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.

Calling upon his country music stations to "quit giving the public a bum Steer," Rose said, "Just because a country music station program director says there is 'no business in country music' is not an excuse. That one line is unbelievable. No one ever says a popular station program 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.

(Article continues 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 was terminated.

The first album to appear on London from this group is Verdi's "Aida" featuring soprano Leonyn Price, tenor Jon Vick-}

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 one knows and choosing this unlikely 100,000 population island as the scene for his comeback.

(Article continues 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; inventory (which means carrying a label's full catalog), filling orders (for every type of product), and promotion."

Of the several big unanswered questions, promotion is a big one. (Article continues 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 op-eration. Previously classified as a "drop" company for Capitol, (Article continues on page 78)
ELVIS
ELVIS
new single!

RCA
ELVIS
SINGS
SUSPICIOUS
MINDS
YOU'LL
THINK OF ME

Soon available —
Elvis on RCA Cassettes

47-9764

As featured in Elvis' record-breaking engagement at the International Hotel, Las Vegas.
NEW SERIES TO BEGIN ON BILLBOARD’S CHARTS

"Understanding the Charts," a new series of features on Billboard’s charts begins this week on page 60.

The series deals exclusively with the methodology of the "Hot 100," but treats other aspects of that chart as well.

Other features will cover the "Top L.P.s." Other Billboard stories will discuss chart uses, by-product services that derive from the charts, future charts, charts, etc.

The series is the result of a flow of inquiries from all reader groups, and is particularly appropriate at this time because of industry interest in "The Music Scene," the copy ABC has slated to Sept. 22 using Billboard’s charts as a basis for its musical selections.

Kirshner Expands RCA Tie As Producer and Consultant

NEW YORK — Don Kirshner is expanding his activities to include an affiliation with RCA Records as an independent executive producer and consultant.

As president of Kirshner Entertainment Corp., he will continue to develop talent and product for Calendar Records which is manufactured and distributed by RCA.

Norman Racusin, division

All Sets Site On Coast for ’70 Sales Meet

NEW YORK — Atlantic-Ato-Cotillion has set its annual sales convention for Sept. 15 at the Riviera Hotel, Palm Springs, Calif. The meetings, which will be held from noon to 6 p.m., will mark the first time that Eyekon charts will be combined for the event.

The convention will be attended by executives and field men in addition to distributors and distributor representatives merchandising the three labels from throughout the country.

The convention will feature new product from the leading artists on Atlantic, Ato-Cotillion and Cotillion.

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 distributor and consumer catalogs, and co-op advertising in newspapers and on radio.

The products, titled "You’ve Seen the Rest. Now Sell Motown," will be released Sept. 9.

Product on the Motown, Gordy, Soul and Tamla labels includes the first feature in the series, and the Supremes 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, Mary Wells, The Temptations, The Miracles, Smokey Robinson & the Miracles, Marvin Gaye and Tammi Terrell, The Temptations, Martha & the Vandellas, and several others.

Hits collections are slated on Motown and Tamla, while tracks are included in an all-pop anthology. A comedy set also is slated for Motown.

A&MDE’s ’70 Show Set

By RON SCHLAGTER

CHICAGO — The American Music Dealers Industry Exhibit (A.M.D.E.), 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 planning opening of the show to the public for one day.

"We just got back from Vegas and everything is all set," said Phinney, speaking from his Oxnard, Calif., home. "While the show will not be open to the dealers until Monday, we may open it to the public on Sunday." The show is titled "The 2nd Annual Show and Sale for Merchants, Musicians, Manufacturers and the Music Industry as a Whole." The show will feature several new manufacturers, including Yamaha, Gibson, Fender, and Martin, as well as the newest trends in guitars, amplifiers, speakers, effects, and accessories.

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 any label, Decca Records region manager, the late and well-loved Roy Martell, created a specific promotional field force in the early 1960’s to sell the company’s records.

In all, Martell’s Decca Records marketing vice-president, is giving his promotional field in the field autonomous control of his activities.

“Temptations, packaged and Calif. under Music Gordy, Sell release, the edition the Atco- Cotillion has to AM ing the firm, was re- introduction of the Supremes’ first motion picture, a 12,000 square feet of space open later this month at The New York staff. The New York staff is rounded out by Joel Hochman and Karen Broder, in the area of artists relations.

Schwartz Bros. to bow Retail Chain

WASHINGTON — The Schwartz Brothers record and tape distributors here who recently went public are swinging 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 and only "Hit Tape Store," opened recently at one of Washington’s largest suburban centers in Seven Corners, Va.

The Seven Corners store will have the largest retail tape display in the area, said board chairman James Schwartz, but the super-giant of Harmony Huts will open later this month with 12,400 square feet of space east of the Beltway. Seven Corners’ Wil- lowbrook Mall. The Mall, in Wayne township, is said to be the largest suburban mall completely enclosed and air-conditioned shopping centers in the coun-

Executive Turntable

By BILLBOARD'S STAFF

Ron Saul and Tom Knoller, named co-national promotion managers, MGM Records, with Saul handling the western part of the U.S. and Kennedy concentrating on the eastern portion. The grouping of the city offices into two separate regions came as the firm has found the first time such an unusual promotion system had been em- ployed. Saul was previously in charge of MGM’s West Coast office and before that headed the promotion department for Columbia Records in Chicago. Kennedy was recently assistant national promotion director for Jimmy/Guymon Records. Previous to this he worked for Universal Records, Philadelphia and Capitol Records.

Howie Kane named manager of West Coast operations for (Continued on page 70)

Blue Star Records Bowed by Appleyard

HACKENSACK, N.J.—Two singles have launched a new label, Blue Star Records, headed by George Appleyard.

One record features Alice Grant and George Appleyard on "Talk About Love," while the other single features orchestra leader Chuck Motowski in "With You by My Side." Distributors are now being lined up. Appleyard said.
Robins Brown Storage Cases

NEW YORK — Robins Industries Corp. has released a competitively-priced line of cassette and compact disc storage cases, which come in a variety of colors and styles.

For carrying cassettes as well as for handy home storage, Robins offers the 12-compartment "swingout" model TCC-6 through 24-compartment TCC-8, which list for $6.15. An 8-compartment holds 18 cassettes and protects 18 tapes and also comes with a log book.

Modular storage units that can be mounted on a wall or placed on a shelf, end table or desk, also are available in such cases as TCS-4, for cassettes and TCS-8 for cartridges, can be stored on end and stacked. Positioned for 12 tapes, they have decorator walnut finish exteriors and list for $3.55 each.

Robins carrying and storage cases are available in a broad line of cassette, tape, phonograph and phonograph accessories as well.

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 the label's 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 Rich- mond Organization has contracted to handle the administration of Evans & Tonge, Inc. The catalog includes Shel Silverstein's "A Boy Named Sue," a gold record winner by Johnny Cash on Columbia and all of the songs from his "Pilgrimage to the High Priest of Rock Music"

For such a small organization as Fiery Creations, the amount of foresight and planning that went into making the TRO, was staggering; any incipient violence was effectively dissi- pated by the supervision of an environ- mental playground" with immense phallic balloons, miles of polythene tubing and 10,000 cubic feet of fuzzy foam which, the organizers, was packed in, by which one jubilant couple tore off their clothes and made love, to the biggest "bed" in history.

Thunderous Roar

It was just before 11 p.m. on Sunday when, to a thunderous roar from the huge crowd, Bob Dylan, smartly dressed in a white suit and orange shirt, kicked off the vault bank of speakers in the 2,000-watt sound system, to reach the front of the stage.

Dylan went straight into the opening song, "She's an Artist" and went on to win a magnificent reception. He sang 18 songs, including "A Hard Rain's A-Gonna Fall," "Tambourine Man," "Lady, Lady, Lay." Although there was some disappointment because he was only on stage for little more than an hour, he was cheered for more than five minutes and returned for an encore.

A special CBS mobile unit recorded the performance under the supervision of Dylan's record producer, Bob Johnston, who flew over from the U.S. on Saturday morning especially to tape the show. An album of the singer's festival appearances will be released shortly after Christmas.

The only trouble came shortly before showtime as a panic order erupted in the press enclo- sure when about 1,500 people including celebrities and friends of the organizers, had been allowed into the press enclo- sure, fought with newspaper men and photographers for seats.

Commented Ray Foulk after the festival: "We have naturally been rather scatter-brained with the things gone for us and this telegram to promote a show

Studio 10 Expands

SAN FRANCISCO — Studio 10 of 10 Claude Lane has branched into record produc- tion. The firm's dress act, Day Blindness, Leon's Creation and Karl Richey.

Cash on Harmony

NEW YORK — Harmony Records' Johnny Cash album issued last month, has become a record winner in Col- umbia's low price label's his- tory with advance sales of more than 113,000 units in two weeks, according to Herb Linsky, Ham- mony's national sales manager.

The style is aural odyssey covering rock, blues, soul and jazz. There was little lacking. The festival featured a full bill of first-rate acts dis- playing not only exciting musici-anship and a variety of styles, but also a high standard of entertain- ment.

The consummate sound sys- tem, 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 near deadluc at con- certs) gratified musicians and listeners alike, allowing total communication from artist to audience.

Ten acts each day provided a paramount lineup of artists who perceptibly unseated excitement and top-notch per- formances, including Chicago, Rotary Connection, Delaney & Bonnie & Friends, the Incredi- ble String Band, Nazz, Sly & the Family Stone, Spirit, Sweet- water and jazz flutist Herbie Mann.

The two biggest drawing cards for the festival were, co- incidentially and appropriately enough, two 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 gusty voice, salty as sea- water and hard and crusty as sun-baked earth, has given her the more recent appellation of "Queen of Rock.""
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®

*4-track reel-to-reel tape 10-track cartridge.
Cap Budgets Producer Spending

LOS ANGELES — Capitol Records has expanded its producer spending controls for both staff and freelance producers. Producers can no longer go into a recording studio without a signed contract on an approved budget, according to Max Kapp, general manager of Capitol's A&R department.

Kapp's office watches all spending. The idea is to show producers what it takes to "become realistic in their forecasting of session costs."

Capitol's A&R department is now working closely with the production department in many ways. Capitol is already using a bottom line statement. We are evaluating our artists and producers, and determining which ones can contribute to corporate profits," as Kapp increases its producing staff, so too must it increase the number of producers, Kapp pointed out. Kapp's office is presently preparing a table of organization for the department which will spell out specific job classifications. Under the present set-up, producers have been responsible for both the sale of the second line producers. Tom Morgan, the East Coast operations vice president and Nick Venet, both carry the effective status in the New York office.

The executive producers act as if they were the producers of a department they must sign to be cleared by an executive producer. The executive producers are responsible for keeping up spending budgets, with Kapp observing these decisions.

Kapp's office staff includes Jim Winfree, the A&R director, Bickman, plus a music librarian and LP and composition coordinator.

Music: Mike Schlachter, the department's A&R director, functions as if he were an LP producer, marketing and production, reporting to Engemann.

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Billboard


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In This Issue

ARCHIES GET GOLD SUGAR

NEW YORK — "Sugar," the single by the Archies, has been voted the "single of the year" by the RIAA (Recording Industry Association of America). The Archies have been awarded a RIAA gold record for sales of more than 5 million copies. The record represents the third single recorded by the group, each of which has appeared on their own album. Don Schutenfeld is president of Calendar Records.

Scepter Receives

VEND, Amusement Business, High Fidelity, American Author, Modding Merchandising, Barnes & Noble, M. W. T. (Madison Avenue), and Form JDP by Billboard Publications, Inc., 2160

Billboard

September 13, 1959, billboard

In This Issue

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Billboard

September 13, 1959, billboard
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
To Go or Not to Go Multiple Distribution Is the Question

- Continued from page 1

require a complete reappraisal. 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 for facilitating this should be established, said one source. Holzman added that several labels may get together to handle distribution from depots or offices attached to pressing plants.

Holzman added that multiple distribution will lead to a more flexible industry. "Less records will be released as the distribution pattern becomes more realistic. . . . More thought will be given to each record. . . . There will also be a necessity for manufacturers to place more personnel into the promotion area and radio will also have to meet the responsibility of exposing more product. In short, multiple distribution will cause a ground swell which will lay bare many problems which have been swept under the rug."

The independent distributors, Holzman felt, may ultimately become "more important." He cited the various sales representatives for labels. The matter of exclusivity, Holzman noted, is not found in the law; rather, it is an information problem. He added: "We are in a period of very important change, and two or three years will be required before we witness the full evolution of what is happening."

Ergen View

Ahmet Ergen, president of Atlantic Records, expressed a different viewpoint. He said: "We will not cut out our distributors. We will do all we can to work with the rack jobber . . . but the distributor remains our chief source of reaching the consumer. . . . Dual distribution will lead to much confusion."

Florence Greenberg, Scepter Records' chairman, pointed out that move into dual distribution should have been preceded by industry talks. "It should not have been done unilaterally. It came as a surprise. A meeting would have given people a chance to adjust," Mrs. Greenberg said. She theorized, "singles could be exclusive." Mrs. Greenberg also pointed to the independents' great contribution to the industry.

An executive who has been a key manufacturer for many years stated he would work out an approach to multiple distribution by the end of the year. "We must do something," he said, adding, "The independent distributors have too many lines. They cannot attend to all. They pay attention only to the hot product and much product is not getting adequate exposure in retail outlets. As a result the customer over 25 years of age becomes alienated. He finds a concentration of top hits. This situation will force many manufacturers to seek dual or multiple distribution."

He added: "We are seeing a major change."

Carlson Statement

Joe Carlson, president of JMI/Probe chief, stated that multiple distribution will affect every company and advantage, and that time and expertise will see the industry through this period. He said, "We have reached a new age. Working according to the rules of the past was outrageous."

He added, "Multiple distribution gives you more chances for sales . . . but one must not lose sight of the fact that the chief goal must be accountability at the manufacturing level."

Barney Ales, Motown executive, stated that distribution problems would be minimal if the distributors were out hustling. He added: "Today so many of them are on the stock market, in rack jobbing, or they are part of a conglomerate. But if he would worry about his market he would continue to exist.

Ales concluded: "If a distributor does his job well, we will stick with him."

Gene Norman, head of GNP Records, said, "Selling directly to the racks is inevitable. We've been doing it for years in those areas where we felt distribution was inadequate. Distributors have so many lines that often they can't do a proper job of promotion so that a label has to go to the station itself with records because it's still the name of the game."

Coast Comments

LOS ANGELES — Record companies here are trying to foresee the long-term effects of RCA's move to dual distribution. Some manufacturers are merely watching from the sidelines, others feel the move is inevitable, and in the words of one executive, portend "the death knell for distribution as we know it."

At Warner Bros.-Seven Arts, the company is committed to independent exclusive distribution, according to Mo Ostin, Reprise general manager. RCA's move warrants studying the situation because there are a number of questions which are developing over changing market patterns. W-7 has no changes contemplated, Ostin said. RCA's move was based on a research study, and it may have revealed some facts which other companies may not be aware of, Ostin added.

