Country Stations Giving Public Bum Steer: Rose

By CLAUDE HALL

NASHVILLE — Many of the nation's country music radio stations are "fooling themselves" by playing non-country records and shortchanging their audiences, says Wesley Rose, president of Acuff-Rose Music and Hickory Records.

Call it a "common field syndrome" or just a "lack of country," but country music stations to "quit giving the public a bum steer," Wesley says. The early Everly Brothers, Roy Acuff and Hank Williams would never have been. The early Everly Brothers' records that sold millions of copies in the pop fields were actually recorded for the country music fan, Rose said. Rose, who produced all of those sides such as "Wake Up, Little Susie" and "Bye, Bye, Love." "Yet, common with the country music record promotion man is hearing radio program directors say, "We have a country station director or deejay says a record is too country, he's kidding himself." Rose said that many so-called country stations were playing pop records. This is harmful (Continued on page 36)

Artists Return to London As Contract With RCA Ends

By FRED KIRBY

NEW YORK — A wealth of material cut by some of the biggest names in the classical field has reverted to British Decca, London's parent company, from RCA. The material, whose production was originally financed by British Decca, appeared on the RCA label through July, when an agreement between the two companies terminated. The first album to appear on London from this group is Verdi's "Aida" featuring soprano Leontyne Price, tenor Jon Vickers. (Continued on page 8)

Texas and Dylan Festivals Draw Eyes, Ears and Ah's

By RICHARD ROBSON

WOODSIDE BAY, England — Woodside, Isle of Wight, didn't quite reach the extravagant proportions of Woodstock, Bethel, N.Y., but the event did have peaceful assembly, blissful chaos and exuberant exhibitionism in common with its overseas counterpart. It had too, Bob Dylan, making his first public appearance here. No four years and choosing this unlikely 100,000 population island as the scene for his comeback. (Continued on page 4)

Key 'Indie' Record Firms Split on Dual Distribution

By RON SCHLACHTER

CHICAGO — The move by RCA to expand distribution is an "interesting test tube to watch," according to Mercury Records, Blue Rock Records and Peachtree Records national product manager, John Sippel. Sippel questioned use of the term "dual distribution" and said, "The big unanswered question is what are the qualifications in determining a distribution outlet?"

"Dual distribution means two," Sippel said, and I don't see how this will stop at two. Within the framework of today's record business there are a number of marketing entities which qualify for distribution function — once the qualifications are established. No one has set forth the qualifications.

"We're actually talking about multiple distribution and we must talk about the prime functions of a distributor. There are really three prime functions: inventory, which means carrying a label's full catalog, filling orders (for every type of purchase), and promotion.

"Of the several big unanswered questions, promotion is (Continued on page 8)

Cap Pub in Image Push

By ELIOT TIEGEL

LOS ANGELES — "We are trying to change the image of our Beechwood company," said Sam Trust, general manager of Capitol's music publishing operation. Previously classified as a "drop" company for Capitol (Continued on page 78)

Ours Pros

DEAN ELLA FRANK SAMMY
ELVIS
ELVIS
ELVIS'
new single!

As featured in Elvis' record-breaking engagement at the International Hotel, Las Vegas.
Decca's Martell Gives Field Men Chance to Carry Promotion Ball

BY MIKE GROSS

NEW YORK—Working on the theory that the field is the key to the sales, Harry Martell, Decca Records' marketing vice president, is giving his promotional force in the field autonomous control of his activities.

"The singles business," said Martell, "is a specialty business and it takes a man who specializes in this business, like the field promotion man, to control the action." Martell added that the singles business is different in every region and the promotion man in the field can't take total direction from the New York office and still be effective.

"It's New York," said Martell, "that nowابل to listen to the field man has to say and act accordingly.

Martell continued, "It's just impossible for New York to stay on top of what's going on in each particular area, so we've worked out a structure in which the New York office acts more like an editor's desk to disseminate the information that comes in from all parts of the field.

Martell also has established a publication called "Meet," a reference calls a week in which information from the field is relayed to New York for discussion and followup action. "The publication's title," Martell said, "is that where the action is."

The six regional promotion directors working with Martell are Jim Kandazado (West Coast); Ed Pen-ney (Midwest); Mike D'Ar-tach (South); Pete Gidion (Central); Doug Lee (Midwest) and Bernie Block (East Coast).

Each regional promotion director supervises a field force of 22 regional field managers and they, in turn, supervise a "editor's desk" in New York is manned by Marty Torber. In addition to Martell, Martell has recently added Otis Pollard, a veteran of Motown Records, to the New York staff. The New York staff is rounded out by Joel Hochberg, formerly in the area of artists relations.

Schwartz Bros., to Bow Retail Chain

WASHINGTON — The Schwartz Bros., record and tape distributors here who recently went public, are swelling into a contemplated chain of total-service music stores called "Harmony Hut," which will heavily feature tape. A 1,000 square foot store, billed as the first of its type in the country, opened recently at one of Washington's largest suburban shopping centers in Seven Corners, Va.

The Seven Corners store will have the largest retail tape display in the area, says board chairman James Schwartz, but the super-giant of Harmony Huts will open later this month with 12,400 square feet of space and a sales staff of 30; Schwartz's Willowbrook Mall, The Mall, in Wayne township, is said to be the second Harmony Hut to be completely enclosed a n d air-conditioned shopping centers in the coun-

The Willowbrook Mall store will also feature a complete line of tape and cassette players in customers cars. Complete in-depth selection of cassette and stereo cartridge tapes will be right out on self-service counters for browsing and checking. Also on view will be records, sheet music, books, movies, including pianos and organs, home and auto tape and cassette players and accessories, hi-fi stereo equipment and related merchandise.

The suburban Seven Corners store will also specialize in the illustration of auto tape players, and offer a complete line of cassettes and 8-track tapes, with some inventory in 4-track. The customer will be able to wondrously try out the tapes which will be displayed on self-service counters.

A third smaller Harmony Hut that went into fall operation with the opening of the nearby Marysville, Ohio outlet in the outskirts of Washington, will experiment with special service records in areas scattered all over the crowd.

Schwartz Brothers' distribution chain of retail and franchised outlets now operates over 400 re- tail outlets and automotive stores in an area covering the District of Columbia and seven other states. Schwartz, who has short term ambitions on Long Island and out of state, also plans to open outlets on the East Coast, Midwest and West Coast. Each outlet will have a "smaller" and "cosmopolitan" image. (A more detailed description of the new Schwartz outlets will be run in the special New York section of Billboard's (Audiophile) section).

Biggest Motown Release

DETROIT — A 19-album release, the biggest in Motown's history, will be supported by the company's largest promotion-advertising campaign. Included will be trade ads, displays, new distributors and consumer catalogs, and co-op advertising in newspapers and on radio.

The releases are: "You've Seen the Rest, Now Sell the Best," Product on the Motown, Gordy, Soul and Tamla labels included. The first features in the series are: the Supremes and the Temptations, packed with a wrap-around, four-color, tear-away poster on board. Other sets are by the Four Tops, Diana Ross and the Supremes, David Ruffin, Gordy Wonder, Smokey Robinson & the Miracles, Marvin Gaye and Tammi Terrell, the Temptations, Martha and the Vandellas, Gladys Knight & the Pips, the Isley Brothers, Smokey Robinson & the Miracles, Stevie Wonder, and Glimores. Hits collections are slated on Motown and Tamla, while Welsh have a&R's add a comedy set also is slated for Motown.

A
dMIe's '70 Show Set

BY RON SCHLACHTER

CHICAGO — The American Music Dealers Industry Exhibit (AMIDE), with its first show under its belt, will hold its 1970 show April 27-29, at the Las Vegas Convention Center, according to president Ed Phinney, who also is now the president of opening the show to the public for one day.

"We just got back from Vegas and everything is all set," said Phinney, speaking from his Oxtord, Calif., home. "While the show will not be open to the dealers until Monday, we may open it to the public on Sunday.

"We're trying to get the show into March," Phinney added, considering the split show with Atlantic City as a possible candidate. He was given a tour of the city by Atlantic City's assistant director of tourism.

Alts Sets Site

NEW YORK — Atlantic-Acro-Cotillion has set its annual sales convention for July 18-20, at the Riviera Hotel, Palm Springs, Calif. The meetings, which will be held from Jan. 15-18, will mark the first time that Atlantic and Cotillion labels will combine for the event.

The convention will be attended by all company executives and field men, in addition to distributors and distributor representatives from throughout the country.

Opening the convention will be the new product from the leading artists on Atlantic, Atco and Cotillion.

Schiffer Appointed Administrator

William S. Schiffer appointed administrator, advertising and promotion, RCA Record Club. Before joining RCA Schiffer was an associate, in charge of the National Artists Buying Department, and previously associated with Holly Stores, Rudban Inc., M. H. Fishman Co., Krate Bash Associates... William Bell named vice-president for overseas marketing for CBS Records. Bell is responsible to David Margulies, vice-president marketing for directing and developing long and short range marketing for CBS international. He joined CBS in 1966 as record salesman and was appointed assistant director, popular a&r in 1958, and director in 1960. Recently he was vice-president for International Marketing Services. Ralph Colman was named head of a&r for CBS Direct Marketing Services. Colman joined CBS in 1964 and was recently director, a&r for CBS Direct Marketing Services. Stanley Bethel named East Coast sales manager for CBS International. Before joining the company Bethel was manager for Sammy Davis Enterprises for two years and has also owned his own record company, Lincoln Records in Washington. He will be based in New York covering also Boston, Washington, Baltimore and Philadelphia.

Claude Brennan, credited with establishing Decca Records in the tape market, has resigned from the company... Richard P. Berg Jr., named to the newly created position of assistant international director of marketing and tape product Roulette Records. Myers will assume major responsibility for all tape operations and reports to "executive turnable"... Ron Saul and Tom Knapp formed co-national promotion managers, MGM Records, with Saul handling the western part of the U.S. and Kennedy concentrating on the eastern portion. McGee, Martin's promotion director, parted ways with his company at the first time such an unusual promotion system had been employed. Saul was previously in charge of MGM's West Coast office and before that headed the promotion department for Columbia Records in Seattle, Washington. Kennedy was recently assistant national promotion director for Jamie/Guyden Records. Previous to this he worked for Universal Records. Philadelphia and Capitol Records.

Howe Lane named manager of West Coast operations for Colene Records...


**Dylan Concert a Pilgrimage to the High Priest of Rock Music**

- Continued from page 1

Estimates of 500,000 fans crossing the Solent Estuary to cheer Dylan are not too far off the mark, in fact, about 170,000 made the trip to the site and a measure of the organizational grandeur of this massive company, Fiery Creations, is that unlike Woodstock—people had to—attend the event, and were entertained throughout the three days.

As a result, the young Foulk brothers, who run Fiery Creations, estimate that they have grossed millions of hours of the Festival’s close from the promoters of the Woodstock event and are considering putting on a show in the U.S. next year.

The people who journeyed to Woodside on this pilgrimage were continuing a vast sociological development which began at Woodstock and which is clearly only the beginning of a new revolution in entertainment and mass participation.

**Robins Brown Storage Cases**

NEW YORK — Robins Industries Corp. has released a competitively-priced line of cassette and records cases and are coming in a sturdy attractive finish.

For carrying cassettes as well as for handy home storage, Robins offers the 12-compartment "swinger," model TCC-6, which lists as $6.15. The unit comes with a handy logbook. For 4 and 8-track recordings, the specially reinforced TCC8, which lists for $7.15, and the TCS-8 and protects 12 tapes and comes with a log book.

Modular storage units that can be mounted on a wall or placed on a shelf, end table or desk, and which hold 12 cassettes and 4 and 8-track cassettes and TCS-8 for cartridges, can be stood on end and stacked. Patented for 12 tapes, they have decorator walnut stain exterior and list for $3.55 and up.

Robins carrying and storage cases go on a wide variety. For example, a broad line of cassette, tape, phonograph accessories available.

**W-7 to Handle CBS News ‘Moon’ Records and Tapes**

LOS ANGELES—CBS News has signed a deal for Warner Bros-Seven Arts Records to handle sound recordings for the U. S. and Canada of a documentary album, "Man on the Moon," W-7 also contracted for Harry Nilsson’s new production company, Nilsson House, to produce three albums and two singles for the label.

**TRO, Evil Eye Tie**

NEW YORK — The Richmond Organization has contracted to handle the administration of Executive Art Consultants. The catalog includes Shel Silverstein’s "A Boy Named Sue," a gold record winner by Johnny Cash on Columbia and all of the Nilsson House’s two producers, are working with W-7 for the "moon" release. Randi Marr and comic philosopher Bill Martin and singles for singer/songwriter, Prisco and Scott Jackson, Tipton also is working on an instrumental album.

Nilsson, who records for RCA and环球, is also working with Nilsson House’s two producers, are working with W-7 for the "moon" release. Randi Marr and comic philosopher Bill Martin and singles for singer/songwriter, Prisco and Scott Jackson, Tipton also is working on an instrumental album.

**EDITORIAL**

**Youth Is Served**

The strength and power of music have never been more clearly demonstrated than in the series of pop festivals from the Isle of Wight to Lewesville, Tex., which drew well over one million, mostly young, music fans from Bob Dylan to Joan Baez to Janis Joplin to the Who.

These festivals were many, including the wonderful behavior of those attending, bravely countless inactivities, as at the Woodstock Festival, to “do their thing.” And music is an integral part of “their thing” as much has been from the earliest.

An important effect of the festivals was a recognition and appreciation for the young. Rock, folk, blues, jazz all contributed to the artistic successes, including the Big Atlanta Festival earlier this summer. But, despite some financial difficulties and growing townpeople, the net winners were the youth, a youth brought together by the spell of music.

**Pop Festival in Dallas Draws Eyes, Ears and Ah’s of Texas**

- Continued from page 1

The festival, held 12 miles north of Dallas, on 10,000 acres of scenic lakeside campsite, not only established a new and important area, but also made considerable contributions in bridging the generation gap.

This is the nicest bunch of kids I’ve ever seen," according to Dallas Police Chief Ralph Adams of the some 180,000 festival visitors. “It’s the most orderly and well-mannered group I’ve ever seen.”

The music itself was an aural odyssey covering rock, blues, soul and jazz. There was little lacking. The festival featured a full bill of first-rate acts displaying not only exciting music but a variety of talents. The music fan is entitled to expect.

The consummate sound system, installed by Hanley Sound, Inc., of Medford, Mass., was one of the best ever in this area for a rock show. The rich, flawless sound (a rare delicacy at concerts) gratified musicians and listeners alike, allowing total communication from artist to audience.

Ten acts each day provided a paramount lineup of artists who perpetuated unrelenting excitement and top-notch performances, including Chicago, Rotary Connection, Delaney & Bonnie & Friends, the Incredible String Band, Nazz, Sly & the Family Stone, Spirit, Sweetwater and jazz flutist Herb Harootian.

The two biggest drawing cards for the festival were, coincidentally and appropriately enough, both native Texans: Janis Joplin and blues guitarist Johnny Winter.

It was like the homecoming of a heroine for Miss Joplin, originally from Port Arthur, whose gutsy voice, salty as seawater and hard and crusty as sun-baked earth, has given her the more recent appellation, "Queen of Rock."

Standing ovations peppered Johnnie Winter’s floor-to-ceiling brilliance, which displayed the matchless expressiveness that distinguished Winter, a native of Beaumont, for his heralded style and his unquelled authentic interpretations of the blues. His rendition of the "Texas Blues," which he himself composed, brought the audience to its feet.

JANIS JOPLIN, a local favorite, pours it on.

**Herbie Mann Jams with Sam and Dave at the Texas International Pop Festival on Aug. 30. The jazz flutist had preceded the soul duo on the bill.**

**Johnny Winter of Beaumont gives a audience a piece of his show's charm by playing out authentic blues.**

**September 13, 1969, Billboard**
ROMEO & JULIET WAS A HIT LONG BEFORE IT WAS A SONG.

Who, in his days of love, hasn’t had a Romeo and Juliet romance? For hundreds of lovers, music by Percy Faith was “our song.” And now, from the man who really understands the music of love, the love theme for all Romeos and Juliets. And just to make sure he's covered the field, Percy's included his new single, “The April Fools.”

PERCY FAITH LOVE THEME FROM 'ROMEO & JULIET'
On Columbia Records

CS 9531 8-track reel-to-reel tape 16-track cartridge
Cap Budgets Producer Spending

LOS ANGELES — Capitol Records has increased its ad and promotion budgets for both staff and freelance advertisers. Producers can no longer go into a record company studio without a signed contract on an approved budget, according to Mort Rothfeld, left, division merchandise manager for Capitol.

Kapp's offices watch all spending. The idea is to show producers what they should be "even more realistic in their forecasting of session costs.

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ARCHIES GET GOLD SUGAR

NEW YORK — "Sugar," single by the Archies on Columbia, is being promoted for the band's second album of the same name. The song was originally recorded by the Monkees and has been very successful for that band. The Archies version is being heavily promoted and should be a hit.

Scepter Receives

NEW YORK — Scepter Records has received an award from Dionne Warwick and Buddy Greed's debut LP "Let the Soul be Heard," which was released earlier this year. The award was presented to Scepter president of Calendar Records. Calendar Records is a subsidiary of Arista Records, which is distributed by RCA Records.

KAREN BETH celebrates the release of her first album "Joyos of Life" at a recent Decca party at New York's Spindelot. With the young singer is Doug Craven, left, managing director. E. J. Korvete; Bill Gallagher, right, Decca's executive vice president; and Sam Stollten, an executive of Sam Goody's.
We're taking "Black Berries" off the market!

Although you made us number 43 bullet, Cashbox, 79 bullet, Billboard, and 56 bullet, Record World, we found that for a lot of people this record wasn't their thing, and our thing is to make your thing easier.

we just hope our new record
"Was it good to you" TN-908
from our new L.P.
"The Brothers Isley" TNS-3002
is your thing.

Kelly Isley / Rudolph Isley / Ronnie Isley

distributed, marketed and promoted by

Available exclusively on ITCC 4 and 8 track stereo tape cartridge.
To Go or Not to Go Multiple Distribution Is the Question

*Continued from page 1*

require a complete rethinking. "It will focus attention on problems of credit risk and cash flow. Manufacturers will find it necessary to share credit information on a more regular basis, and a centralized system will be set up to track this," he said.

Holzman added that several labels may get together to handle distribution from depots of offices attached to pressing plants.

Holzman added that multiple distribution will lead to a major change in the industry, with new players finding labels which have been swept up by larger, more established companies. He noted that even the major labels may not have been dealing with the consequences of this change directly, as they have been focused on other aspects of their business.

Holzman pointed out that the independent distributors may be in a better position to handle multiple distribution, as they are more flexible and can adapt quickly to changing market conditions. He also noted that the new players in this market may have a different perspective on how to handle distribution, which could lead to new approaches and strategies.

"As a result, the customer over 25 years old, and new players in the industry are more likely to have a new approach to multiple distribution," Holzman explained. "The independent distributors are more likely to have a new approach to multiple distribution, as they are more flexible and can adapt quickly to changing market conditions."
Incredible new singles excitement on Decca Records!

"Tracy"  the cuff links  32533

"The Colour of My Love"  jefferson  32501

"I Still Believe in Tomorrow"  john & anne ryder  732506
World Pacific Jazz Using Vertical Design on Cover

LOS ANGELES — World Pacific Jazz has begun running its album artwork vertically, opening the length of a double jacket LP's to graphic design.

Three months ago the company experimented with the concept of printing a photo on the full surface of two jackets. That album was Bobby Bryant's "The Jazz Excursion Into...".

Handelman Buys All Brands Co.

DETROIT — The Handelman Co. has acquired all outstanding stock of All Brands, Inc., of Pittsburgh, as well as certain assets of the phonograph record and tape division of Hamburg Bros., Inc., also of Pittsburgh.

The transactions are in exchange for Handelman common stock. The precise number of shares of Handelman common stock will be determined after certain adjustments and computations are completed, but it is estimated that a total of approximately 100,000 shares will be issued when the computations and adjustments are completed.

All Brands, Inc., is a privately owned rack jobber of phonograph records and tapes.

