RCA to Set Up Firm in France

MIKE HENNESSEY

PARIS—RCA Records will set up its own company in France. The kickoff date is reported to be July 1, 1970. Edward Wiseman, formerly managing director of EMI Argentina, will head the new operation. Wiseman is currently in Paris working at the offices of Societe, present distributor of the RCA catalog, in preparation for the launching of the new company. Societe Area has been dis-

Tea Contest Boiling as 26 Stations Join Hunt

By CLAUDE HALL

NEW YORK — Twenty-six Top 40 radio stations so far have joined Billboard's Search for a New Sound to find the nation's leading record artists of tomorrow. The nationwide hunt, being sponsored by the Tea Association of the U.S., gets under way June 1.

Stations lined up are KLIF, Dallas; WAIR, Winston-Salem; WKRN, Detroit; WMAR, Nashville; KEYS, Corpus Christi, Tex.; WAYS, Charlotte; WPPO, Hartford; WKIX, Raleigh; KTLK, Denver; WAVZ, New Haven; WABB, Mobile; WMID, Atlantic City; WYRE, Annapo-

Change Single Charts' Score

NEW YORK — To more accurately reflect the proper position a single record with a two-sided hit on the Hot 100 chart, a new single scores system is being installed. Billboard will list the single record rather than the two sides at a different position. The new system will be effective with the Nov. 29 issue. Billboard will give dealers full information on the single and not on individual sides. This information will put the record in proper position relative to the

Syringed TV Musicals

By MIKE GROSS

NEW YORK — The sale of records in foreign markets is in being triggered by the growing global television distribution of musical variety shows. Abe Mandell, president of Independent Television Corp., the largest distributor of musical-variety TV series overseas, pointed out that the mass TV exposure in foreign markets helps the record sales of the shows stars and the guest stars, for it allows foreign audiences to hear their songs and watch them perform, in shows produced from the start with the worldwide distribution in mind. "Many guest stars in our shows," he said, "are selected for their international appeal and the production num-

3 Tape-Linked Cos. Get 'Ticker Tape' Reception

By BRUCE WEBER

LOS ANGELES — At least two major brokerage houses are taking a bull look at three companies, with record distribution divisions benefiting from the tape industry.

One of the brokerage houses, Loeb, Rhoades & Co., suggests investors' consideration of Han

While Loeb-Rhoades notes that all three are down from their bull market highs and expects each of these concerns to show rapid earnings growth, the observation is made that the stocks are "still selling at generous multiples for distribution companies merchandising a dis
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QRS Tunes in Rolls to Now

NEW YORK — The ties be
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(Continued on page 4)

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NEW YORK — Reports of negotiations for the sale of the Hill & Range publishing empire continue undiminished. Latest prospective buyer exploring the property, according to key sources, is The New York Times. It is known that The Times is diversifying into many different areas.

Recently, Ampex and the Aberdeen brass had been in negotiation. The price range is said to be between $14 and $20 million.

The Hill & Range operation has much strength both in its ASCAP and BMI wings.

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(Continued on page 4)
ELVIS' new single.

Don't Cry Daddy
Rubberneckin'

RCA Victor

Elvis

Don't Cry Daddy
Rubberneckin'

Ask for Elvis' new "From Memphis to Vegas/From Vegas to Memphis" Deluxe album.

Elvis Sings Rubberneckin' from the Universal Picture "Change of Habit"

Don't Cry Daddy

See "Change of Habit" at a Theatre Near You

Universal Pictures

#47-9768
Janus Shoves Off With 6 LP Team

NEW YORK — Janus Records unveiled its first six albums to its Eastern and Western listeners last week. The initial releases were recorded at the Dunhill Recording Studios, in New York, Nov. 10, and to Western distributors at the Century Plaza Hotel in Los Angeles, Nov. 12. Attending were Barry Galin, president of the label; Nick Albruno, director of sales and merchandising, and Robert Buccher, national promotion director.

Built around the theme "The best of the best," the Janus 1's will be supported by trade print ads, promotion campaigns in key cities, radio spot announcements, pre-shipped ad mats, co-op advertising, easelback album covers and press kits. The Blonde on Blonde LP is being launched with 10,000 full-color display posters and underground radio spots.

New York — Janus Records has forecast gross sales for the first nine months of 1969 that nearly equal its reported Billboard LP chart Lubums. Columbia had its best sales for the first nine months of 1968.

Clive D. Davis, Columbia president, said, "The danger with such numbers is it could lead to be taken for granted. We are guarding against that. The music industry is as hard as ever, but it is certainly gratifying for all those involved.

During the first three quarters of 1969, Columbia was the runaway leader on the national album bestseller charts. Over 100 different titles and over 60 different albums were listed on the Billboard LP chart. Columbia’s singles product scored high also during the first three-quarter period. Over 60 Columbia singles have been in the Top 10 for the past six weeks; 10 held Top 10 chart positions.

One of Columbia’s most successful groups, Blood, Sweat & Tears, has sold its best seller chart with three gold records in less than three months, according to Ron "Very, Very Happy," "Spinning Wheel," and "To Love You More." The "my love, my own, my right", were cut from the million-dollar seller LP, "Blood, Sweat & Tears," a collection of regional songs that become the second best-selling record. He has been signed to the Liberty label and will be going into the recording studio shortly.


columbia tops hard act (itself) in sales; cuts other fancy figures

Chicagio — The original cast recording from Hollywood Hall of Fame's 90-minute NBC television show, "The Littlest Angel," will be merchandised by Mercury Records and Ampex Stereo Tape (AST) here. An estimated 50,000 will view the Dec. 6 show. Mercury has already allocated 50,000 for advertising its deluxe, double-fold package of the musical based on Charles Tazewell's Christmas play. The label has exclusive tape rights in all configurations and will publish a special four-color booklet to fit inside open reel; the booklet will be mailed to customers of the 8-track and cassette package.

Mercury and Ampex will offer point-of-purchase material for dealers. One such promotion piece, the 21-inch by 32-inch color poster emphasizing that the $5.98 Mercury LP is the "perfect Christmas gift." Mercury will be mentioned on the TV show and will be credited throughout the show's ads. The show's star, Johnnie Whitaker, performs on national TV during the Macy Parade. Additionally, Hallmark will support the show in its media advertising campaign.

Columbia has the first release for the Apple line. These are the four hits of the group, "Stop! Stop! Stop!" and "Something," was issued Nov. 3. The second side is from the Beatles' latest LP release, "The Album." The album, which contains 12 tracks, was sold out when first released.

Billboard’s Hot 100 chart this week has "Something" in the No. 3 position. (Due to the frequency of the recorded release week revising its singles chart scoring. See separate story on Page 1.)

Among the other artists who contributed heavily to Columbia's top LP releases are Bob Dylan, Janis Joplin, Laura Nyro, Santana, Frank, Barbara Streisand, Johnny Mathis, Ray Conniff, Jerry Vale, Percy Sledge, and respective groups, Robert Goulet, and Andre Kostelanetz.

