Copland, and Beethoven. The orchestra's American tour, which began on September 5, continues to New York, Philadelphia, and Washington, D.C. Mehta's program highlights the orchestra's commitment to presenting American composers' works.

SOUNDTRACK

SOUL
FATHERS AND SONS--The Rev. Leon White & The London Philharmonic Orchestra

This two-disc set will thrill blue buffs. It has mellow vocals and guitar, plus spoken word. One track features Mike Bloomfield's guitar work, and others feature Steve Miller's and other fine instrumental parts. Part of the material was recorded live at the Super Bowl in Miami Beach, and this live sound is as good as ever.

STANDARDS

Gerald Wilson Orch.--World Pacific Jazz ST 50100 (3)

Comparing the sound of Gerald Wilson's orchestra with that of other jazz ensembles, one is struck by the freshness and vitality of his ensemble. Wilson's "Jazz "Journey," "Adventures" from the Broadway play, "Men from the West," and 'Sighs of the Past' are outstanding recordings. In his latest set, Wilson offers a mix of old favorites and new compositions.

COUNTRY

Jackie Hannon--"I'm the One You Need." Dot DS 21459 (5)

Vocally, Jackie Hannon is a gem. Her smooth, velvety voice complements her sophisticated, adult music. This set is a must for fans of thoughtful, soulful music.

LOW COUNTRY

Marty Robbins--"A Million Ways to Say Goodbye." Columbia CL 1016 (5)

Robbins demonstrates his talent for blending country and pop elements in this set. His vocals are warm and passionate, and he delivers a strong performance on each track.

INTERNATIONAL

LA CHUAN V.O.'S--"Catchin' Time." Columbia 53843 (9)

These Venezuelan vocalists perform a mix of traditional and contemporary Latin music. The band's harmonies and rhythms are infectious, and the songs are sure to put you in a festive mood.

RELIGIOUS

JIMMY OWENS--"Singers & Orch." (The Golden Masters). Instrumental. WRT 8487 (3)

Owens is known for his soulful vocal interpretations of religious classics. This set features his versions of popular hymns and spirituals, performed with a lush, orchestral backdrop.

GOSPEL

The GOSPEL CHOIR--"The Gospel Music--" (CBS 5256). With soloists of the Saved Soul. Tempo PEP 994 (5)

This album of classic gospel songs is a testament to the power of faith and community. The choir's harmonies are lush and uplifting, and the selections include beloved spirituals and contemporary gospel favorites.

CHILDREN

Various artists--"Children's Wheel" (The Wheel). RCA Victor LK 2003 (5)

This album of children's songs features performers ranging from the famous to the virtually unknown. The tracks range from folk songs to modern hits, providing a delightful display of the talents displayed on the label's other children's albums.

SPOKEN WORD

"Crazy Quilt--Crazy Blues." Bepola 1001 (4)

This spoken word album is a fascinating collection of blues poetry and commentary. It features a mix of old and new artists, offering a wide range of perspectives on the blues.
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<th>Sales Meet Kicks Off</th>
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**SPECIAL MERIT PICKS**

**BEST SELLING JAZZ LPs**

**SEPTEMBER 4, 1967, BILLBOARD**
ANY WAY THAT YOU WANT ME
EVIE SANDS / A&M 1090

Top-40 and Good Music play on more than 75 major stations
in the U.S., plus guest appearances on the Johnny Cash,
Steve Allen and Joey Bishop Shows!
Classical Notes

Evelyn Glennie will be the soloist with the Oklahoma Symphony Oct. 17. The rest of the season, WGBH and WCRB will broadcast the concerts on its cable channel.

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 symphony orchestra—or whether the current standoff between the musicians union and the National Symphony management will stall deadlock on contract terms for an unforeseeable period.

J. Martin Emerson, secretary of the D.C. Federation of Musicians, says it is making every effort to avoid a higher rate of pay for some of the musicians’ cost of living increases, but it has a $200,000 deficit.

One of the D.C. Symphony’s spokesmen says perhaps both parties could get together in the Congress that Washington is not like other symphony-supporting cities in the country, but businessmen and others contribute. The Federal government is Washington’s largest employer—so Federal aid to the D.C. Symphony National Orchestra

Continued on page 114

Cardinal’s ‘Oberon’ LP

NEW YORK—A highlight among the operas of Henry Purcell is his first: “The Indian Queen,” now on Columbia records. Purcell’s “Oberon” is being issued by Columbia, Ltd. (Boult). The set features tenors Denys Arthur, Elizabeth Ann Goodwin, and William R. D. Kelly, with the English National Opera Chorus and Orchestra, conducted by Sir Malcolm Sargent.
On September 5, Artur Rubinstein will be presented for 90 minutes on Network Television.

RCA Records presents him for over 2500 minutes.

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 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 Big Little Integrals That Can Make Or Break Your Product.

Sankyō

Sankyo

Specification for Sankyo micro motors

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Easy Listening

TOP 40

These are the best selling ready-to-buy singles currently on
radio station air play rated in rank order.

1. 4 17 A BOY NAMED SUE 5 Johnny Cash, Columbia 44-4944 (Tel-Ex, BMG)
2. 5 18 PUT A LITTLE LOVE IN YOUR HEART 8 Jackie De Shannen, Imperial 60-083 (MCA, BMG)
3. 7 14 I'LL NEVER FALL IN LOVE AGAIN 6 Tom Jones, Fontana 49-879 (Helen, BMG)
4. 2 2 HURT SO BAD 18 Little Richard, Capital 5249 (Vogue, BMG)
5. 3 3 SWEET CAROLINE (Good Times Never Seemed So Good) 10 Neil Diamond, Uni-51228 (Elektra, BMG)
6. 1 29 MAE 4 Oliver, Crown 354 (Tweedle & Chirp, BMG)
7. 10 11 TRUE GRIT 7 Glen Campbell, Capitol 2193 (Javen, ASCAP)
8. 6 1 I'M IN THE MOOD 2539 Sankyo Origin, Columbia 4-4509 (Viva, BMG)
9. 12 19 LORD a PITY 7 Sonny & Cher, Imperial 12-555 (Bee Gee, ASCAP)
10. 11 13 WORKIN' ON A GOOD THING 8 Van Morrison, Asylum 9876 (Epic, BMG)
11. 23 34 KILLER K. 9 Electric Indians, United Artists 32-650 (Epic/Unistar, United Artists, ASCAP)
12. 9 6 10 RUBY DON'T TAKE YOUR LOVE TO TOWN 11 Kenny Rogers & The First Edition, Riva-5029 (Cedarwood, BMG)
13. 14 20 LIVE AND LEARN 5 Andy Williams, Columbia 4-4459 (Viva, BMG)
14. 8 9 1 A TIME FOR US 10 Johnny Mathis, Columbia 4-4459 (Viva, BMG)
15. 15 30 MOONLIGHT SONATA 4 Harry Nilsson & His Orch., RCA 7-2407 (Columbia, ASCAP)
16. 16 13 IT'S GETTING BETTER 11 Mano, Comedy, Imperial 40-075 (Green Gables, Columbia, BMG)
17. 19 20 I TAKE A LOT OF PRIDE IN WHAT I AM 5 Glen Martin, Riva-5041 (Viva, BMG)
18. 13 22 LOOK AT ME MORE 6 Burton Clark, Warner Bros. 7-1010 (Lied, BMG)
19. 30 36 GREEN WILLOWS 3 Rogers, Riva-5044 (Blackwood, BMG)
20. 28 31 MUDDI MISSISSIPPI LINE 4 Barry Goldstein, United Artists 36-069 (BMG)
21. 24 35 RAIN 4 Barbra Streisand, Columbia 4-7975 (BMG)
22. 36 68 THIS GIRL IS A WOMAN NOW 2 Gary Mitchell, White Gold, Columbia 4-4507 (White Rides, ASCAP)
23. 31 40 I'M A BETTER MAN 3 Engelbert Humperdink, Ferraro 40-070 (Viva, BMG)
24. 39 0000 EVERYBODY'S TALKING 2 Nilsson, Columbia 4-7211 (Cowan, BMG)
25. 25 30 CHELSEA MORNING 4 Judy Collins, Elektra 4-4506 (Riven, ASCAP)
26. 17 18 THINK SUMMER 3 The Carpenters, CBS 6-2075 (Helen, BMG)
27. 37 0000 ISN'T SHE WORTHY 8 Barbra Streisand, RCA 7-2975 (BMG)
28. 33 35 CHANGE OF HEART 10 L. C. Smith, Columbia 4-4405 (BMG)
29. 26 29 THEME FROM "SUMMER PLACE" 6 Peter, Paul, & Mary, Columbia 4-4924 (Eilifer, ASCAP)
30. 35 37 LAY LAY LAY 3 Bob Dylan, Columbia 4-4409 (Isley, ASCAP)
31. 32 33 BETTER HOMES AND GARDENS 4 Barry Goldstein, United Artists 36-069 (BMG)
32. 29 30 P'VE GOTTA BE ME 5 Barry Goldstein, Columbia 4-4407 (White, BMG)
33. 34 37 GAMES PEOPLE PLAY 5 Bert Kaempfert, Reprise 7-3933 (Lowery, BMG)
34. 22 23 ABHABABY 7 Sherrin, Heritage 814 (White, ASCAP)
35. 38 40 HONEYPIC 4 Barry Goldstein, Columbia 4-4405 (BMG)
36. 38 50 SUGAR SUGAR 1 Barry Goldstein, Columbia 4-4405 (BMG)
37. 39 0000 STRAIGHT AHEAD 2 Faye-Hollis Unlimited, Brunswick 75667 (Stax, BMG)
38. 38 50 SWEET T SASSY 3 Jerry Smith & The Fingers, ABC 11200 (Fresno Jo's Music House, ASCAP)
39. 30 30 16 MAN-MAH-RA 1 "Swedish Singer & Ballad" Soundtrack, Arista 100 (E. S. Marks, BMG)
40. 30 30 16 FOOTPRINTS ON THE MOON 1 Johnny Carter Orchestra, Warner Bros.-Seven Arts 7317 (Talentline, BMG)
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
Audio Retailing

Groove with the leader.
Fidelitone

Vital Seeking New European Licensees

LOS ANGELES—Jack Lwerke, Vaud Records president, is in Europe on a three-week trip to line up new licensees. He is setting new contracts on an individual basis in negotiations formerly handled by DGG, whose pact expires at the end of September.