CBS Income Up in Half

NEW YORK— Consolidated net income of Columbia Broadcasting System, Inc. and subsidiaries for the first half of 1969 was $30,222,000, a hike of $5,694,000 over the $24,528,000 of 1968's first half. Sales net for the period were $519,403,000, an increase of $6,217,000 over the $457,225,000 of the first six months of last year.

The income produced earnings of $1.12 a share compared with 91 cents for the same period in 1968. Record second quarter consolidated net income of $16,692,000 and sales of $259,507,000. Comparable figures for the same period last year were $12,755,000 and $247,570,000 on net sales of $220,075,000.

The financial report of William S. Paley, chairman of the board, and Frank Stanton, president, noted, "Sales of records during the first six months were outpacing those for the similar period last year."

Together Backing 1st Disk With Spot

LOS ANGELES — Together Records has initiated a national radio and campaign for its first album, "Prettify," featuring title track by the Byrds.

The LP is the first in the label's projected archive series of pre-recorded early performances by groups developed in the Los Angeles area.

TDC Adds to Labels

SEATTLE — Transcontinental Distributing Corp. of Seattle has added several record labels for exclusive distribution in the Pacific Northwest. The labels effected include Beverly Hills, De-Lite, Dore, Fleetwood, Radiant, and the ITCC family, including Little Darlin'.

Market Quotations

As of Closing Thursday, September 4, 1969

NAME

High

Low

Week's

Week's

Week's

Week's

Change

ABKCO Ind.

6

4 1/2

6

4 1/2

2

2

0

0

Audio Fidelity

3 1/2

2 1/2

3 1/2

2 1/2

0

0

0

0

Carter

3 7/8

2 3/8

3 7/8

2 3/8

0

0

0

0

Creative Management

14 1/2

12

14 1/2

12

0

0

0

0

Data Packaging Corp.

23 1/2

20 5/8

23 1/2

20 5/8

0

0

0

0

Fideltone

4 1/2

3 1/2

4 1/2

3 1/2

0

0

0

0

Samo Goody, Inc.

22 1/2

20 5/8

22 1/2

20 5/8

0

0

0

0

GRT Corp.

24

21 1/2

24

21 1/2

0

0

0

0

ITCC

8 3/4

7 1/4

8 3/4

7 1/4

0

0

0

0

Jubilee Ind.

16 1/2

15

16 1/2

15

0

0

0

0

Lion Jazz

20 5/8

18

20 5/8

18

0

0

0

0

MGM—Lite

10

8 3/4

10

8 3/4

0

0

0

0

Monarch Electronic

8 1/2

6 1/2

8 1/2

6 1/2

0

0

0

0

Muzic Makers, Inc.

11 1/2

10

11 1/2

10

0

0

0

0

National Tape Distrib.

43 1/2

40 1/4

43 1/2

40 1/4

0

0

0

0

Newell

19

18 1/4

19

18 1/4

0

0

0

0

NMC

10

9

10

9

0

0

0

0

Newpark

14 1/2

12 1/2

14 1/2

12 1/2

0

0

0

0

Robins Ind. Corp.

8 3/4

7 1/4

8 3/4

7 1/4

0

0

0

0

Telefun Ind.

21

2 1/2

21

2 1/2

0

0

0

0

Ungraffs Communications

1 5/8

1 1/2

1 5/8

1 1/2

0

0

0

0

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Ranges, they are a guide to the reaction which those securities could have been bought or sold at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

Billboard

The International Music-Record Newsweekly

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965

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☐ Bill me later

Above subscription rates for Continental U. S. & Canada. Overseas rates on request.

Company

Name

Address

city

State & Zip

Type of Business

Title

IRA TRACHTER

TORME, a Suave Performer

Who’s Easy to Watch, Hear

Torme, a Suave Performer, Who’s Easy to Watch, Hear

NEW YORK— A most enthusiastic reception greeted the third tour of Torme in his return to the American's Royal Box Sept. 4. Arriving with his band for "Jet Set," he then blended a standard and contemporary program into a beautifully knitted whole. Recently signed with Capitol Records, he sang with both sides of his new single. "Games People Play" and "Willie and Vera." (Both will be included in a forthcoming LP, "A Time for Us.")

In a dramatic change of mood, he presented his views on youth and war in a sensitive composition, "If." But

SEPTEMBER 13, 1969, BILLBOARD
And The Hits Just Keep On Coming...

And That Reminds Me
THE 4 SEASONS

b/w
THE SINGLES GAME

CREWE RECORDS

No. 333
A NEW LOOK!
From our exciting new logo, to our merchandising aids, album covers and advertising concepts—Decca Records has become a new company!

NEW EXPLOITATION PLANS!
From now until the end of the year our product will be supported at consumer as well as trade levels with pheromenal coverage:

NEW PRINT COVERAGE!
931 ads are scheduled for college, consumer, underground, overground, all-around.

NEW RADIO COVERAGE!
2460 radio spots. Saturation coverage. Every type of station, everyweek, everywhere!
<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
<th>Catalog Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Joys of Life</td>
<td>Karen Beth</td>
<td>DL 75146-73-6</td>
<td></td>
</tr>
<tr>
<td>The Unique Art of Andrea Segovia</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Switched-On Bacharach</td>
<td>Christopher Scott</td>
<td>DL 75141-73-6</td>
<td></td>
</tr>
<tr>
<td>A Time for Young Love</td>
<td>Mike Leander</td>
<td>DL 75144</td>
<td></td>
</tr>
<tr>
<td>THOSE WONDERFUL THIRTIES</td>
<td></td>
<td>DEA 7-1</td>
<td></td>
</tr>
<tr>
<td>THOSE WONDERFUL THIRTIES</td>
<td></td>
<td>DEA 7-2</td>
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<td>Judy Garland's Greatest Hits</td>
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<td>DL 75150-73-6</td>
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<td>You Don't Have to Be Irish</td>
<td>Jimmy Joyce</td>
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<td>Bert Kaemper</td>
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<td>THE GREAT METROPOLITAN STRAM BAND</td>
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<td>Barbara Acklin</td>
<td>BL 79446-73-6</td>
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<td>CHI-LITES</td>
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<td>We Were Happy There</td>
<td>George Howe</td>
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ARE YOU READY FOR THE INCREDIBLE NEW EXCITMENT ON DECCA®...CORAL®...AND BRUNSWICK® RECORDS!
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CHALLENGE RECORDS
The Peanut Butter Conspiracy

BACK IN L.A.
The Peanut Butter Conspiracy

b/w HAVE A LITTLE FAITH

DISTRIBUTED BY CGC RECORDS / 1841 BROADWAY, NEW YORK, N.Y. 10023
LOS ANGELES — Record companies are experimenting with their own forms of cartridge packaging in an effort to give the view of any standardized paper-envelope covering general industry support.

At the last meeting of the Recording Engineers of America's tape cartridge packaging committee, the companies agreed to standardize certain dimensions of the 12-inch by 4-inch cardboard case which fits in an album browser box. These dimensions are looked upon as a temporary measure in the development of holders for 8-track and cassette tapes at retail.

Each company is free to develop its own form of cartridge holder, said Joel Friedman, Warner Bros.-Seven Arts marketing vice president who attended the RIAA gathering.

Various forms of packaging were presented at the RIAA gathering, with none receiving total enthusiasm, according to Friedman.

Differ on Point
A number of companies differed on the point of whether cartridges should be designed to fit present, existing display bins, or the reverse approach.

Friedman's view is that fixtures should be designed to meet the specifications of the tape case itself. “Eventually this will have to be done,” the executive believes.

As a result of the government's recent edit against deceptive packaging, the Federal Trade Commission has requested H-5500 (109.95) and the W-7 (109.95) without speakers; the W-12 (139.95) radio or record player; the H-5500-J (109.95) with speakers; and the W-7-P (149.95) with speakers.

It has been agreed that the unit for Muntz’s three previous home models had solid state circuitry. These units include the H-125 (118.95) without speakers; the H-5500-J (109.95) and the H-1200 (149.95) with speakers.

The Royale, with a reported frequency response of 10,000 Hz, pushes 30 watts per channel, which is the most any of Muntz’s home models have offered. Previously, the H-125 and H-200 offered 25 watts per channel, with the H-5500’s peak output 7 watts per channel.

The unit has AM/FM radio as an additional feature.

There is also another Muntz model which has input potential, and that model is the MR-500, a 4-track home playback and recording unit which has been discontinued at the factory level. Muntz dealers continue to sell this unit, however.

Presently being prepared in Japan for Muntz is a home playback and recording unit with 4 and 8-track which will have the capability of record and playback both configurations. The unit, tentatively called the 512, will include a disc recording cutoff switch which eliminates the need for timing the material being recorded.

New York — Forty different 8-track tape cartridges and their associated 8-Track Tape Chart Charts during the 14-quarter period from May 31 is in issue in which the tape cartridges appeared to Aug. 30.

The 8-Track Tapes was closely followed by the cassette which featured with 33 different hits.

Innovations Fail to Close Disk Cos.' Packaging Gap'

By ELIOT TIEGEL

8-Track Titles Dominate Chart During Three Month Period

NEW YORK — Forty different 8-track tape cartridges and their associated 8-Track Tape Chart Charts during the 14-quarter period from May 31 is in issue in which the tape cartridges appeared to Aug. 30.

The chart was closely followed by the cassette which featured with 33 different hits.

In addition to the "Space Age" Vending Machine which will be made available to NAL distributors and rack jobbers. It is expected that these Vending Machines will open entirely new vistas for the music business and will enable cartridge to be sold in locations that have previously handled music of any type.

In the "Space Age" Vending Machine, a record number of NAL new releases will be presented to those at the show included in the NAL releases are not only the "Chart" 8-Track Cartridges and Cassettes, but a complete variety of one cartridges and cassettes to retail at $9.45.

NAL has also announced that 8-Track Cartridges and Cassette in their regular lines that retail for in the United States at $6.59, now sell at a suggested retail list price of $7.95 in Canada. The BUDGET LINE of cartridges and Cassettes is the "Chart" 8-Track Cartridges and Cassettes to retail at $4.95.
Restaurant Exec Institute Offers Cassette Courses

LOS ANGELES—The Restaurant Executive Institute is offering a course in basic management on cassette tapes. The 12-hour series is a training program for the foodservice industry. Subscribers to the Institute's Cassette Library receive the management course for $180 and a Panasonic cassette player/recorder for $45. The unit is optional equipment.

Membership in the Cassette Library program begins with the basic management series, which is concerned with primary management skills and focused on helping solve personnel problems.

The series covers 24 subjects (30-minutes each) on 12 one-hour cassettes. The course was created by Travis Elliott and Richard Rodgers. Individual one-hour cassettes are available to members at $15 each.

The management course is the initial offering of the Institute, with Cassette Library members receiving a monthly bulletin describing new cassettes in the management/communications library.

Foodservice operators can learn about purchasing, personnel management, personnel training, food production, personnel communication, accounting, food service equipment and the management of restaurant personnel.

The course is divided into six modules: management of people, food, equipment and systems, marketing, financial management and facility management.

NMC to Buy Racks, Wholesaler Cos. After Wallichs Supply Deal

NEW YORK—The NMC Corp., which recently signed an exclusive contract to supply Wallichs Music City and other Wisconsin-based Cassette Library and cassette tape stores with their complete musical needs, has also put the wraps on an agreement, in principle, to acquire, at an undisclosed price, three prominent Detroit-based affiliated record and tape rack jobber and wholesaler firms.

Jesse Selter, NMC president, said that his company plans to purchase Music Merchants, Inc., a wholesale record and tape distributor; Royal Stereo Tape Co., wholesaler and rack jobber; and Precision/Record, a rack jobber of pre-recorded stereo cartridge and cassette tapes, equipment and accessories.

Selection of the companies was based on a review of the companies, their potential for growth and the strength of their distribution systems in the Detroit area.

Wallichs, Music Merchants and Royal Stereo are current suppliers of cassette tapes to the NMC's Detroit-based store, Wallichs. The stores will remain in operation as separate entities, with the NMC's corporate office in Detroit handling all activities.

In addition, NMC will acquire the recently created Mobile Music of Wisconsin, Inc., a rack jobbing firm supplying pre-recorded products and services to the Detroit area.

These firms, with a total annual volume of over $2.6 million in sales, primarily in major department store and discount stores, and record and tape outlets located throughout the Midwest, are the third major acquisition in the past 12 months, according to NMC.

Other recent acquisitions include Wallichs, Music City and Wallichs Music City of Brooklyn, N.Y., and a NMC's supplying network.

Capitol Raises Cassette Price

LOS ANGELES—Capitol has increased the retail price of its cassettes by $5.98 to $6.98. The company had introduced its cassette catalog two years ago with a $5.98 price because it was "fair and competitive price at that time," according to John Jossey, Capitol's sales vice president. Jossey attributed rising costs at the manufacturing and distribution points for the price increase.

Continued from page 15

"N-M-Point Plan Set" • Continued from page 15

Capitol is the only major label to use the Company's, Chess, Jack- son, Maxine Brown, Super Soul, the Isley Brothers, Fip Wilson and current artists as well as top selling classical performers.

Joining these artists are new product acquisitions including Frank Chackfield, Matt Mon- ro, George Shearing, Cyril Stimson, Anthony Newley and Georgia Brown.
A GREAT SEPTEMBER PROMOTION FROM LONDON/AMPEX

NOW FOR THE FIRST TIME...
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Giacomo Aragall-Dietrich Fischer-Dieskau

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9-Track Titles Dominate Chart During Three-Month Period

- Continued from page 15

being on the charts a mere three weeks.


The list includes the Fifth Dimension's "Age of Aquarius;" "The Association's Greatest Hits;" "Cloud Nine," by the Temptations; Tom Jones' "Live," followed by another Tom Jones hit, "Help Yourself;" Glen Campbell's "Whatcha Lineman," and "Johnny Cash at San Quentin."


In the cassette configuration, the ratings are kicked off by Glen Campbell, who leads the competition with his "Galveston." This is followed by Creedence Clearwater Revival's "Bayou Country;" "Age of Aquarius;" Fifth Dimension; Iron Butterfly's "In-A-Gadda-Da-Vida;" "Whatcha Lineman," Glen Campbell, "Hawaii Five-O," the Ventures, "The Romario and Julieet Soundtrack;" "The Beatles;" "The Rascals Greatest Hits;" Tom Jones' "Help Yourself," followed by his other chart rider, "Live," "Cloud Nine," the Temptations, and Glen Campbell's "Gentle on My Mind."

In the No. 15 spot is Johnny Rivers' "Tough of Gold," kicked off by another Tom Jones hit, "This Is Tom Jones." Following these is Frank Sinatra and the Supremes' "The Greatest Hits;" "The Greatest Hits of Frank Sinatra;" "The Super-Hits;" "Vol. 1;" by various artists, and Three Dog Night, "Suitable for Framing."

Also doing very well in this configuration are "TCB," Diana Ross and the Supremes, "Creedence Clearwater Revival's "Mendes and the Hill;" "The Greatest Hits of Diana Ross and the Supremes;" "Soulful," by Dionne Warwick, and "Steppenwolf."


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by Crème Caramel

(Janus single—J-100)

Janus Record Corporation, 1700 Broadway, New York, N.Y.—(212) 765-7980
Record Pavilion Crowd Heats Coryell Glow, Zeppelin Score

NEW YORK—Larry Coryell, the complete guitarist, gave a near perfect performance at the Pavilion on Aug. 29. The master of pop and jazz guitar.

Richard Williams Has Easy Style In Club Debut

LOS ANGELES—Several weeks ago Forward Records released the single "Where Do I Go?" by Richard Williams. Williams included that song in his nightclub debut at the Ye Little Club Sept. 2, and by the strength of his voice and un Hinted on stage, the answer to that question is he is ear-marked for a bright future as a vocalist.

Williams has chosen to avoid latching onto the hard driving soul craze. He uses his bar- tone voice to cleanly interpret songs with a feel in the easy listening vernacular, such as "Affijo." On the 'Street Where You Live,' he says, "Everybody's Talking." "Do You Know the Way to San Jose? There's a Place For Us," and "Bye Bye Blackbird."

The 25-year old singer, whose initial Forward LP is due out in October, worked comfortably with the Bill Evans trio in a light, swinging, quasi-jazz vein.

tar technique paved the way for the existing headliners, Led Zeppelin, the main reason for the record at least, his wife, girlfriend, and 10,000. The attendance picture was repeated Aug. 30, when Buckminster Fuller, the multidisci- plinary, replaced Coryell. Both nights, there were thousands outside.

There was some concern on how Coryell's group sounded from the strong blues of the Vanguard Apostolic sound his first note, it was apparent that class would hold. Coryell played blues, different styles of jazz, even some Latin, and all flawlessly.

Although it was drawing late and the Zen was coming up to get on, the appreciative throng recog- nized Coryell's consummate skill. The new group of Pop Jazz guitarist around him, he is certainly the standard by which other guitarists are measured.

Among the standout numbers was "What Could Have Been," a little number of his Vanguard Apostolic album, and "I Love You," which was a good indication of his new, especially showed off the artist's skill, while much of his guitar work was re-created. Coryell showed a serviceable blues voice in such selections as "I'm Gonna Win."

Little can be added to the described version of Larry Coryell's, a true super-group, have received. And, the vibrant quartet's top was expected to light, swing, quasia-jazz vein.

Talent

Love, Cry, Want Hit of D.C. Fest

WASHINGTON—The city's second Pop Musical ran eight hours of local talent here on a Sunday evening, and the climax hypnotized and rocked the party-goers into the first ever group called the Love, Cry, Want sound, which is a true pastoral, Indian, emo- tional and strictly non-singing. Despite absence of instruments, they convey the mood and feeling. Electro is producing the group's album.

The festival survived snags and perils—it had to be put to the test as the War Department received word in the Woodstock happening. The move to Aug. 24 was preceded by four days of touch and go suspense. The Georgetown Citi- zens' Assn. complained of too much noise from the nearby P St. beach rock concerts, spon- sored weekly by the Summer in the streets. The sound for a horrid period, the amplifiers appeared doomed.

But the complaints were out- numbered by the Georgetown progressives as some 2,000 young people arrived, and the band-t, toned, dreamy, swayed, and clapped for a parade of groups and singles during the day. In spite of the preliminary prob- lems, Woodstock went off without a hitch with sound equipment at the show, it was a glowing success, with what festi- vidual producers value above all—good feeling.

Music was on acts were the Essence, a three-piece soul group that geared up the audience to clap and close with a closing boogie. Folk singing was by Tom Paxton and singer-writer Mike Harris. Among the many groups was a group of Claude Jones handed out some do-it-yourself rhythm and directed the dance, which is a fact. A visiting Baltimore soul group, Ames Oaks brought a couple of groups they says was some spectacular percussion behind its wailing voice.

The winner, and longest period was almost devol- opmental, as the three-man Love, Cry, Want group went down as "Best Band" in the tour de force of audience captivi- ty. The group, says, is that of "Lov- ing, crying, wanting," with no word of a word. They says they are less concerned with exactitude.

Litter Delivers With Volume, Promise, Talent at Ungano's

NEW YORK—Litter, a heavy quintet from the Midwest, showed considerable promise and, in fact, delivered a strong opening on Aug. 31. The clos- ing numbers were a bit off the mark, it's a strange crossing of "Graziano's" was the evening's most original selec- tion.

Relying on sound volume and vibrations in many numbers, the Communards, with their good new lead guitarist in Sean Jones, a solid rhythm section with rhythm guitarist Dan Rinaldi, bass guitarist J. Worth- ington Kane and drummer Tom Murray, and a strong- ment a combination of strings.

At times, however, Gallagher had to contend with the sound amplification. But, in numbers which showed a new, sturdy voice came through well. Here, the instruments were spaced well, and the rhythm section, from the other group and Rinaldi excelled, creating a sound on which is a strange number, including u s e of some tape feedback and an exceptionally long silence before the powerful ending. In one number it was the line "Now, who's insane?"

A better balance between vocal and instrumental could help this group. FRED KIRBY

Majyk Hard Hitting Group

NEW YORK—At Atlantie's rock group Majyk appeared Sept. 2 at Salvation, a club on Sheridan Square in the Village which is under new manage- ment and offering live rock entertainment.