Columbia also captured the Most Popular LP album on "On the Road," which scored on both the classical and pop charts. The album is the list of the best-selling classical albums chart and won the award for record over a million dollars in sales.

In addition to Cash, Columbia clicked in the country field with Freely Weeler, Claude King, Priscilla, Marty Robbins, Johnny Duncan and David Rogers.

In the classical field, Columbia’s Vladimir Horowitz, Leonard Bernstein, Pierre Boulez, Eliahu Inbal, and many others, regularly continued to rank up strong sales.

Artists Seen Winning Senate Unit’s Vote on Royalty; Tough Fight Ahead

WASHINGTON — Performance royalties for recordings played for profit appears to have become a fait accompli as the five-man Senate Copyright Subcommittee moves closer to passing the final draft of the copyright renewal law. Although a fight surely lies ahead in the House, as it moves through the full Judiciary committee, and into Senate Majority Leader Mike Mansfield — a "yes" vote in Sen. John L. McClellan, D-Ark., will provide a powerful thrust in the direction of acceptance.

Some sources indicate that sympathy for the renewal bill runs deep within the majority of the subcommittee to the record royalty. The staff is now working on a revised version, if any, and considering when the subcommittee meets in executive sessions for the final markup and vote on the bill.

There will be changes in the record royalty amendment offered by Sen. Harrison Williams (D., N.J.) to make it more palatable to musicians and jukebox operators. Staff will probably recommend that the rate cut the 3.5 percent of net revenue of roughly three billion dollars in the current royalty deal. The new package would give the musicians a cap on the royalties, to be fixed by law, and the jukebox operators a cap on the royalties, to be fixed by law. (This would be a near equivalent to the anti-trust cap move by the musicians and publishers for the licensing of compositions in jukeboxes and in other electronic devices [i.e., jukeboxes].) Broadcasters will put up a furious fight no matter what the rate, but their case is somewhat weakened by the fact that the bill will provide payments to them from community antenna (CATV) use of TV and recording, off-setting the royalty in part.

The subcommittee is not likely to accept the back-bought 58 annual jukebox performance royalties of $500,000 or more in 1967. House-passed revision bill by the music licensors after a 20-year battle, and will be compromise from the original bill. in 1967 would have been cut to 62.90 a box, and licensees were enraged by the Mansfield's proposal to take 2 out of the 12 percent royalty distribution.

The Senate subcommittee staff has been asked to propose a minimal jukebox fee of perhaps $1.50 to $2.00 a box, but the staff has been trying to work a round that would not please all of the. The staff is not likely to accept the back-bought 58 annual jukebox performance royalties of $500,000 or more in 1967. House-passed revision bill by the music licensors after a 20-year battle, and will be compromise from the original bill. in 1967 would have been cut to 62.90 a box, and licensees were enraged by the Mansfield's proposal to take 2 out of the 12 percent royalty distribution.

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For Late News See Page 80
WASHINGTON—On the eve of the massive march for peace in Washington, D.C., on August 28 (page 15), the strongest force for peace was on the Mall—1,000,000 people expected to converge here was—music, with a glass, brass and strings recording to present it.

At a giant pre-march rally, on three vast stages built on the monument grounds, the capital was turned into a musical stage. The performance by a parade of top recording stars never before gathered in one locality outdid the Rose Bowl and Arlo Guthrie to Rod McKuen. The stages and sound equipment for the rally were donated free by Bill Harris, who produced the awe-inspiring Woodstock festival. The programmers were under the direction of Peter Yarrow, of Peter, Paul & Mary, assisted by Washington's Gary Lewis and Patricore Co. Wells, of New York.

The list of performers was longer and more impressively "non" than any other performer group ever gathered in this political city for any other event, including the massive peace demonstration from Arlo Guthrie to Rod McKuen. The stages and sound equipment were donated free by Bill Harris, who produced the awe-inspiring Woodstock festival. The programmers were under the direction of Peter Yarrow, of Peter, Paul & Mary, assisted by Washington's Gary Lewis and Patricore Co. Wells, of New York.

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The best way to sell an album is with a hit single.

So far, this one has two.

"This Girl Is a Woman Now" and "Don’t Give In to Him." Both hit singles and way at the top of the charts.

So the Gap’s new album has got twice the sales appeal most albums usually have. And should even outdo their last three albums (which is a lot to outdo).

But maybe a more important reason for the continuing success of Gary Puckett and The Union Gap’s albums is that behind any of their hit songs, there are always a lot of other equally great songs. So what their fans are really getting this time is ten for the price of two.

ON COLUMBIA RECORDS®
MUSICIAN and CLAIROID TALK ON SPOT DEAL

NEW YORK—The Clairoid Co. is negotiating with Musician Records to substitute the hair product with a new line of hair care products under the Spottodeal commercial. "Early in the Morning," with the Gene Pitney hit record of the same tune. "Early in the Morning," originally produced under a commercial theme for Clairoid by Paul L. W. Co., has come to the attention of Musician president Art Talma-}

dge, who contracted Vance and Slade to record the second Pitney cover for the label. The Pitney version, which was recently released by Musician, met with immediate acceptance at the top 40 level.

Meanwhile, Bang Records has announced that it will release the original version by Don Young will be released on its label. Iene Berns, president of Don Young, said that the decision to release the original version was based on the public's request. She also pointed out that Clairoid, which is a product for men in the U.S. alone, has been sold and heard in the commercial.

Clairoid has once again encoun-}
tered the production team of Artie Schuff, who convinced Schwartz to furnish music for another "Early in the Morning" commercial featuring the voice of Don Young.

'Suck 'White' Rights Acquired by Buddah

NEW YORK—Buddah Rec-}
ords has acquired the original c}I and Don Young to release the label. Iene Berns, president of Don Young, said that the decision to release the original version was based on the public's request. She also pointed out that Clairoid, which is a product for men in the U.S. alone, has been sold and heard in the commercial.

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‘Music Scene’ Is Seen in 68.1 Mile Households

LOS ANGELES — "Music Scene," which goes off the air Jan. 12 after 17 episodes, drew a projected audience of 6,840,000 households, according to Nielsen ratings figures.

The audience was in the youth market which was the show geared to, stated producer Ken Fritz. "We were projecting a projected 15,000 households, 1,570,000 teen ages, and 4,000,000 youth watching the show. Fritz added. Projected households in the 15-15 bracket numbered 1,900,000.

Fritz feels that the popular way to present music arts with a youthful connotation is to zero in on the 15-15 age group which supports popular music through record purchases.

He notes audiences stayed with the show from the initial broadcast, but the overall ratings did not show a large enough share of audience. "The ques-}
tion is, there is a large enough audience of 11-25 year olds to support a prime time network show built around popular music," Fritz asks. And the rat-}
ing services do not cover such an audience, Fritz feels, so the new spot will keep the show's true viewing audience.

‘Venuti Booking

NEW YORK — The Joe Venuti Booking has been booked for the reopening of the Roosevelt Grill, Roosevelt Hote-}

l, on Nov. 22. Residency group at the Grill will be the World's Greatest Jazz Band, led by Yank Lawson and Bob Haggart.