There is a possibility of a price war developing because of competing distributors in the same market handling one company's product. "But we have to look at what's happened in the tape field where there are several distributors handling the same product in the same territory."

One major rack jobbing executive asked a record company executive: "What are you going to do for us now?"

He was told: "nothing."

At Blue Thumb, the aggressive small label, the feeling is that dual distribution benefits the catalog company because it receives "twice the effort, twice the exposure and twice the display." Blue Thumb executives have discussed the topic and the feeling is they don't want to start a price war at the distribution level. Graham sees competing distributors playing price to gain volume from dealers.

One new RCA distributor, who is also a major Pacific area rack distributor, was delighted to get the line as a rack jobber. "That's what a distributor was confused about sending his salesman out with the same product which another company was selling."

Mercury Calls Dual Distribution Interesting Test Tube to Watch

- Continued from page 1

most important. Who is going to handle two or more distribution outlets—who will promote an album? Which of the multiple distributors in a given area will advertise which singles and which albums? Before anyone can intelligently comment on this new thinking on distribution, qualifications must be established. However, it's an interesting experiment and any experiment is good until the results are determined."

Chess View

Dick Lauter, president of merchandising and advertising for Chess Records, views RCA's dual distribution move as detrimental to new artist promotion and record selling in general.

"Until the board of directors has discussed the present situation as far as big sellers are concerned, it's definitely going to hurt new artist because no one is going to work on new product."

As for pricing, he said, "we've been working for some time to get success on standardized pricing in the record industry. Now, it's going to make it even worse. It's really going to be difficult. They're hurting the distributor. The rack people will wait for hits while the distributors will stick with big inventories."

Handleman Lists Record Sales

DETOUR — Record sales of $19,176,849 were reported by the Handleman Co. for the fiscal quarter. This was an increase of 24.2 percent over the same period a year ago, said President David Handleman. Net earnings after taxes were 23.6 percent over a similar period a year ago to $927,169.

The board of directors has declared an increased quarterly dividend of 15 cents per share on outstanding common stock, payable Oct. 13.

"RCA will do volume with this but we will watch it. We will see what mark-up. As for the other labels, I don't think they will follow but RCA has reached a point where the independent labels don't have to follow the big companies. At least, I hope this is true. We will watch but we won't follow."
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 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 Bryan's "The Jazz Excursion Into PEARL BAILEY in TV SERIES

NEW YORK — ABC-TV will introduce a new musical variety series featuring Pearl Bailey in the 1970-71 season, Martin Starger, vice president of programming for ABC-TV, announced last week.

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 two 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 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.

GRT RECORDS introduces a new group, Edwards Hand, at a cocktail reception at the Continental Hotel in Los Angeles. Attending the lot for the first time were George Martin-produced acts, left to right, Steve Fischer of Fidelity Distributors in Seattle; Jerry Morris of Music West in San Francisco; Alan Mink, GRT Records general manager; and Martin Beronte of Transcontinental Distributing in Denver.

Hair," with three new LP's in the September release just coming out with the new graphic fac ade.

In a move to generate air-play interest for its new acts, World Pacific Jazz has created its first sampler album, "Special Edition Short Cuts." This LP has been sent to radio stations and 600 retail stores which play records in their locations.

Besides the World Pacific Jazz move, Liberty shortly will release an album by the Bonzo Dog Band which employs a cutout effect on the cover. When the inner sleeve is moved out, the eyes of the three musicians move and other designs appear in the optical spaces.

The cutout idea was designed in England by Vivian Stanshall and Ian Butcher. It is the first utilization of this effect by any Liberty product.

Together Backing 1st Dish With Spot

LOS ANGELES — Together Records has initiated a national radio and campaign for its first album, "Pretty," featuring fully tape by the Byrnes.

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

TDC Adds to Labels

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

Cbs Income Up in Half

NEW YORK— Consolidated net income of Columbia Broadcasting System, Inc. and subsidiaries for the first quarter of 1969 was $30,222,000, a hike of $5,694,000 over the $24,528,000 of 1968's first half.

Net sales for the period were $519,403,000, an increase of $62,177,000 over the $457,225,000 of the first six months of last year.

The income produced earnings of $2.11 a share compared with $2.25 of earnings for the same period in 1968. Second quarter earnings are expected to continue consolidated net income of $5,692,000 and sales of $259,507,000. Comparable figures for the same period last year were $172,500 on sales of $225,070,000.

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."

'Successful' Songwriter

Sahret Renamed R.S.O. Publishing

LOS ANGELES — Sahret Music Ltd., one of the Singwood Organization's firms, has been renamed R.S.O. Publishing Ltd.

The organization's entire publishing setup is being renamed. Writers with R.S.O. include Eric Clapton, Giner Baker, John Mayall, Pink Floyd, Bread, George Fane, and Barry, Maurice and Robin Gibb. Northrup Rubens heads the organization's U.S. publishing operations.

Elvis TV Track

NEW YORK— RCA's "Original Soundtrack from the TV Special "Elvis" has been cert ified as the 31 million gold record for an album.

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

NEW YORK — A most enthusiastic reception greeted the Johnny Mathis-Covered Torme in his return to the American's Royal Box Sept. 4. Opening with his theme, "Jet Set," he then blended the standard and contemporary material into a beautifully knit whole. Recently signed with Capitol Records, he switched back and forth between both sides of his new single. "Games People Play," "Willie and Laura Mae Jones." (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, "It." But...
And The Hits Just Keep On Coming...

And That Reminds Me
THE 4 SEASONS

b/w
THE SINGLES GAME

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!

Decca
Now On

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 — Muntz offers a unit with input selectors.

LOS ANGELES — Muntz Stereo has introduced a complete line of 4-track and 8-track playback equipment, and a complete line of cartridges.

MR-500, a 4-track home playback unit, which has been discontinued at the factory level. Muntz dealers continue to sell the unit, however.

Presently being prepared in Japan for Muntz is a home studio model for 4 and 8-track which will have the capability of recording and playback both configurations. The unit, tentatively called the 312, will have a disc recording cutoff switch which eliminates the need for timing the material to be recorded.

NEW YORK — Forty different 8-track tape cartridges will dominate the chart during the next three months, according to the Billboard Tape Cartridge Charts during the 14 issue period from May 31 through August 30.

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

Four-track recordings emerged with 24 hits on the charts. To be added to Geller's national tape sales manager, Al Abramson, and his company's独家 tapes, which stock greater quantities of Scepter tapes in mass display areas; merchandising tie-ins with equipment manufacturers; and record distributors to new markets, including drugoutlets, newspaper and super markets; and quality product deliveries to reduce defect problems.

Geller will be Scepter's national tape sales manager. Al Abrason and his company's tapes have been leading the tape industry in sales for the past three years.

The chart also showed how the configurations ranked against each other and against the other configurations. The chart runs from July 7 to July 27, with the No. 17 spot in four short weeks of chart riding.

In the next issue, Geller will be presenting two new tape books: Orbit and Celestial.

NEW YORK — Scepter Records has announced a national drive in the tape industry. The new division, Scepter Tapes, will be headed by Joel Friedman, executive vice president, who holds an executive position with the company.

Friedman, formerly with MPM Tape Co., has been signing with merchandising and sales efforts. The new division will also feature Scepter's new tape books: Orbit and Celestial.

In outlining his plans for the company, Geller said that he believes tape manufacturers, knowledgeable in music, should deliver a cartridge with the appropriate display and advertising support that is available for self-service racks.

Geller added that he is marketing a 12-point program which includes depth commitments from distributors who will stock greater quantities of Scepter tapes in mass display areas; merchandising tie-ins with equipment manufacturers; and record distributors to new markets, including drugstores, newspaper and super markets; and quality product deliveries to reduce defect problems.

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Volume booster for tape sales.

TMC, Michigan Mobile, National Tape, U.S. Tape Club, Wellington Eight, and Record Club of America, among others, use LISTEN to move product off the shelf. Why not you, too? LISTEN sells tape on every page. With editorial features on recording artists. Reviews of new releases. Reports on new releases. Reports on new equipment. And complete, up-to-date computer-accurate listings of everything on tape in every tape format. Such thorough coverage has made LISTEN an indispensable accessory for the tape buyer. In effect, it gives him browsing access to your entire tape inventory. Not only when he's in the store, but also, home, too.

By listing the dealer quantity price list, it also pays to list price which you can actually get a salesman that will work for you seven days a week, holidays included. And pay for your doing it. We'll be glad to introduce you. Just send us the coupon.

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Giacomo Aragall-Dietrich
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publication as "a truly remarkable
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Each set is in a handsome, leather
gained case...convenient for
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want to stock in quantity.
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London/Ampex...with many more
selections coming soon!

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great line up of top-selling
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Janus is the Roman god of good beginnings which are sure to result in good endings. January is named in his honor. We chose Janus as our logo because we feel that our forthcoming product will signal the beginning of a long and successful relationship with you in the industry. Our first single adds a unique new flavor to pop music.
Radio-Television programming

Labunski Aim for WMCA: Have Sound ‘Distinct & LOvable’

NEW YORK — The air personalities at American Rock stations, ‘reinvolved with the music,’ says Steve Labunski. Once again, as in the days when the Top 40 station was a major factor in breaking new records, music director John Katz, jack-of-all-trades, is keying a music meeting every Tuesday afternoon.

For some time, the music was selected by one man, then played on the playlist after approval by the program director. The new system, designed by Labunski as part of his drive to again give the station “character” like it used to have a few years ago, goes into effect today. Katz, now handling the early morning show, will be joined by Newman and Dr. Reipen, each of whom will react to the news and make comments.

A basic goal of Labunski is to make the Top 40 station “distinct and lovable.” He felt that the music is very important and an absolutely 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 for very long.” He has returned the station to news on the hour and half hour because he felt a bonus was given in terms of news at those times because they appreciated the type of news. Dan Daniels, on his morning show, will be joined by Newman and Dr. Reipen, each of whom will react to the news and make comments.

A number of records on the station’s playlist vary from the Top 40 charts. “I think the top 25 records are played the same number of times regardless of the station,” he says. “Basically, Bogart is against a limited playlist and part of the drive to give the station a happy character is letting the deejays become involved in picking the records again. ‘I’ll argue with them if I feel they’re wrong,’ says Bogart.”

Records are now being selected more from the listener’s perspective as well as from news or sales in other markets. Labunski insists that the music is played on a record basis because it was being played and that sales are used as a measure of the popularity of a record, but that the songs are not the main criteria.

The main reason of maintaining the show at night on WMCA, he said, is to provide a forum for the public and that the people who are up at night are very unusual people and make interesting radio. Also, it is an audience shift when the Barry Gray shows comes on at 11 p.m. Labunski felt it was a very large audience shift. “It’s no less interesting than playing country at night by-play-by-play sports.

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

Kittie Wells and Roy Acuff perform to capacity-packed auditoriums from coast-to-coast. That shows there’s a hunger for their records,” Rose said.

**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 in Billboard Magazine.

**L南海N-C**

**NEWARK, NJ.** — This state’s oldest commercial FM station, WNHC, has switched to an upbeat easy listening format featuring personalities, according to program director, Bob Reber. The old background Polka format was “not reflecting the true tastes and desires of the modern adult radio audience,” so he said. The station now will itself as the sound of New Haven, a busy and vital center of New England, 24 hours a day.

**KPAB Launched**

**ALBUQUERQUE** — KPAB, a sister station to KNTT in El Paso, Texas, will go on the air here this week. Like KNTT, the station will be Top 40 in format. Program director is Johnny Fritchell, formerly with KST in Santa Barbara, Calif.

**Country is Short Shrifted**

**Bob Wilson**, program director of KDAY in Santa Monica (Los Angeles), says that “the one thing that producers in the country—Jeffery Katz and Jerry Kesenez—who produced the first original Express Gun Company, from left, Hy Gold of the Katz-Kasenetz publishing wing, Katz, Kasenetz, Wilson, and King Zborin of Buddah Records, Nashville.

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**WNHC-FM to Uptempo Play**

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**‘Music Scene’ TV Show Near Starting Gate**

**LOS ANGELES —** "The Music Scene," a 60-minute special on KTLA, and three more devoted of imaginative humor were signed for host roles—Harry Hanks, former with the Committee; comedienne Doris Buben; and comedian Paul Red Roman. Previously signed were Christopher Ross, David Steinberg and Lily Tomlin.

The six shows weave humorous sketches into the introductions of record artists and songs. Billboard magazine is serving as an exclusive consultant on songs and artists appearing on the show. The aim is to make the 45-minute program, which goes on the air Sept. 22 on KTLA-TV, a music show serving the record-radio industries as a viral force not only in new records and new artists, but in exposing the new products of groups like the Beatles, artists like Buck Owens, and others. The show will bridge all formats.

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If a picture is worth a thousand words
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**POSITIONS WANTED**

We need an experienced morning personality to fill a permanent position on any network affiliate. Previous experience is necessary. Call Jimfest, 112-2437, White Plains, N.Y. 10603. No replies, please.


Immediate opening for "MOR" personality in top 50 market. Must have a minimum of four years experience. Great position for anyone with ability to communicate topical information. No announcements on application will be made unless you have otherwise been selected. Resume and recent work should be submitted. Salaries open. Reply by Check, 109 King St., Wilmington, Del. 19894.

Most of the airwaves we've been reaching have sounded a little same-y. If you are looking for a change, a chance to make unique contributions, troubleshoot those same-y situations, apply. The position, a non-traditional one, involves work in both morning and afternoon, so you will need to work on both shifts. Your duties will include scheduling, advertising, special promotions, surveying, and other activities. If you are good, the job will be fun. Along with a salary and a normal work week, you will also enjoy an attractive package of other benefits. If you are a native of the area, you have strong contacts, we will consider you. But the person who can communicate effectively with a young, health-conscious audience will get the job. Reports to Program Director. Small major market, should contact me. Name: Susanne West, 135 Broadway, Boston, Mass. 02111.

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First personality position for uptown W. 46th St. 12-noon to 7 p.m. Must be good reader, have good sense of humor, able to hold a monthly theme plus. Use the first five lines of your resume to show how you can make W. 46th St. sound fresh, new; or go to one of three nearby bars and ask if you can make the atmosphere better in that area. If you are willing to work on the weekends, we have a great setup available for the right personality and their own on-air "efforts". But the person who can make a difference and do so in a timely fashion will get the job. Reports to Program Director, Station WYH-D, 380 W. 46th St., New York, N.Y. 10036. No replies, please.

ANNOUNCER. Production ability. Good resume a must. Illinois; experienced. Address your resumes to:

WBB, WBBTV, 700 N. Michigan Ave., Chicago, Ill. 60611.