The two countries which will need coverage are Germany and France, which had 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 Hispavox, with whom he has a releasing agreement on masters from Hallmark Audio (a division of the European branch of Hallmark). Hispavox, a division of the Spanish label, is part of the Polygram Group.

This new merchandising includes "Aches" featuring vocalist Pat Taylor; the Chelmsford Brothers "Feelin' the Blues"; "California Madhouse" (and Earthquake) by Lighthouse; "Hampton Hawes Plays Movie Musicals"; "Moonlight Time in Old Hawaii" by the Hawaiian Strings; and the Rico package of international hits.

Leverke will return to the U.S. for a board of directors meeting of National Tape Distributors in Dallas Sept. 11. He and his partners have sold their interest to Milwaukee-based National Tape several weeks ago. The board meeting is being taped in controllers, and the September tape gathering of NARM in the Fairmont Hotel, Dallas.

SNOWDROP THE RABBIT WILL teach pre-schoolers how to lace their shoes, according to Edward J. Drum, president of the Vaud Learner Co., Chicago. Snowdrop, a new release, is one of six "teacher" tapes that will be distributed nationally this fall.

Pincus Meeting With U.K. Execs

NEW YORK—George Pincus, head of the Gill-Pincus publishing firms, is in London for meetings with his Ambassador Music, Ltd. office there. He'll also be adding to the London office's staff.

During his London stay, Pincus will be visiting the record companies and huddling with artists and music publishers. He's due back at his New York desk in about three weeks.

Meanwhile, Pincus, and his sons, Irvin and Lee, who run the firms with him, are starting a record of their own, Pincus and the Two of Us, which already has been recorded by Renee & Renee on White Whale and by Ray Anthony on Ramwood.

Chess Father's At $6.98 List

CHICAGO—The Chess Records two-album package from Chess Records, will have a suggested list price of $6.98. In making the announcement, vice-president Marshall Chess said he set the unusually low two-disc price "so as many people as possible could afford it." The release includes each of El-Kebra, Mercury and Stax Volt.

Goldners Set Up Firebird Records

NEW YORK—The Firebird Record Corp. has been formed by Sam Goldner, president, and Charles Goldner, secretary and treasurer. The independent label will establish an initial 2,500-song and soul product. "Can't Wait Until Tomorrow," by Kim Tanaka and "Love," by the Will of the People are the firm's first releases. Firebird's offices are at 1650 Broadway.

Sales Soar Upwards for First 6 Months of 1969

WASHINGTON—Total U.S. sales of all consumer electronics in the first half of 1969 are up from the record setting first six months of last year, according to the Electronic Industries Association (EIA) marketing service in its latest report.

The photograph market increased from 2,424,230 units in the first half of 1968 to 2,550 units in the corresponding 1969 period. Domestic label imports increased from 358,408 units in the first half of 1968 to 412,916 units in the 1969 period.

The Firebird Record Corp. headquarters and the first six months of 1969 added to 19,797,753, of which 2,644,477 units were domestically produced. In last year's total was 13,417,014 sets and the domestically produced portion of the total was 2,403,382 sets.
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, the Doobie Brothers, Billy Joel and the Mothers of Invention and the suburban Northbrook Sports Complex.

The company headed by Harry Warner, former sound engineer at McCormick Place's Arle 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, eight nights a week, seven days in a row.

"We carry a couple of dozen Alto-Superhornes, " he said. "It's not just a matter of more microphones for a particular group or kind of act, but the fact that different types of acts specializing in various kinds of music need specific mikes."

Most of the equipment Warner uses is manufactured by Altec, Lansing. "We can get everything we need into an Econoline van."

The Audio Equipment crew arrives at a theater or coliseum five to eight hours before the beginning of a concert to consult with the artists on placing microphones. The sound is then tested by playing high quality tapes into it and if the artists are present, holding a rehearsal. Warner uses a Shure 55A microphone system for stage monitors.

Other equipment includes:

- Model 8602 graphic equalizer, which allows the use of seven frequencies (from 50 to 12,500) to raise or lower the level of feedback at each frequency;

- Model 436C compressor amplifier, which keeps distortion in inaudible sound levels throughout a building;

- A couple of thousand feet of cable;

- An intercom system for communication between the sound control center and the lighting center.

Over the years, Warner has been involved in setting up the sound systems for Triangle productions of the Breasles, the Cream, Frank Sinatra, Diana Ross and the Supremes, Ray Charles and many others.

Music Course at College Offered With NARAS Aid

NASHVILLE — This city's second college 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 Powell, a member of the Peabody faculty who holds a doctorate in music, is president of Athena Records, and is a governor and treasurer of the Nashville chapter.

Powell, who has been involved in various aspects of the industry, established the course as a part of the Music 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— have agreed to be part of the course plans. This is the Commercial Music course.

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### Classified Mart

#### Business Opportunities

**TV DISTRIBUTOR LOOKING FOR ADDITIONAL LINE**
- We distribute products in the Northern New Jersey market.
- If you are interested in selling our products and have a record of success, please contact us.

**Selling Tape Rack Routes and Territories in Northern California.**
- If you are interested in selling our products and have a record of success, please contact us.

**National Record Promotion and Distribution**
- We are looking for a motivated individual to join our team.
- Please submit your application online.

**DISTRIBUTING SERVICES**
- Attention, record outlets: We have an unprecedented opportunity to increase your profits with a large, well-established label.
- If you are interested in selling our products and have a record of success, please contact us.

**COIN MACHINES FOR SALE**
- These are faulty machines, as there is one for every type of coin.
- If you are interested in selling our products and have a record of success, please contact us.

**PROFESSIONAL SERVICES**
- Every record will get airplay.
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### Classified Advertising Rates

**REGULAR CLASSIFIED AD: $2.00 a word. Minimum $15.**
- If you are interested in selling our products and have a record of success, please contact us.

**DISPLAY CLASSIFIED AD: $4.00 a line.**
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### Classifieds

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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 formally announced 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 has rearraigned his own building, will be at 201 Liberty Circle, Madison. Mrs. John’s daughter, Sherry John, will man the office.

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

Reeves Replaces Walker

As ‘Country Carnival' Host

NASHVILLE—Del Reeves has replaced Billy Walker as host of “Country Carnival,” the WSB Zig 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, and it is expected to pick up impetus with Reeves playing the part of ringmaster. Backing up the United Artists singer will be Chuck Webster and Jayme Ryan, both new talents on the WSB Zig Records.

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 country music shows and has scored of network appearances.

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

Country Scene

By BILL WILLIAMS

Ran Carla, of big band fame, came in and cut a country song at the WSM Barn Dance recently. Independent producer Troy Shondell of Nolensville invited Carla to the tune. Carla will appear on the ‘Opry’ in the near future and will sing the Nashville recording industry's songbook as well.

Carlos is now recording on the International Tape Cartridge label. ITCO, David McCall, a fellow in his own right, now has joined the Charley Louie group as part of the act. Charley, by the way, is staying with his L&O Agency, and has just signed a long-term contract with RCA. He’s been, as great demand, played the Grand Ole Opry in all three performances of August 11, but that includes the matinee. His new sin- gle, “If You Don’t,” is out now, along with his new LP “Son of the South.”

Doug Kershaw, who is booked into nearly every festival in the country, also plays the “Jyar Bishop” show in early October.

2 New Hosts

Of WSM Show

NASHVILLE—In a major shuffling of talent, Ed Bruce, Moon Martin, Tom T. Hall, Jerry Rivers, MTA recording performer, have been named co-hosts of WSM’s popular weekly variety program, “The Morning Show.”

Boyce Hawkins, RCA, who formerly hosted the program move out, has taken one of the co-host spots with various artists. The first week co-host was Tupper Mauzy, composer of the Non-Philharmonic, and producer of that group’s recordings.

Stringer Clamps Down on
Use of Countrypolitan

Stringer, a member of the National Broadcasters Association, has notified 20 radio stations, through his attorney, of his ownership of a copyrighted and registered mark, “Countrypolitan,” and advised them they must stop using it.

The action again stirs a controversy involving Connie B. Gay, radio station owner, Country Music Association and a former attorney, long has owned the copyrighted mark that she claims “Country” and “Country,” but has allowed widespread use of the same.

Stringer said he invented the “country politan” name while exercising a degree in law from college here where he was working as a law clerk. He has been working on his dissertation in an essay, and he entered it to the music of Country Music Association, he said.

Stringer said he was the first Nashville arranger to utilize violins in recording sessions of country mus- ric. Stringer at the time was a copyist for the U.S. Register’s Office.

Spotless 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 show, said the program has been renamed “That Good Ole Nashville Music,” and is sponsored (for the most part) by Purina Dog Chow.

“Most of these markets are in the Southeast and Southwest,” Alley said, “and most of them are being taped for the first time in the market.”

Alley said Purina flew in a team from the West Coast and filmed new commercials for the 30-minute program, done by Roy Drummy, George Hamilton IV and Bobby Lond. They were all outside shots, taped on location in Tennessee. The programs, sponsored by National Life, were originally shown in about 12 select metropolitan markets.

Once the word was out concerning the Purina sponsorship, an Indianapolis station approached WSM-TV, which owns the tapes, and asked that they be sold on an open-end basis as well to be used in market- ing. WSM president and program manager, Robert Scandall, operations manager, said the Indianapolis station will be the first to receive it on this basis. He plans similar sales to additional stations.

There are 56 of the shows on videotape in color. The Purina shows are scheduled to begin in November in most of the market.

Brite Star’s Pick Hits . . . Brite Star’s Pick Hits . . .