With Venuti are Lou Stin, piano; Jack Lesher, bass, and Cliff Leeman, drums.
The 45 Has Arrived

Led Zeppelin

"Whole Lotta Love"

Produced by Jimmy Page

Atlantic #2690

From The
Best-Selling Album

"Led Zeppelin II"

SD 8236


Bookings: Premier Talent Assoc. 200 W. 37th St., New York, N.Y. 10019
Galaxy of Stars  
**Continued from page 4**  

**Penny Whistlers,** the last three all on Epic Records. Also on the overnight concert, the Monolith, Christopher Mann (a recording-owning monarch at a New York concert), Bill Segm- 

**amers** and Warren Henry (former Martin Luther King aide, now turned to singing), David Hume and Dr. Last Side, a protest group, Washing- 

**ton's** local Cherry People and a group calling itself Hair Pie (and you know never, do you?) All on the Wyler. Final delight (13) there was no way of know- 

**ing** if the march and the rally and the protest song would be a roaring success, or a fiasco. But one of the certain signs that we have so many in the recording industry give so un- 

**stinting** an energy and all talent as in their hopeful determination to put across the world, here in the nation's capi-

**tal.**

**Dimensional Sound Studio Is Opened**  
**NEW YORK** — Dimensional Sound, a new studio complex, has opened here at 45 W. 55th St. George Oldham is head of the engineering and music, which includes a 10-track sys- 

**tem** with a 16-track facility al- 

**most** complete. Two sound rooms and two cutting rooms are part of the facility. Abe Steinberg, director of A- 

**tone** Studios, is a fulltime en- 

**gineer** along with 60th mb.

---

**CASH TUNE**  
**IS FILM TITLE**  

**NASHVILLE** — "I Walk the Line," the song written five years ago by Columbia Rec- 

**ords**' Johnny Cash, is the title of a movie being released here. Gregory Peck and Tues- 

**day** World star. Cash not only 

**scored** the new Columbia Pic- 

**tures** movie, but is writing sev- 

**eral** new songs to sing in it. re-
Hit films make hit records.

Undisputed. Especially films about the "now" generation. We don't have to tell you about movies like The Graduate, Midnight Cowboy, and Easy Rider. Their soundtracks and singles are super-sellers.

Now... "Generation" is the title of a new Joseph E. Levine/Avco-Embassy motion picture that's being premiered on December 5th. That's very soon. The song you'll hear over the titles is "Generation (Light Up The Sky)" by Rare Earth. It's destined for chartdom.

Get on it!

"GENERATION (Light Up The Sky)"

RARE EARTH

A Division of Motown Records
**Gulf Pacific Builds $600G 16-Track Unit in Calif.**

LOS ANGELES—Gulf Pacific Industries, independent record production company, is building a 16-track studio in Hollywood.

Work will start in 30 days on a $600,000 complex, outfitted with state-of-the-art recording and mastering facilities.

Walter Andrus, president of Gulf Pacific, is designing the studio, which will open next spring. The studio will have two in-house engineers, who will present workshop sessions on the various phases of the operation.

The studio will be leased out for custom work, said Mickey Shapiro, Gulf Pacific partner, with an independent production team.

Gulf Pacific will use the new studio for some of its 21 labels and will lease it to other companies under an Ampex template agreement.

The recording facility will use both Ampex, and Scully equipment, plus equipment innovated by Andrus. The Gulf Pacific executive also designed and built its company’s 8-track recording facility in Houston in 1960.

This Houston facility, the largest 8-track recording studio in the city, has been used by the 100-piece Houston Symphony Orchestra, Victor Tree, Johnny Winters, Lightnin’ Hopkins and T-Bone Walker.

**Vehicles in New Grounds—Commercial**

MIAMI — The Underground Vehicles label has added a new division to its company based here, has expanded its operations to include film and videotape production of television commercials for the music industry. The expanded operation will also handle all facets of television marketing from the commercial concept creation to TV time buying and placement.

Bill McCann, Miami producer for the firm, disclosed that several companies have asked the company for “far-out” TV commercial storyboards with youth appeal, and that the firm’s animation department is developing visual sales stimuli.

The Group, as the Underground Vehicles calls itself, previously limited production to Video Music, a type of promotional film. Bruce Menteris, the company’s director, said the difference between Video Music and other films distributed to TV bandstand and other programs is in the use of the plot.

“A Video Music film clip usually tells a story which is often pioneered by the lyrics of the record being promoted,” he said. Further, the further entailed that the distribution network for Video Music now includes college and university campuses, in addition to over 280 TV markets and has begun research on distribution into commercial movie theaters,” he added.

**A&R MEN POP RECORD PRODUCERS**

Major multi-label record company has attractive positions available at West Coast (L.A. or Friant). If you have a history of success in the recording studio as a producer of pop records, or expertise in selecting artists and placing them for a major label, please apply to us independently producers—we would like to talk with you. These positions carry on executive’s salary plus an additional bonus to substantial earnings.

Mail resume indicating current salary to.

**BARNABY P. SMITH**

315 Park Ave.
New York, N. Y. 10017

**EXECUTIVES WANTED**

Large Prestigious Record Company.

Positions Open for Executives in All Areas.

Including Marketing, Sales, Administration, Finance, Business Affairs, Outstanding Salaries and Stock Options.

Send Resumes.

Must Have College Degrees, MBA’s Especially Desired.

Box 752

Billboard

165 West 46th Street

New York, New York
In the eight years since the Tokens recorded "The Lion Sleeps Tonight" they have had many hits. But now, with the release of their new single, they capture all of the rock and roll magic of their first hit.

The sound is the same: the depth of harmony and melodic intensity that helped the Tokens coin the vocal magic that eventually stretched from the Beachboys to the Beatles.

So listen, to the Tokens, the lion is awake now and the roar will be heard all the way up the charts. "She Lets Her Hair Down" by the Tokens . . . they sound like they love you, because they do.
LOS ANGELES — A rising stream of interest by classical buffs in "longhair" music on cassettes has given the record labels an unexpected boost.

Though new, record companies are convinced that cassettes say the up-trend is already established. "The instance is doing something about the classical upswing. What it is doing is simple: It's merely making a catalog critical repertoire available on cassette at a $7.98 price tag.

More importantly, though, Capitol's classical crowd is working with the label's special products merchandising division to put its best contemporary foot forward.

Instead of "stuffy" or "highbrow" marketing approaches, the tape merchandising company is planning to market classical music in a "home entertainment" contemporary way.

For instance, the company's national sales manager, Brad Engel, classical merchandising director, is "setting up special products merchandising director, art, folding around with the help of the major record companies to woo young listeners to classical tape.

Dumont says that an "Ivy Tower" approach in advertising classical music is passé. "We have a new 'Fountain of Youth' interested in classical music on cassettes, we must use various advertising techniques, including visual merchandising, and merchandising techniques, he said.

Fresh Ideas

Fresh merchandising ideas Captol is considering for its classical line includes radio airplay and college stations, consultant packaging at young people, establishing a market for cassette titles on college and high school campuses, winning over record merchants and distributors, combining newspaper tie-ins, advertising, hardware promotions, and tape giveaways on TV shows.