Most of the midnighters I've been reaching have sounded a little same-y. If you are looking for a change, a chance to make unique contributions, troubleshoot those same-y situations, apply. The position, a non-traditional one, involves work in both morning and afternoon, so you will need to work on both shifts. Your duties will include scheduling, advertising, special promotions, surveying, and other activities. If you are good, the job will be fun. Along with a salary and a normal work week, you will also enjoy an attractive package of other benefits. If you are a native of the area, you have strong contacts, we will consider you. But the person who can communicate effectively with a young, health-conscious audience will get the job. Reports to Program Director. Small major market, should contact me. Name: Susanne West, 135 Broadway, Boston, Mass. 02111.

**POSITIONS WANTED**

Positions open for radio personalities in stations throughout the United States. Open with WBB for 7 a.m. to 7 p.m. Daytime personality. Some experience necessary. Send resume to WBB, 700 N. Michigan Ave., Chicago, Ill. 60611.

Jim Allison, assistant general manager of WBB in Lexington, Ky., needs better pop LP service. The station is a basic MOR, but Henderson tends toward Top 40 during his 7-10 midnight show.

Roddy Freeman of WANN, an Atlanta station, has been overheard to say, "In the running for your top spot, I'm labelling you!" According to Roddy, he needs help on night shifts. This is incorrect. Actually, Hot Dog is the opening and closing show on station WOOK, Washington (1340) rather than WEBB (1360). More over, your remark about WEBB being good, although not as good as WOOL, sounds more like a derisive shot at WOOL than WEBB. Freeman also pointed out that Bill Boydwood is not as good as WBB. Freeman was later quoted as saying, "Got a problem with your bill Boydwood? Then get a better one at WOL." WANN in Louisville, Ky., is music director Bill Hey don from WSLR in Akron, Bob Bragg from WISS in Louisville, and Jim Bourke from KFJU in Wichi ta, Kan. Others on the staff of the country station include program director Moon (Ned) Mullins, and Jim Powell. Hayden is WANN's night personality and the station's iron. We've been wowed! It only makes it more difficult for the program directors to give the old albums to the new kids. For all the major labels and small indies, WANN and WOOL are the ones to watch. WANN's records are the only label coming through so far. Mike Roberts is now on with KXOL in Fort Worth after a year in the Louisville market. The air roster at KXOL now includes WANN, WOOL, and WBUR. Jack Murray, Dave Jarrett, Charlie Pro, Jason, Bob Robb, Danny Moffit, Roberts, Michael O'Day and Johnny Payne. By the way, Mike, who's this Ted Atkins you mentioned? Jim Cooper, program director of WKWF, country music station in St. Louis, Mo., has a recorded contract with Step Records. First release is "The Volunteer." Hope you're happy with it. In Boston, Rea Nisberg, director of program, New England, Mass., has joined WBB in New Bedford as a staff announcer. Chubby Hudson, announcer for WSSF in Buffalo, N.Y., is back behind the mike after a trip for some of the top stations in New York. Stated's: 'I'm not a singer—I play steel.'

William Kelly is resigning as station manager of WYKW in Massena, N.Y., to return to college for his senior year; while attending Bloomsburg State College in Pennsylvania. Kelly will work a two-hour daily show at rock-formatted WYKW in Pittsfield, Pa. Also going back to school Bob Hol land, who'd been the afternoon drive personality at WYKW in Springfield, Mass. He'll be a sopho more at Springfield College and replacing him on the air is Dave Miller, former Dick Clark personality. WYKW in Springfield, Mass., a general music station, has Miller and others doing a some recurring and reports: "WYKW in Fort Wayne, Ind., is going to a full-time. station. Dick Clark personality, Markfest, has been upped to program director and sits in from 10 a.m.-2 p.m. Newcomer is Brian (Larry Stansfield) Scott, WYKW's program director, Ohio, who goes on the air at 6. Rest of staff includes Tim Hall, Don Ray and Keith Knight.

Larry Edwards, a former air personality in Memphis, has returned to WYKW in Massena and until recently a vice president at 101 Broadcasting, has teamed up with R. L. Danner (Continued on page 42)
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
"SEPTMBER SONG"
by "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.
Radio-TV programming

Programming Aids

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

HOT 100

Wilmington, Del. (WAMS) Judy Brooks, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Wilmington.

Baltimore, Md. (WBAL) Larry Miller, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director

New York City, N.Y. (WABC) Bob Levy, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to New York City.

San Diego, Calif. (KGB) Larry Walker, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director

Miami, Fla. (WQAM) Mike Stover, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director

Washington, D.C. (WAVX) John Wilson, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Washington, D.C.

Philadelphia, Pa. (WIP) David Leibman, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director

Babylon, L.I., N.Y. (WBSM) Mike Jaffe, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director

Burlington, Vt. (WVEE) Larry Wilmes, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Burlington.

Memphis, Tenn. (WIOD) Mike Stover, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director

Chicago, Ill. (WLS) Mike Stover, Music Director, Personality
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Chicago.

Denver, Colo. (KRTS) Jeff Starr, Music Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Denver.

Topeka, Kans. (WIBW) Jeff Draper, Program Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Topeka.

Hickory, N.C. (WICS) Mike Riedy, Program Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Hickory.

Lynchburg, Va. (WLOV) Bob Doris, Music Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Lynchburg.

Huntington, W. Va. (WOJO) Sydney Scott, Music Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Huntington.

Salina, Kan. (KSLA) Mike Riedy, Program Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Salina.

Ogdensburg, N.Y. (WOOF) Ted Bell, Music Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Ogdensburg.

Albany, N.Y. (WSQA) Jon Rosen, Program Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Albany.

Binghamton, N.Y. (WBNG) Mike Stover, Program Director
BLFP: "On the Spot"
BP: Bill Showers, Program Director
BLFH: "Dismal Day," Incoming to Binghamton.

The program is designed to help radio stations schedule music, with information on new releases, artist interviews, and music trends.
Continued from page 38

to form DAE Broadcasting. They’ve purchased WDVH in Gainesville, Fla., for an MOR and country music station... Kent Burkhardt of Pacific and Southern Broadcasting went to talk to the American Tobacco Magazine demanding they retract something I put in Vox Jox about him thinking about going to take over WPAE in Jacksonville. The American Tobacco Magazine called me up, saying they were a little al- lergic to printing retractions from my trade readers and sort of wondered if I get those type of things often I often said, “Only from people like Paul Drew and Kent Burk- hardt.” But, perhaps I’m getting a little too flambouyant in this col- umn, 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 lost out to Stan Kaplan, owner of WAYS in Charlotte. If I heard wrong, my apologies.

Mike (M. Shannon) Mannon is now with WBLS in Utica, N.Y. He’d been with WHSL in Wil- lington, N.C. Mike once gave me an old aircheck of Buz Bennett when he was working at WBIL.

WAVI sheds Country for Uptempo Easy Listening

DAYTON, Ohio—WAVI, 250-watt daytime station has dropped country music to change to an uptempo easy listen- ing format. Tom Robertson, director-programming, said the station is trying to play 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 Monkees. About 30 percent of the sta- tion’s playlist is standard MOR album cuts daily.

Bill Blair, WWVA program director, said, “Billing itself as “The New Spiritual One in Town,” the station relies on personalities. “The playlist is not limited,” said Robertson, “and thus we represent the music and product not before exposed in this market.”

WONE, a 5,000-watt 24-hour station, has been promoted for uptempo music format in operation.

CHAM to Shift Format To All Musical Categories

HAMILTON, Canada—CHAM, a Rogers broadcasting station, under the leadership of program director John Murphy, will shortly embark on a programming concept featuring a variety of music. The station will be “deal- ing heavily with original hits in all categories, balanced by current hits and album cuts in all categories,” Murphy said.

The reason for this, he said, is that we’ll be playing middle-of-the- road records, country music, all-time favorites, soul and Top 40 in varying degrees in every hour of the day.” This programming concept will be backed up, he said, by people who are heavily “personality and community” oriented.

The station is situated in southern Ontario almost midway between Buffalo and To- ronto, and Murphy describes the market as “dual” in that it draws a lot of people, about 500,000 of them.

‘Karter Show’ to Launch in Ohio

SALEM, Ohio—Jolly Roger Productions has launched a new show called the ‘Karter Show’ a variety show featuring Kay Karter. The show, designed for small and medium-sized markets, will appear in 15 or 30 minute versions, according to Kay Karter, who is syndicated to 150 stations.

WQRS-FM Slates New Opera Series

NEW YORK—WQRS-FM here launches a new opera ser- ies Monday (8) by broadcast- ing the world premiere of “L’Amour,” the radio version of the 1979 Off-Broadway hit. The series is called the “Hearers of the 20th Century.” James Sadows, president of the label, will appear as intermis- sion guest on the show. Ed Womack, director.

WHDH-FM Drops Rock for Mid-Road

BOSTON—WBDH has dropped all progressive rock programming, reports program director Jack Maloy, and switched to middle-of-the-road standards. No personalities are being used and records are un- announced. This leaves WBCN- FM as the major force in ex- posing 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 Sauce

Best New Record of the Week:

"WE'LL CRY TOGETHER"

MAXINE BROWN

(Carlton United)

By ED OCHS

SOUL SLICES: Rock 'n' roll, back from exile on the strength of pop-souls who catered their sounds to the times, has even reclaimed one of the forefathers of soul, Sam Phillips. Phillips, who discovered Elvis Presley (Billboard's lb art director, 1960), has sold most of his old Sun product to Shelby Singleton, but now has revived the Phillips' banner with his Midnight Sun label. The blues line will be distributed by Singleton's Nashville operation and debut with Cliff Jackson's "Frank, This Ain't What I Ordered." If Jerry Phillips, Sam's other artists record on tape to be converted to disk for release include Rufus Thomas, Howlin' Wolf, Little Walter, B.B. King, Junior Parker, Little Milton, Doctor Ross, R.B. Sudduth, Roland Kirk, Ray Hayes, and Booker T. & the M.G.'s. This new release on '60 album will highlight Mercury's campaign: "September Is Better Buy Butler Month." . . . Motown is betting on the Originals to break into the starting-line-up with "Baby I'm For Real." . . . Atlantic will distribute Stone Flower Records, the new label of Shy Carter. . . . Jazz saxophonist Stanley Turrentine has signed with Canyon Records. . . . Now at the Apollo till Thursday (11), Tyrone Davis. . . . First single from the Johnny Otis Show, featuring vocalist Delmar Evans, will be "the Watts Brothers Show, Sam's Epic. Also joining "I'm For Real," the label's soul build-up is George Freeman, who will open on Okeh with "All Right Now," appearing Sunday (14) in Jamaica. N.Y., at the fourth annual Outdoor Soul Jazz Spectacle: Freddie Hubbard, Milt Jackson, Roland Kirk, Ray Hayes, & the Betty Carter Trio. . . . Fats Domino plays Fillmore East the weekend of Friday (12) . . . Rick Hall's Fame label has signed Ora Starch from Miami. . . . A&M and Phil Spector toss their Ike & Tina Turner in the record ring. Featuring "River Deep, Mountain High," this collection should sweep the market. . . . Delaware's great guitarist J.B. Hutto played the Ash Grove in L.A. last week. . . . Cotillion has picked up a hot disk from Houston, "Tender Loving Pain," by Lavernia Lewis. . . . Blue Thumb is ready to release their first release--a Pan-American "Patton Jam," an anthology of the 1969 Memphis Blues Festival, produced by Arhoolie's Chris Strachwitz. Also from Blue Thumb, Ike & Tina Turner's second album for the label, "the Hunter." . . . New Frankie & the Spinners, "Rock, Rock, Rock," on Roc-Ker. . . . The Tony Lawrence-hosted Folk-Gospel Music Festival will be aired on the ABC network, Tuesday (16). The program stars Mahalia Jackson, the Staple Singers, Rev. Jesse Jackson and the Operation Broadcast Orchestra, the Voices of Faith, Clara Ward, and the Gospel Redeemers, and the Mighty Melotones.

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 L.F. Stone. The duo should pair up again at Fillmore East for a truth and soul revue. . . . New Z.Z. Hill on Atlantic has been flipped to "It's a Hang-Up Baby." . . . Larry Weiss, who produced Jerry Butler's "Mr. Dream Merchant," produced "Man of Value" for Willie Johnson & the Del Royals, due for release on Mercury. . . . Delmar'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. Leary on drums. Congress Records has released "Fat, Black, and Together," from J.J. Jackson's "The Greatest Little Soul Band in the Land." . . . Clifford Cory, 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 Our Thing," on Atlantic. . . . The Sunday Gospel Temptations 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 & Jo Jo Benson on SSS: "Lover's Heaven." . . . New Ella Washington on SSS: "I Want to Walk Through This Life With You." . . . Atlantic will send a soul revue to England this week featuring Barbara Mason, Dobie Gray, Arnie Johnson, Isaac Hayes, Joe Jackson, Andrew Weeks, and Ben E. King. Also on Air: Joe Jackson, Arnie Love and Joe Auld. . . . 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 public relations 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

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 67126

From the Mercury Record Corporation family of labels

Mercury • Philips • Smash • Limelight • Wine • Fontana • Blue Rock • Intrepid

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

A North American Philips Company
IT WAS A BIG TUNE—A BIG RECORD "THEN" it is a big record "NOW" it is "CLIMBING THE CHARTS"
PASSED THE 200,000 LETS GO FOR THE MILLION
BLAND NEEDS A "GOLD" RECORD WATCH THE "POP" STATIONS

CHAINS OF LOVE
BOBBY BLAND

C/W "ASK ME "BOUT NOTHING BUT THE BLUES"
SO.. WE'RE...

SPOTLIGHTING THE MAN
BOBBY BLAND

DUKE 469

DUKE LP 89

Doing—"CHAINS OF LOVE"
"WHO CAN I TURN TO"
"YOU OUGHT TO BE ASHAMED"
"GEORGIA"

As an BOBBY "BLUE" BLAND can do them...

DUKE RECORDS, INC.
507 EALFRED STREET
HOUSTON, TEXAS 77006

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

JAMES BROWN steps from the frying 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

Maurice, Pa., from Thursday (11) through Sunday (14). From Mopull Music Associates has re- leased folies of songs recorded for Imperial’s Classics IV and Capitols Joe South, which are being distributed throughout West Coast Publications. Foreigner Theater will write the screenplay for "Zachariah," which will be filmed by ABC Films/George Englund Productions. The score will be written by George Hutton of the Beatles while Ginger Baker of Blind Faith will appear in the film. Bob Harlowood, president of LHI Records, will make his acting debut in "The Moonshine War," a Filmey Productions film for MGM.

Comedian Uncle dirty opens a one-week stint at Ottawa’s Le Hibou on Sept. 23.