Majyk is a rock group of the old school, producing a hard hitting Top 40 sound. They are at their best in their original material like their "Rock and Roll Roster," which is as much a rocker as the country. Although they often substitute ex-

Opens Set for Monterey Jazz

MONTREUX, Calif. — Featured in the (Friday) opening concert of the Monterey Jazz Festival are Sly and the Family Stone, Modern Jazz Quartet Peanut-Huck-Red Norvo Quartet, Tony Williams Trio, and Jean Luc Ponty. The concert, billed as the Monterey Jazz Festival with the hottest set by Consolidated Cigar Corp., a Gulf & Western operation set for Monterey Jazz.

Beaz Slated for Big Sur Folk Fest

MONTREUX, Calif.—Joan Beaz will be featured at the after-noon concert of the Big Sur Folk Festival on the lawns of Esalen Institute in the Big Sur Springs, on Saturday (13) and Sunday (14). Other artists will include John Sebastian, the In- credible String Band, Dorothy Morrison and the Comb Sisters, and Delaney & Bonnie.

Plain and Easy Style In Club Debut

LOS ANGELES—Several weeks ago Forward Records released the single "Where Do I Go?" by Richard Williams. Williams included that song in his nightclub debut at the Ye Little Club Sept. 2, and by the strength of his voice and un Hinted on stage, the answer to that question is he is ear-marked for a bright future as a vocalist.

Williams has chosen to avoid latching onto the hard driving soul craze. He uses his bar- tone voice to cleanly interpret songs with a feel in the easy listening vernacular, such as "Affijo." On the 'Street Where You Live,' he says, "Everybody's Talking." "Do You Know the Way to San Jose? There's a Place For Us," and "Bye Bye Blackbird."

The 25-year old singer, whose initial Forward LP is due out in October, worked comfortably with the Bill Evans trio in a light, swinging, quasi-jazz vein.

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Liberty's Gary Lewis & the Playboys perform at Idaho State University, Pocatello, Idaho, Oct. 17. Columbia's Chicago plans Carl- ton University, Ontario, Wednes- day (10), University of Windsor (Ont.), Thursday; University of Waterloo, Saturday (13) afternoon; University of Waterloo, Sunday (14) morning, Cornell University, Sunday (14); Waterloo Lutheran, Tuesday (16); McMaster University, Wednesday (17); and Bishop's University, Quebec, Sunday (18).

Crew's Oliver appears at West Point's Academy Chapel (Sunday); St. Michael's College, Burlington, Ont., Wednesday (10); Washington (PA) Community Col-

The second concert night, re- turning to the arena, brought others, brought out 10,000. The line-up included Dobson, Jean Redpath, John Denver, Chris Smith, Frank Zappa, Joe Cocker, the String Beazers, Chicago Blues All-Stars, Rev. Gary Davis, Mike Cooney, John Bassett, Joe Henry, John Hartford, Bruce Martin, Tanner Brothers, Paul Germania, Bunky & Jake.

The concert continued at the Philadelphia Folk Festival to- attract 25,000 for the Aug. 29- 31 weekend at a small, surreal Old Pool Farm in suburban Zieglerville. In spite of a cool dampness, the crowd was packed in 7,500 for a line-up that included the Doobie Brothers, Stevie Wonder, B.B. King, the Band, The Zombies, the Country Gentlemen, the Alanna, the Incredible String Band, R. Stevie Moore, the Jewels, John ATalk, the Tenants, the Howling Wolf, the Rubens, the Indigos, the Arrows, the Incredible String Band.

The wind-up (Sunday) was another winner. 9,500 heard the (Continued on page 26)

La FEST is 'ROUND CLOCK

PRAIRIEVILLE, La.—Round-the-clock entertainment by such artists as Janis Joplin, Jefferson Airplane, Grateful Dead, the Byrds, and Country Joe and the Fish featured the $250,000 New Orleans Times-Picayune here Aug. 31-Sept. 1. More than 25,000 attended Saturday's opening. Other acts included Cat Mother and the All-Night Newboys, Tyrannasaurus Rex, It's a Beautiful Day, Chicago, Oliver, Canned Heat, Young- bloods, and Dr. John, the Night Tripper.

Joe, Fish Set Tour

COPENHAGEN—A concert posters for the 'Fish' and the 'Joe' open their 11-city European tour with two concerts here on Fri- day (12). The tour then goes to Scandinavia and Germany winds up at London's Royal Albert Hall on Sept. 22.

September 13, 1969, Billboard
To appear on The Andy Williams Show, September 27. And then to 32 cities throughout the U.S. And he's coming across because he's coming across. Donovan sales, led by his newest Epic album, *Barabajagal*, continue to climb. This year, he was voted in the Top 20 artists. Fans all over the country are getting ready for Donovan. How about you?

*Donovan Concert Tour Schedule*

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15. Hartford
16. South Orange
17. New York City
18. Kent State University
20. Columbus
21. Cleveland
22. Chicago
23. Southern Illinois University
24. St. Louis
25. Chicago
26. Oregon State University
27. Corvallis, Oregon
28. University of Oregon
29. Seattle
30. Vancouver, Canada
31. Nov. 1
32. San Bernardino
33. San Diego
34. Anaheim
35. Honolulu
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*8-track stereo tape cartridge and 8-track stereo tape cartridge*
NEW YORK — The Cafe Au Go Go, relatively inauspicious in the urban jungle of Greenwich Village, has found a niche for itself running a series of soulful sessions. The impromptu sessions have become a popular venue for local performers, attracting a loyal following from the Village's jazz scene. The Cafe Au Go Go has emerged as a refuge for musicians and fans alike, offering a space for raw talent to flourish.

The Village is buzzing with the energy of artistic expression, with venues like the Cafe Au Go Go providing a platform for local talent. The area has become a hub for music lovers, offering a unique experience that sets it apart from the more commercialized venues of the city. Traditional jazz, soulful melodies, and improvisational music are all part of the Village's vibrant musical landscape.

This is a space where creative minds come together to share their art, fostering a community that values the power of live music. The Cafe Au Go Go stands as a testament to the enduring spirit of the Village, a place where music is more than just entertainment; it's a way of life.

SEPTEMBER 13, 1969, BILLBOARD
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28

From The

Talent

Jules La Rosa signed with CCG Records, where he will be backed by the Bob Crews Orchestra, for his first single on MGM. His debut album is "Every Room of Lovin' in This Old Boy Yet ."

Cliburn Competition Begins Sept. 29 in Fort Worth

Fort Worth — Some 24 young artists representing the United States and eight foreign countries will begin competition Sept. 29 in the third Van Cliburn International Quadrangular Competition, to be held at Texas Christian University here.

The contest will award $212,500 in prizes to first through sixth place winners, including numerous special merit recognitions. The chairman of the 11-member jury in conductor Zara Rachlin of the Fort Worth Symphony Orchestra.

Winner of the $10,000 first prize will be given a concert at Carnegie Hall in New York and will perform with the Fort Worth Symphony Oct. 14. Also being considered for the top prize is a congratulation to the concert with Hurek Automakers of Latin America, Canada, the United States and its possessions.

Coryell, Zeppelin

Coryell, continued from page 24

quintet has a superior keyboard man in James Calle, a good blues vocalist in Tony Sala, and some of the best rhythm section around — bass, piano and percussion — that's a kind of everything, philosophically. The sound is in any tune of much the wave, with the hypnosis and high tide of the audience, some stirring and downright transfix from the percussional.

Management of the show was by Bruce Mertling, a local entertainment agency with the region's Summer in the Parks program.

Mildred Hall

Carolyn, continued from page 24

Ppis Arnold to U.S.

NEW YORK—P.P. Arnold returns to the United States this month with the hotly anticipated motion picture of her first Polydor single, "Murk Me Down by the River" and "Give a Hand. Take a Hand," which was produced by Gary Gibb, who also wrote the first number. The tour will include radio and TV appearances, and a contest in New York and Los Angeles.

CARY BURTON, second from right, is honored at an Atlantic party at Burton's recent opening night at New York's Village Vanguard. Wal Burton are Nettie Ertegin, left, Atlantic vice-president, Mrs. Burton, and Atlantic producer Joel Don.

SEPTEMBER 13, 1969, BILLBOARD
Little Darlin' Loses Appeal

NASHVILLE — The Tennessee Court of Appeals has upheld a lower court's convention that Little Darlin' Records has no claim on the proceeds from recordings of singer J. C. Riley.

A Chancery court had ruled in favor of the claim. The case was brought against Miss Riley and Shelly Singleton, producer, and Little Darlin' and two other companies headed by Aubrey Mayhew.

Mayhew contended that Miss Riley reached a contract with him and others in the "Harper Valley PTA" record was made on Plantation Records. He sought $300,000 at his share of the proceeds from the record which sold more than 2.5 million copies.

Mrs. Riley produced a release from Mayhew, but he claimed that it covered only a personal appearance contract and did not constitute a sale. A recording, Judge Ned Lenza found that the release was all-encompassing, and it was on this point that the appeal court agreed.

Mrs. Riley had contended in court that she was paid only $1.10 in royalties during the several years she was under contract to Mayhew.

Country Music

Opry Convention Pre-Registration Rule Seen Curb to 'Freeloaders'

NASHVILLE — All individuals attending this year's 44th birthday celebration of the "Grand Ole Opry," frequently called the Dusk Jockey Convention, must be pre-registered.

A letter from E.W. Wendell, "Opry" manager to station managers, disc jockeys and others, pointed out that pre-registration will be the only means of entry for the convention. The act is expected to reduce the number of those attending the three-day event (Oct. 16-17-18) function year, but probably will eliminate the majority of "freeloaders."

Admission to the convention is a $10.00 donation to the Opry Foundation, which supports the Opry's educational activities for the indigent country artists and their families. In return, the registrant receives at least five banquet tickets, access to all hospitality suites, and millions of dollars worth of free talent.

Wendell is hopeful that the pre-registration will correct overcrowding. In the past last-minute registrants had no proof of identity with any radio station, music publishing firm, record company, or anything associated with the industry. Under the new rules, they will not be accepted. Pre-registrants must take care of their advance registrations on the proper letterhead, giving official an opportunity to check their authenticity ahead of the scheduled affair. This not only will bring about a more meaningful audience, Wendell explained, reducing the costs to such companies as Columbia, RCA, Capitol, Decca, United Artists, Dot and others who are involved in sponsored shows during the convention.

No schedule of events has yet been released since there still are many details to worry about. However, such a schedule is expected in the near future.

The convention this year concludes a week of entertainment that begins with the Music City Pro-Celebrity Golf Tournament, continues through private parties and the first performance of the Country Music Association Awards show, and into the Opry birthday party celebration. The latter coincides with the annual meeting of the CMA and election of a new board of directors and officers for the coming year.

Wendell is hopeful that the convention will be well-attended this year. The action is expected to bring about a more meaningful audience, Wendell explained, reducing the costs to such companies as Columbia, RCA, Capitol, Decca, United Artists, Dot and others who are involved in sponsored shows during the convention. No schedule of events has yet been released since there still are many details to worry about. However, such a schedule is expected in the near future.

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The song that once made you smile, makes you smile again. But sadly.

"Raining in My Heart." Now sung by Ray Price. A great song. A standard that’s suddenly on the charts again as a big Columbia single. 53 with a bullet. And that’s a happy thing for all of us.

But there’s more. Because over the years “Raining in My Heart” has become so strongly connected with Buddy Holly. And hearing it now—even in this new release—inevitably touches his memory.

Sad. But sad as it is, it’s a good memory. One that maybe no one wants to forget.

On Columbia Records
Another #1 for Sonny James

The man who's made "Number 1" his trademark, delivers his first live album. An album full of number one hits. Produced by Kelso Herston. #ST-320

Available on Record and on Tape.
The Astrodome presents in person
Sonny James and his Southern Gentlemen
Playing hits Running Bear · Since I Met You Baby
Little Darlin' Loses Appeal

NASHVILLE — The Tenneseee Court of Appeals has upheld a lower court's contention that Little Darlin' Records has no claim on the proceeds of the recordings of singer Jeannie C. Riley.

A Chancery court had ruled last fall that no such claim existed. The case was brought against Miss Riley and Shelly Singleton Productions by Little Darlin' and two other companies headed by Audrey Mayhew.

Mayhew contended that Mrs. Riley beached a contract with him in 1973. He was the "Harper Valley PTA" record was made on Plantation Records. He sought $390,000 as his share of the proceeds from the record which sold more than 2.5 million copies.

Mrs. Riley released a reprise from Mayhew, but he claimed that it covered only a personal appearance contract and not the "Harper Valley PTA" recording. Judge Ned Lentz found that the release was all-inclusive and it was on this point that the appeal court agreed.

Mrs. Riley had contended in court that she was paid only $1.10 in royalties during the several years she was under contract to Mayhew.

CMF Sets Up Plan To Honor

NASHVILLE — A procedural program has been established whereby individuals or organizations may honor in perpetuity the achievements of those who have contributed to the cause of country music.

The announcement was made jointly by Hal B. Cook, vice-president of Billboard Publications, and Frank Jones of Columbia Records in Nashville, president and chairman of the board of trustees of the Country Music Foundation, respectively.

Several attempts had been made to establish memorial plaques or similar tributes to deceased executives, artists and others who have contributed to country music. The CMF was unable to deal specifically with the matter. A procedural program now is under way and the foundation is in a position to help establish programs in any form, ranging from simple memorials to scholarships to something more creative.

Any endowment or memorial presentation approved by the Board of Trustees with the ideas and principles of the individuals or organizations being honored.

The CMF is a non-profit organization which, among its activities, oversees the Country Music Hall of Fame and Museum, the Library and Media Center. That center now is being expanded to continue the continuous progress of CMF. More than 100,000 people already have visited the Hall of Fame and Museum.

Donations By Malamud

NASHVILLE — Jules Malamud, executive director of NARM, has made a personal contribution to the three charities which are recipients of the Country Music City-Pro-Celebrity Golf Tournament here in October. Unable to take part in the match because of a trip to Europe and the Middle East, Malamud chose instead to contribute to the Country Music Foundation, Memorial Hospital and the Junior Chamber of Commerce Charities. Malamud asked that the place be left for him on next year's tournament.

Sidewalk was formed three years ago by Mike Curb and had been providing Tower with number of bestselling single tracks from American International Pictures.

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Admission to the convention is a $10.00 donation to the Opry. Special organizations, that is, independent country artists and their families. In return, the registrant receives at least five banquet tickets, access to all hospitality suites, and millions of dollars worth of free talent.

Wendell is hopeful the pre-registration will correct free-loading. In the past last-minute registrants had no proof of identity with any radio station, music publishing firm, record company, or anything associated with the industry. Under the new rules, they will not be accepted. Pre-registered tickets are to be kept within the hand of the advance registrations on the proper letterhead, giving officials an opportunity to check their authenticity ahead of the scheduled affair. This not only will bring about a more meaningful audience, Wendell explained, but also assumption of the costs to such companies as Columbia, RCA, Capitol, Decca, United Artists, Dot and others who are involved in sponsored shows during the convention.

No scheduled events have yet been released since there still are a few details to work out. However, such a schedule is expected in the near future.

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Wax's Choice

By BILL WILLIAMS

Nashville Scene

Wax's Choice

By BILL WILLIAMS

Wax's Choice

BRIEFLY NOTED

A Time For Us — Lonnie Brooks

A Time For Us — Lonnie Brooks

A Time For Us — Lonnie Brooks

A Time For Us — Lonnie Brooks

A Time For Us — Lonnie Brooks

A Time For Us — Lonnie Brooks


Radio TV-Programming

Labunski Aim for WMCA: Have Sound 'Distinct & lovable'

NEW YORK — The air personnel at New York's American Music Radio "reinvented with the music," went to the goal of certain Steve Labunski. Once again, as in the days when the Top 40 station was a major factor in breaking new records, music director John Daniels is toying with the idea of presenting a music meeting each Tuesday morning.

For some time, the music was selected by one man, then placed on the playlist after approval by the program director. The new system, designed by Labunski as part of his drive to give the station "character" like it used to have a few years ago, goes hand-in-hand, takes the two of them with taking over the piping of the early morning talk show, Now, Dan Daniels hits the air each morning at 6 a.m. with music. The music continues until about 8 a.m., when WHA goes to talk programming. Labunski feels that talk programming is just "out of keeping" with Top 40 music and has, in fact, presented the option on talker Alex Bennett. He pointed out that Bennett occasionally will interview a recording artist or play a controversial recording just to stir up more phone conversations for his show.

The basic goal of Labunski is to make the station sound like "distinct and lovable." He felt that the music is very important and an absolute essential element, but "it is only one element." We're not in a position to attract listeners who are pure music fans. A station doesn't have much of a chance of getting them anyway unless you argue records all day. We'd like to have them, but I just don't think any station can hold onto them long. He has returned the station to news on the hour and half hour because he felt a bonus from the Top 40 music was "at those times because they appreciated the type of news. Dan Daniels, his morning show, will be joined by newsmen Bennett and himself and both will react to the news and make comments.

A number of records on the station's playlist varies from week to week. "I'll argue the subject with Top 40 anyway unless you given the records again. "I'll argue with them long." He has returned the station to news on the hour and half hour because he felt a bonus from the Top 40 music was "at those times because they appreciated the type of news. Dan Daniels, his morning show, will be joined by newsmen Bennett and himself and both will react to the news and make comments."

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Record stores and distributors are also somewhat at fault. Buying a country music single is many stores is "almost like trying to buy something illegal."

"I don't think they're trying to hurt country music on purpose. He lamented the lack of bluegrass music being played on radio and felt that this is a valid category of country music."

WNHC fm to Uptempo Play

NEW HAVEN, Conn.—This state's oldest commercial FM station, WNHC-FM, has switched to an uptempo easy listening format featuring personal- ity personalities, according to manager Robert Herpe. The old background music format was "reflecting the true tastes and desires of the modern adult radio audience," he said. The station now plays its music as the sound of "Rob's program." The station is normally formatted 20 hours a day.

KPAR Launched

ALBUQUERQUE — KPAR, a sister station to KJLT in El Paso, Texas, signed on the air here this week. Like KJLT, the station will be Top 40 in format. Program Director is Johnny Faithchild, formerly with KIST in Santa Barbara, Calif.

PROGRESSIVE ROCK STATIONS

EDITOR'S NOTE: This is an up-to-date (Sept. 13, 1969) list of the leading progressive rock radio stations in the nation as tabulated Billboard Magazine.


KINK-FM, 1501 S. Jefferson St., Portland, Ore. 97203. 503- 224-8620. Manager John David. 6 a.m.-10:30 a.m., stereo. One minute spot on a six-time basis in prime time is $7 per minute. Rep: Progressive Rock Media.


KPRI-FM, 645 Ash St., San Diego, Calif. 92101. 714-239-1385. Station Manager Bob and Barnard, program director Ron McLean. 24 hours, stereo. One minute spot is $10 in prime time. Rep: Howard & Company.

WRUL-FM, 2128 University, Providence, R. I. 02912. 401-683- 2892. General manager James Schantz, program director Richard Barna. 7-2 a.m., stereo. One minute spot in prime time in Providence $25 in prime time.


WZMF-FM, Box 216, Menomonee Falls, Wis. 53051. 414-251- 7047. Phil Schatz. 24 hours, stereo. One minute spot on a five-time basis is $7 per spot in prime time.


KPH-FM, Suite 1025, Wichita Plaza Bldg., Wichita, Kan. 67202. 316-262-4491. General manager Thomas Bashaw, program di- rector Dick Rippy, music director Robert St. John. On air 6 a.m.-1 a.m. During the day, plays a lot of oldies, getting into the progressive rock scene at night. One minute spot on a three- time basis is $10 per spot 6 midnight.


CHUM-FM, 1331 Yonge St., Toronto, Canada. 416-925-6666. General manager Fred Sherret, program director Gary Ferrer. 24 hours, stereo.

WPLQ-FM, 805 Peachtree St., N. E., Atlanta, Ga. 30308. 404- 872-5528. General manager George Herber Gomblock, operations manager Ed Shone. On air 6 a.m.-midnight, monaural. One minute spot in prime time is $15.