Jim Frye of Deutsche Grammophon/Polydor agrees. He feels the fastest-growing area of classical sales is in marketing/merchandising.

"We're about two years away from a classical cassette sales explosion," says Frye.

Not everything released on decks is also available on tape. But as the number of cassettes currently available, the number of non-classical albums being made available, some of it simultaneously with the record release.

In its biggest classical tape release to date, Capitol issued 35 titles in September on casette, 8-track reel, and in the Angel and Melody/Analog series.

Complete Operas

Although repertoire is confined to opera highlights, Captol is planning to release complete operas on cassette. If its three-year-old program is successful, Rothberg, will release a three-cassette package for each opera, and even include the libretto.

Classical tapes, so far, have been restricted to catalog material. ("It gives us a chance to dust off our classical catalog," offers Dumont). However, plans...
THE SHOW OF THE DECADE IS AVAILABLE IMMEDIATELY FOR YOUR AREA

The Show That Grossed

$43,000

at New York's Madison Square Garden

With These RAVE REVIEWS

"Bill Haley and his Comets, who produced 15 years ago what is generally considered the first rock 'n' roll record, played exactly the same music here Saturday night and received a standing ovation. The very well-run show was the boldest example thus far of the revival of old rock 'n' roll."

MIKE JAHN, THE NEW YORK TIMES

"Haley and the Comets played as if they had just stepped out of a '50s Time Machine. Nostalgia was rolling all around the auditorium. Haley received an emotional standing ovation by both houses (second house it lasted for eight and a half minutes) and was visibly moved by it all. Most of the outburst centered on 'Shake, Rattle and Roll' and 'Rock Around the Clock'—both 1954 hits for the group and two titles that carried rock 'n' roll to all frontiers."

BILLBOARD

"Surprises are about the last thing you'd expect in an evening of old rock stars, yet the '60s Rock & Roll Revival' last Saturday night was full of them. Dipping way back, the concert was really far out in a Warholian sense. It had that quality of artistic experience of provoking personal revelations through jumbled perspectives. Besides which, a really sharp time was had by all."

VILLAGE VOICE

"As much a revival for the audience as it was for the performers. As demonstrated by shouts of 'Remember the Brooklyn Fox,' many present were the original crowds of the 1950's and early 1960's."

IAN DOVE, VARIETY

"Rock 'n' Roll, the kids music that ambled awkwardly and reluctantly into respectability behind the style-setting artistry of the Beatles, bared its raucous roots in Madison Square Garden's Felt Forum last night. There were several reminders during the evening that rock 'n' roll was no longer the music solely for juveniles, as it was when these performers were topping the charts."

THE SUNDAY NEWS

"The show proved so successful that Richard Nader is going to package it and take it around the country, giving everyone a chance to see the fifties come alive again. It may be for only a few moments but it's nice to look back."

BRUCE HARRIS, CASH BOX

"For Bill Haley a thrilling comeback, an eight minute standing ovation."

ROLLING STONE

We are now accepting Tour Dates
featuring the Best Acts of the 50's

For Information & Availability in U.S.A. & Canada
Contact:

Richard Nader
President

MUSIC PRODUCTION CONSULTANTS, INC.
Holiday Season Will Be Decorated With Budget Tapes; RCA in Parade

By BRUCE WEBER

LOS ANGELES—If you're wondering what the tape industry has in store for consumers during the last two months of the year, try this: budget tapes—a lot of budget tapes.

With much of the talk these days is about price increases on tape, RCA has joined the budget parade by introducing two 8-track lines at $4.95.

People really did things with budget records. And what they did sent sales surges of record companies soaring. Most record companies expanded its plant in Costa Herba and concentrated on building a name for itself as a major supplier to the industry and public.

The dictionary calls exuberance “an overflowing supply” and “abounding in good spirits.” Record companies believe many tapes and several tape duplicators already in budget tapes, both 8 track and cassette, are “abounding in good spirits” with an “overflowing supply” of budget tapes.

Significant Sales
The feel budget tapes next year will account for a significant sales figure. Ed Welker, NRCA tape merchandising manager, calls it “something for the pocketbook of youth.”

Jerry Geller, Scepter tape director, says: “There's an untapped market for good budget material.”

Harry Kelly, Mercury's tape product manager, feels there is a tremendous need for budget product because of “low-priced playback equipment now in the marketplace.”

RCA's entry in budget tapes, although it’s only 8-track, underlines the potential of budget-priced repertoire.

(Many other companies already involved in budget tapes are in both 8-track and cassette.)

RCA is offering a Variety line of pop product and a Viquita line of classical material. (Billboard, Nov. 1.)

Billboard previously released 8-track budget tapes on its Camden label at $4.95. The additional budget lines will have no affect on Camden, with all budget lines receiving their own distinctive repertories, said Welker.

Initioal product on Victrola is 10 titles, while Victorla, also releasing 10 titles, features eight selections per cartridge.

With the price of players steadily declining, what had been the 8-track 'carriage trade' is now everyone as all age levels giving us a broad-based consumer market,” said Welker.

Plug Portable Cassette For Auto After-Market

LOS ANGELES — Portable cassette units are a natural for the auto after-market, according to Ed Mason, president of Belair Enterprises, manufacturer of 8-track and cassette portable stereo units.

With an increasing interest by Detroit in auto cassettes as optional equipment, Mason feels there is a growing market for portable stereo models.

1—Portables eliminate two headaches at the consumer level, said Mason. “It eliminates installation and theft. At the retail level, it allows local stores to sell portable cassette units for autos without getting involved in installation headaches.”

Belair markets two stereo portable cassette units, the Model 504 is a playback/recorder with detachable speakers and AM-FM radio, while Model 502 is a playback/recorder with detachable speakers and two microphones.

“An added feature to many portable cassette units, at least ours, is the capability of turning them into home units,” said Mason.

Sellers of the two units are “extremely high,” said Rod Pierce, Belair marketing vice president. “With the upsurge in cassette equipment,” he said, “we're beginning to feel the boom in portable cassette equipment.

Pierce feels that when an automatic reversible cassette is readily available, the boom in auto cassettes will reach a new sales mark.

Mason doesn't see the demise of 8-track, nor does he see an 8-track stereo portable. “Our 8-track stereo portables are doing very well.”

Cassette, Accessory Tie Just Beginning: Dyer

NEW YORK — The trend in combining portable cassette units with accessory items is just beginning, feels Harvey Dyer, president of Peerless Telecords, a hardware manufacturer.

Peerless will introduce portable cassette units with radios in January, and several new 8-track units with radio features.

One 8-track unit will include a changer at $199 and another 8-track auto unit will have an AM-FM stereo radio at $99.95.

In addition, the company plans to introduce a second 8-track portable to supplement the PSP-444, a portable with detachable speakers, built-in AC, program selector and a telescopic antenna for a FM cartridge.

Dyer feels his 8-track portable (PSP-444) will be a major seller next year when he is able to get more merchandise from Japan. “Slow or no delivery hurts our RCA market sales,” he said. “But we're gearing up for a major thrust in portables in 1970.”