FRED KIRBY

SEPTEBER 13, 1969, BILLBOARD

Looking for Patent Booking an Act
Billboard's International Patent Edition has the ANSWER

* Continued from page 44
L.T. on Sunday (14) are Betty Carter, Roy Haynes, Freddie Hubbard, Mill Jackson, Roland Kirk, and Joe Lee Wilson. Firebird Records has retained independent promotion men Howard Bledsoe and Pete Wright in Chicago and Sam Kaplan in Detroit to work with Kim Taylor, Firebird Records’ first release, Godwin of Atlanta and Brothers Jim and Jimmie of Cleveland have been added to Firebird’s distribution setup. Producer Bob Cullen of Kaplan-Cullen Associates flew to Los Angeles last week to finish producing the soundtrack to the MPI-E El Tigre production. "80 Steps to Jomik," which stars Wayne Newton, Lou Chambers and David Bromberg play the Main Point in Bryn

BEST SELLING
Soul Singles

STARS Performer—Single’s registering greatest proportionately upward progress this week.

This Week Last Title, Artist, Label, No. & Pkt. Weeks on Chart

1 SHARE YOUR LOVE WITH ME James Brown, King 6250 (Gold, BMI)
2 OH, WHAT A NIGHT Dali, Label-Date 519 (Stephens, BMI)
3 GRUNTY Shells Knott & the Five, Duke 499 (Progressive, BMI)
4 YOUR GOOD THING (Is About to End) Lou Rawls, Capitol 2350 (Kent, BMI)
5 I CAN’T GET NEXT TO YOU Temptations, Gospel 7095 (Atlan, BMI)
6 HOT FUN IN THE SUMMERTIME Sly & the Family Stone, Epic 3-TORN (Flower, Stour)
7 MOTHER POPCORN Memphis Horns, Aff 6245 (Mem listeners, BMI)
8 NOBODY BUT YOU BABE Clarence Reid, Atlantic 4574 (Sherry, BMI)
9 CHAINS OF LOVE Bobby Bland, Duke 449 (Progressive, BMI)
10 I COULD NEVER BE PRESIDENT Bobby Bland, Duke 445 (Progressive, BMI)
11 CHOICE OF COLORS Impressions, Capitol 1403 (Cana, BMI)
12 TILL YOU GET ENOUGH Marvin Gaye, Motown 7090 (Motown, BMI)
13 WHAT’S THE USE OF BREAKING UP Jerry Butler, Mercury 7290 (Assured/Paradel, BMI)
14 THAT’S THE WAY LOVE IS Marvin Gaye, Tamla SB 120 (Jakate, BMI)
15 WORKIN’ ON A GOOD THING Stevie Wonder, Tamla 776 (Screen Gems-Soul, BMI)
16 JEALOUS KIND OF FELLOW Geraldine Gaye, Uni 3143 (Colum Music, BMI)
17 WHAT DOES IT TAKE TO WIN YOUR LOVE 16 Jim & Walter, The All Stars, Uni 2004 (Uni, BMI)
18 YOU GOT YOURS AND I’LL GET YOUR Mine, Della Ryers, Label-Date 519 (Stephens, BMI)
19 I DO Moments, Sing 5005 (Sounds, BMI)
20 HOOK & SLING John Dr, Seven 117 (Doo, BMI)
21 YOU MADE A BELIEVER (Out of Me) Ruby Andrews, Zondal 1015 (Wlic, BMI)
22 IN A MOMENT Margaret Alston, Uni 1001 (Uni & A & M, BMI)
23 IT’S TRUE I’M GONNA MISS YOU Carolyn Franklin, RCA 74-0188 (Regent, BMI)
24 THINGS GO TO BETTER Marva Whitney, King 6249 (Soul, BMI)
25 HELPLESS Jackie Wilson, Brunswick 55419 (Soul, BMI)

This Week Last Title, Artist, Label, No. & Pkt. Weeks on Chart

1 KOOL & THE GANG Kool & the Gang, Delta 579 (Stephens, BMI)
2 SAD GIRL Imperial, Label-Date 225 (IPG, BMI)
3 THESE ARE THE THINGS THAT MAKE ME KNOW YOU’RE GONE Howard Tong, Turquoise 502 (Re-West, BMI)
4 THE BEST PART OF A LOVE AFFAIR Eartathan, Volt 4221 (Birds, ASCAP)
5 BY THE TIME I GET TO PHOENIX Mod Lula, Volt 4016 (Marks, BMI)
6 WORLD James Brown, King 6258 (Gold, BMI)
7 FREE ME Love is on Redding, Aka 6700 (East/Memphis/Radio/Time, BMI)
8 LET’S GET TOGETHER Little Milton, Checker 1225 (Arc Music, BMI)
9 I WANT YOU SO BAD F. B. King, Blueway 6020 (Sounds of Memphis, BMI)
10 TIME WILL COME Wigsman, Soul Clock 107 (Tall & Tell/London/Parsn, BMI)
11 LOWDOWN POPCORN James Brown, King 6250 (Gold, BMI)
12 I’VE FALLEN IN LOVE (Won’t You) Carl Thomas, Star 0011 (East Memphis, BMI)
13 BY THE TIME I GET TO PHOENIX Westmore, Imperial 9003 (Keris, BMI)
14 UH, UH BOY THAT’S A NO NO Condoleeza, Aquarius 4010 (Wlic, BMI)
15 DADDY’S LITTLE MAN O.C. Smith, Columbia 44408 (Bf, ASCAP)
16 IT’S TOO LATE Ted Taylor, Uni 324 (Univ, BMI)
17 GOING IN CIRCLES Friends of Distinction, RCA 74-0204 (Polyr, BMI)
18 GET OFF MY BACK WOMAN B.B. King, Blueway 6070a (Sounds of Lacate/Pame, BMI)
19 HERE I GO AGAIN Sonny Bollchin & the Miracles, Tamla 54163 (Jakate, BMI)
20 OUT OF SIGHT, OUT OF MIND Anthony & the Imperials, United Artists 5070 (Uni, BMI)
21 CRYSTAL BLUE PERSUSSION Jan Baran, Epic 0014 (Big Seven, BMI)
22 BLACKBERRIES Ives Brothers, Uni 906 (Triple J, BMI)
23 WALK ON BY Isaac Hayes, Arista 4010 (Wlic, BMI)
24 LIFE AND DEATH IN G & A Bobby Hebert, Stan 1005 (Thata Loi, BMI)
25 LET A WOMAN BE A WOMAN—LET A MAN BE A MAN Duke & the Busters,icial Sound 89 (Drive In/Worldward, BMI)
MOA Weighs Future Public Day for Show
By EARL PAIGE

CHICAGO — As a futher 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 depend on the location. Here, some local operators may

(Continued on page 52)

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 in the vending industry, favoring to the vending industry. The review stated that "we have not been able to find out for sure how much we did lose," said Mrs. Morri- sson, "and we think we lost about 30 percent of our ma-

(Continued on page 51)

Bilotta 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 upbeat operator John Bilotta. "Merry Go Round of Love," recorded by Roberta Quintan, television singing star of the early 50's, reached the No. 8 position on the Aug. 7 WGOA (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 50-50 Club, on WLWT, after recording a single for Jaybee, "I'll 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-
hibition, was organized by the West German Operators Asso-
ciation (ZODA), and will include a number of industry seminars. Exhibitors from the United Kingdom, France, Switzerland, Japan and America were sched-
uled to participate. Although

(Continued on page 48)

Bally to Buy Large European Distributor

CHICAGO — Bally Manufac-
turing Corp. here, which in re-
cent weeks has signed agree-
ments to acquire Lenc-Smith Manufacturing Co. and Midwest Machine 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 fac-

cilities next year on a four-acre tract of land near the Port of Antwerp. Since its affiliation with Bally in 1957, Bally Con-
tinental has established a dis-
tribution network throughout Europe. Prior to adopting its current name in 1963, the firm was known as European Amuse-
ment Co.

Under the agreement to pur-
chase the European distributor, Bally is expected to own 50 percent of common stock shares. Of this amount, 150,000 shares are insu-
able in addition, earnings achieved by Bally Continental

(Continued on page 51)

New Equipment

Iowa Cigarette Operators Rap 'Cold Turkey'

CRESTON, IA.—The theory that people who want to stop smoking succeed to their own worst instincts in the presence of a cigarette, vending machine has not been supported by Minnesota. In 1963, the firm was known as European Amuse-
ment Co.

Under the agreement to pur-
chase the European distributor, Bally is expected to own 50 percent of common stock shares. Of this amount, 150,000 shares are insu-
able in addition, earnings achieved by Bally Continental

(Continued on page 51)

Yeasts—Equipment Handler

The new Yeats Appliance Dolly Sales Co. #24 dolly comes equipped with a set of electrically-powered rollers on a conveyor chain which cycle the entire truck and load up each stair in turn. In reverse cycle, the "no-magr" grippers lower a load down step by step. The 10-amper, 12-volt battery runs the grippers in a self-

(Continued on page 52)

Virginia Sets Nov. Meeting

RICHMOND, Va.—The Mu-
sic Operators of Virginia (MOA) will hold its 11th annual con-
vention here Nov. 21-22 at the Jefferson Hotel.

Among special guests expected to attend is Fred Granger, exec-
utive vice-president of the Music Operators of America (MOA). Others scheduled to at-

tend include MOA president Moe Holland, first vice-president George Rollo, second vice-presi-
dent John Cameron, treasurer Claude Smith and secretary Hy Lasnick.

The association's directors are Ralph Crum, Harry Heidy, Dewey Gilbert, Ken O'Connor, William Colgate, P.D. Colbert, Jim Donnelly, Thel Shields, Bill Hensley, Eddie Morse, Arnoff Pantelides, Harry Lubman, Mrs. Harry Lubman, Anlon Lewis, William Showalter, Robert Mi-

(Continued on page 52)
German Show Will Be Open to Public

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

Manchester, Kan., Location: Kid-Restaurant

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


In the Year 2525," Zagor & Evans, RCA-141174.

Didies: "Reach Out I'll Be There," Four Tops.

Rapid City, S. D., Location: C&W-Tavern

FLOYD EVERS, programmer, Bird Music Co., Inc.


On the Street

BY RON SCHLACHTER

Sea Raider 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 that two-for-a-quarter play did "real good" against 10-cent play. Special guest at the fair was Governor Nelson Rockefeller.

Seattle's Sol Lipkin is spending quite a bit of time in Chicago. Having spent the past few weeks at the Music Operators Association (MOA) Show in Chicago, Lipkin now moves to the Continental Hilton where American will be exhibiting at the National Park and Recreation Show. In between shows, he will be visiting the company's displays in the Midwest. And then there's this word of advice from Lipkin: "We feel that our dealers, who have set up a recreation division are doing very well, but any wholesaler in this business should also take 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 exhibition and promotion manual, "First Time 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 Brilliant brothers are back at United Tool & Engineer Co. in Cincinnati following vacations to oppose ends of the country. Paul enjoyed fishing and sightseeing in the southwest while George did the same in the southeast.

Techika 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 autographs are "I Love You So Much" and "Vivien of a Kiss." Sega is opening an annex to its factory in a few months. When completed, the new plant "should assure that the high export demand" can get new orders every 60 to 90 days.

The hit of the MOA show was "The Don't Do It," written and produced by Rosendo Carelli's sister, Jane Gage, who was married Sept. 20 to Byron Howard of Wichita, Kan. Carelli's stepfather is Clyde Gage, music service manager for United Distributors Inc.

Mark Blum, Jr., of United Distributors reports that his firm will sponsor a service agreement for automatic products Sept. 17. Hank Swale, 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 show. Other news from Kansas finds that Melvin Hamme's daughter, Cathy, was married to Jim Roth June 1. The couple is living in Wichita. Mary is the daughter of Marty, were to be brought to America from Ireland in 1951 and adopted by the Hamme family. Marty will start his first year of college this fall at Sacred Heart College in Wichita.

The Harland Wingeveirs of Emporia, Kan., had a wedding in the family. Their son, Jim, was married May 31 to Marsha Rowland of Liberal. The couple has toured 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. Harland Wingeveirs 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. Officers are in Emporia, while the main warehouse is in Salina. As for the vacation, the Wingeveirs didn't get one this year. According to Mrs. Wingeveirs, "Business was so good in our shop and we couldn't go." Sweetheart Candy and Tobacco.

(Continued on page 53)

What's Playing?

BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

CHICAGO COIN'S NEW FLIPPER TYPE 1-PLAYER

Action featuring:

2 NEW IMPACT TARGET GATES

Impact of Ball Hitting Target Gates

Determines Score Values from 100 to 500

HITTING TARGETS A-B-C-D

Increases Target and Action Bumper Scores.

ACTION POCKET

For Greater Scoring... Increases Play Appeal! Intriguing Action!

SPECIAL LINES

Side Lines Score Special When Lit!

NUMBER MATCH...HIGH SCORE

Also available in Add-A-Ball Model!
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.

WURLITZER

THE WURLITZER COMPANY
PHONOGRAPH DEPARTMENT
NORTH TONAWANDA, NEW YORK
Operators Report Mixed Attitudes on Planning for the Opening of Schools

By BRUCE CORY

CHICAGO—Elementary and secondary schools around the country have been opening, a practice that has been striking dyed-in-the-wood administrators and educators alike. Now, with the start of the new school year, many of these administrators and educators are preparing for the opening of schools in the next few months.

The school year begins on September 1 for most schools in the Chicago area. The district has been working on a new curriculum for the upcoming school year, and is preparing for the opening of several new schools.

Steve Miller, New England Vendors Supply, Allston, Mass., said, "The kids will be back on the streets after a summer at camp or at the seashore. Everybody here was hitting 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, noted a yearly slump in bulk vending sales "compared to the start of the school year, Sept. 3 this year.

GUARANTEED USED MACHINES

MERCHANDISE & SUPPLIES

<table>
<thead>
<tr>
<th>Picture No.</th>
<th>Vendor Name</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1001</td>
<td>Vendor 1</td>
<td>$100</td>
</tr>
<tr>
<td>2002</td>
<td>Vendor 2</td>
<td>$200</td>
</tr>
<tr>
<td>3003</td>
<td>Vendor 3</td>
<td>$300</td>
</tr>
</tbody>
</table>

These machines come with a one-year guarantee and are suitable for use in any location. Delivery is available within a 50-mile radius.

FIFTY THOUSAND record vending machines is the target figure within the next three years set by Transvac 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. Now 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.

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

SELECTORAMA™ 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will hold 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

Super 77 in cartons of 175-92 capsules

WHEN YOU WANT "HI-BOUNCE" BILLIARD BALLS

5¢ Hi-Bo Bounce Billiard Balls for 1¢ vend $15.00
5¢ Hi-Bo Bounce Billiard Balls for 10¢ vend $125.00
5¢ Hi-Bo Bounce Billiard Balls for 100¢ vend $125.00
5¢ Hi-Bo Bounce Billiard Balls for 50¢ vend $62.50

EMFY CHARMS, INCORPORATED

163 Denton Avenue
P.O. Box 593-2800
Lyndeboro, N. H. 11563

When answering . . . Say You Saw It in Billboard

SEPTEMBER 13, 1969, BILLBOARD
NAMA Report Tells Council Role in Shaping Legislation

- Continued from page 47

The last year the report stated, "The state council approach to state and local legislative problems has proven to be the most effective method of obtaining equitable treatment for the vending industry. The personal contact with the state legislators, the governor, city councils and mayors has proven invaluable in promoting council programs and preventing discriminatory taxation, licensing and regulation." The report predicted that state council activity will increase during the 1970 sessions of the state legislatures.