Muddy Mississippi Line—Bobby Goldsboro (United Artists).
Yesterday, When I Was Young—Roy Clark (Dot).
Stephan Down—Frederick Knight (Maxine).
Ladder of Love—Jack Nelson (Kajac).
Save the Last Dance for You—Drum Joe (Rainwood).
To Be or Not to Be—The Unwanted Children (Marcia).
I Wanna Be a Cowboy—Buck Owens (Riptide-C).
I’m Gonna Have You in My Bag—Donny Bivens (Maxine).
Princess Irma—Bobby Gentry (Garnier).
Hands—Ponie Barth (Chalayev).
Hug Me—Billie Jo Spears (Riptide-C).
Hey Girl—Tillis (Rico).
I’m Gonna Miss You—Bobby Gentry & Gondot (Capital).
You Gotta Have Love—Dorothy Atchery (Garry).
For the Love of Money—Bobby Gentry (Garnier).
Amanda’s Blues—June Carter (Flying Disc).
Joy to the World—Kenny Rogers & Joe South (Riptide-C).
I’ll Hold You—Bobby Gentry & Gondot (Capital).
Gotta Have Love—Geraldine Atchery (Garry).
Brite Star’s Pick Hits . . . Brite Star’s Pick Hits . . .

(Continued on page 84)
WHAT CAME FIRST, THE CHICKEN OR THE EGG?

ANTHONY ARMSTRONG JONES

"NEW ORLEANS"

CHART #5033

BILLBOARD SPECIAL SURVEY FOR Week Ending 9/6/69

Hot Country Singles

1. A BOY NAMED DAD
   2. WINE ME UP
   3. TO MAKE A MAN (Feel Like a Man)
   4. BUT YOU KNOW I LOVE YOU
   5. I'M DOWN TO MY LAST "I LOVE YOU"
   6. WORKIN' MAN BLUES
   7. IF NOT FOR YOU
   8. I CAN'T SAY GOODBYE
   9. TRUE GRIT
   10. THAT'S A NO NO

11. THESE ARE NOT MY PEOPLE
   12. ME AND BOBBY MCGEE
   13. ME AND BOBBY MCGEE
   14. ALL I HAVE TO OFFER YOU (Is Me)
   15. THIS THING
   16. INVITATION TO YOUR PARTY
   17. LONELY HANDS OF MINE
   18. THAT'S WHY I LOVE YOU SO MUCH
   19. WORLD WIDE TRAVELER MAN
   20. WHO ONCE WILL IT BE
   21. YESTERDAY WHEN I WAS YOUNG
   22. I LOVE YOU BECAUSE
   23. BIG WIND
   24. COLOR HIM RED
   25. PROUD MARY
   26. EVERYDAY I HAVE TO CRY SOME
   27. THE WAYS TO LOVE A MAN
   28. WICKED CALIFORNIA
   29. THE THREE BELLS
   30. RAINING IN MY HEART
   31. WHEREVER YOU ARE
   32. FOR LOV
   33. TENNESSEE HOUNCD DOG
   34. YOUNG LOVE
   35. SWEET MEMORIES
   36. MY CUP RUNNETH OVER
   37. BETTER HOMES & GARDENS

1. CANADIAN PACIFIC
   2. CROWNIN' UP
   3. MAMA LOU
   4. ONE HAS MY NAME
   5. LITTLE LIPPS AND DOWNS
   6. STATUE OF A FOOL
   7. IN THE GUESS
   8. THAT'S YOUR HANG UP
   9. EVERYBODY'S WIFE
   10. THE PATHWAY OF LOVE
   11. MUD MUSKOGUE LINE
   12. AIN'T GONNA WORRY
   13. BURFY UP
   14. MARATHON PARK
   15. BROWNSVILLE LUMBERYARD
   16. ART TOWN FROM BURG
   17. WHO AM I
   18. STREET SASSY
   19. A WOMAN'S HAND
   20. SINCE I MET YOU BABY
   21. BLUE COLLAR JOB
   22. CHILDREN
   23. BETTER HOMES AND GARDENS
   24. TWENTY LITTLE LIPS
   25. THE HOUSE OF BLUE LIGHTS
   26. I WILL ALWAYS
   27. REASON TO BELIEVE

SEPT 10, 1969, BILLBOARD

Copyrighted material
With a talent for writing songs and a unique singing style, any artist can put out a good sound. Buck Owens took all that and added a legend from his past. The result was the TALL, DARK STRANGER . . . not just a good sound but a great one and its on Capitol now!

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.

No. 2570 "Tall Dark Stranger" Produced by Ken Nelson

PERSONAL MANAGEMENT: JACK McFADDEN, 403 CHESTER AVENUE, BAKERSFIELD, CALIFORNIA 805-327-1000

Published by Blue Book Music
Running Wild with Big Country-Pop SALES ACTION!

EXCLUSIVELY ON STARDATE

PUBLISHED by TARHEEL (BMI)
P.O. Box 8188
NASHVILLE, TENNESSEE 37207
(615) 228-2875

SEPTEMBER 6, 1969, BILLBOARD
Picked out of the Pops.

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. Summa has announced that Oct. 10 will be proclaimed Youth Night at the National Quartet Convention in Memphis. Young people in professional gos-
pel music will be invited to participate, beginning at midnight. In addition to the young talents, 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 formed organization will be known as Jerry Judd & the Rangers, operating out of the Fairpark, Al. Other members are Gilbert Rodd, Jimmie Gene Nolen, a former member of the Masters Quartet, and 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. Wheeler, general manager of the Don Light agency, said the package will start in Texas Oct. 2 and move to the West Coast through Sacramento, Little Rock, St. Louis, Long Beach, Fresno, and back to Phoenix.

Clossey Bros.

SPLIT ACT

SAN FRANCISCO — After more than 23 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 Kingpins at Dick's Tower in Brisbane.

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-
Mon Promotions announced here that plans are being made for the second annual International Fan Club Organization (IFCO) festival 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, Oct. 14, headlining main man of the largest top recording artists from the United States. The event is sponsored by the American Country Music Association, which is being handled by Lou-
da, Loreta and Kay Johnson, owners of Tri-Show Productions and co-presidents of IFCO.

Nashville Scene

Ray Roth and the Country Winters have cut their first LP for Past Records. Ray is featured performer on WWBR, WSix, Philadelphia. George Morgan, left, Nov. 9 for a Buddy Lee-booked 23-city tour from Nashville, 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 WWAU during some recent important announcements. One of the top writers in the business, Mrs. Owens is available for promotional work at least until the arrival of the baby about convention time in October. . . . The Honeymooners have been booked to perform for the entire run of the Fourth Worth Stock Show, Jun. 30 to Jul. 1, 1970. The top act last year drew over 200,000 people. . . . Bobby Farrish and the Surprise Calculator are playing to capacity houses at the Golden Slipper in San Juan, Calif., which is a new all-country club, with persons from all over the country. Dickie Less, left, from London, described as American's first British country disk jockey.

From the Music Capitals of the World

LOS ANGELES

J. B. Hutto plays the newly re-opened Ash Grove Aug. 29-Sept. 7. Natalie Wall 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," starring 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 Publications releases a new work, "Million Seller Record Book" Sept. 1. The compilation covers all million selling singles and albums from the early 1920s. The paperback will retail for 95 cents. Company President C. S. McElroy 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 185, Woodland Hills, Calif.

Bunah McCormick has been cutting singles for Metronomedia here. . . . Pianist Dwight Dickerson, a non-Brazilian, joins Bone Rio, Sergio Mendes' new group. . . . Gary LeMel, Norma Greene and Jim Helms are writing the score for the forthcoming film, "The Loving Touch." LeMel will sing the title song and the love theme. He recently joined Metronomedia Records and GRT Records held its first industry cocktail reception at The Cake and Shaker Club, with George Martin producing the event. The LA Times reviewed the label's first radio record, and drew in audience from the 11 West- ern states to participate in slide-rule presentations. . . . Leonard Feather has written a song dedi-
cated to Duke Ellington, titled "Swingin' at the White House" which will Bill Davis 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. Seated are Miss Wells, standing are Acuff-Rose officials Bob McCluskey and Bud Brown.

MELBA MONTGOMERY, Capitol artist, signs her exclusive booking contract with Wanda Atkinson as her husband-band leader Jack Solomon, left, and Earl Owens look on.

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MELBA MONTGOMERY, Capitol artist, signs her exclusive booking contract with Wanda Atkinson as her husband-band leader Jack Solomon, left, and Earl Owens look on.
Billboard's 7th annual

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

The Rodeheaver company, founded in 1918, 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, octavos and seasonal material such as plays and pageants.

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 operations.

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.

Townsend Cuts First LP Under 'Quarter Club' Plan

NASHVILLE — 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 them 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 17 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 Holter. Awards will be presented by John T. Benson Jr., James Blackwood, Tony Brown, Aints and Jenny Davis, Herman Harper, Jake Hess, Lula Hildreth, Eva Mae LeFevre, Hovie Lister, Music Lister, Tilly Lowery, Herald McCracken, Jim Myers, Norma Odlum, Dottie Rambo, Reda Rambo and Brock Spiker.

Seats for the banquet, at $10 each, are limited. Those wishing to attend should contact Mrs. Norman Boyd, P.O. Box 1201, Nashville 37202.

Oak Ridge Boys
To Be Featured
In 23 Marts

SHREVEPORT — 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 Tall 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 programme 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, Dallas, Birmingham, Little Rock, Shreveport, Atlanta, Nashville, Detroit, St. Louis, Tampa, Miami, Cincinnati, Louisville, Houston, Indianapolis, Chicago, Jacksonville, New Orleans, and others.

The scheduled premiere date is Monday (1).

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

last week
30,808*
people
were filled in on
what's happening
in the International
Music - Record - Tape Industry.
(maybe they know something you don't know!)

fill this out, and
Billboard will fill you in, too!

*Bune 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.

JOHN MAYALL
THE TURNING POINT

Also available on cassette and 8-track cartridge.