Peerless continues to enjoy sales success by marketing its line through mass merchandisers including Heticher Bros. and ABC Recone & Tape Sales Corp., in Chicago and Des Moines.
Who's on first? Project 3!

We're first with the terrific title song from Broadway's new hit comedy *Butterflies Are Free*

Just released and recorded by

*The Free Design*

B/W My Very Own Angel PR-45 1370

Like "Butterflies Are Free!"

Groovy things are hatching at Project 3.
1,000,000 A MONTH

Each with an unconditional lifetime guarantee

Audio Magnetics Corporation is the leading manufacturer of quality Compact Cassettes. Tape CARtridge is made to the U.S. Phillips specs. Nothing left out. And still competitively priced.

David Steinberg gets a lot of fan mail from teen-age girls.

Don't worry... they'll grow up.

Motown's Package for Cassettes
Drawing Dealers' Squawk Box

LOS ANGELES — Motown's newly released 3 x 12-inch long box for cassettes is causing squawks among some dealers who don't want to sell cassettes in a new packaging form.

"At present there isn't that much interest in the 3 x 12 box," reports Bob Gerstlauer, United Tape's general manager. United, as an encompassing tape distributor, handles Motown product and last week was unloading cartons of Motown product in this blue and white boxes.

"It's a problem of fixtures," Gerstlauer said. "Some accounts don't have the space to take another fixture. Some have cabinets built into the walls and they don't want to get involved in spending money to develop new cabinetry."

Gerstlauer says not only is he hearing this comment from electronic and hi-fi stores, but his salesmen are bringing back similar comments from record store owners.

Shrink Wrap

What can United do if its customers don't want Motown cassettes in a 3 x 12 box? "As the supplier, we have to turn around and pull the cassettes out of the box and shrink-wrap them," Gerstlauer answers. The executive adds that the Motown tape, in its blue plastic holder with a cardboard sleeve, does not look impressive if it is shrink-wrapped. It is this dark blue half case with a cardboard sleeve that goes into the 3 x 12 box.

Motown is the first company providing product in a 3 x 12 box. Some stores claim the size isn't a major deterrent to pilferage. Gerstlauer adds. Stores which are already selling cassettes in glass cases don't necessarily want to get involved in another system, he continues. Some stores say they just don't have the room for another fixture system. One account said it was cutting it's order in half because of the 3 x 12 box. Another said it would not buy any tapes at this time.

If United has to break out the cassettes from the long boxes, the tapes become an "unsalable item," in Gerstlauer's opinion, because of the repackaging step which United has to undertake.

From a distributors' standpoint, the 3 x 12 box comes under criticism for another reason: the inner sleeves carry the catalog number, and it is possible for this number not to show through clearly in a small window in the long box. Thus there are problems for the distributor in number identification and inventory control. The Motown box only allows for a catalog number to be seen in one small window at the top of the outer box.

Gift Guide Giving Lib/UA Salesmen a New Sales Tool

LOS ANGELES — Liberty/UA salesmen are using the company's new cassette and cassette gift guide as a sales/merchandising tool.

Earl Horwitz, Liberty/UA tape general manager, reported salesmen are utilizing the consumer-oriented catalog as a checklist for inventory purposes, and to learn what Liberty/UA tapes are available in retail locations.

The guide, which is pre-packed (100 booklets per box) in a purple and orange counter browser, also is being used as an "order-taker" by salesmen. The catalog, which Horwitz plans to release quarterly, lists Liberty/UA's complete library of 8-track, cassette, 4-track and twin-pack titles. It was developed by Horwitz and designed by Dick Hendler, merchandising and advertising creative director.

Horwitz calls the catalog a 365-day consumer guide. It lists more than 40 tape-buying days, including birthdays, anniversaries, weddings and special occasions.
Fedco Selling Formula Adds Up To Excitement for Young People

LOS ANGELES — If you want to make it selling tape hardware in Southern California, you must appeal to the teen and young adult market. Fedco, a membership only discount chain, offers a variety of products at wholesale price range but gets its in-store promotions at the young set.

Fedco believes the best approach to appeal of both home and auto enthusiasts is by introducing tapes has been on the up-swing at Fedco.

Though tapes, especially those of teen or young adult wears far-out clothes or is the type of person "today's mod mom wants recorders. It's avant-garde."

Fedco offers Craig, Belair, Norelco, Crown, Alwa, Admiral, Midland, Concord, Toshiba, Soundtech, Lloyd's, among others, with prerecorded cassettes, 8-track and blank cassette tapes as an additional lure.

Craig, Belair

The price is right, said one salesman, "and parents, with an eye on the household budget, realize an inexpensiveness but quality sound portable, like the Belair, goes a long way in delighting teen-agers."

Craig's attractiveness in home units and Concord's fine sound also is proving to be good sellers, said the salesperson, "We do a big business in Craig units."

But portability is the prime mover at Fedco. Southern California is a portable, mobile market. It doesn't matter what the product, a portable will move, said one Fedco buyer.

"That's the reason for our great success with Belair."

Craig's total promotion

Craig, a participant in 12 networks and independent TV game shows, will increase promotion on TV during December and January, to exceed Craig's total 1968 budget. It represents an overall 75 percent increase this year.

The Christmas season promotion utilizes regional radio spots, magazines, contests, network and independent TV game shows and product promotions.

Advertising will appear in Life, Playboy and the Motor Trend, promoting all its cassette and 8-track units. An ABC's "Dancing Star" promotion of Craig will emphasize its 8-track player model 3191 with FM radio. A stack-loading stereo cassette deck receives promotional attention in Playboy, while Life will carry the entire line.

The company will promote its car units, cassette recorders, AM/FM radio-cassette combinations and portable cassette players on regional radio in 16 markets. The 60-second product spots are syndicated to dealers' tags. In addition, Craig has scheduled a 12-day Christmas spot radio promotion keyed to markets in New York, Miami, Chicago, St. Louis, Denver, Los Angeles, San Francisco and San Diego.

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Merc Bows Budget Titles

CHICAGO — Mercury Records is introducing a budget line of 8-track and cassette titles from its economy Wing LP line at $4.95.

In addition, the label is offering budget 8-track twin-packs at $6.95.

Initial budget offering in January will consist of 25 titles on both 8-track and cassette and two twin-packs, said Harry Kelly, tape product manager. The first release will be followed on a regular basis by additional budget issues. Cassette will be packaged in 3x12 long boxes, while 8-track will be marketed in 4x12 boxes. Titles include product by Barclay & AST in Tape Rights Deal

- Continued from page 12

the “La Traviata” prompted the move to release the new operas, and added that his company will continue to prepare them in cassette formats for its growing tape library.

Commenting on the AST/Barclay Record agreement, Hall revealed that the Barclay library comprises many prominent recording artists with a complete repertoire of classical and ethnic music.

Jean Fernandez, Barclay’s U.S. representative, said the contract also gives AST all tape rights to future albums. Some of the top names on the Barclay label now available to AST under the new agreement, include Jacques Brel and Leo Ferre, and female singer Dalida, as well as the popular Jean Bouchet Orchestra, and the label’s own Eddie Barclay orchestra.