Although the Oregon state sales tax was defeated by the voters in a referendum, the Northwest Council had established a provision for a 15 cents small sales exemption, and will be ready to push for this provision again should a sales tax be passed in the state. The Iowa and Missouri councils are carrying their exemption fights into next year's sessions. The Missouri group also successfully sponsored a bill allowing the sale of milk in 1/2 quart containers.

The California small sales exemption was increased from 10 to 15 cents by the California Automatic Vendors Council. The council is also working for a more equitable licensing under the Milk Distributors Regulation and for sales tax relief on the purchase of cups.

The Illinois General Assembly passed a new machine and machine-bake or possession of duplicate keys for a vending machine a year ago. A similar measure was pushed for by the Indiana council, but the legis- lature adjourned before it could be acted upon. Both state councils testified in favor of increased penalties for cigarette bootlegging. The report pointed 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, the state's Circular is the tracking down of unstamped packs easier. Cigarette taxes went up in Connecticut when the state's cut is now 16 cents. Minnesota, Missouri, Arkansas, Delaware, Illinois, Kansas, Maine, Massachusetts, Montana, Nevada, North Dakota, South Carolina, South Dakota, and Vermont, and six other states have some possibilities 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 tax rates of the state's three counties, which were loss in Connecticut, West Virginia, and Utah. Ten state legislatures voted to cut the one per cent (Maine and Nevada) to 11/2 per cent (Connecticut). The South Carolina senate has called for a study of the rea- sons why vending prices are in- creased following hikes. A similar report commute that "no mention was made of the undue burden im- posed on vendors," by the tax hikes.

The Connecticut legislature also passed a bill changing the vending machine licensing sched- ule from a one year to a graduated schedule running up to $100 for each 100 machines owned. Five other states con- sidered increase or enactment of per-machine taxes. Bills dealing with per-machine fees were de- feated in Wyoming, Missouri and Florida. The California legis- lature is discussing a per-machine tax of $20, as well as bans on pay toilets and pay- lockers, machine placement re- strictions, and the creation of a vending machine commission to "halt the flow of 'racket' money into the channels of trade re- presented by coin vending machines."

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

Iowa Cigarette Operators Rap 'Cold Turkey'

- Continued from page 47

that tries to earn $25,000,000 from a million by giving up smoking. Some 500 residents of the town and outleting areas signed pledges to give up smoking for 30 days. Greenfield has a population of 1,200.

Despite rumors that vending sales have risen since the film's release, the report overestimates the problem. "I'd say we've temporarily lost 15-15 per cent of our sales in Green- field," said Johnson, whose company owns two machines in two cafes there. "And there's al- ways the chance that if a per- son quits for 30 days, he may quit for good." Many of the people who signed the pledge, however, were nonsmokers al- ready, he added. The Green- field town council and chamber of commerce have persuaded merchants who sell cigarettes over the counter and in ma- chines to put up window stick- ers reminding customers of the "Cold Turkey" campaign. "A lot of the town's prominent citi- zens have stopped smoking public," said Johnson. "But there's no way of telling how many people are doing it private."

Vending sales have remained constant in Greenfield, according to Dick Ekbland, Crestmor Wholesale, which operates four machines in Greenfield. He at- tributes this condition to the number of people involved in the production of the film. "The movie has been in 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 discov- ered that a brand that normally moves well in one of my ma- chines suddenly isn't doing so well at all. I think what's hap- pened 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 ma- chines which vend cigarettes for 45 cents a package.

Greenfield mayor Dale Yount estimated that 360 of the town's 414 to 426 smokers swore off 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," said Dick Van Dyke, Pippa Scott and Tom Poston.

South Dakota Meeting

GLEN CHARNEY (left) and Solly Rose, Lieberman Music, Min- neapolis.

South Dakota meeting continued from page 47.

JULIE TRUCANO huddles with operators studying a jubilee. Trucano, a Music Operators America vice-president, spoke at the national organization's an- nual convention.

ON THE STREET

- Continued from page 48

has added some new employees. Stanley Stoof and Gilbert Williams are now with the firm. Randall Johnson, who has been working for Trinity, joins the staff. He is a new salesman for Sweetheart. Isabelle Edwards, who is handling office work for Sweetheart and Linda Brooks has been promoted to the same posi- tion. The Winograd will add more employees later in the fall.

Larry Lowery, Emporia Music serv- ice man, is back on the job after six weeks of hospitalization for surgery.
Continued from page 47

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 con-
vention has shrank down and we
would be ready for the public.
The second day is also our long-
est day, so far. For example,
if we wanted to open the show
on noon, it 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 be-

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 at-
tend the show. Many MOA
members are now addressing
civic clubs and other organiza-
tions in their areas and might
well want to invite various
officers of civic clubs and mu-


cipal government officials
to the show,” he said.

Eppy Bows Pool Balls

LYNBROOK, N.Y. — High
bounces “Billiard Balls,” com-
monly known in the industry
as pool balls, are now available
for immediate delivery from
Eppy Chairs, Inc., here accord-
ing 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 quar-
ter inch, 10-cent vend; and one
and one-half inch, 25-cent vend.
“The ‘Billiard Balls’ are avail-
able in high luster, authentic
colors with different imprint-


Continued from page 47

left standing for 28 miles along
the beach.

“When we left the older ma-


them, the places were either
destroyed or they filled with
water. We had a total of 42 lo-
cations. 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
trend 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
hus-
band 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. Fortu-
nately, the main part of the hos-


pital did not get any water but
there was four to five feet in the
cafe 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.

“For as our business, we have
our 110 model jukeboxes but
there are no places to put them.
The few locations we have left
are near hotels and restaurants
on the avenue. Our best loca-
tions were on the beach and
they are all gone.”

Jukebox Programming Dies
In Mississippi Hurricane

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

Here are ten smooth, colorful one- and
two-piece cues to suit every taste and
talent. The work of master designers and
craftsmen, they combine style, balance,
taper and finish to help every veteran or
beginner to play a finer game. Butts are of
imported assorted South American woods;
shafts are of selected Canadian maple;
tips are made of hard rubber and a
water buffalo hide. All joints are precision-
made of brass or aluminum or a combina-
tion. Wraps are of vinyl or leather. Decorative
tings and spacers are of brass, aluminum or
pearlized material. Send for prices and de-
tails today.

SPECIALS! COMPLETE, AS IS

Write for complete 1969 Catalog of a
Phonographs, Vending and Games
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2123 N. WESTERN AVE., CHICAGO, I11. 60647. Amtel 6-5005
Disks of Famous Artists Go to London from RCA

- Continued from page 1

New Concert Hall Opens

NEW YORK — Lincoln Center’s Alice Tully Hall will be inaugurated on Thursday (11) in the presence of three representatives by the new Chamber Music Society of Lincoln Center.

Artists in the first concert include baritone Hermann Prey, violinist Pinchas Zuckerman, cellist Yo Yo Ma and pianist Cliburn. The program will also feature Ann Skifun, violinist, and Charles Waddsworth, pianist, who will conduct.

Featured in a concert on Saturday (13) will be Quartets Nos. 15 and 18 by Beethoven. The artists for the second program on Monday (15) will be Canadian cellist Yo Yo Ma and violinist Cliburn, who will perform the Violin Concerto in D, Op. 61, and conductor Salvesen.

... and a further dimension to the music. Musically this is an impressive record which makes me wish to hear more of Feruccio’s artistry... 

New York — CBC Radio will broadcast the first vocal series at Lincoln Center’s Alice Tully Hall on Thursday (18) and Saturday (20). The series will present Soprano Evelyn Lear and baritone Stanley Fleischer, who will sing with such stars as Lisa Della Casa, Mario Del Monaco and Monteux that are scheduled by the Columbia Records to be released in the next few months.

... and above all, extremely musical... both muses have an irresistible rhythm and vitality. The relaxed charm of the finale of No. 39 is delightful, while the great Jupiter finale covered in the Fortepiano.

... a further dimension to the music. Musically this is an impressive record which makes me wish I could hear more of Feruccio’s artistry.

... and a further dimension to the music. Musically this is an impressive record which makes me wish to hear more of Feruccio’s artistry...

... and a further dimension to the music. Musically this is an impressive record which makes me wish to hear more of Feruccio’s artistry...

... and a further dimension to the music. Musically this is an impressive record which makes me wish to hear more of Feruccio’s artistry...

... and a further dimension to the music. Musically this is an impressive record which makes me wish to hear more of Feruccio’s artistry...
Musical Instruments

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 86 exhibitors and all promise to bring dealers. The majority of exhibitors from last year's show have increased their space. They were given a prefer-

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 rem-
edied. The Las Vegas Conven-
tion Bureau has spent $1,200,-
000 to soundproof the South Hall. This is the only convention bureau in the world that would do so to solve a problem. The amplified instruments will be miles away sound-wise but only a few feet away from the rest of the show in reality. The show contains five audi-
toriums and everythings is com-
pletely 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 the number of booths. Exhibitors will be able to move in Thursday and Friday at the reg-
ular 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 that the Convention Center, which is next door to the Con-
vention Center, will probably take on the role of the headquarters for 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 Merch-
ants (NAMM) decision to hold their show in Miami, the 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 Musical Products Corp. will participate in all key teenage fair during the coming year, ac-
ting to national promotion of the company's products. The move is part of the com-
pa ny's new national sales promo-
tion program.

As outlined by Hampton, Merson will not only conduct "Battles of the Bands" at these various events but will also of-
fer new line of sound dollars worth of Hagstrom guitars and Marshall amplifiers as prizes to the winners. This new policy was adopted because of the "recent tremen-
dous success" of the Kansas City Teenage Fair, according to the Merson executive. The four-day event drew capacity crowds in ex-
cess of 50,000 persons and the in-store traffic at Mission Mu-
sic, which sponsored the "Battle

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 con-
templated chain by Schwartz Bros. of Washington.

Hammond at Lions

CHICAGO — Hammond Or-
gan Co. recently received in-
national recognition when a T-24-1 model was presented as a gift to the incoming presi-
dent of Lions International and his wife, at the service organiza-
tion's 52d annual convention in Tokyo. Mrs. Celia Bryan, wife of prior W. 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 result of the acquisition Springboard will move 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 un-
changed.

ED PHINNEY, president of the American Music Dealers Industry Exhibition (AMDIE),

JAZZ DRUMMER BUCK CLARKE has decided to play and feature Sonor Drums in all of his ap-
pearances, as a solo performer, sideman and with his new quart-
et.

Endorsement

NASVILLE — Country artists Jimmy Capps and Stan Fitchcock, stars of the "Country Junction Show" here on WLAC-TV, have entered into a promotion agree-
ment with Merson Products Corp., whereby they will feature the company's line of Hagstrom gui-
ars during all future performances of their show.

New Store

SALT LAKE CITY — Dayton M.
usic, in business here since 1862, recently celebrated the grand opening of its organ de-
partment. The store is located at 145 South State.

More will LIVE
the more you GIVE

HEART FUND

September 13, 1969, Billboard
CHICAGO—"Blind Faith," the Atco package featuring a choice between a group shot cover and a cover that depicts a nude girl, has polarized record retailers here. Outlets such as E.J. Korvette, Sears, Roebuck and Co. and Polk Brothers, two of the stock only the nude-cover, which features a photograph of the newly-formed Blind Faith rock group. On the other hand, some independent outlets, such as Splpeed 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 record retailers and wholesalers.

The package, already certified as a million seller, is only available on pre-recorded tapes with the group cover, and sales in the cassette and 45-rpm record configurations are very good, according to Rain Cloud. Ross Discount Stores, a General Store chain operator, said he expects the profit margin on the girl cover to just break even, but of his larger cities, around Old Town, is the A-blond, with the nude cover being a very good percentage of sales.

Vic Faraci, Musical Ice, a one-man operation, says, to quote Faraci, featuring Blind Faith's first album with the nude cover, has been his top album for the last three weeks. "We took a look at the inside, we pull the cover for our one-stop," he said, "but the other very well. The larger department stores feel that they cater to more of a "family" type market and won't have anything to do with the nude cover.

Kudolla said she had not heard "any actual complaints" from retailers or customers about the A jacket, which was the group's choice for their first album cover. "Before the album was released, many distributors, myself included, warned the company that sales might be badly hurt if the album was distributed in this manner exclusively, and persuaded them to put out the other cover. I'm glad they did. 'Blind Faith' is our best-selling album after 'In-A-Gadda-De-Vida,' but the story might have been different if only the A 'Blind Faith' sleeve had been distributed. The group and the company might have learned a lesson about record distribution then."

Kudolla added that sales of the A record were lower than he had anticipated they would be. "Most stores carry both jackets, but only in a few areas. Like Old Town, is the A-blond, the Bartan featuring a very good percentage of sales."

Faraci, Musical Ice, a one-man operation, says, to quote Faraci, featuring Blind Faith's first album with the nude cover, has been his top album for the last three weeks. "We took a look at the inside, we pull the cover for our one-stop," he said, "but the other

one is the one we put on the racks. We let retailers know we have the nude cover and only it on request. There haven't been many requests. Albums with nude or suggestive covers create a real problem for us. I think the manufacturer should stay away from them."

Faraci agrees that album sales would have suffered severely if the alternative jacket were not available. "In the States and Yoko albums (which featured a photograph of the performer wearing the nude) was a disaster and this might have been too," he said.

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

"It's ridiculous to have two album jackets," said David Simons, manager of the Splpeed Disc in Old Town. "It confuses the customers—they think Blind Faith has two albums in instead of just one. Simons stocks only the "A" jacket. "I think the jacket is more artistic and better done than the other one," he explained. "Nothing can touch the John and Yoko jackets. We're customizing it by the box and selling 100-125 of one." Harlan Hibelstein of One Octave Lower, also in Old Town, said the album with the "chick on the cover" is upsetting the B jacket by a 3-to-1 percentage. "People started buying the group photo jacket at first because they hated to have to pay the lyrics, which are printed on the back cover on that version. When they discovered the A jacket has the lyrics printed on the inside jacket, they started buying it instead. 'Blind Faith' probably sells better than any other album in the store, so we say.

The two versions sell about the same. Regular prices are 39 cents. A 12-year-old girl, as an employee at the Record Woom, also in Old Town. "Some customers giggle when they pick up the A jacket but I've never heard any actual complaints about the photo," he said.

Allied Store

CLEVELAND—Allied Radio Stores, Inc., subsidiary of Allied Radio Corp., has named an outlet here in suburban Richmond Heights. The store is located on the Hilltop Plaza Shopping Center at 5742-46 Wilson Mills Rd. The operation is managed by Fred LePrevost.

Store Enforces "Smoke Ban"

CHICAGO—One record retailer here has instituted a "no-smoking" rule for employees and customers but as a rule, the smaller outlets are not following suit in his campaign.