KFK-FM, 666 S. Figueroa, Los Angeles, Calif. 90017. 213- 771-3751. General manager Glen C. Shaw, program and music director Mike Van Dorn. Stereo station that plays progressive rock 6 p.m.-1 a.m. During the day, plays a lot of easy listening music the rest of the day. One minute spot in prime time is $4.

KMET-FM, 5828 Wilshire Blvd., Los Angeles, Calif. 90036. 213- 937-0110. 24 hours, stereo. General manager David Jansen, program director David Moodhead. One minute spot in prime time is $22.

Contd. on next page
If a picture is worth a thousand words
Harmony Records become priceless.
This column is published for people seeking positions as well as station personnel. Positions are listed at no charge to the individual. All replies should be typed, double spaced, on one sheet of paper with your return address. Send copy along with payment to:

Radio TV Mart
186 Fifth St.
New York, N. Y. 10010

POSITIONS OPEN

"URGENT"

We have immediate openings in the Rocky Mt. West for
Announcers
(AM Fm/TV), 1 to 3 ticket
P. D.'s
News Men
Sales & Compo
Send resume immediately to:
UNICOM SERVICES, INC.
3102 W. 10th Ave.
Wheatridge, Colorado 80033

A Medallion Employment Agency

NEEDED FOR SUMMER
Announcers for radio and /or TV. Please write.

VARIETY ATTRACTIONS, INC.
86-11 168th St., N. Y. 10036

Note to all applicants: If you're considering a move to a bigger market, please make sure you are not accepting a position in another station.

We need an experienced morning personality with good contacts and an ability to write. Hour shift.

WING, Top 43 station, is searching for a top personality to fill a key position. Good pay and benefits. Contact WING, 133 Broadway, Boston, Mass.

WNOX, Top 40 station, needs two very experienced morning personalities to fill two key positions.

Advertised nationwide for a very experienced morning personality to fill a key position.

WUNI, a modern country music sta-
tion in a city of 150,000 people, seeks a person for its morning personality. Good pay and good benefits. Send resume to: General Manager, WUNI, Burlington, Iowa.

Most of the spots I've been writing have started to sound the same. It's a result of trying too hard to sound like the last one I wrote. Trouble with those per-
sonalities is that they are all the same. I've tried to develop a non-personality my own, but I can't seem to make it work. So I've come to the conclusion that I'm not good enough. I can't bring the right personality and my own to the job. I think the best thing is to let someone else do it.

If there's anyone out there who makes a smooth job with the kind of voice and personality I'm looking for, please contact me. I'd like to hear a tape of your work at some point in the future.

First phone personality for upstate N.Y. station. Must be great with people. Call on letters, please:

Aforty, Box 409, Saratoga Springs, N. Y. 12866.

EXECUTIVE CAREER OPPORTUNITIES

Executive wanted to sell full-time cooperative radio and TV stations in the Midwest. Fantastic opportunity. Send resume, with three references, to:

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POSITIONS WANTED

Two-man team. Punch, knowledge, and long-range writing services. Must be able to work with any copy. Under five years experience. Send resume and references to:

WCHT, Crawfordsville, Ind.

Immediate opening for "MOR" personality in top 150 market. Send resume and references to:

WJOL, Milwaukee, Wis.

Announcer with three years experience. Must be available IMMEDIATELY. Write:

WTVI, Springfield, Ill.

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SEPTEMBER 13, 1969, BILLBOARD
YESTERDAY, WHEN I WAS YOUNG
is Roy Clark's smash summer release, still going strong.
Now, from this immensely successful album,
a unique single for fall.
Roy's tender rendition of Kurt Weill's
"SEPTEMBER SONG"
b/w "For The Life Of Me" (Dot 17299)
You may have heard it before... but never like this!
Distributed nationally by Paramount Record Distributors,
a Division of Paramount Pictures Corporation, a G&W Company.
CREWE

PRODUCED BY

crewe/fox

Vikki Carr Sings
Radio-TV Programming

Vox Jox

**Continued from page 38**

To form DAE Broadcasting. They've purchased WDVH in Gainesville, Fla., an MOR and country music station, ... Kent Burkhardt of Pacific and Southern Broadcasting went a telecast topresent the American Tobacco Magazine demanding they retract something I put in Vox Jox about his thinking about going to take over WPAE in Jacksonville. The American Tobacco Magazine called me up, saying they were a little a llergic to printing retractions from myirate readers and sort of wondered if I get those kind of things often I said, "Oh, I don't hear much like Paul Drew and Kent Burkhardt." But, perhaps I'm getting a little too flamboyant in this column, perhaps I'd better quit step ping on so many toes and become a nice guy. The way I heard it, though, just to clarify the issue, Pacific and Southern had been negotiating for WPAE, but last week out to Nan Kaplan, owner of WAYV in Charlotte. If I heard wrong, my apologies.

Mike (Malcolm S.) Manong is now with WLTB in Utica, N.Y. He'd been with WHSL in Wil mington, N.C. Mike once gave me an old aircheck of Buz Bennett when he was working with WAT.

### WAJ Sheds Country for Uptempo Easy Listening

**DAYTON, Ohio — WAVI,** 250-watt daytime station has dropped country music to change to an easy listen ing format. Tom Robertson, director of program operations, said the station is playing all the major hit singles, regardless of what kind they are, and album cuts by groups like the Blood, Sweat & Tears, Pat Williams and the Carpenters. About 30 percent of the station's playlist is standard MOR album cuts daily at least half a year.

Billing itself as "the New Spindled One in Town," the station relies on personalities. "The program is not limited," said Robertson, "and thus we represent the most popular product not yet available in this market." WONE, a 5,000-watt 24-hour station, moved into the Uptempo Easy Listening format operation.

### Programming Aids

**Continued from page 40**

Little Love In Your Heart," By De Shann on, BFLF: "Mak-Mak-Mak-Mak," Orig e Sounds, De Shann on.


### Record Execs Hurry Up With Progressive Rock!

### Other Picks


**Concept**

Radio-TV Programming

Atlantic — To honor the city's songwriting talent, an easy listening TV will present an hour special at 8:30 p.m. Tuesday (9). The show will feature the presentation of the gold Cold Award, winner displayed by the Variety Club of Atlantic to recognize songwriters. WOJX deep Jay Siman Trane will host. Presenting the awards will be Bill Lowery, president of the station.

Performing on the show will be Joe Snow, "The Classics," "The Rams," Bill Jackson, "The Hitmen," and Mike Sharpe. Composers to be honored will include Ray Whitley J. B. Cobb, Harry Middlebrooks, Buddy Holly, Mike Sharpe, Emory Gordy, Joe South and Tommy Roe. Dick Urich is producer, R. T. Williams director.

### Campus Service In 1st Program

**NEW YORK — Campus Radio Programming Service—a new programming service aimed at college radio stations—will launch its first program in Octo ber. The first show, which will be distributed to some 300 college stations, according to Mike Brovsky of CRPS, will be a profile of a record, taking it from the recording session to promotion and distribution. The show is being created in Mirabeau sound recording studios here.

### Riley Show Shows

**ALTOONA, Pa. —** "The Big John Riley Show" bowed Aug. 25, at 9 a.m. on WFBG-TV, a Triangle broadcasting station. The show is a daily local variety and interview program.

### WPRO personalty Joe Thomas, left, chats with Columbia Records head of sales, Paul Solomon, below.

### CHAM to Shift Format To All Musical Categories

Hamilton, Canada—CHAM, a Rogers broadcasting station, under the leadership of program director John Murphy, will short term embark on a programming shift to all musical categories.

### WQXI TV to Honor Writers With Special

SALEM, Ohio — Jolly Roger Productions has launched a new semi-annual showcase women’s speciality show featuring Kay Karter. The show is aimed at small and medium market top 40 stations in 15 or 30 minute versions, and is produced by Joe Kurz, who programs WQXI in Jacksonville. The show is titled "The Karter Show" or "Karter Show" and features an all female show, from backgrounds as varied as the 20th Century.

James R. Karter, president of Jolly Roger Productions, says "The show is created for stations with little or no female representation, clubs, offices, or radio shows. The program is created specifically for stations that have little to offer their female listeners and not just another showcase for the same old same old."}

### WHFD FM Drops Rock For Mid-Road

BOSTON — WHFD-FM has dropped all progressive rock programming, reports program director Jack Malony, and switched to middle-of-the-road standards. No personalities are being used and records are unannounced. This leaves WBCN and WORG-FM as the major forces in exposing progressive rock records in the market.
“The Memphis Queen”
Carla Thomas

Busting the singles market wide open with
“I’ve Fallen In Love With You” (Sta 0011)
From her hit album “Memphis Queen” (STS 2019)
Call your local Stax distributor now for immediate
stock. Also available on stereo cartridges and cassettes.

The Sound Center of the Soul-ar System.
Stax Records, a Division of Paramount Pictures
Corporation, a G + W Company.
Soul L.P.'s

**From the Music Capitals of the World**

*Continued from page 28*

Lorna Music Ltd. The song is being released by the Creme Carmine on Janus and Peter Scully on Cotillion.

Laurie Records has sold Don's contract back to the artist. . . . Lovett Fuerstman, president of Con- centrall House Productions, has re- turned to New York from the West Coast where he met with MCA executives and international booking for J.J. Jackson and the Greatest Little Soul Band in the Land. . . . Carmen Cavalaro continues at La Maisonette through Saturday (20). . . . Percussionist Max Roach and vocalist Abbey Lincoln participated in Fusion Shz/Penthouse/Popular's Arts Sept. 3 and 5. . . . Percy Faith is the only singer recorded by the revamped Serendipity Singers. . . . Guitarist Henry Weiss, formerly with Liberty's Canned Heat, is recording an album with Albert Ayler on Impulse. Vestine also is forming a new group, Soul, which so far includes drummer Dahrel Norris and bass guitarist Dave McDaniel. Atlantic's Crosby, Stills, Nash & Young, Elektra's Leonie Mack, and A&M's Move play Fillmore East on Friday (19) and Saturday (20). Scheduled for Sept. 26-27 are Vanguard's Country Joe & the Fish, Elektra's Delaney & Bonnie and Friends, and Columbia's Tim Hardin. . . . The Motion Picture and Amusement Division of the Anti-Defamation League Association will have an organizational meeting Wednesday (10) at the Essex House Hotel to complete plans for the Dec. 28 testimonial honoring Nat Lofekowitz, president of the William Morris Agency. . . . ESP-Disk's Todd Kelley has assigned his copyrights to Ivan Mogul Music Corp. (ASCAP). . . . Chico Hamilton is creating and scoring Lloyd Greenberg's new film short, "The Elevator." Featured in the outdoor jazz show at the Club Ruby in Jamaica, . . .

**FILETS OF SOUL: B.B. King played both sides of his new disk on the "Dick Cavett Show" last week, before and after the political truth-telling of Washington analyst J.E. Stone. The duo should pair up again at Fillmore East for a truth and soul revue. . . . New Z.Z. Hill on Atlantic has been flippled to "It's a Hang-Up Baby." . . . Larry Weiss, who managed Jerry Butler's Mr. Dream Merchant, produced "Man of Value" for Willie Johnson & the Del Royals, due for re-lease on Mercury. . . . London's Carely Bell recently returned from a 2 1/2-week tour of France and Spain. He featured his Chicago blues harmonica and he played bass in a band composed of John Lee Hooker and Eddie Taylor on guitars and S.P. Lee on drums. Congress Records has released "Fat, Black and Together," from J.J. Jackson's "The Greatest Little Soul Band in the Land" album. . . . Clifford Grant, soul favorite from the Tennessee and Carolinas area, has recorded John D. Loudermilk's "Break My Mind" on Elef. . . . New from Clarence Carter: "Don't Do That," on Atlantic . . . The Sun Biscuits, new effort, "The Weight," is backed by "For Better or Worse," the side that could sell the disk to gold. . . . New album from Peggy Scott & Al Jones on CBS: "Lover's Heaven." . . . New Ella Washington on SST: "I Want to Walk Through This Life With You." . . . Atlantic will send a soul record to England on "I'm Learning to Care," from New Orleans, Clarence Carter, Percy Sledge, Baby Washington, King Curtis, plus the Memphis Four. . . . John Jackson, Andrew Love and Joe Ashford. . . . New Roberta Flack: "Compared to What" on Atlantic. . . . Thank you all for letters to Soul Sauce, who invites you to write your news and views to keep this space for "only soul." . . . Even people relatives folk, like Howard Weisman, reads Soul Sauce. Do You?
JERRY LEE LEWIS
MR. SMASH RECORDS!

SHE EVEN WOKE ME UP TO SAY GOODBYE
PRODUCED BY JERRY KENNEDY

S-2244

HIS NEWEST POWER-PACKED RELEASE!

HIS BIGGEST YET!

Jerry Lee Lewis is up to his old bag of DYNAMITE with the newest in a succession of fantastic chartbound albums.

SRS 67128

From the Mercury Record Corporation family of labels

SMASH - PHILIPS - SMASH - LIMELIGHT - WINE - FONTANA - BLUE ROCK - INTERCORD

A product of Mercury Record Productions, Inc., 35 East Wacker Dr., Chicago, Illinois 60601

A NORTH AMERICAN PHILIPS COMPANY
JAMES BROWN steps from the flying pan into the fire, as the soul champion meets his fans after dedicating two James Brown Gold Platter Restaurants in Macon, Ga., recently. The restaurants, which serve soul food as well as burgers and hot dogs, are the first in a prospective nationwide chain that will offer investments and job opportunities to members of minority races. Brown launched his career in the Georgia city in 1956.

**From the Music Capitals of the World**

L.T., on Sunday (14) are Betty Carter, Ray Hayes, Freddie Hubbard, Mill Jackson, Roland Kirk, and Joe Lee Wilson. "Firebird Records has retained independent promotion men Howard Bredoe and Pete Wright in Chicago and Sam Kaplan in Detroit to work Kim Turner's first release, Godwin of Atlanta and Brothers Interiors of Cleveland have been added to Firebird's distribution setting. Rob Cullen of Kaplan-Cullen Associates flew to Los Angeles last week to finish producing the soundtrack to the MPI-El Tigre production. "50 Steps to Jonah," which stars Wayne Newton, Lou Chandler and David Bromberg play the Main Point in Bryn Mawr, Pa., from Thursday (11) through Sunday (14). From Mogull Music Associates have released facsimiles of songs recorded for Imperial's Classics IV and Capitol's Joe South, which are being distributed through West Coast Publications. "Feast of Tears" will be released through ABC Films/George Englund Productions. The score will be written by George Huberman of the Bob & George Baker Gang of Blind Faith will appear on the film. Bob Harlowood, president of LHI Records, will make his acting debut in "The Moonshine War," a Licence Direct Drama play a one-week stint at Ottawa's Le Hibou on Sept. 23.
MOA Weighs Future Public Day for Show

By EARL PAIGE

CHICAGO — As a further step in its public relations program, the Music Operators of America (MOA) may consider opening its annual trade exposition to the general public. There is a trend toward holding public days during trade exhibits (see separate story on a German coin machine convention) and MOA executive vice-president Fred Granger said last week that the idea “is worth considering.” He added, “We would have to explore the idea with our exhibitors first.” He indicated that MOA might survey exhibitors.

Among MOA executives questioned on the proposal, one director said he was in favor of a public day but that it might be better to ask the trade first here. “Some local operators may have a different idea,” he said. (Continued on page 32)

State Council’s Role Important In Legislation

CHICAGO—The first “Legislative Review” compiled by the legislative department of the National Music Operators Association (NAMA) stressed the positive role of state legislation to the favoring of the vending industry. In summing up the effects of state legislation on vendors in (Continued on page 51)

Jukebox Programming Dies In Mississippi Hurricane

By RON SCHLACHER

BILOXI, Miss.—Jukebox programming currently poses no problem here for Mrs. Charles Morrison of Morrison Amuse- ment Co. The reason is that most of the company’s top locations were leveled a few weeks ago during Hurricane Camille’s rampage through this resort city. “We really have not been able to find out for sure how much we did lose,” said Mrs. Morris- son. “We have done a good job of operation and we think we lost about 30 per cent of our ma-

chines. We were able to get out later model machines out of the locations and store them at our shop which sustained only slight damage. As for the locations, most of them were destroyed especially those on the beach. In fact, there is hardly anything (Continued on page 52)

Virginia Sets Nov. Meeting

RICHMOND, Va.—The Music Operators of Virginia (MOV) will hold its 11th annual convention here Nov. 21-22 at the Jefferson Hotel.

Among special guests expected to attend is Fred Granger, executive vice-president of the Music Operators of America (MOA). Others scheduled to attend include MOV president Joe Holland, first vice-president George Rollo, second vice-president John Cameron, treasurer Claude Smith and secretary Hy Lescnik.

The association’s directors are Ralph Clum, Harry Healy, Dewey Gilbert, Ken O’Connor, William Colgate, P.D. Colbert, Jim Donnelly, Thel Shields, Bill Hensley, Eddie Morse, Arnef Pantelides, Harry Lubman, Mrs. Harry Lubman, Alton Lewis, William Showalter, Robert Mi-

Bally Builds Jukebox Hits

NEWARK, N. J.—The jukebox industry’s ability to produce hit records in the easy listening field has been demonstrated by the success of two artists on the recently created Jaybee label, headed by up-and-comer John Bilotta. “Merry Go Round of Love,” recorded by Roberta Quintlan, television singing star of the early 50’s, reached the No. 8 position on the Aug. 7 WGVA (Geneva, N. Y.) record survey. Don Cornell, who won several gold records in the post-war period, recently hosted a daily Cincinnati, Ohio, television-radio show, “The 50,000 Club, on WVT, after recording a single for Jaybee, “Til I Be the Lonely One.” Both records have been marketed to jukebox operators before release to radio stations and retail outlets.

Bilotta says he is interested in making records for “the timid” (Continued on page 50)

German Show Will Be Open to Public

By WALTER MALLIN

BERLIN, W. Ger.—The coin operated machine industry in this country is culminating a public relations program with an exhibition that will be open to the general public Sept. 16-19 at the Berlin Congress Hall here. At press time last week over 50 firms had booked stands and the exhibition organizers were already planning to make the event an annual one with the 1970 exhibition scheduled for Hamburg.

The exhibition, called the International Coin Machine Ex-

Bally to Buy Large European Distributor

CHICAGO — Bally Manufacturing Corp. here, which in recent weeks has signed agreements to acquire Lacs-Smith Manufacturing Co. and Midway Manufacturing Co., last week signed an agreement to purchase Bally Continental Ltd., a large, independently-owned Belgian distributor in Antwerp.

Bally Continental was founded in 1950 by Alex A. Wilms and plans call for building new facilities next year on a four-acre tract of land near the Port of Antwerp. Since its affiliation with Bally in 1957, Bally Continental has established a distribution network throughout Europe. Prior to adopting its current name in 1963, the firm was known as European Amuse-

Bally Continental Ltd., a large, independently-owned Belgian distributor in Antwerp.

over a five-year period. The full share issuance is based on a formula requiring the annual earnings of the acquired firm to average at least $500,000 after taxes.

Iowa Cigarette Operators Rap ‘Cold Turkey’

By BRUCE CORY

CRESTON, IA.—The theory that people can smoke their way to slimming success to their own worst instincts in the presence of a cigarette vending machine here has received somewhat of a setback, based on last week’s tests with vending machine operators here.

Residents of the nearby town of Greenfield began a month-long "no-smoking" campaign Aug. 8 during the filming of "Cold Turkey," a movie about a town (Continued on page 51)

New Equipment

Chicago Coin—One-Player Flipper Game

Pinball manufacturers are increasingly adding new skill features in games. An example is this newest one-player from Chicago Coin which features “impact targets.” The score for hitting a target ranges from 100 to 500 points, and is determined by the force with which the ball is struck into the target. The player manipulating the flippers. Other features of the new game include a special score for hitting targets A, B, C and D; a number match feature; a high score feature; optional drine or three for a quarter play; adjustable for nickel play; extra size cash container; special lanes on the sides for scoring; an action pocket for more play appeal; and automatic ball lift. With all these features it is small wonder the game is named: “Action.”