Tape-Linked Co.
- Continued from page 17

other and National Merchandisers has developed a significant position.

Pickwick’s basic strategy in addition to acquiring musical instrument companies and one or two more big racks will be to focus on obtaining music to market through its distribution network, said the report.

While it is clear that in a relatively short period Transcontinental has become the largest factor in the industry, it is unclear whether they will be able to translate the volume into significant profit margins because of the nature of some of the businesses acquired, the report said.

Sound investment: silicone rubber pinch rollers

It doesn’t pay to pinch pennies by using nonsilicone rubber pinch rollers in your stereo 8 cartridge units. Sacrifice proven performance reliability, and you’ll soon get squeals from your distributors, dealers, and customers. Silicone rubber pinch rollers cost a bit more, but they’ve been proven more than worth it. They withstand temperature extremes better than any other material—and it can get pretty hot under a car dashboard. Silicone rubber pinch rollers won’t stick or get flat spots, so tapes will run through smoothly without sound distortion.

Barclay & AST in Tape Rights Deal

- Continued from page 80

Pinch rollers made of silicone rubber can help give your customers the kind of sound they’re counting on. For more information, call or write our audio sound specialist, Jim Russell. He’s tuned in. Dow Corning Corporation, Dept. A-9690, Midland, Michigan 48640.

Silicone rubber from Dow Corning

Spar Stereo 8

Current Hits

Pop, Gospel & Country

Finest Quality 8 Track Stereo Cartridge :: Tapes ::

$3.99 retail

Spar Tapes

116 Twenty First Avenue, S

Nashville, Tennessee 37203

Phone (615) 244-1636

November 22, 1969, Billboard
Bilboard Tape Cartridges

BEST SELLING Tape Cartridges

8-TRACK

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Billboard SPECIAL SURVEY for Week Ending 11/22/69

ROZINANTE? ... Sounds good to me.

Rozinante makes one of the best stereo 8-track tape cartridges on the market. Carefully engineered to give your kind of music the best sound in the industry. Sound them out... write or call Rozinante Electronics Inc. 3135 General Court, Plymouth, Michigan • (313) 455-2500

Peach Palman Peach Crystal Productions 35 W. 55th Street Suite 88 New York, New York (212) 765-1338

Here are the only truly De Luxe Tape Cases built to last. Completely covered with top grade vinyl (not a coated paper), these cases can withstand scratches and nicks from constant wear. Made of solid wood construction, brass hardware, the cases have red flocked interiors with individual compartments equipped with lock and key. For full information on all Recoton Tape Cartridge and Cassette Accessories write:
Indigo Is Now Black Prince

L.A. PRESS - The West Coast-based Indigo Records, Black Prince is an affiliate label of Shelby Single-ton Productions, has hired Warren Lanier, general manager, to be the new label's first release, "The Mask of Your Town" by Samson & De-Lilah and the Boss City People. Part of Lanier's job will be to involve a female soul singer who will be billed as Black Prince of Soul.

Mahalia Jackson Is Still Gospel Queen

NEW YORK - Despite the years, and many have slipped by since the Mahalia Jackson legend began, the Queen of Gospel remains as formidable an entertainer as ever. This fact was indubitably proven - Nov. 8 - when she stepped into the Royal, the impressive array of leading gospel acts and key public figures at the "Salute to Black Women," held at Lincoln Center's Philharmonic Hall.

Elegant in flowing pink robes, Miss Jackson turned in a short but stellar vocal performance which revealed to the sizable audience the wealth of talent and personal beauty that is the legend. The Columbia Records artist brought her heart and mind to "Thanks for Loving God For Everything" and "God Is Standing By" electrified the audience as she brought the sphere of beauty, warmth and serenity to show, sponsored by the Mahalia Jackson Foundation.

RADCILF JOE

Oakland - The Rolling Stones, in their rocking good show at the Coliseum here Nov. 9, but more because of who they were than what they did. Hindered by electrical problems and the fact of lack of familiarity of the concert circuit, the Stones nevertheless got the audience up and literally danc- ing in the aisles.

Mick Jagger strode onstage nearly half an hour late. At first, he was drenched in black tights, formal shirt and a black shirt and was wearing a top hat with an old glory decor. Arrogant to a fault, his fire engine scarf tht flowed to his sides. He flashed the peace sign as he stepped to the microphone and nearly 10,000 people came alive.

Leaping into "Jumpin' Jack Flash," Jagger was a gas, but Keith Richards guitar failed and the next two numbers featured Jagger seated and singing to Richards - acoustic company.

Below and above the stage was a huge screen upon which a TV closeup of Jagger was projected. The group used his movements - a device paid for by Bill Graham - who presented the Moby show, so great was the audience for the performer. The Stones had been pro- ceded by Ike & Tina Turner, who sang soul music that some in the far reaches could get a better look at the performers. The Stones had been pro- ceded by Ike & Tina Turner, who sang soul music that some in the far reaches could get a better look at the performers. The Stones had been pro- ceded by Ike & Tina Turner, who sang soul music that some in the far reaches could get a better look at the performers. The Stones had been pro- ceded by Ike & Tina Turner, who sang soul music that some in the far reaches could get a better look at the performers.

Engelbert Humperdinck, partner of N.W.E.W.'s Gerrie Katzman at party at the Plaza, an All-American Royal Box in New York.

Clarke-Bolland Frost Topppers

The Ranger Flying Circus will flocked to see him in 1986. But when the show opened in November, it was the concert at last-and the 20,000 who attended the two shows got something for their money.

In Los Angeles the group played two shows at the Forum, programmed by the Concert Associates. The 7 p.m. show started late and the 11 p.m. show started two hours late. Crowds thilled around outside the Forum and the streets leading to the arena and its parking lot were a sea of cars. A pre-promo show which broke well after 5 a.m. did not attract a full house. The show got under way after passing midnight and went home.

Geoffroy Link
Dubuque Blues

Waveland Road Records Single 47005
Inside each of these ‘nifty’ apothecary jars are five new and improved patented PCR golf balls – manufactured by the inventors and patent holders of the solid state golf ball.

On every stroke PCR, the always round golf ball, maintains a perfect center of gravity all the time – Guaranteed not to cut, ‘smile’ or lose compression.

PCR’s have no cover to cut or ‘smile’ – no stretching or snapping rubber bands to ‘tee’ a guy off by robbing him of extra bounce for extra yards.

ATT: PERFORMERS, ARTISTS, AGENTS & PUBLICISTS. YOUR PERSONALIZED LABEL, AVAILABLE FOR QUANTITY CHRISTMAS GIFTS, GREAT FOR CLIENTS AND CREWS.
This Week's Warner/Reprise Ad

GUTHRIE GOING GREAT

STOCKBRIDGE, MASS. -- "Alice's Restaurant" and "Rummin' Down the Road," both by Arlo Guthrie, are the hottest selling Reprise albums, according to the latest sales reports. "Alice's Restaurant" has sold more than half a million copies, winning a gold disc several months ago. "Rummin,'" released last September, is over 100,000 in the albums-sold department.