A 1948 city council resolution prohibits smoking in elevators, department stores and "last resort" employing more than 15 people as a fire preventative measure. Violation of the ordinance carries punishment of a fine not exceeding $5 for each offense. Enforcement, however generally takes place only when some customer complaints are made, a spokesman for the city fire prevention department admitted.

And at Information, Deluxe Music, says he set up his "no-smoking" signs and practices in compliance with the city ordinance, he added that his store employs "six or seven" and "everyone is a non-smoker. It just worked out that way. Everyone is a non-smoker."

"We have a sign for employees and customers both," he said. "We have a sign that says our employees are non-smokers."

"I just worked out that way. Everyone is a non-smoker."

The only complaint I've had is "I've had a request from a police officer who said his civil liberties were being violated."

Y.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 is Ethnic Music, on the Southwest.

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

Jane Briski 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 violation of our restrictions," she said.

Managers and personnel at the Record Woom, One Octave Lower and Splpeed 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 27 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 of Japan. The report, "Production and Statistical Information, Electronic Trends/International," prepared by the EIA's Market Research department, reports that the first quarter 1969 growth rate was 13 percent and "another observable trend" 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.
- The new groups go country . . . digging deep into the roots and giving it a new slant. Bob Dylan and Joan Baez record the Sound in Nashville.
- Liverpool--the ideal base for a country music European resurgence.
- A new breed of songwriter--Jim Webb and John Hartford work with "Contemporary Country".

These exclusive in-depth features plus the Songwriter series and a completely detailed, updated Country Artist/Record Directory Section make up the 1969-70 edition.

MAXIMUM DISTRIBUTION. An extensive merchandising program to prime country talent buyers, the weekly international Billboard subscriber roster of 50,000 and a bonus distribution at the WSM Country Music Convention in Nashville.

Plenty of information, plenty of publicity--plenty of reasons for you to participate with your ad. Save your place . . . be with all the International Country Music action OCTOBER 19 in Billboard.

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 DELLS
Love Is Blue  Cadet LPS-829

JOHN KLEMMER
Blowin’ Gold  Cadet/Concept LPS-321

These Are Selling
THE 'HOT 100' HOW IT'S COMPILED

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

Over 23,000 individual judgments on current singles go into each weekly chart. After you select and rank the 100 best-selling singles and the 20 to 35 "Bubblers," the Billboard "Hot 100" status in the weeks ahead is assessed.

What are these judgments? Who makes them? How are they obtained? What do they mean? How are they put into chart form?

The answers to these questions add up to the methodology behind Billboard's "Hot 100" chart. This chart, which according to a recent analysis, is actually used in more than 60 different ways, by some 25 different groups in and out of the music industry, is based on the articulated content by buyers to sell and promote with...to program play action to...to...to...and as a basic source of marketing, promotion, and business analysis.

The influence of the chart is felt in just the same way that the young teenager who is watching the pitch of a particular record is largely, or solely, guided by "Hot 100"-based radio programming or in-store display...to the upper levels of Billboard's money decisions involving record corporations, music publishers, and...and...and...and commodities are guided in part or parts of "Hot 100" chart activity.

The beginning step—construction of the checklist—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 recordings made by...dealers to title—in order to get each dealer's evaluation of his "Hot 100" checklist record sold within his store during the past...some of these are:

- sales in the previous weeks' "Hot 100" and "Bubbling Under..." lists. Other records which didn't make the "Hot 100," or the...section, which bulked up sufficient sales and/or radio play action to perform a position for the week or weeks ahead.

- information on records supplied by the promotion departments of record labels and publishers...

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

- picks of other new-action records as shown on major national and...regional top lists (Garden, S. Tempo, Randall's, Fenway, etc.)

- top 20 and top 60 "Pop Spotlight" reviews and Special Merit selections of Billboard's record review department.

- single features in recent Bill- board advertising.

The following items, the review...advertisements, are not included in the checklist: the trade sales of the product has been accom- plished. It should be further stated that the inclusion of advertising...to...is put into a major advertisement is clearly indicating its own confidence in the sales...talent of that particular record over the sales potential of its average singles release; it is putting additional sales and...promotion. The advertisement, therefore, means a...or-against-average chance of making it and... influenced checked on Billboard's "Hot 100".

Now that the checklist has been used, how is it actually

Copy of List

Billboard phone interviewers issued acopy of the checklist for each...into the chart, the titles...weekly interviews are conducted each week. These...in each of these categories...April

- Sales Data
- Sales Data (Phone Interview)
- Tabulation of Sales Data for 4 to 100
- Radio Play Data (Phone Interview)
- 31 States Rankings
- Sales Performance

Star Performer Formula

Sales Point Gain = 

<table>
<thead>
<tr>
<th>Pos. 1 thru 30</th>
<th>10% Gain</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pos. 31 thru 60*</td>
<td>15% Gain</td>
</tr>
<tr>
<td>Pos. 61 thru 90</td>
<td>20% Gain</td>
</tr>
</tbody>
</table>

*Records below position 50 must also maintain a no-ros status in radio play points vs. previous week.

RELATIVE STRENGTH: The "Hot 100" does not use actual record sales except on a rela- tive basis. It says that No. 1 record sold the No. 2 record and the No. 3 record did not as many as the No. 1 record, etc. It does not, as in its published form, use the basic raw data which goes into its construction, come up with—or even indicate the actual record 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's chart. There should be but a best ex- plains by using an actual issue (next week's issue, dated Sept. 20, 1969) as an example. "Hot 101" interview calls for this is- sue are made on Friday, Satur- day, and Monday (Sept. 5, 6, and 8). The data is tabulated and computed on Tuesday, Sept. 9 and 13. Mail distribution is be- fore, no significance—insofar as any given week's "Hot 100" chart is concerned—in the total "Hot 100" sales data over two or more weeks.

CONSUMER ACTION: The "Hot 100" is a measure of what the consumer bought, or was ex- pected to via radio, during a given week. It does not measure what orders a record manufactur- ing of what orders the orders were placed or what dis- tributors, one-stop, and rack dealers, or what order 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' future.

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

Broadcasters claimed that the large record companies have failed to develop a new production schedule, while recording executives expressed dissatisfaction over how their product had been handled on the radio.

Without the 14 radio station network, most of these disks would have never 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 specially selected radio stations in the network and feel that little, if any, play was being given to MLS selected disks. Most radio stations, however, are enthusiastic in 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 postcard packages, designed by artist Peter Max, given free with the purchase of any of Capitol’s “back to school” albums.

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

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 Tyrell. Tyrell is with Hourglass Records, New York. Recool.

Driscoll was national sales promotion manager for seven years at a York. Recool.

Canadian Rock Clubs

The Rock Pile will close in the near future. The club, which opened in 1964, was the first rock and roll club in Canada. Although it will not re-open, the club will continue to operate as a music store.

Electron Sets Hi-Fi Show

MONTREAL — Electron has set Oct. 16-19 as dates for their biggest show ever at the Sheraton Mont Royal Hotel. This marks the first time in seven years that a York. Recool.

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Canada's Top Singles

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label &amp; Number</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>HONKY TONK WOMEN, Rolling Stones, London 9710</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>SUGAR SUGAR, Rainbow LP</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>A BOY NAMED SUE, Dylan LP 4461</td>
<td>5</td>
</tr>
<tr>
<td>4</td>
<td>GIVE PEACE A CHANCE, Plastic One Band, Apple 1909</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>GREEN RIVER, The Who, Columbia 4272</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>EASY TO BE HARD, Three Dog Night, RCA 4203</td>
<td>2</td>
</tr>
<tr>
<td>7</td>
<td>LADY LADY, Bob Dylan, Columbia 44906</td>
<td>5</td>
</tr>
<tr>
<td>8</td>
<td>BARABARAAGAL, Donovan With the Jeff Beck Group, Epic 5-105010</td>
<td>5</td>
</tr>
<tr>
<td>9</td>
<td>GET TOGETHER, Youngbloods, RCA 9752</td>
<td>5</td>
</tr>
<tr>
<td>10</td>
<td>OLIVER, Sheet, Chess 334</td>
<td>1</td>
</tr>
<tr>
<td>11</td>
<td>SOUL DEEP, Youngbloods, Epic 57040</td>
<td>4</td>
</tr>
<tr>
<td>12</td>
<td>PUT A LITTLE LOVE IN YOUR HEART, Jackie DeShannon, Imperial 40535</td>
<td>7</td>
</tr>
<tr>
<td>13</td>
<td>TRUE SWEET, Glen Campbell, Capitol 2573</td>
<td>3</td>
</tr>
<tr>
<td>14</td>
<td>LAUGHING, Simon &amp; Garfunkel, Columbia 74009</td>
<td>6</td>
</tr>
<tr>
<td>15</td>
<td>6 IN THE EVENT 2525, Zager &amp; Evans, RCA 740174</td>
<td>10</td>
</tr>
<tr>
<td>16</td>
<td>SWEET CAROLINE, Neil Diamond, Epic 57040</td>
<td>6</td>
</tr>
<tr>
<td>17</td>
<td>MARRAKESS EXPRESS, Carly Simon, Atlantic 2692</td>
<td>4</td>
</tr>
<tr>
<td>18</td>
<td>LITTLE WOMAN, Bobbie Sherman, Matronella 121</td>
<td>1</td>
</tr>
<tr>
<td>19</td>
<td>THAT'S THE WAY GOD PLANNED IT, Delaney &amp; Bonnie, Atlantic 57026</td>
<td>1</td>
</tr>
<tr>
<td>20</td>
<td>MOVE OVER, Doowax, RCA 4305</td>
<td>1</td>
</tr>
</tbody>
</table>

Stones’ Date On U.K. TV

LONDON — TV’s recording of the Rolling Stones’ Hyde Park concert was screened Sept. 2 on the full ITV network.

Entitled, “Stones in the Park” and produced by Jo Darden-Smith, it is a complete record of the day that the Rolling Stones appeared before an estimated 500,000 fans.

From 12 hours of film shot by cameras, Darden-Smith produced a 52-minute film for sale abroad.

Post Publication, in association with Granada, is producing a 32-page book of color and black and white photographs of the event. Also called, “Stones in the Park” it is available from bookshops, newagents and leading record stores.

Another Granada music special, “Johnny Cash at San Quentin,” will be shown by ITV on Tuesday (9).

Rock Pile Club Is Shut by $$ Troubles

TORONTO—The Rock Pile club, which introduced many top rock and blues acts to Toronto, closed Aug. 23. 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 $10,000 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 not a profit making organization.

Although the show will be a free public event, only four days will be open to the public. Wednesday of the usual day of the week that most retailers are closed, has been set aside as “Dealer Day.”
British CBS Bows 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, an independent rock label and incentive schemes and the distribution of musical instruments and accessories were unveiled last week at the annual CBS sales conference.

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U.K.

COLUMBUS, 

HAMBURG

The Wagner

and the

Capital of the

STOCKHOLM — Because of the boom in the L.P. sales—three albums have recently reached a

total of 20 charts — Radio Sweden has switched from a weekly to a monthly chart, said

producer Rune Halberg: “L.P. sales have increased generally, and there is now a big demand for an accurate album sales chart,”

Halberg pointed out.

Tom Jones, Elvis Presley and the Doors have been in the Top 10 since the beginning of the year, and

Radio Sweden sought the co-operation of the record companies in providing a monthly basis for

the sales reports which would be monitored by the Government Central Statistics Bureau, but the record industry was not in favor of such a project.

A year ago Radio Sweden introduced monthly record sales from 80 to 150. This total includes 80 of the major retailers, who make returns every week. Since then much of the criticism has stopped and the Sweden Radio chart is regarded as the most reliable available.

From the

Executive

Turntable

Jorgen Fritsch has been appointed sales director of Nordisk Polyphon in Copenhagen. Fritsch was for

mer executive director of Fona, the Danish chain of record, radio, television and electronic equipment shops. Appointed marketing director of Nordisk Polyphon is Conrado Lawrence, previously appointed ad

vertiser with one of Denmark’s largest newspapers. Norgren of EMI Sweden has been made sales manager of the company.

Hans Ohle and Jan Hammar have joined the sales department as representatives.

Philadelphia

Series Offer

OSLO — Poly Music of Stockholm has opened a sister company, Poly Music in Oslo with Jorg-Flt, Ellersten as mnging director.

The new company will re-

lease and promote Poly prod-

uct in Europe. Poly Music is

also the Poly Music publishing

company.

Until now, Poly Records was distributed in Norway by Nor-

wegian Polydor and the distribut-

ing company Musikd Distribusjon, Distribution is now being handled by Poly Norway, which also distributes Ellersten’s COLUMBUS.

Poly’s music publishing divi-

sion is handled in Denmark by Nag, the PolyMusic group, led by Jor-

gen Mortensen. This company also has Danish representation of Sweden Music.

Teldec Issues 5 Sets of Classical Recordings

Hamburg—Teldec is re-

leasing five special boxed sets of classical recordings for the new season, featuring works by Wagner, Beethoven, Richard Strauss, Brahms, and Liszt.

The Wagner set of five L.P.s is a recording of the Meister-


The other sets are: Beethovan’s complete piano concerto, four L.P.s; a rondo for piano and orchestra on four L.P.s by Julius Katchen and the London Symphony Orchestra under Pierino Gamba ($12.55); Richard Strauss “Rosenkavi-

er” with Regine Crespin, Yvonne Minton, Helen Donath, Emmy Loose, Manfred Jung-

wit, Oto Nieder, Murray Dick, Olof Demenoff and the Vienna Philharmonic under Georg Solt (five L.P.s in 10); Brahms’ complete piano qua-

trets and piano quintet in F Minor with Artur Rahnstein and the Guarneri Quartet (3 L.P.s $14.25); and Monteverdi’s “Orfeo” with Renato Pat-

nini, Lajos Kozma, Max van Egmond, Ezio Filippo, Hany Eshel and Jacques Villiersch and the Capella Antiqua, Munich and Concertgebouw Orchestra Vienna under Nikolaus Harnoncourt (3 L.P.s, $13.50).

Teldec is also issuing a spe-

cial boxed set of the British “Duo-

droit Splendore in Original Sound,” with works by Bach, Monteverdi, Ward and Tele-

eman and featuring Alice Han-

nock, Walter Pleffer, Peter Schoberwalther, Kurt Thiem and the Vienna Saengerknaben.

HANDBOOK ON LABELS, SERIES

PARIS—Every known record label, collection and series available in Europe during the 1969 edition of “Qui Diffuse” now has the handbook of the national Record Information and Docu-

mentation Centre (CIDD).

Produced by CIDD general secretary Jacques Masson-Fur-

rier, CIDD lists all 34 member companies of the French industry federation (SNICOP) by an alphabetic list of labels.

Chart Switch Follows Swedish Album Boom

STOCKHOLM — Because of the boom in the L.P. sales—three albums have recently reached the

top five—Radio Sweden has switched from a weekly to a monthly chart, list, and has introduced a Top 15 list.