NEW Equipment

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New Equipment

Yeats—Equipment Handler

The new Yeats Appliance Dolly Sales Co., #244 dolly comes equipped with a set of electro-mechanically powered grippers on a conveyor chain which cycle the entire truck and load up each stair in turn. In reverse cycle, the “no-man” grippers lower a load down step by step. The 10-ampere, 12-volt battery runs the grippers in a self-contained power source, free of lead-in cords or wires. A plug-in overnight charger is included with the unit, according to Yeats Vice-President W. F. Moore. The 66-pound dolly can reportedly lift up to 600 pounds up or down stairs while being controlled by only one man, and can handle loads all day on one charge. The no-man grippers have been tested successfully on wet, carpeted and waxed surfaces, and retract entirely within the hand truck when not in service. The unit, which will be on display at the Music Operators of America Show, Sept. 4-7, Sherman House, Chicago, retails for $495.
German Show Will Be Open to Public

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

Manhattan, Kan., Location: Kid-Restaurant

PAT BURNS, proprietor
Black Hills Novelty Co., Inc.

On the Street

By Ron Schlachter

Raiders was the hit of the New York State Fair in Syracuse, according to Johnny Billotta, who had numerous pieces of equipment on display. Billotta also notes this is a two-for-a-quarter play did "real good" against 11-cent play. Special guest at the fair was Governor Nelson Rockefeller, and the American Shuffelboard's Sol Lipkin is spending quite a bit of time in Chicago. Having spent the past week end at the Music Operators of America (MOA) Show at the Sherman House, Lipkin now moves to the Conrad Hilton where American will be exhibiting at the National Park and Recreation Show. In between shows, he will be visiting the company's display in the Midwest. And there's this word of advice from Lipkin: 'Every dealer who has set up a recreation division are doing very well, but any wholesaler in this business should also think of the recreation end of the business.'

MOA executive vice-president Fred Granger is now devoting his attention to Phase II of the association's public relations program. According to Granger, the officers and directors will brainstorm the program which will include a revised edition of "The Ball Game Story" and possibly a slide presentation. Granger wrote the original speech and spent many hours in interviewing industry representatives to gather his material. As part of its program, the MOA will be soon presenting its first public relations awards... The Brill brothers are back at United Tool & Engineer Co. in Cincinnati following vacations to opponent ends of the country. Paul enjoyed fishing and sightseeing in the southwest while George did the same in the southeast.

Techkue Records songstress Mari Sumikawa was a recent visitor to Sega headquarters in Tokyo. She signed autographs for fans and posed for promotional photographs with equipment imported from the U.S. Her latest records are "I Love You So Much" and "Vision Of A Kiss." Sega is opening an annex to its factory in a few months. When completed, the new plant should assure that these high export demands can be filled every 60 to 90 days.

Ronald Carey's sister, Jane Gage, will be married Sept. 20 to Roy Howard of Waco, Texas. His step father is Clyde Gage, music service manager for United Distributors Inc.

Mark Blum, Jr. of United Distributors reports that his firm will sponsor a "service-man," automatic products Sept. 17. Hank Swavel, with Automatic Products in St. Louis, will conduct the four-hour session at United, Smoke Shop machines and Candy Shop machines will be featured in the school. Other news from Kan- sais finds that Melvin Hammer's daughter, Mary, was married to Jim Roth June 1. The couple is living in Manhattan, Kansas. Mary's brother, Marty, were brought to America from Ireland in 1951 and adopted by the Hammars. Marty will start his first year of college this fall at Sacred Heart College in Winona.

The Harlan Wingraves of Emporia, Kan., had a wedding in the family. Their son Jim, was married May 31 to Marsha Rowland of Liberal. The couple has settled at the University of Texas in Austin where Jim is working on his Ph.D. degree in chemistry and Marsha is majoring in elementary education. Jim has been granted an assistantship for teaching chemistry at the university. Harlan Wingraves reports that he now has two warehouses serving his expanding business, Sweetheart Candy and Tobacco. One of the warehouses is in Emporia and the other is in Salina. Offices are in Emporia, while the main warehouse is in Salina. As for a vacation, the Wingraves didn't get one this year. According to Mrs. Wingraves, "Business was good going in and we couldn't go."

Sweetheart Candy and Tobacco (Continued on page 53)

(Continued on page 52)

SEA RAIDERS

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Sweetheart Candy and Tobacco (Continued on page 53)
This Blue Chip investment pays even higher dividends

The optional animated top scene by Technamation on the AMERICANA III has proved that it quickly pays for itself by the extra attention it generates and the extra plays that result.

One look at this brilliant ever-changing metropolitan skyline and you'll know what we mean. Signs go on and off. Traffic crosses the bridge and moves along the waterfront drive. A tug breasts the shimmering water. There is action galore that literally lifts patrons out of their seats—gets them up close to see as well as hear the AMERICANA III perform.

Get with WURLITZER!
The increased earnings will reflect your good judgment.

THE WURLITZER COMPANY
PHONOGRAPH DEPARTMENT
NORTH TONAWANDA, NEW YORK
Bilotta Builds Jukebox Hits

Continued from page 47

The soul, the man who is over 35 and not geared to the age of rock. Songs that hit the very heart and soul of the guy who sits at the corner bar." Window stickers announce that "Roberta Quintan is Alive and Singing on Your Jukebox." Both artists will perform at the Music Operators of America talent show, Sherman House, Chicago, Sept. 7.

MOA president Howard Ellis and executive vice-president Fred Granger recently told a meeting of West Coast operators that a jukebox industry public relations program to promote budding recording artists might bring local associations and the industry as a whole positive promotional benefits. Operators purchase more than $52 million worth of records annually.

Bilotta continues to be busy with vending business. He expects September to be a heavy month for us," said Steve Miller, New England Vendors Supply, Allison, Mass. "The kids will be back on the city streets after a summer at camp or at the seashore. Everybody here was stocking up after the first day of school, Sept. 2." Miller added that a similar situation exists all along the Eastern seaboard. He expects 25-cent football helmets to be the best fall product.

Jack Nelson, Logan Distributing, Inc., Chicago, stated a yearly slump in bulk vending sales "certainly the one worst school season (Sept. 3 this year) to about three weeks after classes start. The kids' parents are spending a lot of money on school supplies during that period and many of the school items have novelty approaches to them.

"Now, for a couple of weeks, the kids won't look at the machines until the novelty of their new stuff wears off. The first part of September is not a good time to put new products in your machines," Nelson added that football items will soon be appearing in vendingers, "but right now, we're still running out summer stuff.

"Alex Schwartz of T. J. King & Co., Inc., Chicago, agreed with Nelson's analysis. " Machines in places near schools and school stores will start picking up business," he said, "but other locations will lose a little business." There is no special merchandise geared to the opening of the school year that will go into his bulk vending machines, he added. But the imminent opening of football season will have an effect on merchandising.

"Collections may be up in September," said Milton Hampton, Graff Vending, Califronia, Oakland. "But a lot of that is money from the peak month of August that hasn't been picked up yet." Hampton said the best bulk vending items, like 5-cent gum and 25-cent merchandise, are aimed at the teen-agers, "because what the teenagers have, the younger kids certainly want to have, too." He was cool, however, to the idea of vending the "little red book" of Chairman Mao or "Viva Che" buttons, despite the ready market for such products at nearby San Francisco State College and the University of California at Berkeley.

Tommy Conner, manager, Graff Vending Supply Co., Houston, Tex., said the run on school supplies will keep vending sales down for the next few weeks, which will then pick up again before the cold weather sets in and vendors go into hibernation, awaiting the call of spring. "Backed gum is now the best seller we have," he said, "and football helmets will be a good item again this year.

"September is still a good month for us," said Floyd Price, manager, Graf Vending, Dallas, "but it is the beginning of the slowdown. We'll start hitting the football themes hard pretty soon."

If your competition is giving you location trouble...

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

CONSOLE

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

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

VICTOR VENDING CORP.

5701-13 West Grand Ave.
Chicago, Ill. 60639

FIFTY THOUSAND record vending machines is the target figure within the next three-four years set by Novo Corporation and Disc-O-Mat National, Inc., two firms now involved in this growing field. Novo recently contracted for the production of 1,000 vending machines to dispense the American Pocket pocket-size records (in the machine above), and Disc-O-Mat contracted for 1,000 machines which vend regular size 45 r.p.m. records. The contracts were signed with Transvac Electronics, a Long Island manufacturer which will produce both types of machines. Additionally, Transvac's research and development division is currently investigating the record vending business. Novo and Disc-O-Mat hope to expand their initial contracts to 50,000 machines. Record distributors estimate that 1,000 machines will gross $3.3 million per year.

We have authentic "HI-BOUNCE" Billiard Balls

1/2" Hi-Bounce Billiard Balls for 1¢ vend $13.30/1,000
Hi-Bounce Billiard Balls for 5¢ vend $22.00/1,000
Hi-Bounce Billiard Balls for 10¢ vend $40.00/1,000
Hi-Bounce Billiard Balls for 25¢ vend $40.00/1,000

also

1/4" balls packed 3 to a capsule $55.00/1000
1/2" balls packed 1 to a capsule $80.00/1000

EPPY CHARMS, INCORPORATED

163 Denton Avenue
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(516) 593-2800
All orders F.O.B. Lynbrook

WHEN ANSWERING ADS . . .
Say You Saw It in Billboard

SEPTEMBER 13, 1969, BILLBOARD


NAMA Report Tells Council Role in Shaping Legislation

- Continued from page 47

out, however, that “reduction of cigarette taxes to equitable and fairly equal rates,” and not increased penalties and reforms are the real solutions to the problem of the sale of unstamped or out-of-state cigarettes. The passage of a 2-cent levy by the North Carolina legislature ended that state’s last outpost of unstamped cigarettes and, the report noted, put a stop to the tracking down of unstamped packs easier. Cigarette taxes went up in Connecticut (the state’s cut is now 16 cents), Minnesota, Missouri, Arizona, Arkansas, Delaware, Illinois, Kansas, Maine, Massachusetts, Montana, Nevada, North Dakota, South Carolina, South Dakota and Vermont, and six other states have possible increases pending.

South Dakota vendors were exempted from the state’s one per cent sales tax hike, and will continue to pay at the old 3 per cent rate. A one per cent tax increase in North Dakota was accompanied by a reduction in the exemption granted sales of tobacco products from a total exemption to one covering sales of 15 cents or less. Exemptions were also reduced in Connecticut, West Virginia, and Utah. Ten state legislatures voted to raise sales tax by more than one per cent (Maine and Nevada) to 15 per cent (Connecticut). The South Carolina senate has called for a study of the reasons why cigarette prices are increased following a sales tax increase. Bothmen report comments that “no mention was made of the undue burden imposed on vendors” by the tax hikes.

The Connecticut legislature also passed a bill changing the vending machine licensing schedule from a 3-year period to a graduated schedule running up to $100 for each 100 machines owned. Five other states considered increase or enactment of per-machine taxes. Bills dealing with per-machine fees were defeated in Wisconsin, Missouri and Florida. The California legislature is discussing a per-machine tax of $20, as well as bans on pay toilets and pay lockers, machine placement restrictions and the creation of a vending machine commission to “halt the flow of ‘racket’ money into the channels of trade represented by coin vending machines.”

The report added that several Eastern state legislatures have begun investigating the packaging of meat products, measures of importance to commodity operators.

Iowa Cigarette Operators Rap ‘Cold Turkey’

- Continued from page 47

that tries to earn $25,000,000 from a millionare by giving up smoking. Some 500 residents of the town and outlying areas signed pledges to give up smoking for 30 days. Greenfield has a population of 1,500.

Despite rumors that vending sales have risen as the filming wears on, Darrell Johnson, Cremon Administration, noticed any increase. “I’d say we’ve temporarily lost 10-15 per cent of our sales in Greenfield,” said Johnson, whose company owns two machines in two cafes there. “And there’s always the chance that if a person quits for 30 days, he may quit for good.” Many of the people who signed the pledges, however, were nonsmokers already, he added. The Greenfield town council and chamber of commerce have persuaded merchants who sell cigarettes over the counter and in machines to put up window stickers reminding customers of the “Cold Turkey” campaign. “A lot of the town’s prominent citizens have stopped smoking in public,” said Johnson. “But there’s no way of telling how many people are doing it in private.”

Vending sales have remained constant in Greenfield as far as according to Dick Ekstrand, Connecticut Wholesale, which operates four machines in Greenfield. He attributes this condition to the number of people involved in the production of the film who are in the town and not covered by the pledges. “I think that most of the people who signed are still sticking to their pledges,” he said. “Cold Turkey” has also affected the sales of particular brands. “I’ve discovered that a brand that normally moves well in one of my machines suddenly isn’t doing as well at all. I think what’s happened is that someone who usually buys his cigarettes at one of my locations is quitting, and now that brand isn’t selected as often.” Both men own machines which vend cigarettes for 45 cents a pack.

Greenfield mayor Dale Young estimates that 360 of the town’s 414 to 426 smokers swore of tobacco for the month. He was one of them. Yount and the others threw their cigarettes into a bonfire in the town square Aug. 8.

“Cold Turkey” stars Dick Van Dyke, Pippa Scott and Tom Poston.

South Dakota Meeting

GLEN CHARNEY (left) and Solly Rose, Lieberman Music, Minneapolis.

CLAIRED WESLEY, K. C. Sales, Minneapols (left) and Mrs. Dick Sheilock, KOTA-TV, Rapid City.

JOHN TRUCANO huddles with operators studying a jukebox. Trucano, a Music Operators of America vice-president, spoke at the national organization’s annual convention.

South Dakota office of salesmen and vendors was held at the Rapid City Hotel. The meeting featured a friendly discussion during a break between meetings.

Mrs. Audrie Granger Dead

CHICAGO — Mrs. Audrie May Granger, 71, mother of Fred Granger, executive vice-president, Music Operators of America, died Aug. 29 following a long illness. She lived in Garden City, Mich., and was buried in Hastings, Mich. Other survivors were a daughter, two grandchildren and two great grandchildren.

NORTHWESTERN CLASSIC

BIRMINGHAM vending company to open new store.

REVOLUTION BY

COLD DRINKS

LARGE JUKE BOX CO.

with management in New York City

DESIGNS MERGER

with established stock company.

On the Street

- Continued from page 48

has added some new employees. Stanley Stow and Gilbert Williams are now with the firm, and Ronsie Johnson, who has been working for Enterprise, has been made a salesman for Sweetheart. Isotta Edwards, who has been office manager for Sweetheart and Linda Brooks has been promoted to the same position. The Wingraves will add more employees later in the fall.

Larry Lowrey, Emporia Music service salesman, is back on the job after six weeks of hospitalization for surgery.
Open Day Boost to Public Relations

**Continued from page 47**

not want their location owners to see such an array of new equipment—but this would apply only to local operators. Still, we should listen to their opinion in considering an open date during the show.

Addressing the long range view of opening the show to the general public, Granger said, "It's certainly an idea we ought to explore. It would afford us an opportunity to prepare special booklets explaining the industry and each public guest would be given an information package. We have much of this material available in our public relations kit and could further our public relations campaign very nicely during the show." Working out the mechanics for an open period during the show, "would not be all that difficult," Granger said. "First of all, we would probably have to consider holding the public day on the second day of the convention, after the regular registration period is completed. By the second day, the convention has shaken down and we would be ready for the public. The second day is also our long day, so that, for example, if we wanted to open the show on noon on, this would allow us plenty of time."

Granger indicated that the general public could be issued special badges that would differ from the design and construction of regular MOA delegates, "We could possibly make the badges for the public guests in the form of a circle. We wouldn't charge a registration fee, so we would have to distinguish between regular delegates and public guests."

"The distinguishing public guest badges would allow our members to explain the industry to guests and would also be of help to the exhibitors."

Granger indicated that MOA members could invite people from outside the industry to attend the show. Many MOA members are now addressing civic clubs and other organizations in their areas and might well want to invite various officers of civic clubs and municipal government officials to the show," he said.

**Eppy Bows Pool Balls**

LYNBOOK, N.Y. — High bounce "Billiard Balls," commonly known in the industry as pool balls, are now available for immediate delivery from Eppy Charms, Inc., here according to president Sydney Eppy. The balls are made of high impact material and are available in four sizes: three-fourths inch, penny vend; one inch, five and 10-cent vend; one and a quarter inch, 10-cent vend; and one and one-half inch, 25-cent vend. "The Billiard Balls" are available in high luster, authentic colors with different imprinting explained Eppy, "You can really play pool with them. As for production, there are no problems and we're shipping now. This should really clobber the Hong Kong goods."

The cost is as follows: three-fourths inch, $1.35 per thousand; one inch, $23 per thousand; one and a quarter inch, $32 per thousand; and one and one-half inch, $60 per thousand. In addition, a one and one-half inch ball in a 25-cent capsule is available at $80 per thousand, while five three-fourths inch balls in a 25-cent capsule are being offered at $85 per thousand.

**Computer Quiz**

**Wherever People Gather...**

**Continued from page 48**

Xaver Leonhart
Kicker Tischfußballspiel GmbH
Lorenz-Automaten Gerd W. Schulze
Maithof-Automaten Karl W. Muller KG
Kurt Naujoks
Mathys & Nobiling
Pargmann Produktionst-Betriebe
Krombacher-Gesellschaft Nova
Apparate GmbH & Co.
Wolfgang Pfeifer
Panda GmbH Elektrogerate und Apparatebau
Eckert 200 salesmen AG
Rebner & Co. KG
Sevend Automaten-Vertrieb GmbH
Standardwerk Eugen Reis GmbH
Max Tirsch
Gunter Wolff-Automatenfabrik Wolff Automaten
Societe Francaise de Radio et Television
Jeuxlux S.A.

**Jukebox Programming Dies In Mississippi Hurricane**

left standing for 28 miles along the beach.

"Where we left the older machines, the places were either destroyed or filled with water. We had a total of 42 locations. Right now, we may have 12 locations in operation. These places just opened in the last few days because the water has been unsafe. By various means, they are getting in touch with us so we are trying to service them. However, I haven't had a chance to order records. I get them from Shreveport and I doubt if I could even get through right now.

Mrs. Morrison weathered the storm at Howard Memorial Hospital in Biloxi where her husband was a patient for 43 days. He has since returned home. As for her experience during the hurricane, Mrs. Morrison said:

"There was even fear at the hospital of a tidal wave. Fortunately, the main part of the hospital did not get any water but there was four to five feet in the cafeteria and no electricity. As for our home, it escaped major damage but water swept through the house next door. Down the block, a lady had to be rescued from her porch by boat.

"As for our business, we have our 16 model jukeboxes but there are no places to put them. The few locations we have left are near gas stations and restaurants on the avenue. Our best locations were on the beach and they are all gone."
New Classical Notes

Pierluigi, who will become music director of the New York Philharmonic in 1971, will be ex-
posed in CBS-TV's "Camera Three" on Sunday (14). The "La Sorella" and "La Donna," will be-
come the first vocal series at Lincoln Center's Alice Tully Hall on Thursday and Saturday (20).

RCA has placed an order for soprano Eyvind Erland and bari-
itone Hermann Prey, and tenor Salvatore Bove, to sing in the first vocal series at Lincoln Cen-
ter's Alice Tully Hall on Oct. 19. Other artists in the 3 p.m. series will be baritone Birgit Nilsson, Mars-
ket, Sopranos Evelyn Lear and bari-
itone Holger Schumacher, and tenor and the Royal Opera House Orches-
tra, Dorati conducting.

Another former RCA title slated for release on London's full sound is the American Opera "Norma," which features Miss Sutherland and Miss Horne. It will be serviced to radio on a new tape which will be the first in a series of the opera. Richard, Benjamin, who has been the conductor of the new tape, conducted the opera in the three-1 P.O.B. 149.

Another former RCA title was released on London's full sound in 1969. It was the first in a series of the opera. Richard, Benjamin, who has been the conductor of the new tape, conducted the opera in the three-1 P.O.B. 149.

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AMDIE Sets April Show, Plans Split Show in 1971

- Continued from page 3

...ern site. We're negotiating with Atlantic City right now. Las Vegas would still be the main show, with the two shows spaced about three weeks apart. This would take place in 1971.