TODAY, AND FROM NOW ON, JOHN MAYALL ON POLYDOR.
"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

From the
Mercury Record Corporation
Family of Labels
Mercury • Philips • Smash • Fontana • Wing • Blue Rock • Limelight
A North American Philips Company
FAIRLY SINGING -Zoot Suit/Yes You May; LSP 38538

MARY FRANCES MATEO -I'll Save It for a Rainy Day; LSP 18105

MADDOX BROTHERS & THE DEBBIES -My First Love; TSLP 4992

JAY & THE AMERICANS -Darin, LSP 8652

BRIAN STERK -In the Year of Blue Lights; TSLP 50064

SANDY BROWN & HIS GENTLEMEN FRIENDS -Big Blue Moon; TSLP 49937

BILLY STEVENS -Ingredients of Dale Ethington; TSLP 49938

JACK JOHNSON -Goin' Out of the Sun; TSLP 49939

H

JAY & THE AMERICANS -Darin, LSP 8652

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SANDY BROWN & HIS GENTLEMEN FRIENDS -Big Blue Moon; TSLP 49937

BILLY STEVENS -Ingredients of Dale Ethington; TSLP 49938

JACK JOHNSON -Goin' Out of the Sun; TSLP 49939
New Album Releases

APRIL - TITLE - LABEL & NUMBER

P

DI PAULI - New Year This Blue Light, Est Records PREVIEW: January 7, 1961 PROCESS RECORDED: 1961

ROBERT PATTERSON SINGS - The Soul of Gospel Song Columbia, SM 4729

PERRY & KELLEY - Goodnight on the Wing/ Kumbosan Variagard, VG 6031

THE PLATTERS ON THE MALIBU BAND - On the New World ANDY PRIEST - Sleepin', NM 3779

DOLLY FORD - The Blue Ridge Mountain Boy RCA Victor, LP 4190

KENDY PRICE - Walking the New Crocus RCA Victor, LP 4225

PETULIA - The Mood of America RCA Victor, LP 5158

PACIFIC PACIFIC - Blue & Electric Lightening, NM 3763

THE PLATTERS - II Introducing, Milt 2000

Q

MAX QUEUEL - Mrs. Porter's Robert United Artists, UA 80772

RED RIDERS & THE DETECTS - Live at the Rockaway, R-T 6620

RELEVANT PLAYERS - Black & the Ballad RCA Victor, LP 5154

DON RONNIE - Love Theme From Romeo & Juliet, STML 1130

BOB DAULANY - Songs of Faith & Inspiration, RSD 8000

MARY WYNNE - Living with a Happy Heart, RCA Victor, LP 4239

WASHINGTON JR. FAMILY - Evancing, MFP 1002

KIKI REICHERT GORE - The Love Music of Hart Corban/God's/Two in Bed United Artists, UA 6090

REGENCY PLAYERS - José's Best Loved Tales United Artists, UA 8080

REGENCY PLAYERS - Favorite Stories of Start United Artists, UA 80779

RUDY RICH BAND - Bridg & Soul RCA Victor, LPM 2063

ROCK RODOMICI - A Genuine Rodeomic United Artists, UA 80783

JERRY REED - Explorer Collie Country United Artists, UA 6070

PABLO RIVAROLA - Gita Lo De La Chapman RCA Victor, APL 315

BROOKS & BOOZE - Chickens Lickin', Cleofex, CM 1000

BRUCE RENNER - Singing the Blues United Artists, UA 7129

JAMIE C. RILEY - Things Go Better With Love United Artists, UA 6093

ROLLING STONES - Through the Past Darkly Vol. 2 United Artists, UA 7146

PETE NUGENT ORCHESTRA - Ten Troubles and Two Synapses United Artists, UA 6092

PETE NUGENT ORCHESTRA - Ten Troubles and Two Synapses United Artists, UA 6092

PETE NUGENT ORCHESTRA - Two Troubles and Two Synapses United Artists, UA 6092

S

THE SECOND CITY - With it Aga! Warner, WM 1018

PETE SUGER - Sings and Answers Questions United Artists, UA 8093

ALAN SUGAR - Questions United Artists, UA 8093

CARL SMITH - It's Too Late to Turn Around United Artists, UA 6098

GORDON SMITH & THE BAND - Young Love United Artists, UA 6099

ALLAN SONNICHSEN - I'm Gonna Sing United Artists, UA 6095

SOUL - Sing Out of the Soul United Artists, UA 6096

SOUNDSTAGE - The Soundstage United Artists, UA 6097

SUPREME BLUES BAND - Four Babes Bette United Artists, UA 6099

SUPERMAN'S BAND - Ode to the Pop Hits United Artists, UA 6092

JOE SOUTH - Same People Play United Artists, UA 6092

T

C A. STORY - A Man Alone United Artists, UA 6093

JOHN STRING - All Powerful Jazzy United Artists, UA 6094

CONVERSATIONS - Switched on Backwards United Artists, UA 6095

SALOME'S DANCERS - Great Words/Good Times United Artists, UA 6096

TOM SCOTT ORCHESTRA - Rock & Roll United Artists, UA 6097

JOHNNY ANNIE ORCHESTRA - Then Sings My Soul United Artists, UA 6098

RAY & THE SINGLES - What About Today? United Artists, UA 6099

RAVE - Sing Along United Artists, UA 6100

HANK WILLIAMS - I'll Never Get Out United Artists, UA 6101

PANNY KNOTT & JO DOBSON - Leave 'em Alone United Artists, UA 6102

W

SCOTT WALKER - 3 RCA Victor, SM 4721

DORIS DAY - The Greatest Country Western Hits United Artists, UA 6103

ELLA HUNDESON - Beautiful United Artists, UA 6104

PATTY WATTS - Family United Artists, UA 6105

WHITE LADIES - Hair United Artists, UA 6106

THE SNOOKS - Round the Night Town United Artists, UA 6107

THE HAMPTONS - Greatest Hits United Artists, UA 6108

LESLEY WEST - Heartbreak United Artists, UA 6109

PORTER WAGONER &我又的 Boys United Artists, UA 6110

ERNEST WILSON ORCHESTRA - Merry Christmas United Artists, UA 6111

JOHN WILLIAM ORCHESTRA - We're Comin' United Artists, UA 6112

BRADY ORCHESTRA - The Original Queen of Soul United Artists, UA 6113

TOMMY WILLIAMS - Goodbye United Artists, UA 6114

FRANKIE VANDERGILLES - Let It Touch You United Artists, UA 6115

V

FRANKY VANDERGILLES - Let It Touch You United Artists, UA 6115

APRIL - TITLE - LABEL & NUMBER

A

APOLLO II - We Were Landed On The Moon United Artists, UA 6116

A SUMMER DAY FROM THE JAPANESE BAND SCENE United Artists, UA 6117

AMERICA - Philadelphia Orchestra United Artists, UA 6118

B

BUEY/GOVERN/owner - Elopement Symphony United Artists, UA 6119

BAH MARR: BB & The Bing United Artists, UA 6120

BAH MARR: BB & The Bing United Artists, UA 6120

BACHMANN/HEMMEL - Mandolin Magic United Artists, UA 6121

BROOKHAIM/SCHUMANN - Young People's Concerts United Artists, UA 6122

PAUL BURNAM in SONG and DANCE - RCA Victor, UA 6123

C

CARROLL THEROZNI - Orchestra United Artists, UA 6124

CHRISTOPHER ESPO - Houseboat United Artists, UA 6125

J IN THE BLUE DORSET - RCA Victor, UA 6126

P

PALLESTRA: VENUS - Spuria Schus - The Trial of St. John's, Cantata, United Artists, UA 6127

R

REDER: VILLER-VARIATIONS - Harmonie Philharmonic United Artists, UA 6128

RORON: VARIOUS - The Glory of Germany United Artists, UA 6129

RANFORD: BALLET SUITE FROM THE OPERA "THE GILDA" - United Artists, UA 6130

S

SACRED SONGS AND INSTRUMENTAL MUSIC OF LUTHERS-TEAM: Early Church United Artists, UA 6131

SCHOTT/SHED/Protestant - Cities & Bards - United Artists, UA 6132

STENNIS - The Waltz United Artists, UA 6133

STEPHENSON: RAINBOW - United Artists, UA 6134

SUNSKY: EMBASSY - United Artists, UA 6135

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THOMAS: A BOY GROWING UP Record One - Enmark United Artists, UA 6136

THOMAS: A BOY GROWING UP Record Two - Enmark United Artists, UA 6137

TIFFETTI: A CHILD OF OUR TIME - United Artists, UL 6475

TAYLOR: ARMS FOR PIANO & ORCHESTRA - United Artists, UL 6476

TAYLOR: THREE GREAT ARTISTS - United Artists, UL 6477

U

THE UNIQUE ART OF ARTHUR SEGALTA United Artists, UL 6138

UNIDENTIFIED VOICES IN UNIDENTIFIED PERFORMANCES FROM THE GERMAN OPERATIC REPERTORY United Artists, UL 6139

V

KYILA/LAMMANN/TELLER/KLINGER - CONCERTOS - United Artists, UL 6140

PEABODY: ORCEK/Schott/Orchestra (Pops) United Artists, UL 6141

W

WALT WHITMAN: EYESIGHTS TO THE CIVIL WAR United Artists, UL 6142

WESKIN: SHINING EYES - Columbia United Artists, UL 6143

WASHINGTON: SHINING EYES - Columbia United Artists, UL 6143

WASHINGTON: SHINING EYES - Columbia United Artists, UL 6143
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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 Lucy Earls, guitarist Danny Marks and organist Paul Weldon. The signing was made after Edward Bear had performed with Led Zeppelin at a Rock Pike 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.

(Continued on page 102)

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."

EARLY THOMAS TAPES ISSUED

TORONTO—Decca Records has purchased old tapes by singer David Clayton Thomas from Roman Records, dubbed in brass accompaniment and created a new album set for national release in Canada, Monday (1). The tapes were recorded by the singer in the mid-sixties, before he joined Blood, Sweat & Tears as the group's lead singer last year.