Said radio producer Rune Halberg: “L.P. sales have increased generally, and there is now a big demand for an accurate album sales chart,”

Halberg pointed out.

Tom Jones, Presley and the Doors have been in the

Beat 10 since the beginning of the year, and

Radio Sweden sought the co-operation of the record companies in providing a monthly basis for the sales reports which would be monitored by the Government Central Statistics Bureau, but the record industry was not in favor of such a project.

A year ago Radio Sweden introduced monthly record sales from 80 to 150. This total includes 80 of the major retailers, who make returns every week. Since then much of the criticism has stopped and the Sweden Radio chart is regarded as the most reliable available.

Urban von Rosen, came in for

some criticism early when it was

announced that some albums from cer-

tain shops had been manipulated and that artists had bought large numbers of albums from key shops in order to get into the Beat 10.

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Spain Takes Polish Fest; On Win streak

SPOTI, Poland — Spain’s impressive record in international song festivals this year (including victories in Eurovision, at Knokke and Scheveningen) was maintained when Discos Belter took three prizes in the 9th International Song Festival here, Aug. 21 to 24.

Conchita Bautista was voted the most popular singer in the festival and won third prize on Polish Day for her interpretation of a local song. Michel received the Sopot Grand Prix Du Disque 1969 for his interpretation of “Granada.”

More than 20,000 people attended the four-day festival, held in the beautiful open air Forest Opera auditorium, including many international record company executives and disk jockeys.

The festival opened with the non-competitive Sounds Know No Frontiers event, in which singers presented songs from their own repertoire in their native languages and the back-up international jury awarded points for interpretation.

First went to the Soviet Union’s Muslim Magomaj for performance of “Oh This Very Day.” Second prize winner was Bulgaria’s Yordanka Filipova for her song “The Autumn Guitarist;” third was Spain’s Conchita Bautista for “Baladas.” The special Polish jury awarded the Belgian Minsiti with “We Sing for Poland” and John Gitting for “For This Red Flower,” and the special award of Polish Song Agency went to Cuba’s El Jiglarro for the song, “Such Nice Eyes.”

On the second day, International Day, the jury awarded points for songs only. First prize went to the Swiss song “Maria Consuelo,” sung by Henri Desor, and the French song “La Table Habituée,” sung by Henri Tacq, and the English song “You Love Me, Too,” by Patsy MacLean, was third.

On the final day, National Day, the Grand Prix was awarded to Michel and the Press Prize to record companies and to Henri Seroka of Luxembourg.

Taking part in the Record Day, we learned: Maryla Rodowicz, Reni Roiska (Poland); Monika Hauff and Klaus Dieter (East Germany); Jacqueline Midnitz (Switzerland); Dragor Stojsic, Milan Basci (Yugoslavia); Nicole Josy (Belgium); Rita Hovink, Frankie Frank (Holland); Virginia Vee (Britain); Guillermia Motta, Michel (Spain); Lucio Dalla (Italy); Teres Haragawa (Hungary); Anda Calugareanu (Romania); and Miltha Medina and Raoul Gomez (Cuba).

Disappoinment of this year’s Festival was the absence of some star names. Artists John Rowles, Gene Pitney, Nicoleta and Victor Priskziet attracted to appear, were prevented from performing because of accidents or illness.

The only foreign artists to appear outside the competition were those of the Viktoria Record, Yugoslavian singer Radisica, who took the third prize of $215 with the A, Kabilio song “Isa de Amor” (Island of Love), produced and recorded by Belter.

MAJORCA FEST TO RAYMONDE

MAJORCA—The first prize of $1,000 in the Majorca Song Festival was won by the Ibor Raymonde song, “Te Quiero, I Love you,” sung by Daisy Silvei, publisher by Notas Magica.

The song is released on Columbia, Spain.

Second prize of $500 went to the song “Oh Dan, Oh Dann,” written by Pina de Caldey, published by Ediciones Beltex and sung by Venezuelan artist Mira. The song is Unitex’s “Selecta” Record. Yugoslavian singer Radisica took the third prize of $215 with the A, Kabilio song “Isa de Amor” (Island of Love), produced and recorded by Belter.

From the Music Capitals of the World

Spain

・Continued from page 63

tracted 8,000 Aug. 26 while the British Columbia rodeo county show was seen by over 8,000, Aug. 28. Rhode and Reason, a new vocal-instrumental group made their debut at a rodeo in Toronto at the debut at the Marine Club at the Starway Hotel, Sept. 1, pitted against ina Turquoise. The prickly pair finished second to the Combines, who won, 6-1, with their nimble little quarterback, Lou Nelson, into the horseshoe through a field of 11.5 by 20.5.

Christopher Edward Campbell singing chart with songs chart with their Quality single, “Hard Times,” al- lowed to slip up, “You’re My Life,” getting former Calgarian, Roy Griff is now at home in his native house in Nashville. His debut single “I’m an Elseman” and “Caution to the Wind” is being ferreted out for country charts. In the U.S. both songs are his first to be produced by Scotty Cato and released by the title and song’s release.”

The cut by Jerry Tosh Orchestra received favorable reaction from radio audience of all ages. Sonny James now on Columbia.

The Fourth of July was “Pride of the Irish.” The tie was “Pride of the Irish” by Hiller, the title and song’s release.”

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STOCKHOLM

Henry Barrow, star of the television series "Chaparral" was here for a week end promotion tour and to discuss recordings of his first album. Music is strongly promoting "Viva Bobby Joe" by the Equals (Mates).

Oulu (Finland)

Johnny Cash single "A Boy Named Sue" has been released on an English long-lease label (Polydor). The song was produced by Glen Campbell, who has been promoting the Zevan and Evan single "In the Year 2525." (RCA). In Sweden, Cash was in a Swedish TV show returning from a tour in Spain with Alain Minns and Tommy Reilly.

KJELL E. GEBNRE

OSLO

A/S Nera, distributor of the RCA catalogue in Norway, has acquired the rights to release the RCA catalogue in Norway. The catalogue has been released by Electra in Sweden in full co-operation with Polydor in Denmark.

Vera Lyne topped the charts this week in Denmark with "Marken Red Cross." Chart story.

David Reilly, composer-producer of London's CNN, is now producing a series of international concert albums on RCA.

Tommy Reilly, is producing a series of red cross benefit albums on RCA.

OLPEN ERIKSEN

HAMBURG

Tina Mauton, formerly handled by CTS, is now represented by EMI. She is a folk-rock artist from Germany.

Wilson Pickett and Carla Thomas begin a tour of the U.K. (12 dates in Frankfurt, Cologne, Hamburg, Munich, and Berlin). Tina Mauton, formerly handled by CTS, is now represented by EMI. She is a folk-rock artist from Germany.

ARRIOLA

Ariola's new singer, Debra Friedman, who has followed up "April's Tears" by the Swedish group with "Hello, Dear." She was the winner of the Motown International Talent Search, and has been releasing albums in the U.K. and Sweden.

Hamburg: The U.S. dollar has been in full effect in Hamburg. A lot of music has been released by the U.S. labels, and the local market has been responding positively. The concert scene has been very active, with major events like the "Beatles in Hamburg" and "The Monkees in Hamburg." The local radio stations have been promoting these events heavily.

PHILIPS SPAR

Philips Series Offer

- "Speshur collection" on page 51
- "Operettens samlede" in English
- "Philips' new sound" on page 52
- "Philips' new sound" in English

COPENHAGEN

EMI has acquired Danish representation of the U.S. Unicorn label. The first releases include Pat Boone's "I won't be Coming Home Tonight," and Faron Young's "Kissin' Is a definite Sin." EMI has also acquired Scottish rights to the recording, and will be releasing it in Scotland under the label "Columbia." Tokyo is looking for a Spanish label for this release.

DENMARK

The Danish Radio has stopped its regular Sunday morning Danish classical concert due to lack of funds. The last concert was held at the Royal Danish Theatre, and it featured a performance of Beethoven's Fifth Symphony.

EUPHRAZIA

Ediciones Quivira has acquired the publishing company, Mondo Illustrated, and has commissioned the first Latin American soloist, Francisco Prado Blasco, to produce a series of Latin American music records. The first release will be a concert recording of the Spanish quartet "La Tarraconense," who have recently returned from their tour of the U.S. and Canada.

PASCUAL STEWART

"El Zepelino," the Spanish trio, has been promoted by EMI in Spain.

SAN JUAN

Jose Feliciano (RCA) has been booked at El San Juan Hotel to appear in a major show. The hotel is one of the largest in Puerto Rico's luxury hotels, and it has a tradition of attracting major performers. The concert will be held in April 6-20 1969.

The other performers will include Celia Cruz, who is appearing here for the first time. The concert will be broadcast internationally, and it will be recorded for release on a new label being formed by EMI.

ANTONIO CONTRERAS

OSLO

Vladimiro Branciforti, general manager of RCA Norway, has been in Oslo to sign a major agreement with the Norwegian music industry. The agreement covers the sale of records, concerts, and other promotional activities.

Harry Belafonte, star of the Broadway show "Candide," has been in Oslo to promote his new album, "Belafonte's Greatest Hits," which was released in Norway last week.

WILHELMSON

André Previn has been in Oslo to record a new album for EMI, which will be released in the fall. The album will feature music by Debussy, Ravel, and Schumann.

Helsinki

Finnish Radio 5's "La nacimiento," a new Latin American band, has been promoted heavily by EMI in Sweden. The band's first release, "Por Un Capricho Tuyo," has been released on a new label, "Chic." The band's music is a fusion of Latin American and Western pop styles.

September 13, 1969, Billboard | Page 65
You Can Definitely Count on Them to
SELL MORE RECORDS and
MORE CARTRIDGE TAPES
This Christmas Than Ever Before

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

- two complete catalogs, one for cartridge tapes and one for records; each 48 pages or more, with 200 to 250 full-color illustrations, descriptions and easy-to-use indices with prices;
- the most-wanted product of all labels . . . the artists, records and cartridge tapes that will be a basic part of your normal stock . . . selected from Billboard’s charts, plus Grammy and NARAS winners and Gold Record awards;
- all of the best-selling categories, to suit buyers of all ages and all musical tastes;

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

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

Billboard’s RECORD 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
___ copies
( ) with imprint;
( ) without imprint;

CARTRIDGE TAPE GIFT GUIDE
___ copies
( ) with imprint;
( ) without imprint;

TOTAL COMBINED QUANTITY:
Record and Tape Gift Guide Quantities Combined: __________________________

Price per copy (see schedule above): __________________________$ 

Total Price (quantity multiplied by per copy price): __________________________$ 

IMPRINT COPY
(max. 4 lines): __________________________

Payment herewith. (No Billing, please.)

SHIP AS FOLLOWS (please print):

Store or Company Name: __________________________
Address: __________________________________________
City, State, Zip: __________________________

Name of Person Ordering: __________________________
"Oh! What a Lovely War" (SOUNDTRACK) (S)

The soundtrack of this screen adaptation of the World War I musical is in itself a superb recreation of that event's era and trench conditions, with portions of "The Ridge" and "Two Lovely Girls." On the flip, a superb, understated recording of "The Rag," and "Aquarius," the latter a standout hit. This LP will create demand wherever the film is shown.

DAVE & TINA TURNER-
River Deep-Mountain High. A&M SP 34169 (S)

"River Deep-Mountain High" is one of Phil Spector's best compositions, and "Dave & Tina" Turner sing the original, 1966 version, accompanied by the Major Lance Band, Eddie, Purple and others. A hit album in England, A&M and Phil Spector still think this '66 recording is in the 78 & Tina Turner sweepstakes. With the hit "A Blossom Love," the single "I Think I Love You," and other winners are "Madame" and "Elephant & Rugby," and an original, "I'll Marry You.

POP

THE JOHNNY WINTER STORY-
GET ORG 1010 (S)

Here are some meaningful interpretations of blues classics by Johnny Winter. The material was recorded in Texas, and includes much of the artist's own songs, such as "Easy As The Heat." The Guy You Left Behind and others. Writer shows himself a very versatile artist here, adapting his style to the requirements of the song. The vocals and instrumental passages are excellent, with notes by Pete Welding.

POP

RHINEGORD-
Sister Chicken. Elektra EKS 74056 (S)

Few rock groups are as equally adept at instrumental and vocal performances as Rhinegord, and their skills continue in their latest LP, Instrumentally, they have "Pink Butt" and two very short but spirited bridges, "Satin Doll," and "Sugar Fast Rag." John Finley's splashy vocal on "Top of the Ladder" makes the best cut.

CLASICAL

KODALY: HARY JANSOS-
Somewhat Variations/Handel Variations-
London Symphony Orchestra; London Symphony Orchestra (Kodaly: London OSS 1276 (S)

Ormandy states his points strongly and with a sense of artistry that gives the Kodaly Variations a flowing and energetic flavor, pleasing to the ear. In the Handel Variations, Ormandy becomes more powerful, builds a fine, flowing structure, which brings out the Philadelphia's skills as well.

MAGGIE BARRY

JOHNNY CASH-
Folsom Prison Blues. Reprise R-13154 (S)

Cash is currently one of the hottest record artists in the country, due mainly to his highly rated TV show, and this first 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" special end Jerry Butler interview disk;
60-second special programming fills 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

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

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JACK JONES
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HAWAII'S GREATEST HITS
KS-3612

SONNY WRIGHT
I LOVE YOU LORETTA LYNN
KS-3614

GEORGE FEVER
DANCING IN THE DARK—MY WAY
KS-3611

BELIEVED MELODIES OF GREECE
FCS-4260

MAURICE JARNE
THE LOVES OF ISADORA
(ORIGINAL SOUNDTRACK)
KRS-5511

THE DO-RE-MI CHORUS
GOODBYE, MR. CHIPS
KS-3613

LEROY VAN DYKE
GREATEST HITS
KS-3603

LEROY VAN DYKE
GREATEST HITS
KS-3605

BOB WILLS
THE GREATEST STRING BAND HITS
KS-3601

KAPP'S AUGUST RELEASE NOW ON THE CHARTS!

ROGER WILLIAMS
LOVE THEME FROM ROMEO & JULIET
KS-3610

MEL TILLIS SINGS OLD FAITHFUL
KS-3609

CAL SMITH SINGS
KS-3608

CONSTANTINE CALLINICOS
BELIEVED MELODIES OF GREECE
FCS-4260

KAPP RECORDS
A DIVISION OF MCA, INC.
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**Note:** All information is subject to change and may vary based on the chart's publication date.
Watchout Mr. Portnoy, Here comes Mama!