"As for the upcoming show, the outlook is very bright. Last year, we started with nothing and wound up with 111 major exhibitors. This year, we're starting with 96 exhibitors and all promise to bring dealers. The majority of exhibitors from last year's show have increased their space. They were given a preference to space."

Phinney said that individual manufacturers and groups will be encouraged to sponsor seminars and meetings during the show. Although AMDIE will not assume a sponsorship role. As for how the 1970 show will be improved, Phinney explained: "Besides the dates of the show, the big news is that the sound barrier has been broken. A complaint last year was the noise but this has all been remedied. The Las Vegas Convention Bureau has spent $1,200,000 to soundproof the South Hall. This is the only convention bureau in the world that would go to such a trouble. These amplified instruments will be miles away sound-wire but only a few feet away from the rest of the show in reality. The South Hall contains five auditoriums and everythings is completely soundproof. In addition, we will again be using the main hall and adjacent meeting rooms.

"We have also eliminated the five-dollar registration fee and the time and a half and double that for management. Exhibitors will be able to move in Thursday and Friday at the regular rate or move themselves in during Saturday and Sunday. As for other improvements, the food service will be better and faster and there will be no golf tournament or style show during the show."

Phinney also noted that the Landmark Hotel will serve as the exhibitors headquarters and the Intercontinental Hotel, which is next door to the Convention Center, will probably be used by the dealers. The Stardust served as dealers headquarters last year and according to Phinney, the hotel is still offering rooms at $5 per night. As for the National Association of Music Merchants (NAMM) decision to hold its show in Miami, AMDIE president commented: "We have been looking around for eastern sites but we have never considered Miami in June."

Merson Follows Fair Route

LOS ANGELES — Merson Merson Products Corp. will participate in all key teenage fair during the coming year, according to national promotion director W. R. Hampton. The move is part of the company's new national sales promotion program.

As outlined by Hampton, Merson will not only conduct "Battles of the Bands" at these various events but will also offer a new sound dollars worth of Hagstrom guitars and Marshall amplifiers as prizes to the winners. This new policy was adopted because of the "recent tremendous success" of the Kansas City Teenage Fair, according to the Merson executive. The four-day event drew capacity crowds in excess of 50,000 persons and the in-store traffic at Mission Music, which sponsored the "Battle of the Bands," resulted in a substantial increase in musical equipment sales. Nelson Clark, manager of the Kansas City area store, promoted the event on behalf of Merson.

In his announcement, Hampton added that Merson will not only conduct the band contests at these various events but also intends to hold numerous clinics where the special features of the Hagstrom guitars and Marshall amplifiers will be demonstrated. Merson is the exclusive U.S. distributor of Marshall amplifiers, Hagstrom and Guininni guitars, Univox guitar and amplifiers, Unicord Panther organs and more than 4,500 other musical accessories.

Store Opened By Harmony Hut

WAYNE TOWNSHIP, N.J. — Harmony Hut will open a 12,400-square-foot retail outlet in Willowbrook Mall here on Sept. 24. The store, which will carry recordings, pre-recorded and blank tapes, hi-fi and stereo equipment, pianos, organs and other musical instruments, will be the latest outlet in the contemplated chain by Schwartz Bros. of Washington.

Hammond at Lions

CHICAGO—Hammond Organ Co. recently received international recognition when a T-241-1 model was presented as a gift to the incoming president of Lions International and his wife at the service organization's 52nd annual convention in Tokyo. Mrs. Celia Bryan, wife of President R. R. Bryan, was presented the organ on stage by members of the Ohio Lions Club. She publicly accepted the organ at the final session of the convention and played briefly.

Springboard Buys Kay Pressing Plant

NEW YORK — Springboard International has acquired the pressing plant of Kay Records of Little Ferry, N.J. As a part of the acquisition Springboard will move to its New York offices to Little Ferry.

The company's new mailing address will be 110 Bergen Pike, Little Ferry, N.J. 07643. Its telephone numbers remain unchanged.
Atco Nude LP Cover Has Retailers ‘Choosing Sides’

By BRUCE CORY

CHICAGO—“Blind Faith,” the Atco release featuring a choice between a group shot cover and a cover that depicts a nude girl, has polarized retailers here. Outlets such as E.J. Korvette, Sears, Roebuck and Co., and Polk Brothers, who decided not to stock the non-nude cover which features a photograph of the nude girl. Instead, they are stocking only the non-nude cover. On the other hand, some independent outlets, such as Slipped Disc in Old Town, stock only the cover featuring the nude 12-year-old girl holding an airplane. Some stores feature both versions of the cover and overall sales are running 10 to 1 in favor of the “regular” cover version, according to a survey last week of local retailers and wholesalers.

The store, which is only certified as a million seller, is only available on pre-recorded tape with the group’s “Blind Faith” single, the cassette and 8-track configurations are very good, according to Ray Church, manager of Hit Records, who said open reel versions of the product still were not available. The store features the nude cover as the number one seller.


Retailers were not so critical of the A jacket, however. “Initially, we ordered only the group-photo cover,” said Merril Rose, Rose Discount Stores. “Then we started getting requests for the other jacket at both our outlets and we started stocking it only for both versions.” His stores did not handle the John and Yoko album, he added, and he thinks nudity on album jackets has reached its saturation point. “The novelty is starting to wear off.”

“I think it’s ridiculous to have two album jackets,” said David Simons, manager of the Slipped Disc in Old Town. “It just makes the customers think the group is more of a family market and won’t have anything to do with the nude cover.”

Kudolka said he had not heard “any actual complaints” from retailers, the customers about the A jacket, which was the group’s choice for their first album. “The group has released many distributors, myself included, warned the company that sales might be badly hurt if the album were distributed in this manner exclusively, and persuading them to put out both covers. I’m glad they did. Blind Faith is our best-selling album after ‘In-A-Gadda-Da-Vida,’ but the story might have been different if only the A ‘Blind Faith’ sleeve had been used and the company might have learned a lesson about record distribution. The Kudolka added that sales of the A record were lower than he had anticipated. He said most stores carry both jackets, but in only a few areas, like Old Town, is the A jacket doing very well. Most stores carry both jackets, but in only a few areas, like Old Town, is the A jacket doing very well.

FINETONE Audio Products Inc., Brooklyn, N.Y., has been named exclusive distributor for Sure-Spin, 45 rpm record setters. A blister pack of five adaptors has a suggested list price of $4.95.

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Fragman said that album sales might have been substantially hurt if the alternative jacket were not available. “The John and Yoko album (which features a photograph of the performers in the nude) was a disaster and there have been very few.”

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**Store Enforces 'Smoke Ban'**

CHICAGO—One record retailer here has instituted a "no smoking" policy for customers in his store, and enforces it by removing more than 15 people as a fire prevention measure. Violation of the ordinance carries punishment of a fine not exceeding $5 for each offense. Enforcement, however generally takes place "only when something suggestive," a spokesman for the city fire prevention department admitted.

According to Dick Peterson, Deluxe Music, says he set up his "no smoking" signs and practices in consultation with the city ordinance, he added that his store employees "six or seven days a week" for employees and customers both, he said. "Retailers who claim that all their employees are non-smokers. It just worked out that way. Everyone here is considerably. The only complaint I've had in a year was from a police officer who said his civil liberties were being violated.

V.H. (Andy) Anderson, The Record Center, said his store has no restrictions on smoking by customers, employees or salesmen. "Most big places have given up trying to enforce the city regulations," he said.

One of the stores that has given up in Ethnic Music, on the Southwest.

"We have just barely enough employees to handle under the ordinance," said Frank Padden, "and we have no 'no-smoking' signs posted in the stock room. None of our employees is allowed to smoke on the job. But it's pointless to try to enforce the law when customers want to smoke."

Jane Brisk of Marshall Field's & Co. record department said the store has no "no smoking" policy which would be enforced regardless of the city ordinance. "Our special service force in the store handles any violations of our restrictions," she said.

Managers and personnel at the Wecord Woom, One Octave Lower and Slypped Disc stores in Old Town, reported that there are no restrictions on smoking in their outlets.

**Japan Growth**

WASHINGTON—Production of electronic equipment by Japan has been growing at an average of 25 percent over the past five years and is likely to increase another 25 percent in 1969, according to a publication of the Electronic Industries Association. Sales of electronic components, Electronic Trends/International, prepared by the EIA's Services Department, report that the first quarter of 1969 showed "an observable trend" and indicate a $6.5 billion production total for Japan this year, up from the $5.2 billion total of 1969.
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
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• Liverpool—the ideal base for a country music European resurgence
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DEADLINE: SEPTEMBER 19

THIS YEAR THE BIGGEST EVER!
If They’re Good, They’ll Sell

RAMSEY LEWIS
Mother Nature’s Son    Cadet LPS-821
RAMSEY LEWIS
Another Voyage        Cadet LPS-827
THE DOLLS
Love Is Blue           Cadet LPS-829
JOHN KLEMMER
Blowin’ Gold           Cadet/Concept LPS-321

These Are Selling
The 'Hot 100' Chart Compilation

By ANDREW J. CISDA
Gen. Mgr., Special Projects Division.

Over 23,000 individual judgments on current singles go into each weekly issue of Billboard. Judges are asked to rank and select the 100 best-selling singles and the 20 to 35 "Bubblers," or singles not on the "Hot 100" status in the weeks ahead.

What are these judgments? Who makes them? How are they obtained? Why do they use the titles? How are they put into chart form?

The answers to these questions add up to the methodology behind Billboard's 'Hot 100' chart, which, according to a recent analysis, is actively used in more than 60 different ways, by some 25 different groups in and out of the music industry to buy, sell and promote with—program managers, record buyers, advertisers, record buyers, a host of publicity, promotion and business analysts.

The influence of the chart is felt all the way from the young teenager who wants to know which particular record is largely, or solely, guided by "Hot 100"-based radio programming or in-store display—oftentimes to the upper levels of Bill's club trade. Many money decisions involving record corporations, music publishers, independent promoters and conglomorates are guided in part by the "Hot 100" market activity.

The beginning step—construction of the chart—is one that is crucial to the development of the "Hot 100" as well as to users of the chart. The checklist is an actual list of some 225 to 250 recorded selections which are ranked against some 350-or-more dealers—title by title—in order to get each dealer's evaluation of how well that particular record sold within his store during the past week.

It's a record that doesn't get on the checklist stands little or no chance of reaching the "Hot 100," or even the "Bubbling Under . . ." list. Another record which didn't make the "Hot 100," or the bubbling section, which picked up sufficient sales and/or radio play action to represent a potential for the week or weeks ahead.

Information on records supplied by the promotion and publicity departments of record labels and publishers is also included.

New listings on Top 40 station play lists, and radio station pick records.

• picks or other new-action records as shown on major national and regional top lists (Garden, Tempo, Randall's, Funway, etc.)
• top 20 and top 60 "Pop Spotlight" reviews and Special Merit selections of Billboard's record review department.
• singles featured in recent Bill- board advertising.

The list of items, the review selections and advertised singles, are not included in the checklist which trade; any of the product has been accomplished. It should be further stated that the inclusion of advertised product isn't a special reward for the advertising effort, it is, in fact, a part of major advertisement is clearly indicating its relative position in the sales potential of that particular record over the sales potential of its average singles release; it is in effect putting additional sales and promotional effort behind it, beyond the advertisement; it thus is a better-than-average chance of making it and warrants being checked out on Billboard's "Hot 100" chart.

Now that the checklist has been used, how is it actually selected? Each record for a "very good" check-list rating. For a "fair" rating and five for a "fair." The 15 best sellers in each interview are valued on an inverse point scale, based on the highest to the lowest. The points are then added together to determine a one-point value.

Points are total for each title on the chart. Titles are then ranked in order based on point totals, and these rankings provide the top 50 records on the "Hot 100." Thus, the top 50 are picked for the chart.

The remaining positions on the "Hot 100"—31 through 100, as well as those records which did not make the "Hot 100"—"workshop" or "studio" records from the point of view of Billboard—have the factor of radio play added to these sales totals to determine final ranked positions below position 50.

Radio play data is acquired from 54 different Top-40 radio stations in 40 different markets. These break down to 35 stations in the same 21 markets in which phone interviews are conducted, plus 9 secondary stations in the secondary markets. Radio play data comes from play lists supplied by these stations on a regular weekly basis. Printed playlists are used, but in many cases, stations provide actual "instant play" data. (This is the one thing especially for Billboard's "Hot 100" chart compilations. These are the actual recorded play list positions on an inverse point ratio bases, with the record listed as No. 1 on the play list getting 40 points, No. 2 getting 39, and so on down to No. 40, which record earns one point. Five points are assigned to a station "pick" record. The values described here are for secondary market stations. Major market stations are weighted at five times these values.

Earning of Titles

Records which are now added to the checklist and best seller points earned by the titles below position 50 and the new total determines the relative rankings of the titles in the bottom half of the chart and in the "Bubbling Under . . ." section.

There is radio applied only below position 50.

There are several reasons: (1) the amount of sales information acquired in the "Hot 100" market is very substantial and forms an important series of rankings; (2) these title records have, for the most part, been recorded in recent sales impetus and it is now the sales factor that is moving the records onto the play lists, rather than the play lists developing the records; (3) inversely, the farther down the sales ladder a record goes, the less sales information is available, so that records below 50 need the supplement to radio play data in order to measure their relative strength.

The tabulations from the phone interviews and radio play have now produced the "Hot 100" in rank order, with another 20 to 35 for the week to come. One important chart factor is now added—the Star Performer evaluation.

Star Performers are those records on the chart which have clearly established the greatest proportion of sales profit from one week to the next. Thus, sales point totals acquired by records in the "Hot 100" market are measured against the point totals they acquired the previous week. We earn Star Performer ratios on specific minimum percentage requirements—records in the top 30 must show at least a 10 per cent gain against the previous week;—a 15 per cent gain is required for records in the 31 through 60 range;—records in the 61 through 90 range must gain at least 20 per cent.

Star Performer determination is based on dealer points only (the checklist and best seller data) with this one exception: records in the "Hot 100" must maintain a no-loss status in radio play point gains. This is broken down to a Star Performer rating.

It is important for all users of the "Hot 100" list to realize these additional basic facts about the "Hot 100" in order to evaluate and use the charts most effectively.

RELATIVE STRENGTH: The "Hot 100" sales data does actually record sales except on a relative basis. It says that the No. 1 record sold the No. 2 record, that record No. 2 sold more copies than record No. 3 but not as many as the No. 1 record, etc. It does not, in its published form, contain the basic raw data which goes into its construction, come up with—or even indicate the amounts of actual sales represented by specific chart positions.

TIMING: There is an eight to 11 day spread between the time the sales data is acquired and the time it is received by most readers in published form in Bill- board. The data is usually best explained by using an actual issue (next week's issue, dated Sept. 20, 1969) as an example. "Hot 100" interview calls for this is issue are made on Friday, Saturday, and Monday (Sept. 5, 6, and 8). The data is tabulated and computed on Tuesday, Sept. 9, and the full chart is transmitted to Billboard's production facilities for the next day's transmission the next day. The chart is printed on Friday and Saturday, Sept. 12 and 13. Mail distribution is therefore, no significance—insofar as any given week's "Hot 100" chart is concerned—in the total "Hot 100" chart sales over two or more weeks.

CONSUMER ACTION: The "Hot 100" is a measure of what the consumer bought, or was exposed to via radio, during a given week. It does not measure what orders a record manufacturer got or what he shipped to wholesalers . . . what or what distributors, one-stops, and rack jobbers ordered or even what orders were placed or received by dealers. Those actions are not measured into the "Hot 100" until they have (Continued on page 78)
MLS, Record Execs To ‘Work Together’

TORONTO — Representatives of the Maple Leaf System and senior executives of all major Canadian record companies met Aug. 25 to settle differences between both industries and examine MLS's plans.

Although only two months old, MLS has succeeded in increasing the number of Canadian records in the market, especially product from independent producers.

Promoters claimed that the large record companies have failed to develop any strong production schedule, while recording officials expressed dissatisfaction over how their product had been handled on the radio.

Without the 14 radio station network, most of these disks would never have received national exposure on a regular basis. Unfortunately, the majority of the network's picks never got off the ground.

To MLS' embarrassment, a few rejected records have managed to get heavy sales action in some regions without the aid of the national network.

Some record companies claim to have monitored specifically selected radio stations in the network to determine that little, if any, play was being given to MLS selected disks. Most radio stations, however, are enthusiastic in heavily promoting the Canadian records.

As a result of the recent talks, both broadcasters and record officials agreed to work closer together in all future activity although no other meetings have been scheduled.

Cap ‘School’ Drive Starts

TORONTO — Capitol Records ‘Back to School’ campaign, one of the company’s most comprehensive and heavily-promoted sales drives, ended Aug. 22. The youth-oriented campaign features colorful poster art-style bookcovers, designed by artist Pete Max, given free with the purchase of any of Capitol’s “back to school” albums.

Over 100,000 copies of these bookcovers have been shipped to Capitol branches featuring double-pocketed floor browser stands that hold up to 200 LPs as well as the bookcovers. A consumer checklist/dealer order form identifying the company’s top 230 rock albums and tapes was specially designed for the campaign.

Electron Sets Hi-Fi Show

MONTREAL—Electron has set Oct. 16-19 as dates for their big hi-fi show at the Sheraton Mont Royal Hotel. This marks the first time in seven years that a York. Rec. nature has been held in the French Canadian capital. About 50 exhibits are expected to be represented.

Although the show will be a free-admission affair, it will open to the public. From Wednesday of the usual day of the week that most retailers are closed, has been set aside as “Dealer Day.”

Canadian Executive Turntable

John Driscoll appointed national sales promotion manager of International Tape Cartridge of Canada Ltd.’s newly formed record division. Driscoll will also be involved with ad duties with Martin and Jimmy Tyler. Tyler is with Hourglass Canada. Nickely, Driscoll was national sales promotion manager at independent records at Quality Records. Ken Ginn, assistant to Merv Buchanan, executive director, will handle overall in-ternal sales and promotion as well as customer relations for Trend Records. Doug Ryan, formerly head of the compilation division, will handle all administration duties. Bruce Oxley, onetime lead guitarist with the Stompin’ Scoop, will assist Buchanan in ad work. The moves are designed to help the label in its future Canadian productions.

Rock Pile Club Is Shut by $55 Troubles

TORONTO—The Rock Pile club, which introduced many top rock and blues acts to Toronto, closed Sept. 24. The Canadian rock music center had become a victim of unexpected financial demands made by various pop groups' agents and managers, said president Rick Taylor. In addition, the hall faced a $12,000 withholding tax charge from the Ontario government when the doors shut after being opened for almost one year.

The Rock Pile was never a big profit making organization. It was the non-shows, when a number of groups cancelled out at the last minute, plus unexpected financial demands by some groups' managers and agents that really put the Rock Pile in the red, commented Taylor.

Rock Pile management is being pressed by the Federal government for $19,000 in withholding tax arrears and by the Ontario government for a similar amount in sales tax arrears. Provincial authorities claim that the Rock Pile is the only dance hall and is obliged to pay the hefty sales tax to the Federal government. Although the Rock Pile is not bankrupt, there is no alternative but to close the club until the tax problems were settled. Taylor is already talking about an October opening, probably at the same location.

SG to Handle Hunter's Show

TORONTO — Tommy Hunter, Canadian country singing star, for Columbia Records, will have his CBS-TV television show distributed in the U.S. by Screen Gems.

The package includes 125 half-hour musical shows of “The Tommy Hunter Show” produced over the past three years as well as productions for the singer’s fourth season this month.

Plotnikoff Sets ‘One-Man’ LP

KINNAIRD, B.C. — Serge Plotnikoff, president of Kin-Gar Records and Publications (BMG), is preparing an album of his own material to be produced, arranged and performed by himself. The working title is “Songs of the Land, Life, People.” The album is scheduled for an autumn release on the Kin-Gar label. A national distributor is still not set.
British CBS Bow New Labels, Incentive Scheme, Instruments

SOUTHBAMPTON, U.K.—Plans for the acquisition of two independent labels, new dealer incentive schemes and the distribution of musical instruments and accessories were unveiled last week at the annual CBS sales conference.