Arlo himself, a culture hero and now a movie star since his debut in the film "Alice's Restaurant," has been the subject of sundry national magazine articles, including a lengthy \"Time\" description of his wedding and an even lengthier description of Arlo and the filming of \"Alice\'s Newsweek.\"

Attaboy, kid...  

KINKS GET RAVE REVIEWS

This modest praise was preceded by Mike Daly's review: \"Rolling Stone\'s latest album, \"Arthur\," brings the latest neo-rock from the Kinks. Geil's Marcus, who's in charge of all album reviews there, wrote that \"... Arthur\" is by all odds the best British album of 1968.\"

SAN FRANCISCO--Rock paper \"Rolling Stone\" devoted most of one page in their November issue to a glowing--nay, glittery--review of \"Arthur.\" Reprise's latest neo-epic from the Kinks, Geil's Marcus, who's in charge of all album reviews there, wrote that \"... Arthur\" is by all odds the best British album of 1968.\"

FLEETWOOD MAC BREAKOUT

WEST COAST -- \"Then Play On,\" first Reprise LP by top English group Fleetwood Mac, is currently raking up impressive sales in Los Angeles and San Francisco. Although Fleetwood has been a steady resident of the English album and single charts, this western regional breakout marks their first big sales impact in the U.S.

The group arrived in New York in late November to begin their third statewide visit and second major tour ... an example of perfect timing and shly English cunning.

TERRY WILLIAMS EMERGES FROM FIRST EDITION

BURBANK -- Terry Williams, guitarist with the chart-topping First Edition, has recorded a solo single, \"Baby Without You,\" written by former First Editionite Mike Settle and released by Reprise November 5.

Originally a studio guitarist for innumerable Hollywood recording sessions, Terry dropped the guitar for a brief flogging in the glamorous distribution and promotion departments of Warner Bros. Records, which drove him straight back to the guitar and the New Christy Minstrels. There he met several musicians and singers who later forsook the Minstrels to become the First Edition. Although Terry is a singer/guitarist/ songwriter for the group (at least two of his songs have been featured on each of the three First Edition albums), \"Baby Without You\" is his first effort as a solo performer.

Dubuque Blues Forged Out

BLUES, IOWA-- \"Dubuque Blues,\" a track from \"The Association,\" Warners top-selling album by the Association, has been released as a single to meet demands of a vociferously appreciative public, here and in other places.

The song is a pulsive but not sad reflection of by-gone times in nostaligic towns, delivered with typical Association finesse and vocal clarity.

GRATEFUL DEAD RE-ENLIST

FORT BURBANK--Lovable San Francisco mop tops, the Grateful Dead, have re-enlisted for another hitch with the Warner Bros. Records Happy Family, continuing their long, mutually rewarding, artistically satisfying and emotionally stimulating relationship.

The fourth Grateful Dead album, released November 16, is titled \"Aoxomoxoa.\" The album features a marathon version of \"Turn On Your Love Light,\" which Pigpen wails with copious soul, thereby quashing rumors of his secret death and subsequent replacement by the winner of Warner's \"Pigpen Look Alike Contest\" (his likeness hasn't been selected yet, anyway).

JETHRO TULL TOUR

MADISON, N.J.--England's top-rated Jethro Tull will begin their third U.S. tour on December 14 at the famous Madison Square Garden. The group consists of John Backett on vocals,englis and Mike Stevens on guitar. The band is currently recording a new album for Reprise Records.

DEITY HITS WITH HUDSON BAY SOUND

HUDSON BAY--Sales for the first album by the Masked Marauders are expected to set an all-time high for Deity Records, according to the company's president, Solomon Pethaus.

"The increased logistical capability which has resulted from our distribution agreement with Reprise Records, coupled with mammoth interest on the part of consumers, looks like it will send this album far beyond our wildest projections," Pethaus said.

"We may, in fact, be well on our way to establishing the \"Hudson Bay Sound\" as an important force within the industry," added Pen- thus, citing the fact that two record trade papers had "picked" the first single from the Masked Marauders -- \"Cow Pie.\"

The single, which has already broken in several outlying markets, appears to be developing into a major hit, and advance orders for the \"Masked Marauders\" album have deluged Deity's small office staff.

"Our secretaries and clerks are working round-the-clock on double shifts and we have had to call our international promotion director back from his Quebec vacation to keep up with demand for this marvelous album," Pethaus said.

The gray-haired naturalist also hinted that Deity may be going public soon with its first stock issue.

WITCH'S WILES WOW L.A.

LOS ANGELES -- Louise Hubeber -- Los Angeles County's very own Official Witch -- has had a busy year. In February she celebrated a Halloween in traditional witchy fashion, casting spells and informing occult inhabitants. In untraditional fashion she shared her rituals with the listeners of several Los Angeles radio stations.

A wildly read columnist and authoress ("The Power of Witchcraft," Nash Publishing), Louise is now a recording artist; her first album, \"Seduction Through Witchcraft,\" released November 10 by Warner Bros. Records, continues her one-woman campaign for sexual sovereignty. (She once cast a spell at the Hollywood Bowl to increase sexual vitality for boys.) In January Louise founded a computer newsletter. (A Cookery sense perception.) There is no truth to the rumor that Louise Hubeber is really the editor of Conspir- de politics magazine.

Sherman to Oust Shrimp?

NEW YORK -- Warner-Reprise National Sales Manager Dick Sherman was recently offered a lucrative modeling contract with John Roberts Powerful Modeling Agency. Agency execs caught Sherman's au naturel pose for the \"Leavin\' on a Jet Plane\" single (above); if Sherman signs, says Powerful proxy Loomis Corpas, he\'ll replace English model Joan Shrimpton in the Care-Less Shampoo and Buff Body Balm campaigns.
NEW YORK — South African-born folk singer Miriam Makeba emerged from a three-year hiatus in Guinea to appear at the Fillmore West in the Lincoln Center, Nov. 7. It was her first major American concert since 1967. It was a triumphant comeback for the Xosa tribe of the Xhosa nation which of late has seen public appearances since her return to Africa have been in Europe and on her native continent.

Playing to a soldout and highly appreciative audience, Miss Makeba produced a two-hour potpourri of songs and dances that brought together the cultures of Africa and America, including Africa, Brazil and the United States.

Although billed to appear as a solo act, Miss Makeba took the stage with her husband, Bheki Mseleku, a true professional, not to overexpose herself to her audience, instead she turned the show into an interesting and entertaining variety act, which spotlighted her back-up chorus line, her teenage daughter, Bongi, a couple of solo acts on guitar and accordion by her Brazilian-born music director, and some really credible choreography by her dancers.

Creating a perfect blend of old, new, soft, peppy and progressive, happy and sad, Miss Makeba’s expanded repertoire still includes those delightful little folk songs, with their fairy-tale simplicity, which one of her best known songs, “Pata Pata,” and other tribes in whose tongues she sings with equal fluency.