Titled included in the album are "Boom-Boom," "I Got a Woman," "Somebody's Coming." (Continued on page 102)

Canadian News Report

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 49-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 is being produced by CHUM and has been offered 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.

AT THE POLYDOOR Convention, left to right, top row: Winifred Birkenland, label chief for European Products; Ken Grayson, sales rep Ontario Branch; Dave Garneau, label chief for U.S. Products; Don Ullman, sales rep Manitoba; Bob Lorrain, sales rep Tape Division. Second row: Gary Ross, sales rep Maritime Provinces; Peter Baninka, sales rep Vancouver Branch; Jean-Marie Janson, personal assistant to Leon Third Reed. Dieter Reidel, branch manager, Ontario; Ralph Smith, sales rep Ontario; John Turner, Ontario Promotion Manager; Andre Gauthier, sales rep Quebec Branch. Fourth row: George Cooper, branch manager for Western Canada, Ben Healy, sales rep for Sask. & Alta. Fifth row: Rudy Arents, head of Tape Division; Peter Horvath, sales rep Ontario Branch; Such Siv: Yas Polak, classical marketing manager, Gaston Carreau, branch manager, Quebec & Maritime, Michelle Latou, sales rep Quebec Branch. Seventh row: Gilles Marcand, choral marketing manager, Guy Bertrand, general marketing manager. Eighth row: Rene Whittaker, secretary to Frank Henry, John Mitchell, sales rep Quebec Branch. Ninth row: Frank Henry, national sales manager. Tenth row: Leo Bruni, national promotion manager. Dieter Bliesbach, executive commercial director. Fred Exon, managing director of Polydor Records Canada; Werner Triepke, in charge of Marketing for Canada.

Canada's Top Singles

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; Number</th>
<th>Works on Chart</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>HOMOGENEUS WOMEN, RCA 17141</td>
<td>5</td>
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<tr>
<td>1</td>
<td>2</td>
<td>A ROY NAMEN SUE, COLUMBIA 49894</td>
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<tr>
<td>1</td>
<td>3</td>
<td>SUGAR SUGAR, RCA 1740</td>
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<td>1</td>
<td>4</td>
<td>GIVE PEACE A CHANCE, Apple 1700</td>
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<td>1</td>
<td>5</td>
<td>WISHING FOR A RIVER, Crestview Lasseter Revival, Fantasy 625</td>
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<td>2</td>
<td>1</td>
<td>IN THE YEAR 2025, Capitol 402153</td>
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<td>SWEET CAROLINE, RCA 744174</td>
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<td>2</td>
<td>3</td>
<td>LADY LADY, Decca 26045</td>
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<td>2</td>
<td>4</td>
<td>PUT A LITTLE LOVE IN YOUR HEART, Imperial 60035</td>
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<td>2</td>
<td>5</td>
<td>SOUL DEEP, Columbia 12040</td>
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<td>2</td>
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<td>POLK SALAD ANNI, Decca 28100</td>
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<td>GET TOGETHER, Capitol 2273</td>
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<td>MARRIAGES EXPRESS, Crosby/Saltash, ASCAP 632</td>
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<td>WORKIN' ON A GOODY TONG, Fifth Dimension, RCA 776</td>
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<td>PARANORMAL, The Left Rock Group, Epic 510151</td>
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<td>2</td>
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<td>RUTH DON'T TAKE YOUR LOVE TO TOWN, Reprise 4029</td>
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<tr>
<td>2</td>
<td>12</td>
<td>GOOD TIMES, RCA 4020</td>
<td>2</td>
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<tr>
<td>2</td>
<td>13</td>
<td>TO WAIT A MILLION YEARS, Specialty, RCA 4020</td>
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Billboard SPECIAL SURVEY for Week ending 9/6/69

Canada's Top Albums

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; Number</th>
<th>Works on Chart</th>
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<td>1</td>
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<td>JOHNNY CASH AT SAN QUENTIN, RCA 17141</td>
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<td>1</td>
<td>2</td>
<td>BLOOD, SWEAT &amp; TEARS, Warner Bros. 17141</td>
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<tr>
<td>1</td>
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<td>NASHVILLE SKYLINE, Decca Columbia 49894</td>
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<td>CROSBY/STILLS/NASH, Capitol 29029</td>
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<td>LED ZEPPELIN, Atlantic 30-325</td>
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<td>MAIR, Original RCA LSC 11002 (LSD 11002)</td>
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<td>1</td>
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<td>SOFT PARADE, Decca 17141 (LSD 11002)</td>
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<td>SMASH HITS, Epic 17141 (LSD 11002)</td>
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<tr>
<td>1</td>
<td>9</td>
<td>THIS IS TOM JONES, Capitol 29029</td>
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<tr>
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<td>10</td>
<td>IN A-GADDAR-A-DIVA, Apple 17141 (LSD 11002)</td>
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<tr>
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<td>BAYOU COUNTRY, Apple 17141 (LSD 11002)</td>
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<td>GREATEST HITS, United Artists 17141 (LSD 11002)</td>
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<td>TOMMY, ABC 17141 (LSD 11002)</td>
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<td>CLOUDS, Liberty 17141 (LSD 11002)</td>
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<td>2525 (Exordium &amp; Turbulence), Epic 17141 (LSD 11002)</td>
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<td>AGE OF AQUARIUS, Warner Bros. 17141 (LSD 11002)</td>
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<td>1</td>
<td>19</td>
<td>AT FOLSOM PRISON, Capitol 17141 (LSD 11002)</td>
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<tr>
<td>1</td>
<td>20</td>
<td>ARETHA'S GOLD, Atlantic 30-325</td>
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</tbody>
</table>

Billboard SPECIAL SURVEY for Week ending 9/6/69

SEPTEMBE 6, 1969, BILLBOARD
Shake-Up Within U.K. Philips A & R

LONDON — The reorganization of British Philips' audio 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 Olay Wyper, who has taken over the company's dealings with outside production units.

In a statement, Wyper has abolished an established and frequently competitive system which involved separate production and administration for each label.

Jack Baverstock is breaking an 11-year association with Fontana, where he worked as chief engineer. John Franz becomes the company's only staff producer. In future, there will be records for release on all labels, including the King budget line.

What Wyper foresees is a situation where in future there will be a clear delineation between the duties of producers and administrators.

Dick Leahy, formerly a member of the production staff and the company's specialist in contemporary music, will, in his new capacity as singles coordinator, not be a record producer. Whoever lands the job as manager of the ad division will not sell records on his own label.

"It is basically true that Philips has relied very heavily on its own departments to produce its artists. That is material and has not had the flexibility to select material from the market," Wyper says.

"In recent years perhaps the most exciting disco and pop producers have been those who have liberated themselves from the clutches of a control of large recording companies. It is those people with whom we must make contact and from whom we must get repertoire.

"We are not in competition with individual producers as well as independent production offices. We will maintain a stable relationship with a small number of independent producers as individuals on whom we will call to handle material, that we will give originality and control of their specialist qualifications.

"Still, I believe that the function of the staff production department will be to make records for releases in different labels in the group. He added that Franz will continue to handle his existing artists and control of new talent that he signs, and that he is going to administer his duties his ability and experience will be utilized on a wider scale of repertoire."

Label allocation of internationally originated product will be decided by the ad manager in conjunction with the Producer and by either the senior or his coordinator Mike Everett if it is not a house recording.

Control of Wyper, said Wyper, will be vested in people whose status on the label will exert commercial objectivity allied to high degree of creativity and market awareness.

The switch of folk and jazz specialists from Philips to Polydor does not mean that Philips will be pulling out of the genres. It was to exert greater commercial objectivity allied to a larger degree of creativity and market awareness.

RIO FEST STARTS SEPT. 25 WITH KENTON, MANCINI

RIO DE JANEIRO—Augusto Marzagato, director of Rio's annual Popular Song Festival, announced that guests at this year's affair will include George Harrison, musical director Frank Pouroulis, Stan Getz, and Mario Marzagato.

Marzagato returned from a European trip for final preparations on the festival which starts with the Brazilian contest Sept. 25. The international contest follows Oct. 22.

U.S. contestant will be singer Thelma Houston, who will sing material by Terence Blanchard.

Color TV transmission of the international event will be taken by Germany, U.K., France, Italy, Austria, Holland, Belgium, Sweden, Denmark and several countries will see the festival in black and white. ABC is reporting to be considering a TV film of the festival in the U.S.

U.K. Polydor Trims Prices of Cassettes

"Additionally, the company here has had such an enormous growth, it is only now that we feel able to cope with selling taped music properly."

Now that Polydor has opened the door for cassette deals in a big way, will it follow the developing market pattern of complementing them with 8-track stereos? "We are fully aware of market trends and we intend to keep abreast of developments," said Bates.

Polydor is also reviewing the prices of its cassettes to the same level as the competing releases twin-pack cassettes.
European Trade Deskers Mounting Campaign on 8-Track Market

- Continued from page 1

traders has been the lack of any full-scale production activity in Europe for cartridge players. European trade deskers believe the European Free Trade Association (EFTA), has been largely dependent on imports from Asia and, apart from the exception of Norway, where more than 150,000 players were reported to be sold this year for the 3.5 million car- track production has been minimal.

However, with the Motorola Automotive Products Ltd. fac- tory at Stordol, 80 miles from London, in operation and the pro- duction of cartridge players for Britain and the EFTA nations, the record companies are preparing large-scale programs of cartridge production for the fall. (Billboard Aug. 16).

Motorola is launching its Eu- ropean campaign with a $300,000 promotion program which will bring advertising in both English and French press, point-of-sale publicity, car stunts and trade incentive programs. 

Demonstrations

In an effort to gain fam- ilarization among car-dealers, a demonstration team will visit key areas in the U.K. prior to the October 15th launch date. The team will tour London, Liverpool, Bristol, Manchester, Leeds, Newcastle, Lon- don, Birmingham, Cardiff, Brit- ish Columbia and Toronto. The compa- ny is creating a distributive chain of 200 auto-electrical special- ists, car salesmen and is building up to an annual pro- duction of 50,000 units a year.