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.
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Compiled from National Retail Stores by the Music Industry Product Chart bulletin and the Record Market Research Department of Billboard.
**TOP 20 POP SPOTLIGHT**

**DIONNE WARWICK—YOU'VE LOST THAT LOVIN' FEELING** (Producers: Chips, Warren & Dionne Warwick; Writers: Lyric-Melodies) (Screen Gems-California, BMI)—The Righteous Bros. smash called from her "Beautiful" LP gets strong rhythmic treatment and should improve her recent singles on the Hot 100. Extricate production ballad, filp: "Window Wishing" (Blue Sea/Sea, ASCAP). Snippr 1263

**RAY STEVENS—SUNDAY MORNING COMIN' DOWN** (Producers: Jim McColl & Ray Stevens; Writers: Kristofferson, BMI)—Kim鸡脚 right into the Top 10 on the Hot 100 with this "Baby, I Love You" and this amusing, Shunamottie ballad is sure to snap back onto the Hot 100. A top pop hit. Filp: "I Got to Know" (Merle/Jacobs, BMI). Shedd 270

**ANDY KIM—SO GOOD TOGETHER** (Producers: Bill Davis, Leonard Swanson; Writers: Barry, The Foundations, BMI)—He "Wish You Were Here" brought Andy back to the charts, and this over-pacted ballad production work is exceptional. Filps: "I Will Wait For Love" (Joseph E. Levine, ASCAP). Liberty 56132

**DONG-DONG-DIKI-DIK-DONG** (Producers: Kristofferson/Katzy; Writers: Germain-Katzyudyis, BMI)—Group is back on the charts with this excellent new production. The producing team of Kristofferson and Katzy have done it again. Filp:"Budapest March" (Kaufman, BMI). Super 97

**Ella Fitzgerald—GET READY** (Producers: Richard Perry; Writers: Robin Green, BMI)—Ella gets a new groove with this nucleo-filled theme from the Restaurant's hit, One of the Best, A Jukebox Must. Filp: "Open Your Window" (Clayton, BMI). Reprise 0950

**THE ORIGINAL CAST—ONE TIN SOLDIER** (Producers: Dennis Lambert & Brian Potter; Writers: Lambert-Potters, BMI)—Important lyric message ballad and beautiful performaance. A top pop programming item. Filps: (no Information Available). T.A. 196

**BRAINBOX—DOWN MAN** (Writers: Lux-Achekman, BMI)—Intelligent rocker gets a solid vocal. They carry it very good and they carry them high on the Hot 100. An underestimated programming item. Filps: "Women's Secret" (Warner Bros.), 898 45673

**SPECIAL MERT’S SPOTLIGHT**

Spotlighting single's deserving special attention of programmers and dealers.

**DEE DEE WARWICK—I Who Have Nothing** (Producers: Barry Smith; Writers: Leiber-Stoller). (Columbia, BMI)—She should make this pop chart. Her last hit was "My Little Chickadee." Uni 59142

**SAUNDRY NELSON—Let There Be Drum and Bass** (Producers: Ted Stigler; Writers: Alvin-Bailey). (Tally, BMI).-This followup to his "Shan-lasias Spiritual" is an updated version of his "Let There Be Drums" which was a huge hit. Sound of the Hot 100. Imperial 60522

**John Fred and his Playboy Band—Three Feathers** (Producers: John Fred & Lynn Dietz; Writers: Fredensberg, Gertie, BMI).-Fred's debut single on Uni is a catchy melody with a biting lyric that will bring his group back to the national charts. Uni 30140

**Steve Lawrence—The Bachelor** (Producers: Don Davis; Writers: Williams-Nichols). (Simpson, BMI).-This pleasant single performed in top fashion is a sure bet for easy listening and Top 40 sales and should be charted by all programmers. Uni 30140

**January Rogers—Father Paul** (Producers: Allen Shapiro; Writers: Production Fort). (Mercury, BMI)—Good production ballad and outstanding Rogers performance. Should prove a strong chart performer. Uni 11235

**Jerry Butler—Baby Baby** (Producers: Stephen & Almanna; Writers: Seger-Sharl). (Columbia, BMI).-The "Love Can Take the Hassle" group follows their "Famous" chart with this rhythmic item that should go even higher. Warner Bros.-Seven Arts 7307

**Spirit—Tack Foot Woman** (Producers: Loo Adler; Writers: California-Pasquale). (Columbia, BMI).-Following up their "I Get a Life On You" group with this rock ballad and should hit the chart with impact. Uni 132


**JAY AND THE TECHNIQUES—Special Me** (Producers: Jerry Ross; Writers: White-Watson). (Soul, BMI).-With much of the feel of "Sasha in the Groove" and "The Noise," group offers a solid rocker that's sure to attract much attention. Smash 3227

**Chuck Jackson—Have Another Drink** (Producers: Wilson-Pent). (Watts, BMI).-Change of pace for Jackson, is this successful Jim Webb ballad, accompanied by a byly production. Metromedia 1152

**Leslie West—Long Road** (Producers: West-Poppa). (West-Poppa, BMI).-This underwater-disco layout is sure to go at the top of the Hot 100. Windfall 331

**The Originals—Hey I'm For Real** (Producers: Richard Morris; Writers: Spence-Glenn). (Glotton).-Produced by the Foundations, ballad is marked by a first-rate production and is sure to prove a Hot 100 winner. Soul 30564

**Tom Nordenhoff—The Rainmaker** (Producers: Kenny Simeson). (Watts, BMI).-This big splash of an item with a good production performance. This entry is a top contender for the Hot 100 honors. Warner Bros.-Seven Arts 7307

**Michael Allen—It's My Time** (Producers: Marvin Waterman, Writers: Leonard-Saxe). (Columbia, BMI).-The current British smash by Ventry Fane, gets a smooth, easy beat treatment by Allen and should prove a top middle-of-the-road performer. London 70022

**David Bryant—My Name** (Producers: Johnny Thompson). (Warner Bros.).-A cool rock ballad with an Afro-American flavor could easily break onto the charts, and rise high. Imperial 64404

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N.Y. 10036.

*This record is predicted to reach the TOP 40 EASY LISTENING Chart*

**TOP 20 COUNTRY SPOTLIGHT**

**Nat Stucky—Sweet Thang and Cisco** (Producers: Bob Stucky; Writers: Stucky-Mitchell). (Arbuckle, BMI).-This warm ballad is performed in typically fine fashion by the consistent pair and should continue his string of country hits. Filp: "Such a Fool" (Champion/Starlit, BMI). RCA 74-0237

**Roy Drusky—All Over My Mind** (Producers: Jim优惠政策; Writers: Stucky-Mitchell). (American, BMI).-This version of the C. C. Smith hit is a sore for the country chart with a moving vocal and narrative. Filp: "Beary Familiar Forgotten Feelings" (Arbuckle, BMI). Royal American 299

**Van Trevor—Daddy's Little Man** (Producers: Rick Hewlett; Writers: Stucky-Mitchell). (Carter, BMI).-This version of the Jan & Dean hit is a sore for the country chart with a moving vocal and narrative. Filp: "Barely Familiar Forgotten Feelings" (Arbuckle, BMI). Royal American 299

**Dottie West—Crying to My Baby's Head** (Brooks, BMI). RCA 74-0237

**Ray Sanders—These Two for the Sad, Hurt, and Blue** (Vince, BMI). IMPERIAL 66400

**Glen Baber—My World is Square** (Arbuckle, BMI). MICKY 1568

**CHART SPOTLIGHTS Predicted to reach the**

**TOP 20 of the TOP SELLING SOUL SINGLES Chart**

**No Soul Spotlights This Week**

**CHART SPOTLIGHTS Predicted to reach the**

**SOUL SINGLES Chart**

**Sherry Long—A Winter Shade of Pale** (Ears, ASCAP). SOUL 30564

**The Ambassador—Can't Take My Eyes Off You** (September/Fair). (BMI). ARCTIC 154

**Larry Williams—I Need Your Lovin'** (Jobete, BMI). PHILLY GROOVE 150

**Black Pearl—My Sweet Soul** (Paddles/Fields). (BMI). ATLANTIC 2847

**Pepper & Soul— Have My Love** (Warner Bros.). KAPP 3523

**Alex Crohn— I'm in Love** (Warner Bros.). TANGIER 1003

**Lee Skot Williams— Oh There Is Through the Darkness** (Graceland/Spi- zek, BMI). SHAHAMA 7001

SEPTEMBER 13, 1969, BILLBOARD
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” (ST 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!
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 Calliart has denied an indictment of French record company officials in connection with France's flag in album sales when he spoke at the annual congress of the Association of Record Buyers in France last year in Paris. Calliart compared France's 30 percent album share of total sales with the U.S.'s 51 percent, Britain's 50 percent and Germany's 36 percent. Many French felt much of the blame lay with record companies since many narrowed their EP format instead of albums.

Calliart said that retailers were also partly to blame for stockpiling such large quantities of EPs. "Instead of continuing to stock 400 titles, they should concentrate on 80 titles and leave the remainder of the material exists to their customers."

This thinking could also be extended to dealers, who should limit their own releases and retailers concentrating only on the top 20 or 40 as in the U.S., aiming to leave the other sales up to the LP market. Calliart thought that, at the same time, this would have to be accompanied by a fall in EP production.

Also desirable was a reduction in the amount of recorded material, he said. Philips had reduced their catalog from 850 titles in 1967 to 562 this year. Calliart said the first six months of 1969 had been very promising for Philips, with an increase in volume of sales turnover of 52 percent, compared to 38 percent for the remainder of the chart. The classical side of the business was up 28 percent compared to 19 percent last year for the country as a whole, according to final figures for 1968 compared with 1967.

In other sessions of the congress, it was said that the volume of sales for 1969 would reach 1,200,000—double the figure for 1968. While only 5 percent of French homes had tape reproducing equipment in 1968, by 1971 it was expected to top 17 percent of homes. Latest estimates were that 36 percent of French homes had record reproducing equipment.

It was reported that between 1953 and 1969, the total turnover of the 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 jobbing. Philips sales in this area were up 88 percent this year. Through the Philips wholesale rack-jobbing affiliate COGEPE, Philips has been developing rack sales intensively to record shops, by which more of the larger stores devoted considerably more space to racks.

It was predicted that small record retailers would have had extremely bad hit this year, would still suffer further from the general market turnover. The congress, attended by representatives of Philips company and associated firms in Germany, Belgium, Canada, Spain, Greece, Italy, Monaco, Morocco, Switzerland, Turkey, Lebanon and Portugal was held under the chairmanship of Philips France President Georges Meyenstein-Maigret.

Also present was guest orchestra conductor Eugen Jochum who offered to conduct the Radio Basel orchestra in Switzerland to launch his new integral recording of the Beethoven symphonies at the Amsterdam Concertgebouw Orchestra.

The nine disk set features in the concert series program outlined to the congress by Philips, Buenos Aires classical exploitation manager Van den Vassen. Also present at the congress was John Schellinger, new editorial assistant of the London Sunday Times, who is a headquarters organization director W. L. Zalman.

Executive Turntable

* * *

Lenny Bruce and helped launch Tiny Tim.

Rennie Martini, former New York salesman for Capitol Records, promoted to district sales manager for the Washington-Baltimore area. Dean Murdock named product administrator for Capitol and Thomas and Vox paddies, merchandising manager, responsible for advertising and sales promotion. Fred Bloos named sales promotion manager for Capitol, RCA Records and EMI Records, the co-ordinated and home and hilliard equipment firm. Blansh will shortly move to the Chicago area, working in the company's Skokie office.

* * *

Merlin Littlefield has returned from Nashville to head promotion at Capitol Records. Littlefield has also handled artist relations and contemporary music for TRO Music. He was recently general manager for Roosevelt Music. At one time he ran Capitol's Southern operation and was associated with Herb Hendler and helped launch Tiny Tim.

* * *

Kent Mathias, working out previous move from Capitol-Dalton management, Bill Williams moves to Columbia Records in the same capacity, headquartered at Houston. Richard Taub, formerly with Jay Kay Distributing Co., Dallas, joins ARC Records and Tape Sales as promotion man for the newly opened Dallas office as 4841 Top Line Drive. Bill Heard named promotion man at R & K Distributing Co., Dallas, replacing Jeff Hackett, now serving with the U.S. Army. Decca Records Dallas promotion man Ed Spadeck, who handled publicity for the recent Capitol-Dalton Records, director of promotion in the South, Kent Mathias, working out of the Decca offices in Dallas.

* * *

Charles C. Schellenlanger named vice president for human relations, Hammond Organ Co., Chicago. He joined the company last year as assistant vice president, manufacturing, Hammond Organ Co. He joined Hammond last year after being with Motorola for 17 years. Kenneth R. Mosher appointed director of treasury services, Times-Mirror Co., Los Angeles, Calif., who resigned to join a family automobile dealership in Indiana.

Stanley E. Paperny appointed controller of GRT and Blue Thumb Records. He was formerly financial executive at North American Rockwell Corp. Joan Rolfs, former assistant vice president at Linton Records, named production office manager, GRT Records. Bernie Broome named vice president, Steve Epstein director of artists relations for Peggy Artist Management, Phila. Ray Mills, formerly ad manager at Chappell in London, appointed professional manager of Ambassador Music, the Gil/Pincus European firm.

Rockin‘ Shoes is Dead; Trade Vest

UNION CITY, N. J. — Lou Shapiro, a veteran of more than 15 years in the record business, died in Florida on Aug. 13, of a heart attack. He was buried in New York.

Shapiro's positions included district manager for RCA Victor Dealers, senior vice-president and head buyer for Dealers in Sound Corp.

Understanding the Charts

* * *

worked their way through the pipeline as purchases by Joe and Jane Record-Fan.

This is the story of how the "Hot 100" chart is compiled today. It is a formula—served by a full-time staff of chart analysts, three part-time regulars and an annual budget of $250,000— which produces exceptionally sound weekly measurement of the relative success of records.

It is a formula which may vary in the weeks and months ahead because of the continuing improvement in the circuit of accuracy and speed. Such changes have been made over the years and have in-
Rhinoceros comes thundering with Satin Chickens. But don't let the title fool you. There's nothing fowl about it. Their latest album on

Produced by David Anderle
Rhinoceros/Satin Chickens, EKS 74056
On all tape configurations by Ampex
New Albums for September

**RED SEAL**
- HENRY HANCOCK [Philharmonic Orchestra]
- EDI DEBUT MANCINI [Philadelphia Orchestra] & Pops
- STEWART [Orchestra]
- IVAN REYES [Philadelphia Orchestra] & Pops
- ROSSINI [Orchestra]

**VICTROLA**
- EDI LEONARD DAME
- LUPU LEONARD DAME
- ANTONIO VIVALDI
- JARDAM CONCERTOS [for Trumpet]
- MIKIS THEODORAKIS

**VICTOR**
- JAVIER MESTRE
- VILLA-LLOBOS (Concerto for Guitar and Orchestra)
- TONIO BURGESS
- GABRIEL FERREIRA
- YUI YMAIN
- HAYDN [*Fein/Orchestre de la Suisse Romande]

**CAMDEN**
- JERRY REED [Guitar]
- LUCINDA WILLIAMS [Guitar]
- THE RUTLES [Guitar]

*Available on RCA Stereo 8 Cartridge Tape*