The new labels CBS will distribute are Straight, the Frank Zappa company which recorded such artists as Captain Beefheart and West Coast group Alice Cooper, and Milestone, the U.S. jazz outlet. Dudsley, a new LP label to be marketed in this country as a split logo; Straight and Milestone, the logo used in the U.S. First releases from the labels are expected later this year.

The new incentive schemes will give dealers the chance to win a $100,000 trip to the CBS worldwide sales conference which will start operating in the autumn. All dealers will be grouped into four categories according to the volume of business done with CBS over a set period last year and the dealer in each group showing the greatest percentage increase this year will qualify for a first prize.

Consolation prizes are also being offered to runners-up.

Also during the autumn, dealers will receive a higher than usual discount rate on certain catalog albums.

CBS dealers and managers are also being offered new incentive schemes in the sales area which turn in the best overall performance between September and December.

In addition, the top individual salesperson in each sales area of the country will receive the top salesperson for the year will be awarded $75.

CBS is also to move into a new field—the marketing of musical instruments and accessories.

Dealers are to stock a re-merchandising instrument rack which will carry 26 different pre-packed items ranging from microphones to guitar polish. After six weeks test scheme later this year, selected retailers, the racks are expected to be in over 500 stores by the end of 1970.

Details of forthcoming CBS releases, disk jockey John Peel's new label Dandelion and a major drive into the 8-track tape market, will be announced at the conference together with news of a fund-raising LP market by the special promotions division for the Boy Scout movement.

All profits from the album, comprising 12 recent CBS hits and 14 classical selections, will go to the Scouts although special products man James Fleming emphasized that dealers would clear their usual 33 percent margin.

A heavy promotion campaign has been planned for the disk including special counter display boxes and posters and extensive press and radio coverage.

Special mention was also made of Blue Horizon which singles co-ordinator Derek Johns told the conference was considered by CBS to be the company's most successful independent label.

Singer Christine Perfect has been re-signed as a solo artist—she was formerly with the Chickenshack group—with an album and a single out later in the year while Johns also promised more Blue Horizon releases from Fleetwood Mac.

Introducing the conference, managing director Ken Glancy said it had been another very good year for the company paralleling the growth in the LP market where sales had been in the highest ever.

"But with CBS again leading the rest of the music world in new ventures this year," he added, "we must ensure by our own efforts that we stay in line with the premier record companies."
LONDON — Latest figures published by the Board of Trade further emphasize the continuing deepening of the record slump. Nevertheless, sales for the first five months of 1969, with a total production of 41, 130,000 units, showed a mere 1 per cent increase against the same period last year.

Production of albums zoomed by 20 per cent, 27,749,000 copies, gaining a 14 percent decline to 18,683,000. Value of home sales from January-May this year was $28.6 million against $27.2 million for the preceding year.

European Executive Turntable

Jørgen Frichs has been appointed sales director of Nordisk Polyфон in Copenhagen. Frichs was for- merly general manager of Fona, the Danish chain of record, radio, television and audio equipment shops. Appointed marketing director of Nordisk Polyфон is Conrad Lawrence, previously assistant man- ager with one of Denmark’s largest advertising agencies.

Nyrøy of EMI Sweden has been made sales manager of the company’s Danish branch, and Jan Hammar has joined the sales department as representatives.

Hamburg—Telec is re- leasing five special boxed sets of classical recordings for the new season, featuring works by Wagner, Beethoven, Richard Strauss, Brahms, and Schumann. The Wagner set of five LP’s is a recording of the Meister- singers with Hilde Guendel, Pauly Schoeffler, Otto Edelmann, Alfred Reinecke and the Vienna Philharmonic under Hans Knappertsbusch, selling at $12.25.

The other sets are: Bee- thoven’s complete piano con- certos, Brahms’ complete rondo for piano and orchestra on four LP’s by Julius Katchen and the London Symphony Orchestra under Pierre Gamba ($12.55); Richard Strauss’ “Rosenkaval- liere” with Regine Crespin, Yvonne Minton, Helen Donath, Emmy Loose, Manfred Jung- walt, Otto Nieder, Murray Dick, Otto Dembowsk and the Vienna Philharmonic under Georg Solt (four LP’s in 10); Brahms’ complete piano quin- tets and piano quintet in F Minor with Arthur Rubenstein and the Guarneri Quartet (3 LP’s, $14.25); and Monteverdi’s “Orfeo” with Renato Caro- man, Lajos Kozma, Max van Egmond, Thelma Klein, C. Euelhau and Jacques Vliesch and the Capella Antiqua, Munich and Concert In Vienna under Nikolaus Harnoncourt (3 LP’s, $13.50).

Telec is also issuing a spe- cial boxed set of “Duo- roque Splendido in Original Sound,” with works by Bach, Monteverdi, Wald and Tele- man and featuring Alice Har- noncourt, Walter Pfeiffer, Peter Schoellerhoven, Kurt Themn on the Vienna Saengerkabinett.
Spain Takes Polish Fest; On Win streak

**MAJORA FEST TO RAYMONDE**

MAJORA—the first prize of $1,000 in the Majora Song Festival was won by the Ivar Raymond song “Te Quiero, I Love You,” sung by Andrea Silvér, published by Notas Magica. The song is on Columbus España. Second prize of $500 went to the song “Oh Danny, Oh Danny,” written by Fina de Calderon, published by Edisonic Belter and sung by Venezuelan artist Mirla. The song is on RCA Reco. Yugoslavian singer Radnitska took the third prize of $215 with the A. Kubio song “Isla de Amor” (Island of Love), published and recorded by Belter.

**From the Music Capitals of the World**

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STOCKHOLM

Henry Barrow, star of the television series "Half a Chance," was starred in a recent day promotion tour and to discuss records of his new album. Music is strongly promoting "Viva Bobby Joe" by the Equals (State- side). His last album was "Johnny Cash: A Boy Named Bob," and was released in Sweden with a Swedish appearance on TV with the name "Johnny Cash." J. E. G. G. ENGREN

OSLO

A/S Nera, distributor of the RCA Victor label in Norway, has acquired representation of the MCA catalog. RCA Victor in Denmark, Vena Lyne, is appointed as the official dealer for all people who are returning from Hollywood and who have access to a record store for some time. The new records are by her, Bert Alper, Barry Ryan, Blind Faith, Blood, Sweat, and Tears, and Maxence Larrieu. This promotion is titled "Welcome Home." Since Danish Radio stopped its regular Sunday morning Danish music show, "Danske Sonate," all local records entering the chart for this show are now recorded in the Studio of the top 10 spots. domestic records have disappeared from the chart in the last two weeks.

The Copenhagen Pop Festival, "Heure, so, more so," by Roberto Blanco, has been released in the United States of America through Visone Mixy (Polygon) and has been released in the Netherlands through "Fremmed Dume" (If You Have a Dream). The German version of the song "Antoniette." ESMEN ERIKSEN

HAMBURG

Holger Liinow, formerly represented by MCA, is making a television series in Italy entitled "Senza Fine" (State-side). Holger Liinow and Ariola's Renate and Werner Lehrschlag are the management of the Soviet Union from July 15 (1966). The new release, which has acquired German representation in Germany, is "Herschel" and the U.S. Super K label for West Germany. "Herschel" is bookings by Collom (with "Lisabon"), (Nov. 3), Hamburg, (Aug. 17) and Essen (Aug. 18). Recorded for Radio Luxembourg's "Holiday Awards Gala" was the song "I Won't Be Home for Christmas" by John Bowles, Esther Ofarim, Hildegard Knef, and Marlene Dietrich. The Golden Lion will be presented to the "Golden Lion" award. "Liesliebed," the Silver Lion to Polydor's Freely for "Alle Abente- uerer," and the last "Jungfrau," to Kari Adamo (Elektra) for "Es geht auf die Liebe." WOLFGANG SPAHR

Philips Series Offer

• Continued from page 63

ven symphonies on nine discs, featuring soloists Liselotte Rehmann, Anna Reynolds, António de Oliveira (State-side), and in the Choral Symphony. The discs, including the trio sonatas, are recorded on three albums by the French stars of the orchestras. Maconx Larrieu as guest flutis- tist, in the Beethoven, the 2nd, 4th, and 5th offers, on six discs, is a recording of the complete Mozart piano sonatas, as well as the "Brandenburg" by Böhm. KARL HELIOPOLIS

COPENHAGEN

EMI has acquired Danish representation of the U.S. Unicorn label. The first releases include Carl Nielson's "Symphony No. 5," which has been recorded at the Royal Danish Opera by Vagn GP, and conducted by Leslie Jones. Following appearances by various international artists this season shows here, record companies are mounting special promotions featuring the work of sales of their records. Torni is promoting "Erik Satie's Gavotte en Forme de valse" on Barclay, EMI, running an advertisement for the U.S. Dimension, the "Sinfonia" on the Rapallo label, and "Adam's Hand" on the Irish label, conducted by Leslie Jones. Furthermore, the Hamburg "Zanton and Evers" single "In the Year 2535" (RCA).

STOCKHOLM

A new radio station, "Radio Popul- de, is being set up in Stockholm, broadcasting in AM and FM. First prize in the "Radio Popul- de" competition was won by the song "Roeloteg" by Paikin Andre. The competition was sponsored by the Royal Swedish Academy of Music.

Recordings by Juan Manuel Ser- rato (Noreas) will be released in France this fall to coincide with his appearance at the Olympia Theatre in Paris. His latest album, "Michael and the Slipper of the Century," was recorded on tour in Spain, the U.S. vocal group, backing the "Les Beatles," have a new single in singles and album form. The RCA released the single "Corazon Contenato" to co-incide with the arrival in Spain of Palma Organa. "Los Cantantes recorded "Quin" as their next single for Barclay/Movielift under the supervision of Alan Milhau.

Josef Prinz's first record for "Las musicos," "Los Payos" (Hapsburg) has been reduced to a trio with the de- parture of Ralf REVENTFELT

AMSTERDAM

U.K. group Steam hammer played the El Paradiso Club, Aug. 17, and CBS has signed up with the group for the release of the group's first album. Phonogram, jointly organized with the local authority, released a concert single "I Want To" arranged by, attended by several leading Dutch groups. The concert. after which the group was taped and Phonogram will release an album later this year. A Jan Van Huijzen, manager of Cubby and the Zandsusters, and Phonogram's Anton Wilkamp signed in addition with the group, plans to travel to Italy, with a concert in Rome, and to records with Mercure Records, and to arrange another tour later in the year. French clarinetist Jean-Christian Michel played at the Royal Concert of Holland this season. Sopranos "Retaliation" were in Amsterdam last month with "Nina Simone," "Mitjavilla," "Santer," "Sanz," and "23-24," Tolm in recital by "Doctor Dun- ham's Prescription." The Dutch Swing College Band, "Hug and Kiss," was presented in Hamburg by the Dutch Ministry of Culture,rits and Williams, and "Mireille Mathieu" was in Amsterdam for her concert "Vive la France," 20-21 for concerts... Barclay Holland has acquired Dutch rights of the new album "We Have Never Been So Happy." The company has been represented here by Briscie, a group formed by the Dutch pop group, the Free, has accompanied on a tour to England. Based in the Red Bull Building, "the group is go- ing to protect and promote the interests of pop music in the Netherlands."... Editions Actual N.V., the music publishing company, has sold its foreign rights to Muziek Unie, 85, Heemstede, Holland. The company has the exclusive rights to the new album of "Jim Riggs" and "Rollin". The group has released the first album of the new group "Dunckem," a Deensekum singing aria by Verdi, Bellini, and Mozart. Italian Radio Orchestra conducted by Carlo Fan, and conducted "Miss Deensekuma" will record for Decca Moscow's "Magic Flute," and "Leontine" of the "Swedish Radio Orchestra under Georg Solti," and "Santer" by "HAGEMAN"

SAN JUAN

Jose Feliciano (RCA) has been booked by El San Juan Hotel to appear at the "San Juan" festival, one of the largest in Puerto Rico's hotel industry, as a main attraction on April 6-20 next year. The only other star expected to play at the Puerto Rican hotels on the scheduled date is "Elvis Presley." The hotel is an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management, "San Juan," an ideal venue for the "San Juan," a hotel that has been run by the hotel's management. KARL HELIOPOLIS

DUBLIN

One of Ireland's leading young showgirls, "Beulas," will make a promotional tour of several European cities later this month, to promote their Dot release. "Just Another Sunday," the single which was originally issued here last year... The four-旅游度假 including "Beulas," " handcapped after completing their tour of the lead in the British production of the musical from Alfie Bass. Goudsmith took 12 curtains calls on his opening night.

With BRANSTENDER, director of RCA Holland, was in London to present a gold disk to 55 year old Dutch artist les Goudsmith marking 25 years on the label. Goudsmith was "Fiddler on the Roof," in which Goudsmith played the lead. The presentation was made in H.M. Majesty's London, where Goudsmith has "Fiddler on the Roof." Stockholme...
ARGENTINA
1. TIERTANDO - Baldi (RC)
2. ROSA ROSA - Mandor (CBS)
3. AVE MARIA - Raphael (CBS)
4. VIÑA LA VIUDA - Paúl (CBS)
5. THE BADD OF JOHN - Delvis (CBS)
6. PROUD MARY - Creedence Clearwater Revival (CBS)
7. THE HOMELESS TRAVELER - Tommy Roe (ARC)
8. COSQUILLAS - Delvis (CBS)
9. MANECA DE OJOS - Herminio Ruiz (CBS)
10. HAPPY HATE - Andy Williams (CBS)
11. AUX ALAS DE UN ÁNGEL - James Last (CBS)
12. BELUGA - Arturo (CBS)

BELGIUM
1. IN THE YEAR 2525 - Edgar & Evie (Pye)
2. GOOD CROWN - Perfect (Pye)
3. BLOWN IN THE WIND - Hellen (Parlophone)
4. GIVE ME A CHANCE - (Parlophone)
5. SAVE THE BELL - Thomas (CBS)
6. HUNCHBACK OF NOTRE DAME - Blue (CBS)
7. HONEY TONE WOMEN - Rob Moss (CBS)
8. NO YOU TOLD ME - Chico (CBS)
9. LET'S MAKE AN ISLAND - Chico (CBS)
10. BLOWN IN THE WIND - Hellen (Parlophone)

BRITAIN
1. IN THE YEAR 2525 - Edgar & Evie (Pye)
2. GOOD CROWN - Perfect (Pye)
3. BLOWN IN THE WIND - Hellen (Parlophone)
4. GIVE ME A CHANCE - (Parlophone)
5. SAVE THE BELL - Thomas (CBS)
6. HUNCHBACK OF NOTRE DAME - Blue (CBS)
7. HONEY TONE WOMEN - Rob Moss (CBS)
8. NO YOU TOLD ME - Chico (CBS)
9. LET'S MAKE AN ISLAND - Chico (CBS)
10. BLOWN IN THE WIND - Hellen (Parlophone)

DENMARK
1. SAVED BY THE BELL - Bee Gees (CBS)
2. HONEY TONE WOMEN - Rob Moss (CBS)
3. GIVE ME A CHANCE - (Parlophone)
4. BLOWN IN THE WIND - Hellen (Parlophone)
5. SAVED BY THE BELL - Bee Gees (CBS)

EGYPT
1. SAME TO ME - Kate Bush (CBS)
2. BLOWN IN THE WIND - Hellen (Parlophone)
3. SAVED BY THE BELL - Bee Gees (CBS)

JAPAN
1. "DENOTES LOCAL ORIGIN"
2. "DENOTES LOCAL ORIGIN"
3. "DENOTES LOCAL ORIGIN"
4. "DENOTES LOCAL ORIGIN"
5. "DENOTES LOCAL ORIGIN"

MALAYSIA
1. "DENOTES LOCAL ORIGIN"
2. "DENOTES LOCAL ORIGIN"
3. "DENOTES LOCAL ORIGIN"
4. "DENOTES LOCAL ORIGIN"
5. "DENOTES LOCAL ORIGIN"

MEXICO
1. "DENOTES LOCAL ORIGIN"
2. "DENOTES LOCAL ORIGIN"
3. "DENOTES LOCAL ORIGIN"
4. "DENOTES LOCAL ORIGIN"
5. "DENOTES LOCAL ORIGIN"

PHILIPPINES
1. "DENOTES LOCAL ORIGIN"
2. "DENOTES LOCAL ORIGIN"
3. "DENOTES LOCAL ORIGIN"
4. "DENOTES LOCAL ORIGIN"
5. "DENOTES LOCAL ORIGIN"

SOUTH AFRICA
1. "DENOTES LOCAL ORIGIN"
2. "DENOTES LOCAL ORIGIN"
3. "DENOTES LOCAL ORIGIN"
4. "DENOTES LOCAL ORIGIN"
5. "DENOTES LOCAL ORIGIN"
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

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:

**RECORD GIFT GUIDE**

- ( ) with imprint;
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- **CARTRIDGE TAPE GIFT GUIDE**

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4 lines):

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Name of Person Ordering: ___________________________
The soundtrack of this screen adaptation of the musical comedy "Oh, What a Lovely War" is in itself a superb recreation of that irrevocable era and pastime. The amiable blend of music, pointing out the film's theme, was fully, whatever taken as a nostalgic look at a great era. The 8-track LP will surely demand whatever the film is worth.

POD

NEON PHILHARMONIC—Warner Bros. Seven Arts WS 1694 (S)

Thanks to "Morning Girl," Don Gant the singer and Turner sweep the company. Gant has a real feel for the blues, which makes of their second LP deals more with poetic concept. The songs on their second album are: "All the Good Women Gone," "You Gotta Know," and others. As on the first album, "Morning Girl," the songs here are excellent choices by Peter Vogel.

POD

LOW PRICE COUNTRY

JOHNNY CASH: Welcome Home [Sun] 511342 (S)

Cash is currently one of the hottest record artists in the country, due mainly to his highly rated TV show, and this release on Columbia's budget line will prove an immediate success. Some of his finest performances are included, among them, "Bad News," "I Still Miss Someone," "The Streets of Laredo," and "The Long Black Veil."
SEPTOBER is
Better Buy
Butler Month
September 2 thru October 10

BRAND NEW
ICE ON ICE
Including his 2 latest hits
SR 61234

WITH LP’s
LIKE THESE

CELEBRITY SERIES RELEASES

C-30150
MAKE IT EASY ON YOURSELF
b/w HE WILL BREAK YOUR HEART

C-30151
MOON RIVER
b/w FOR YOUR PRECIOUS LOVE

C-30152
I STAND ACCUSED
b/w LET IT BE ME

C-30153
CAUSE I LOVE YOU SO
b/w I DIG YOU BABY

C-30155
ONLY THE STRONG SURVIVE
b/w LOST

C-30156
HEY WESTERN UNION MAN
b/w NEVER GIVE YOU UP

MERCURY BACKS
YOU WITH A
POWER-PACKED
PROGRAM!

SPECIAL RADIO PACKAGE
includes: 7" open-end Jerry Butler interview disk; 60-second special programming fill of Butler’s biggest hits; large national saturation on new L.P.

MERCHANDISING INFORMATION
including Day Glo merchandising piece

TV EXPOSURE
to back up program — Upbeat — The David Frost Show and others currently being set

4/C BUTLER PROMOTION POSTCARDS

"make" BETTER BUY BUTLER MONTH "your biggest yet..."

Also available on Mercury tape—4 track, 8 track and Musicassettes

From the Mercury Record Corporation family of labels

MERCURY • PHILIPS • SMASH • LIMELIGHT • WING • FONTANA • BLUE ROCK • INTREPID

A NORTH AMERICAN PHILIPS COMPANY
A product of Mercury Record Productions Inc., 51 East Wacker Dr., Chicago, Illinois 60601
New for September.
Sales Proven Names
with Exciting New Product.

KAPP'S AUGUST
RELEASE NOW ON
THE CHARTS!