Motorola’s unit will result at a price of around $59.50 per tape - and this — the recommended price to dealers — is about $8.40 — is expected to drop significantly as production and distribution increase.

Motorola will market a series of models, and dealers are expected to have available a miniaturized version of the combi- nation car-stereo tape-recorder. The player already marketed in the states, Carter said that the Mo- torola is the reason for the great enthusiasm and encourage- ment the company is receiving from the industry and, in testimony to this, John Collins, Motorola’s recorded tape manager, who was pres- ent at the conference, said that RCA, who sells players of the program of 8-track cartridges from 48 titles to 78 this month.

By the end of the year there would be more than 100 avail- able models, with players leasing new titles at the rate of four or five a month. He antici- pates that the retail price for a player in Britain would average out at around $100.

No Direct Tie

Collins emphasized that there was now no link between Motorola and RCA, but RCA welcomed the Motorola operation and planned to support it full. At present RCA’s 8- track cartridges are produced from Indianapolis and Rome (where the plant has a production ca- pacity of 3.5 million annually). Other cartridges are being custom-fabricated in Brit- ish companies. But Col- lins indicated that as the market expanded, it was probable that RCA would set up its own diy facili- ties in Britain.

Stereo Tape Market

But the pre-recorded tape situa- tion in Europe was the re- versal of the situation in America, where cartridges had preceded the introduction of the magnetoo.

But, said Collins, "we don’t feel that car-stereo music- cassettes are in competition," and he was sure that the cassette, using 14-inch tape at 1/4-inch tape, which was 3.5 inches per second, would be a very important addition to the market. He added that he was sure that the vet- erans of the tape market, the music cassette, would we are sure that RCA will be there.

At least the 8-track system is expected to be a good response from the 4-track configuration which, for authori- ties agree, is virtually dead this side of the Atlantic. At present there are about 15,000-20,000 cartridge players in use in Britain, but Bonham, who has been among this figure would have grown to 50,000 by the end of 1970.

Asked whether RCA in Brit- ain would follow the tape-exchange scheme such as that operated in Italy by the state-owned oil company, AGIP, in conjunction with RCA-America, Collins said this was unlikely for another two months only because of certain spe- cial price structures associated with such a scheme in Britain. But marketing 8-track cartridges on a 4-track basis would mean losing other than the conventional area and this is the only way, wherever players were sold, card- trage would be available. Bonham cannell said he was in touch with an exchange scheme be intro- duced into Britain. "It would revolve around a 6-months’ period," he said.

RCA’s scheme under consideration by Motorola to promote the concept of in-car stereo mu- sic-cassettes to the market in a foreign country, would be the implementation of a programme to which the 8-track is at the last launch- ing a proposal in Europe.

BUDAPEST—The 11th Bud- dapest Musical Weeks will open Sep. 25 with a special tribute to the memory of the death of Béla Bartók; with a concert by the Hun- garian National Symphony Orches- tra under Janos Ferencsik and will feature "Music for Strings, Percussion and Celeste" by Bor- tok, Kodaly’s Concerto, and Bar- tok’s Third Piano Concerto played by young Hungarian virtuoso pianist Gyalu Kiss.

The Vienna Philharmonic un- der Karl Böhm will give two concerts, one dedicated to the works of Mozart, and there will be two concerts by the Hungarian Philharmonic Orchestra and Chorus conducted by Gábor Kát- tét, with works by Penderecki and Mozart.

Also featured will be the Hungarian National Opera and Ballet directed by Gyorgy Kepes giving a special program of Hungarian music. An orchestra of the Budapest Opera will perform a program of orchestral music.

An orchestra of the Hungarian National Radio will perform a program of Hungarian music.

English MCA Astor in Deal

CLAYTON, Australia — Ast- or Records, a division of Elec- tronic Musician Publishing Co., has obtained manufacturing and dis- tribution rights for certain ma- terial to be included in the English MCA Record catalog and the Uni catalog. The deal was negoti- ated with MCA Records vice- president of MCA America.

Material from these catalogs will be available through the MCA label. Astor will also obtain Australian and New Zea- land rights from Jan. 1, 1970 for the American Decca and Kapp group, which are wholly owned subsidiaries of MCA, Inc., of the U.S.

Czech Music Instrument Firm Promises Expansion

LONDON — Now that the Czechoslovakian Musical Instrument Co. is able to negotiate direct with potential importers throughout the world,—its over- seas trade in the firm is being handled exclusively by the ex- port Foreign Trade Corporation—it ex- pects to achieve an increase in overseas sales in the next few years.

The company’s managing direc- tor, Vladislav Kupka, in Lon- don recently, pointed out to the Foreign Trade Fair (Aug. 17-21) made clear in this a special interview with Billboard.

CIMI already exports 70 per cent of its output to overseas ranges through the whole gamut of musical instruments from harmonicas to church organs and its total output over the last five years has increased by 100 percent.

One of the company’s turnover comes from sales of Petrov upright and grand pianos, and exports of pianos have increased by 85 percent in the last few years, with Holland, Italy, Mexico, Sweden, Norway and the Soviet Union as the principal cus- tomers.

Kupka said that the company’s factory at Hradec Kralove—about 80 miles from Prague—islargest, put in 24,000 di- nos of all kinds a year and its expertise in piano manufacturing is well known in the world, because Petrov company was founded 70 years ago.

At present the company’s trade division is an excellent reputation in South America where Petrov has been able to sell its products abroad. And to stimulate U.S. S. CMI, CIMI’s management has made it its first time its woodwind and brass instruments and its Mg- cago Musical Instrument Fair next summer.

Said Kupka, “At present, ex- ports of pianos to America are hindered by the high rate of duty levied and we very much hope this will be reduced in due course.”

CMI has also made a point of working closely with mus- ician manufacturers and it has produced a complete new range of saxophones incorporating many modifications suggested by leading saxophone players. Modifica-

and will also play with the Hungarian Radio and Television Symphony Orchestra under Gyorgy Kepes and the re- critals will be given by Sandi- navian soloists, Kjell Bengtsson and by Hungarian Annie Fischer, Ernst Tusa and Aniko Bergmann. The orchestra will per- form also during the festival and other con- ductors will be the Hungarian Lovo von Matalic, Larbento Gardino, Michel Bellero, Leonor Mais, Ferrai, Gyula Nemeth and Erwin Lukacs.

Wins Hungary Song Festival

BUDAPEST — The comedy song song "Spiteful" by Robert Lovas and Ivan Zenes, performed by Janos Koss, won the First Hungarian Song Festi- val at the Erkel Theatre here Aug. 15.

Singing "I Would Like to Travel Around the World," by Julia Majalith and Tibor Kal- maz, sung by Tereza and an- gozo.

In addition the Hungarian jury, which included BBC ex- ecutive Kenneth Baynes, Aus- trian singer Udo Jurgens and Billboard European Director Andre Devekey, awarded the prize to Janos Koss, author and sances to Jana Kenez, Kata Ko- vacs and Gyorgy Korda.

More than 1,000 songs were originally submitted for the festi- val, sponsored by Hungarian radio station. These were reduced to 60 for the semi- finals 18 of these reached the final.

The event was seen or heard by more than 150 million people through radio and TV links with Austria, Belgium, Bulgaria, Czechoslovakia, Denmark, Japan, Britain, Poland, the Soviet Union, Switzerland and Yugo- slavia, as well as in radio and television broadcasts of all 60 semifinal songs.

PHILHARMONIC ON ASIA TOUR


Other dates are Hong Kong, Sept. 15-17; Kuala Lumpur, Sept. 18- 21; Seoul, Sept. 23-24; and Japan, Sept. 25-Oct. 8.

Performances on the tour will be Bernard Haitink, under whom the orchestra will play in Japan. Other conduc- tors on the tour are John Pritchard and Jeffery Semkow.

Capitoll Inks Bear

- Continued from page 99

Shortly, White said that the group is being produced by TUFF and engineered by Terry Brown. He also said that a new version of the Motherlove U.S. hit, "When I Die," will also be released.

White also announced that Capitol had signed Anne Murray, a Halifax vocalist who had discovered "Sing-a-long Jubil- lee."
BRUSSELS

RCA artist Clodagh Rodgers was in Brussels to promote her new album on radio and television. RCA, which has had two recent hits, "The Big Bad Wolf" by Elton John and "Love Me Tender" by Elvis Presley, is using the new album "Over the Rainbow" by Rodgers as a showcase for its sales potential.

MONTREAL

Columbia's contract with the Toronto Symphony Orchestra, which was announced last week, is being renegotiated to bring Wilson Pickett to Canada. The deal was struck for a concert tour in 1970.

MC

The Canadian hit single of "Hands of the Clock" by Polymor will be released in England by Polydor.

TORONTO

In the wake of the success of "The Big Bad Wolf" by Elton John, Columbia Records has been signed by the Toronto Symphony Orchestra to record an album of classical music. The orchestra will be conducted by conductor John Marshall, who has been associated with RCA international for many years.

Canadian Disk

Colnob has taken a key position among the competition for Tap Cartridge of Canada.

Canadian Instrument Firm

Koppa, "that some prize-winners will eventually become virtuosos, but that they will not have the same affection that they obtained their first break by playing and winning a Petrocar".

Czech Eyes Scene

The factory, which employs 6,000 people, is also producing "Vika" as an ideal for the U.S. by ideal—"in principle and in practice"...

U.S. Firms 'Redcover' Musician

TORONTO — Ronnie Hawkins, former Arkansan rock artist who recently opened his new-look Toronto club, has hired a new-look. Gordon Lightfoot's new record, "Sunday Concert," has an early release date this week.

Sun Rights To Quality

TORONTO—Quality has acquired Canadian distribution rights to the 1960s hit "Dance to the Music of the World" by U.S. singer, who recently opened his own club inToronto. The Canadian rights were sold to Canadian record companies.

From The Music Capitals of the World

Johannesburg

Klopper has covered Shannon's hit single, "Abercrombie," for the first time. The new recording by the Trinity College Choir has coincided with the artist's appearance on "The Tennessee Ernie Ford Show" in Europe.

CLIVE CALDER

Barcelona

Southern Spanish铕la has released a Spanish hit off its "Hands of the Clock" album, "Water Coast Waiting." The song is currently in the top ten in Spain.

Toronto

Led Zeppelin broke all attendance records at the Toronto Auditorium on Aug. 18. The group pulled in over $100,000 and almost 5,500 were turned away. The group's Capitol Records' history was held at the Toronto Auditorium on Aug. 18. The six-foot, exactly the replica of the concert that the band used in its U.S. tour, has been presented to the hospital.

Toronto

Continued from page 99

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Koppa, "that some prize-winners will eventually become virtuosos, but that they will not have the same affection that they obtained their first break by playing and winning a Petrocar."

Such contests have already been held in Taormina, Sicily, and in Bologna, Italy, and additional competitions are planned for Holland and Switzerland.

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The factory, which employs 6,000 people, is also producing "Vika" as an ideal for the U.S. by ideal—"in principle and in practice"...
HITS OF THE WORLD

ARGENTINA
(Country: Argentina)

This Week

ITALY
(Country: Italy)

This Week

BELGIUM (WALLON)
(Country: Belgium)

This Week

BRITAIN
(Country: United Kingdom)

This Week

FINLAND
(Country: Finland)

This Week

JAPAN
(Country: Japan)

This Week

FINLAND
(Country: Finland)

This Week

SWITZERLAND
(Country: Switzerland)

This Week

PHILIPPINES
(Country: Philippines)

This Week

SINGAPORE
(Country: Singapore)

This Week

SOUTH AFRICA
(Country: South Africa)

This Week

MGM Ponders Office Move In London

LONDON — MGM is still uncertain whether to retain its London Square offices or to move its former marketing managers, Phil Carson, into EMI's Manchester Square offices as MGM label manager. EMI's director Ken East is understood to have had meetings with MGM Records regarding a move to offices in the future of MGM in the U.K. and to iron out details of the new licensing deal. Carson said that all independ-
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.
<table>
<thead>
<tr>
<th>Week in Chart</th>
<th>Title</th>
<th>Artist / Label / Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>JOHNNY CASH</td>
<td>Columbia 2035</td>
</tr>
<tr>
<td>9</td>
<td>IRON BUTTERFLY</td>
<td>Columbia 4825</td>
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<tr>
<td>8</td>
<td>THREE DOG NIGHT</td>
<td>Mercury 16512</td>
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<td>7</td>
<td>ISAAC HAYES</td>
<td>Columbia 2035</td>
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<td>6</td>
<td>THUNDERBIRD</td>
<td>Columbia 4703</td>
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<tr>
<td>5</td>
<td>DIONY HEDWICK EXPERIENCE</td>
<td>Columbia 2035</td>
</tr>
<tr>
<td>4</td>
<td>HOW MY HEART SINGS</td>
<td>Capitol 16029</td>
</tr>
<tr>
<td>3</td>
<td>JOHN HENRY</td>
<td>Columbia 2035</td>
</tr>
<tr>
<td>2</td>
<td>TED NICHOLSON</td>
<td>Columbia 4825</td>
</tr>
<tr>
<td>1</td>
<td>TEMPTATIONS</td>
<td>STEPPENWOLF</td>
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<td>8</td>
<td>JOHNNY CASH</td>
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## Top Lps A-Z (Listed by Artist)

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title/Label/Number</th>
<th>Week起</th>
<th>Tape Packages Available</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>...</strong></td>
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*Compiled from National Retail Store Charts by the Radio & Records Chart Department and the Sound Market Research Department of Billboard*
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
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</th>
<th>% Share of Hot 100 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Columbia</td>
<td>6.1%</td>
</tr>
<tr>
<td>2.</td>
<td>Atlantic</td>
<td>5.5%</td>
</tr>
<tr>
<td>3.</td>
<td>RCA Victor</td>
<td>4.7%</td>
</tr>
<tr>
<td>4.</td>
<td>Capitol</td>
<td>4.3%</td>
</tr>
<tr>
<td>5.</td>
<td>Epic</td>
<td>4.0%</td>
</tr>
<tr>
<td>6.</td>
<td>Heritage</td>
<td>3.6%</td>
</tr>
<tr>
<td>7.</td>
<td>Tamla</td>
<td>3.4%</td>
</tr>
<tr>
<td>8.</td>
<td>Motown</td>
<td>3.4%</td>
</tr>
<tr>
<td>9.</td>
<td>Stax</td>
<td>3.1%</td>
</tr>
<tr>
<td>10.</td>
<td>Reprise</td>
<td>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.
... THEY ALL HAVE ONE WORD FOR THIS SMASH HIT!

MAH-NA MAH-NA

NEW YORK
WMCA—39
WNBC
WNEW
HARTFORD
WPOP
PHILADELPHIA
WIBG
WIOO
WFE
WRAW
WN AN
WIP
WPEN
BOSTON
WBZ
WLH
WHDH
WEIM
WASHINGTON/BALTIMORE
WINY
WCAO
WEAM
WPSC
RICHMOND
WLEE
BUFFALO
WBWB
WBEN
WYSL
ALBANY
WPTR
CHICAGO
WLS—40
WIND
PEORIA
WIRL
MILWAUKEE
WRIT
WOKY
GRAND RAPIDS
WLAV
CLEVELAND
WXOY—55
WREX
AKRON
WHLO
WAKR
COLUMBUS
WCCO
CINCINNATI
WSAI
PITTSBURGH
KQV
LOUISVILLE
WKLO
ST. LOUIS
KIRL
KSD
KXOK—28
KMOX
MINNEAPOLIS
WCCO
KDWB
LINCOLN
KLMS
DULUTH
WEBG
SIOUX FALLS
KISO—40
OMAHA
KOIL—33
DES MOINES
KIOA—20
ATLANTA
WQXI
WSB
MACON
WMAS
WG G
COLUMBUS (GA.)
WDAK—27
WSGN
MEMPHIS
WMC-FM
WMPS
NASHVILLE
WKDA
CHARLOTTE
WAYS—23
MIAMI
WQAM
WINZ
WFUN
WNCM
JACKSONVILLE
WAPE—20
DALLAS
KLIF—33
HOUSTON
KILT
NEW ORLEANS
WTIX
WRNO
BATON ROUGE
WAIL—35
SHREVEPORT
KEEL
LOS ANGELES
KMPC
KGIL
SAN DIEGO
KGB
SAN FRANCISCO
KAY
SACRAMENTO
KROY
PHOENIX
KRIZ—35
DENVER
KINN—32
KLZ-FM
SALT LAKE CITY
KCPX—24
SEATTLE
KJR

ADDITIONAL STATIONS: Ted Randal Chain (45 stations)

... IF YOUR STATION ISN'T LISTED ... SORRY, SEND US YOUR LIST.

On

ARIEL RECORDS

DISTRIBUTED BY

MUSICOR RECORDS 240 W. 55th Street, New York, N. Y. 10019
**Cart-O-Set Displays Help Solve Self-Service, Pillage Problems**

CHICAGO — A "day of reckoning" may be in store for wholesalers and packagers. Low-priced, unregistered tape cartridges and cassettes now embarrassed manufacturers in making decisions on merchandising and understanding the pilferage problem, according to Paul Chilton, who, here, has developed a series of security tape display panels for the ABC Record and Tape Sales in a continued move to expand into independent outlets.

The major local company, covers the Pacific Northwest and parts of northern California. The move gives RCA two recording distributors here, ABC owned by the broadcasting company plus Fidelity Electric.

The acquisition by the ABC company here raises several questions. Who is responsible for promoting an artist or recording? The ABC, Fidelity? R. A. Havens, ABC record and tape sales executive, said he met with RCA and Fidelity, but nothing was determined.

RCA has given its record label a blitz in Los Angeles and San Francisco, hoping to get its product to independent distributors in Los Angeles.

**W-7 EXEC’S 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 exclusive U.S. sales distribution rights to a major recording company.

Smith, general manager of Warner Bros.-Seven Arts Records, and Ostin, general manager of Reprise, have been freed of a host of administrative chores as a part of running a company.

In his new position, Smith’s executive assistant, and Don Schmit- terle, Ostin’s executive assistant, have in their newly created positions since mid-May.

Schmitterle have become the contact men for artists, managers, and publishers, filtering masters and acts before showing them to their houses.

She has been 75 persons since taking on the new job. As a result of his position, W.7 and free-lance producer Dan Duke, will become the marketing relationship, with Mocure, producing a new singer, Dennis Brooks.

Bakkemo and Schmitterle are now coordinating all of the studio and marketing decisions. Schmitterle, who works with their conclusion like release scheduling, LP cover completion, the expediting of contracts, getting material to artists.

Also, Smith and Schmitterle are conducting talks with two name pop artists, one British, one American, spending the next several months in Los Angeles.

**Mrs. Westcott Sets Up Consolidated Production**

NASHVILLE—Consolidated Record Enterprises, a "full-service" recording company, has been set up here by Mrs. Carl-

leese Westcott, president.

Mrs. Westcott, formerly with World Records, where she was sales and production manager, said her new company’s services would include plating, label design, pressing, custom design and manufacture, and warehousing, and inventory control. She also plans to act as an executive producer on any phase of recording.

Mrs. Westcott had been here for five years. She now handles production for five of the Sinclair la-

bles (Banner, Top, Charm, Superior and Teen), and for Wors- ship (Mooeage and Worship) and for various audio and video series sent to 900 stations.

A Dallas client is Anthen Records, and she has Sound Produc-

tions in Arkansas; Cai- nanero, Echo, Guss, Marshall, Union Mission in Mem-

phis, and Sumur here. She also works for the offshore labels such as Nashbo and Rubele.