KAPP RECORDS
A DIVISION OF MCA, INC.
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Week on Chart</th>
<th>Weeks on Chart</th>
<th>Tape Packages Available</th>
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<tbody>
<tr>
<td>1</td>
<td>Johnny Cash</td>
<td>&quot;Hey, Porter&quot;</td>
<td>Columbia CS 1092</td>
<td>15</td>
<td>2</td>
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<td>2</td>
<td>Bruce Springsteen</td>
<td>&quot;Hungry Heart&quot;</td>
<td>CBS 33219</td>
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<tr>
<td>3</td>
<td>Stevie Wonder</td>
<td>&quot;I Just Called to Say I Love You&quot;</td>
<td>Motown LSP 1710</td>
<td>27</td>
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<td>4</td>
<td>James Brown</td>
<td>&quot;It's a Man's Man's Man's World&quot;</td>
<td>King 7021</td>
<td>46</td>
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<td>5</td>
<td>Buddy Holly &amp; The Crickets</td>
<td>&quot;Peggy Sue&quot;</td>
<td>Decca DL 1000</td>
<td>15</td>
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<td>6</td>
<td>Frank Sinatra</td>
<td>&quot;My Way&quot;</td>
<td>Columbia CS 1092</td>
<td>28</td>
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<tr>
<td>7</td>
<td>Engelbert Humperdinck</td>
<td>&quot;The Last Waltz&quot;</td>
<td>United Artists UA 1100</td>
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<td>8</td>
<td>Ray Charles</td>
<td>&quot;I Can't Help Myself (Sugar Pie, Honey Bunch)&quot;</td>
<td>ABC-Dunhill 1001</td>
<td>28</td>
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<td>9</td>
<td>The Beatles</td>
<td>&quot;Let It Be&quot;</td>
<td>Capitol ST 3138</td>
<td>15</td>
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<tr>
<td>10</td>
<td>Bob Dylan</td>
<td>&quot;Like a Rolling Stone&quot;</td>
<td>Columbia CS 1092</td>
<td>25</td>
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<td>11</td>
<td>The Rolling Stones</td>
<td>&quot;Paint It Black&quot;</td>
<td>ABKCO MM 700</td>
<td>33</td>
<td>33</td>
<td>NA</td>
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<tr>
<td>12</td>
<td>Simon &amp; Garfunkel</td>
<td>&quot;The Boxer&quot;</td>
<td>Columbia CS 1092</td>
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<tr>
<td>13</td>
<td>Aretha Franklin</td>
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<td>Atlantic SD 19500</td>
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<td>14</td>
<td>The Who</td>
<td>&quot;Anyway Anyhow - Anywhere&quot;</td>
<td>Reprise RS 608</td>
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<tr>
<td>15</td>
<td>The Beach Boys</td>
<td>&quot;Good Vibes&quot;</td>
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<td>17</td>
<td>The Beatles</td>
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<td>28</td>
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<tr>
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<td>ABKCO MM 700</td>
<td>33</td>
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<tr>
<td>20</td>
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<tr>
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<td>40</td>
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<tr>
<td>23</td>
<td>The Beatles</td>
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<td>Capitol ST 3138</td>
<td>28</td>
<td>28</td>
<td>NA</td>
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<tr>
<td>24</td>
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<td>NA</td>
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<tr>
<td>25</td>
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<td>Capitol ST 3138</td>
<td>28</td>
<td>28</td>
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**Legend:**
- TAPE PACKAGES AVAILABLE: Indicates availability of tape packages.
- NA: Not Available

**Notes:**
- The chart data includes information on artists, titles, labels, weeks on chart, and tape packages available.
- The chart is formatted in a table with columns for each of these categories.
- The data is representative of the chart's content from a specific week in 1969.
Watchout Mr. Portnoy, Here comes Mama!

David Martin presents
Mrs. Portnoy's Retort
(Mother Strikes Back)

Mae Questel

stars as "yenta" of the year on this hilarious album of fun and games for sons everywhere.
**Top 20 Pop Spotlight**

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

"DIONNE WARWICK--YOU'VE LOST THAT LOVIN' FEELING" (Prod. Dian, Watson & Dione Warwick) (Warner Bros./Motown) - The super team of Dione Warwick and Dion is back with this Top 20 contender. The production team of Kasenetz and Staff have done it again. FLP: "Open Your Heart" (MCA, BMI). Super 97

"RAY STEVENS--SUNDAY MORNING COMIN' DOWN" (Producers: Jerry West, Morris & Alvin, BMI) - His "Hush, Hush, Sweet Charlotte" had a powerful Kris Kristofferson ballad, with an equally powerful lyric. Stevens' performances in the movie work tops. FLP: (No Information Available). Monument 1143

"ANDY KIM--SO GOOD TOGETHER" (Producers: Ted Turner, BMI) - Andy Kim makes right into the Top 10 on the hot 100 with his "Baby, I Love You," and this occurrence, the third ballad in a row being honored as a Top 10 chart. FLP: "I Got to Know" (Alpert/Jacobsen, BMI). Sheld 720

"SUPER CIRCUS--VIKCI CARR--ETERNITY" (Producer: Ted Turner) (Windfall, BMI) - His "Hush, Hush, Sweet Charlotte" had a powerful Kris Kristofferson ballad, with an equally powerful lyric. Stevens' performances in the movie work tops. FLP: (No Information Available). Monument 1143

"DON-DON DIXI--DI KONG" (Prod. Kasenetz-Katz) (Writers: Genevieve-Carvinay) (Fat Tack, BMI) - Group is back with a Top 20 contender. The producing team of Kasenetz and Katz have done it again. FLP: "Open Your Heart" (MCA, BMI). Super 97

"Ella Fitzgerald--Get Ready" (Prod. Richard Perry) (Writers: Robinson, Gabert, BMI). Ella gets in a new groove with this nucleic-fistful of the Temptations' hit. One of her best, a jazzy must. FLP: "Open Your Window" (workspace, BMI). Repert 0560

"THE ORIGINAL CAST--ONE TIN SOLDIER" (Producers: Dennis Lambert & Brian Potter) (Writers: Bast & Penn, BMI) - Important lyric message ballad and beautiful performance make this another potential Top 20 pro- gramming item. FLP: (No Information Available). T. A. 186

"Brainbox--Down Man" (Writers: Luc-Arakiene) (Paradox, BMI) - Intriguing rocker gets a solid vote of confidence from the Top 20. At its current chart position, they have hit the Hot 100. An ungrammatically programming must. FLP: "Woman's Cave" (Paradox, BMI). Ethikan 45675

**Special Merit Spotlights**

Spotlighting new singles deserving special attention of programmers and dealers.

"DEE DEE WARWICK--I Who Have Nothing" (Producers: Buddy Smith) (Writers: Leonard, Sarisky) (BMI). A strong ballad, it's given an emotional reading with possibilities for both pop and soul activity. Mercury 77046

"Sandy Nelson--Let There Be Drums and Brass" (Producers: Ted Turner) (Writers: Melody Rockers) (BMI). Reid's finishing his "Dean's Spiritual" single is an updated version of his "Let There Be Drums." Stay with your latest LP and should make a lot of noise on the Top Pop chart. Imperial 64632

"John Fred & His Playboy Band--Three Deeds in a Feeling" (Producers: John Fred & Lynn Econom) (Writers: Fred Rogers, BMI). Reid's debut single for Uni is a catchy melody with a biting lyric that will bring his group back to the national charts. Uni 36168

"Steve Lawrence--The Bollero" (Producers: Den Casta) (Writers: Williams, Nicholas) (Shingle) (BMI). This pleasant single performed in typically excellent fashion is a sure bet for easy listening and Top 40 sales and charting.

"Johnny Rodgers--Father Paul" (Producers: Alan Sartzen) (Writers: Production, BMI). Exped, BMI)--Good production ballad and outstanding Rodgers performance. Should prove a match programed item. RMB 1153

"Mickey Rabb--You Can Do It" (Producers: Alton, BMI) -- A good production ballad, it's a feel-good item that should do even higher.

"Soul--Back to Back Woman" (Producers: Lou Adler) (Writers: California-Kaplan) (Unison) -- Following their hit "I Can't Get It in My" group continues with this rock ballad and should hit the chart with impact. Uni 132

**THE FOUNDATIONS--Run to Live, Run to Die" (Producers: The Foundations) (Writers: Andrews) (Kendrick, BMI)--Group should be back on the Hot 100 in short order with this new winner, and soon surpass their recent "My Little Chickadee." Uni 54621

"JAY AND THE TECHNIQUES--Special Need" (Prod. Jerry Ross) (Writers: Williams, Nicholas) (Shingle, BMI). With much of the feel of "Walking in the Grass," the "Neon," group offers a solid rocker that's sure to attract much attention. Smash 2287

"Chuck Jackson--Have You Come Back" (Prod. Frank Wilson) (Mickey, BMI). Chance of a peak for Jackson is this beautiful Jim Webb ballad, accompanied by a big production. Motown 1153

"Leslie West--Long Road" (Writers: West-Poppa, BMI) (Writers: West-Poppa, BMI). This underground--display is sure to bring a lot of sales and make a solid dent on the Hot 100. Windfall 331

"The Originals--Baby I'm For Real" (Prod. Richard Morris) (Writers: Gessaging, BMI)--A长得paced ballad is matched by a first-rate performance and is sure to prove a Hot 100 winner. Soul 35664

"Tom Northcott--What a Man Is" (Producers: Leslie West, BMI) (Writers: West-Poppa, BMI)--This underground--display is sure to bring a lot of sales and make a solid dent on the Hot 100. Windfall 331

"The Originals--Baby I'm For Real" (Prod. Richard Morris) (Writers: Gessaging, BMI)--A长得paced ballad is matched by a first-rate performance and is sure to prove a Hot 100 winner. Soul 35664

"Michael Allen--Once in the Morning" (Producers: Leslie West, BMI) (Writers: West-Poppa, BMI)--The current British smash by Victory Fan, gets a smooth, easy beat treatment by Allen and should prove a top middle-of-the-road programmer. London 60092

"David Bryant--My Baby" (Prod. Johnny Thompson) (Writers: Bryant, BMI)--Slower dance item with an Afro-American flavor could easily break onto the charts, and ride high. Imperial 44646

**Country Spotlight**

Spotlights Predicted to reach the top 20 of the Hot Country Chart

"Nat Stuckey--Sweet Thang and Cisco" (Prod. Felix) (Writers: Stuckey/Edwards) (Formal BMI) -- "Stuckey is back on the country chart with this beauty rhythm tune. There's sure to snap back onto the Hot 100 country chart. FLP: "Set a Date for You" (Windfall, BMI). Mercury 77046

"Roy Drusky--All Over My Mind" (Prod. Jerry Wood) (Writers: Juggernaut) (Atlantic, BMI) -- This is a national for the country charts with a moving vocal and effective lyric. FLP: "Easy Frenzied Familiar Feelings" (Acuff-Rose, BMI). Royal American 299

"Van Trevor--Daddy's Little Man" (Prod. Dick Heard) (Writers: Middle-Hand, BMI) -- This version of the D. C. Smith hit is a formula for the country charts with a moving vocal and effective lyric. FLP: "Easy Frenzied Familiar Feelings" (Acuff-Rose, BMI). Royal American 299

**Chart**

Spotlights Predicted to reach the top 20 of the Top Selling Soul Singles Chart

"Sherry Long--A Winter Bale of Pals" (Cosmo, ASCAP) -- Soul 35664

"The Ambassador--Can't Take My Eyes Off of You" (Sondheim/Southern, BMI),--اجرية 1154

"Mary Williams--I Need Your Love" (Jobete, BMI),--Gold Groove 158

"Black Pearl--I Don't Want to Lose" (Jobete, BMI),--Gold Groove 158

"Pepper & Soul--Have My Love" (Fresh, BMI),--Kapp 2003

"Alex Brown--I'm in Love" (Warner Bros),--Ranger 1001

"Lee Skid Williams--Our Thing Is Through the Decades" (Casablanca, BMI),--Shelma 45675

**No Soul Spotlights This Week**

**Chart**

Spotlights Predicted to reach the top 20 of the Top Selling Soul Singles Chart

"Sherry Long--A Winter Bale of Pals" (Cosmo, ASCAP) -- Soul 35664

"The Ambassador--Can't Take My Eyes Off of You" (Sondheim/Southern, BMI)--اجرية 1154

"Mary Williams--I Need Your Love" (Jobete, BMI),--Gold Groove 158

"Black Pearl--I Don't Want to Lose" (Jobete, BMI),--Gold Groove 158

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"Alex Brown--I'm in Love" (Warner Bros),--Ranger 1001

"Lee Skid Williams--Our Thing Is Through the Decades" (Casablanca, BMI),--Shelma 45675

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
What Does A Guy Who's Sold A Million Records Think About?

Andy Kim thinks about “Baby, I Love You,” his first million seller.
And his fast-rising album of the same name.
And his new single “So Good Together” (IT 720) one of the highlights of this new LP.
And Andy thinks about his producer Jeff Barry who knows how to make beautiful records.
And all the beautiful people who have made him what he is.
What does a guy who sold a million records think about?
Baby, he thinks about you!
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week of Release</th>
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<tr>
<td>1</td>
<td>&quot;I'll Never Fall In Love&quot;</td>
<td>Jack Dempsey</td>
<td>RCA  7701</td>
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<tr>
<td>2</td>
<td>&quot;Casanova Brown&quot;</td>
<td>Sonny &amp; Cher</td>
<td>Capitol 2016</td>
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<td>3</td>
<td>&quot;The Breeze&quot;</td>
<td>C.C. Catch</td>
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<td>4</td>
<td>&quot;Oh, What A Night&quot;</td>
<td>Delaney &amp; Bonnie</td>
<td>Warner Bros. 170</td>
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<td>5</td>
<td>&quot;Sam&quot;</td>
<td>Bobbie Gentry</td>
<td>Cadet 5649</td>
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<td>&quot;You're a Mean One&quot;</td>
<td>Jim Reeves</td>
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<td>7</td>
<td>&quot;I'M GONNA MAKE YOU LOVE ME&quot;</td>
<td>Gladys Knight</td>
<td>Capitol 2016</td>
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<td>&quot;The Rain Song&quot;</td>
<td>The Osmonds</td>
<td>Mercury 7025</td>
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<td>9</td>
<td>&quot;I'll Take Five&quot;</td>
<td>Frank Sinatra</td>
<td>Capitol 2016</td>
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<td>10</td>
<td>&quot;A Man Without Love&quot;</td>
<td>Andy Williams</td>
<td>Epic 8098</td>
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<td>&quot;I'm In Love With A Wonderful Guy&quot;</td>
<td>Bobby Vee</td>
<td>Decca 551252</td>
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<td>&quot;The Magic Of Me&quot;</td>
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<td>19</td>
<td>&quot;I Colors of Your Love&quot;</td>
<td>The Beatles</td>
<td>Capitol 2016</td>
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**HOT 100—A TO Z**—(Publisher-Licensee)

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<td>1</td>
<td>&quot;Time Of The Season&quot;</td>
<td>The Rolling Stones</td>
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<td>2</td>
<td>&quot;A Rising Sun&quot;</td>
<td>The Byrds</td>
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<td>3</td>
<td>&quot;The House That Built Sam&quot;</td>
<td>Sam The Sham</td>
<td>Cadet 5649</td>
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<tr>
<td>4</td>
<td>&quot;You Don't Miss Your Love&quot;</td>
<td>The Righteous Brothers</td>
<td>Capitol 2016</td>
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<tr>
<td>5</td>
<td>&quot;The Happening&quot;</td>
<td>The Beach Boys</td>
<td>Capitol 2016</td>
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<tr>
<td>6</td>
<td>&quot;The Time Of My Life&quot;</td>
<td>The Four Tops</td>
<td>Mercury 7025</td>
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<tr>
<td>7</td>
<td>&quot;I'll Never Fall In Love&quot;</td>
<td>Jack Dempsey</td>
<td>RCA  7701</td>
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<tr>
<td>8</td>
<td>&quot;The Breeze&quot;</td>
<td>C.C. Catch</td>
<td>RCA  7701</td>
</tr>
<tr>
<td>9</td>
<td>&quot;Oh, What A Night&quot;</td>
<td>Delaney &amp; Bonnie</td>
<td>Warner Bros. 170</td>
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<tr>
<td>10</td>
<td>&quot;Sam&quot;</td>
<td>Bobbie Gentry</td>
<td>Cadet 5649</td>
</tr>
<tr>
<td>11</td>
<td>&quot;You're a Mean One&quot;</td>
<td>Jim Reeves</td>
<td>Cadet 5697</td>
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<tr>
<td>12</td>
<td>&quot;I'M GONNA MAKE YOU LOVE ME&quot;</td>
<td>Gladys Knight</td>
<td>Capitol 2016</td>
</tr>
<tr>
<td>13</td>
<td>&quot;I'll Take Five&quot;</td>
<td>Frank Sinatra</td>
<td>Capitol 2016</td>
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<td>14</td>
<td>&quot;The Rain Song&quot;</td>
<td>The Osmonds</td>
<td>Mercury 7025</td>
</tr>
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<td>15</td>
<td>&quot;I'm In Love With A Wonderful Guy&quot;</td>
<td>Bobby Vee</td>
<td>Decca 551252</td>
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<td>&quot;The Fool Who Makes You Cry&quot;</td>
<td>The Valentinos</td>
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<td>&quot;My Man&quot;</td>
<td>The Shirelles</td>
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<td>&quot;Do Your Thing&quot;</td>
<td>The J. J. Jacksons</td>
<td>Capetle 2576</td>
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<td>&quot;The Magic Of Me&quot;</td>
<td>The Kings</td>
<td>Mercury 7025</td>
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<td>20</td>
<td>&quot;Time Of The Season&quot;</td>
<td>The Rolling Stones</td>
<td>RCA  7701</td>
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**BUBBLING UNDER THE HOT 100**
New breakouts!

The Bachelors
PUNKY'S DILEMMA
20051
LONDON RECORDS

The Flower Pot Men
IN A MOMENT OF MADNESS
BE051

Frijid Pink
GOD GAVE ME YOU

340
PARIS—Philips France commercial director Jacques Call- lart compared the current upswing in interest in rock music in France with the 1950s' burgeoning interest in French rock recording, and commented that France's lag in album sales when he spoke at the annual congress of French record dealers. Calllart compared France's 30 percent album share of total sales with the U.S.'s 35 percent, Britain's 50 percent and Germany's 40 percent, and said much of the blame lay with producers who were releasing too many albums in the format an EP format instead of in albums.

France purchasing power was not at present sufficient, and the limited album-buying habit was not sufficiently developed, the LP market had to be boosted.

Calllart said that retailers were also partly to blame for stocking such large quantities of EPs. "Instead of continuing to stock 400 titles, they should concentrate at about 200 titles remaining of the material exists should exist—in album form.

This thinking could also be extended to all English-language retailers concentrating only on the top 20 or 40 as in the U.S., aiming at the market at the LP market. Calllart thought that, at the same time, this would have to be accom- panied by a fall in EP produc- tion.

Also desirable was a reduc- tion in the amount of recorded material Philips had reduced their catalog from 850 titles in 1967 to 562 this year. Calllart said the first six months of 1969 had been very promising for Philips, with an anticipated increase of tape purchases over 52 percent, compared to the previous year's recorded nationally. The classic side of the business was up 28 percent compared to 1968, and France was producing more of the larger stores devoted considerably more space to racks.

It was predicted that small retailers would have to be "grabbed by the throat," but probably be hurt this year, would suffer still further from the growing trend of buying every component.

The congress, attended by repre- sentatives of Philips companies in France, Belgium, Canada, Spain, Greece, Italy, Morocco, Switzerland, Turkey, Lebanon and Portugal was held under the chairmanship of Philips France President Georges Meyerstein-Maigret.

A special guest was orchestral conductor Eugen Jochum who has been hired by Philips to work in Germany and cause him to launch his new integral recording of the Beethoven symphonies in the Amsterdam Concertgebouw Orchestra.

The nine disk set features in the five disk box set planned to the con- gress by Philips, Barry, classical operation, musical manager of the firm, at the congress.

It was reported that between 1953 and 1969, the total turn- over in the entire French record industry had increased six times and, in the same period, Philips' record turnover had been multiplied 14 times.

The most spectacular rise had been in the field of rock jug- ging. Philips sales in this area were up 38 percent this year. Through the Philips wholesale trade-judging affiliate COGE- PE, Philips was developing rock sales intensively to customers and making more of the larger stores devoted considerably more space to racks.

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