Her credits include produc-

tions and television address for the Republican Heritage Foundation; wind-up for "The Southern Baptist's Assembly" for Kenner Production; Cincin-

nati for "The Southern Baptist’s Assembly"; and prom-

ations for Bruce Terminix’s records of consultation for Christian Publishing and "The Story Hour," produced in Ohio, and spot ads for Marsburo ciga-

rettes.

Mrs. Westcott, utilizing the Promotions by Emily farm, 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 May 31, compared to $5,936,670 for the same period last year.

Goody’s stores sold $10,748,499 for the period, com-

pared to $9,275,429 for the first six months of 1984, an increase of $1,473,070 or 15.9%.

Total gross margins were 42.0% of sales, compared to 40.5% for the 1984 period. Operating income for the first six months of 1985 was $141,872, before nonrecurring credits totaling $20,000. Operating income for the first six months of 1984 was $78,282, after nonrecurring credits totaling $20,000.

**Attl Sessions In Alabama**

MUSCLE SHOALS, Ala.—The Attl Tone Studios at 3614 Jackson Highway, opened by five Alabama musicians, has recorded several major Atlantic Artists, including Aretha Franklin, Sam and Dave, Dusty Springfield, Lulu, King Curtis and Smokey Robinson.

The five musicians who operate the studio, Jimmy Johnson, Dan Penn, Steve Cropper, and Bob Wills, also are part of Atlantic’s new Muscle Shoals operation. The five also form a rhythm sec-

tion with famed bassist David Hood. Summer/Winter also has recorded at the studio.

**Munaco U.K. Visit**

LONDON — Fred Munaco of Big 7 Music visited England recently searching for material for the U.S. firm, as well as placing copyrights through Planetar

Non Music.

**Wing Bows 17 LP’s: Up $**

CHICAGO—Wing, Mercury Record Corp.’s economy label has introduced its new “300” series line with 17 LP’s that will sell for $2.98 instead of the regular $3.98. The line introduced six other LP’s as part of its regular release.

Vault Kicks Off Drive to Beef Up Soul Penetration

LOS ANGELES—Eight-year-old Buddah Records has launched a drive for stronger representation in the soul market.

The company, which has just released a single by the Chambers Brothers, "Let's Get Down and Walk With These," from their new LP, "Feelin' the Blues," has been developing blues acts in California.

New to the company under this drive to sign more artists is Glen Basman Green, Goldie Johnson, and Chuck Bridges and the L.A. Happening.

Of these acts, Green is the first to have a single issued, the title of which is his name. Independent producer Jackie Mills handled this data and is working with Miss Johnson. Lucky Young is producing the L.A. Happening's third from San Francisco.

Again in the soul vein, Vault has just taken on a project to record Elaine Brown, a deputy minister of information for the Black Panther Party.

This increased activity in signingasts of the company's recent acquisition by publicly held National Tape Distributors has been a delight for the company.

Cap Meet 4-Point Plan To Advance Promotion Power

LYCEUM, New Orleans—Colley, the artist relations manager, said that the company has been talking to their producers about a music special, featuring a new record of promotion for the 1970 summer season.

"We are definitely going to do this, and we will have a special featuring Capitol artists," he added. The idea for the entry into TV production belongs to Capitol's new president, Sal Nance, a former business affairs vice-president at CBS.

Colley said that the special being planned would be one hour, the summer replacement series has not been be-

New Kapp Releases

"Fiddler on the Roof," Kapp also will have a second volume of Jack Jones, "Great Performances," in repackaging his album "Louis Armstrong's Salute to Dolly." The Do-Re-Mi Chorus have set numbers featuring from the MGM film musical "Busty and the Chaps" the Westminster Choral Society debuts with a Greek pressing on Kapp's 4 of the world's "Greatest Hits."

In the country field, Leroy Van Dyke had his first Kapp LP, while a Bob Wills country set completes the re-lease.

London ABKCO Push on 'Darkly'

NEW YORK—London Records and ABKCO Industries, the management firm representing the Rolling Stones, are launching a heavy advertising campaign on the Past Darkly (Big Hit Records) group's motion picture, "On a Silver Platter," which will be distributed this week. The Stones' new package is octagon shaped.

Cap Gives Club 1st Crack at 'Moon'

LOS ANGELES—The Capitol Record Club will offer members a first chance at Capitol's "Man on the Moon" album produced by Lewis Rowland for NASA. An eight-page booklet will accompany the package, pricing at $5.98. Voices include Presidents Nixon and Kennedy plus repertoire of the Apollo 11 flight as it neared the time to step down on the moon.

Buddah Meet Chalks Up $1.5 Mil. In Sales; 33 New LP's Spotlighted

No. 15 in Sparksburg or other cities is becoming more and more "irrelevant," he said. He spoke of playing several new records without previous sales data to go on and said much of his current product had been "skewered" by public reaction.

The goal of promotion is to build the number of sales to the point where the record faces by having more and more product coming out each week. The fact that a record is not continuing from page 3

During a summer 26, George Burns, national program director of Pacific and Southern Broadcasting, said that the record promotion man was becoming more and more "irrelevant," he said. He spoke of playing several new records without previous sales data to go on and said much of his current product had been "skewered" by public reaction.

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Cap Group Studies Scene

The two committees were developed as an internal means of coming up with ideas and was to meet its projected goal of releasing its cartridge product. Some 300 units were completed.

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NEW YORK—United Artists is issuing a two-LP commemorative album marking the 10th anniversary of Ferrante & Teicher's association with the label. A major promotion campaign also is under way, including a die-cut 10th anniversary display piece, adaptable as a window unit, wall display or free-standing in-store display; a special order pad listing the 20- some sets available by Ferrante & Teicher; header cards for browser bin; 50-second radio spots with 10-second dealer tag for local identification; ad mats; press kits; selected media ads; and special listings within corporate order forms and presentation books.

The new multiple set contains 21 selections. Shortly after its release and accompanying promotion, Ferrante & Teicher begin their annual concert tour, which includes more than 100 cities.

BLUE THUMB AIDS ELEKTRA

LOS ANGELES—Blue Thumb has begun mailing out promotion copies of an Elektra double album, "Rudy & Bienna" by Don Graham and Blue Thumb's general manager, especially geared to those who believe in providing the record industry with a new, clear-cut statement telling the recipients that if he hasn't yet heard the new album, "We want to get "I'm Happy," Blue Thumb is helping Elektra to promote "Loon Shower," because Bob Krasnow, Blue Thumb's president, gave Elektra the tapes with which to prepare the album. This peculiar situation will continue for about 100 copies of the album before beginning to rec

NARM Meeting to Cover All Tape Cartridge Fronts

* Continued from page 1

In a news conference held in New York, the New American Phonograph Manufacturers Association (NARM) announced a new meeting of the group's tape-cartridge manufacturers. The meeting will be held in conjunction with the annual NARM convention, which is scheduled for May 18-20.

The meeting will be attended by representatives of all of the major tape-cartridge manufacturers in the United States. The purpose of the meeting is to discuss the current state of the tape-cartridge market and to explore ways of improving the quality of tape cartridges. The meeting will also be an opportunity for the manufacturers to discuss their plans for the future.

The meeting will be held in a hotel in New York City, and the cost of the meeting will be borne by the manufacturers. The meeting will be convened by the NARM executive committee, and the agenda will be set by the committee.

A full agenda for the meeting will be sent to all members of the NARM tape-cartridge manufacturers. The agenda will include a discussion of the current state of the tape-cartridge market, a discussion of the future of the market, and a discussion of the practices of the manufacturers.

The meeting will be an opportunity for the manufacturers to come together and to discuss the state of the tape-cartridge market. The meeting will also be an opportunity for the manufacturers to explore ways of improving the quality of tape cartridges. The meeting will be a valuable opportunity for the manufacturers to come together and to discuss the future of the market.

If you are interested in attending the meeting, please contact the NARM executive committee at (212) 541-3400. The cost of the meeting will be borne by the manufacturers, and the meeting will be held in a hotel in New York City.

Don't miss our display at the NARM show.

Tape cartridges, in.

Ethnic Tapes, Inc.
17 WEST 40TH ST., NEW YORK, N.Y. 10023

(212) PL 70-880

Please send me a copy of your new ethnic tape catalog.

As an established distributor I am interested in ethnic tape distribution.

TRADE

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THANK YOU

Tiki Records
Box 628
REGENIA, N. C. 27701

DIVISION OF NORTH STATE MUSIC
RESPONSE TO YOUR REQUEST TO

"WINTER OF A MILLION SELLER"

WAYNE PITTMAN

UAA's LP Set Honors Team

NEW YORK—United Artists is issuing a two-LP commemorative album marking the 10th anniversary of Ferrante & Teicher's association with the label. A major promotion campaign also is under way, including a die-cut 10th anniversary display piece, adaptable as a window unit, wall display or free-standing in-store display; a special order pad listing the 20-some sets available by Ferrante & Teicher; header cards for browser bin; 50-second radio spots with 10-second dealer tag for local identification; ad mats; press kits; selected media ads; and special listings within corporate order forms and presentation books.

The new multiple set contains 21 selections. Shortly after its release and accompanying promotion, Ferrante & Teicher begin their annual concert tour, which includes more than 100 cities.

DeMann Forms Dish, Music Complex; Eyes Other Areas

Eureka is being launched with a two-LP commemorative album marking the 10th anniversary of Ferrante & Teicher's association with the label. A major promotion campaign also is under way, including a die-cut 10th anniversary display piece, adaptable as a window unit, wall display or free-standing in-store display; a special order pad listing the 20-some sets available by Ferrante & Teicher; header cards for browser bin; 50-second radio spots with 10-second dealer tag for local identification; ad mats; press kits; selected media ads; and special listings within corporate order forms and presentation books.

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English History

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

London

Manufactured by Nanker Phelge Music Ltd. • An Abkco Record Company • Distributed by London Records, Inc. • MPS-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 hits 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.