Miss Makeba has, in addition to her vocal range, a lot of talent and the ability to use it wisely, a startling degree of sex-appall, which, coupled with her other talents, turns her into a special kind of performer.

Her bill of fare included, in addition to a number of folk songs and chants of Africa and America, her own songs, such as “We’ll Be Re Released,” “Where Are You Going,” by Hugh Masekela, "I’ll Remember April" by her former bassist, William Salter, and of course, the ever popular “Pata Pata,” and the South African “Click Song.”

RADCLIFFE JOE

HUMPERDINCK SUAVE, SEXY & SOLID AT THE ROYAL BOX

NEW YORK — Riding on a wave of Parlophone label hits that began in 1967, Engelbert Humperdinck opened at The Royal Box of the Americana Nov. 5, to a pre-sold out audience. It was a gala event and the anticipation of a close-up view of the smooth and suave symbol gave the room an electric air.

Humperdinck knows the power he has over his audience, especially the females, and he uses it to the hilt. Unlike his competitor Tom Jones, also a Parrott artist, who singers the girls with his emotional performance, Humperdinck knows his song list, his in his libidos licks with a more polished approach. His accent is on romance through the big ballads and soft and slow tunes all are enough to support the mood and hit home.

In the 5-minute songlong is his big deck clicks like “Re-Leave Me,” “In The World,” “The Way I Used To Be,” some Latina-styled stems and some flavor-some rhythmic numbers. The package is well-paced and delivered with topnotch.

Lee Evans’s house orchestra gives Humperdinck heartfelt support with help from the singer’s own conductor, Arthur Fluellen, percussionists Phil Green and Robin MacDonald, and drummer cardboard Logic.

MIKE GROSS

LA ROSA TURNS EXPERIENCE INTO SOLID PERFORMANCE

NEW YORK — Crewe Records recording artist Julius LaRosa drew heavily on his two greatest attributes—his tremendous experience as an entertainer, and his magnetic physical appeal—to turn out a performance that was very well received by the small audience which heard him at the Perilian Room Oct. 17. LaRosa, who has been in the entertainment business for longer than he can remember, is a formidable singer who knows his song. He has managed, in his long career, to combine the talents of such masters as Frank Sinatra, Tony Bennett and Steve Lawver to become an act that is professional, if not original.

His resonant voice climbs to the top of the vocal scale and explodes with richness on tunes like “Five O’Clock On My Life,” “Sweet Carolina” and “My True.” But if he is good on the sentimental, pulsating ballads, he is even better on the dreamy, nostalgic numbers like the oldie from his first album, “Any Where I Wonder,” and other romantic tunes like, “Didn’t We,” “The Last Time I Heard From Shirley” and “A Night Like This.”

Credit must also go to the arrangements of his songs which were undoubtedly done by an expert who knew how you and style. The 16-piece Perilian Room orchestra, joined by LaRosa’s own quartet, supplied flawless backup music for a really decked out Tiara, which was most effective, in fact, in well achieve the showbusiness comeback he seeks.

RADCLIFFE JOE

CASH CONCERT IN N.Y., DEC. 5

NEW YORK—Johnny Cash was appearing at the Madison Square Garden Dec. 5, the last show of Cash’s tour with Waylon Jennings. The joint auspices of Cash and station WJRZ, Hackensack, N.J. The show will also feature the Carter Family, The Statler Brothers, Carl Perkins, Doug Kershaw, the Jasey Three and Tommy Cash.
WEDDING ALBUM

JOHN & YOKO

DELUXE GIFT SET CONTAINS:
Record, Photo Albums, "Bagism" Wedding Cake, John & Yoko Drawings, Postcard, and Souvenirs.
ON APPLE RECORDS and TAPE SMAX 1361
The Many Faces of Rock ‘n’ Roll Show Their Hands at Fillmore E.

NEW YORK — The Nov. 8 concert at the Fillmore East was not only a glorious evening’s entertainment, but a fascinating lesson in contrasts. Although all three acts on the bill shared a fundamental musical structure based on rock ‘n’ roll, the emphasis was different in each, so that they seemed almost to be working in three different media.

The show opened with Humble Pie, a four-man English group which includes Steve Marriott, formerly of the Small Faces, and Peter Frampton, who won a large following as a member of the Herd. The group was visibly nervous as it faced its first Fillmore audience: Marriott, especially, was unac- customedly up at the crowd’s in-tentioniveness. Ho-wever, the group did manage to give an effective show, displaying that appealing naiveness which can still be found in some English groups, something which they may try to sound as sophisticated as the West Coast underground. Humble Pie does not have much in the way of a musical discipline, although Peter Frampton is a pretty good lead guitarist; but they all know how to get the most out of what they have. Their arrangements were simple but well thought out, and the group proved that though they may never be in the avant garde, they are a competent band that knows how to communicate the fun they have with their music.

Following Humble Pie were the Butterfield Blues Band, the highly respected Elektra recording group, for most of the set the group did not live up to either its name or its reputation. There was very little blues, concentrating on jazz and rock numbers that were uniformly dull. The band’s technical excellence seemed to be no asset to the members, particularly tenor sax player Gene Dinwiddie, attacked complex jazz riffs in an era that amounted to boredom and detracted from the excitement of the rhythm. Only during their two blues numbers did the band stand out as a dynamic, compelling unit. Paul Butterfield is a very ordinary blues singer, but an outstanding blues, harmonica player. Alternating between blues and instrumental harmonica, Butterfield produced a wide range of emotions and musicianship. His lead guitarist Ralph Walsh were the focal points of the group.

The Joshua Light Show displayed a subtle sensitivity to Butterfield’s music by projecting scenes of a city during one of the blues pieces. Butterfield’s brand of blues is essentially urban and modern. It is the offspring of the great blues tradition of Muddy Waters’ generation, but it is not an integral part of it. The influence of rock and jazz and the modern city make Butterfield’s blues a highly individual form of music, quite distinct from that of his two predecessors.

The final act on the bill was Santana. There is very little that can be said about their set except that it was perfect. The group performed several songs from their latest album, including their recent single “Jingo.” Their music is heavy rock that builds in excitement almost mercilessly throughout each piece. The unity and co-operation within this six-man group surpasses even the best of their predecessors. Their music does not sound like the blending of six elements, but the branching of different instrumental and vocal sounds from the huge, indissoluble unit that is the group; as if the six men were living to a synchronized heartbeat. One man made a rhythm machine; another a Spanish guitarist stands out, because the cooperation is so precise. When any one of them takes a solo, it feels as if the energy of the rest of the group has flowed into him, so that everybody is still performing even when some of them are silent.

Santana made every other underground rock group look as if it ought to go home and practice, and had a half-encircled audience dancing in the aisles by the end of their set.

NANCY ERICH

Cash in Money In Ohio Date

CLEVELAND—“Hey, June, will you mail the ticket for me? honey?” Johnny Cash asked his wife backstage just before his cue Nov. 9.

Then the tall, broad-shouldered Columbus artist strode out to the Public Hall stage and quickly took control with “Big River.”

More than 9,000 packed the auditorium, although the booking agent had not contacted either major newspaper for coverage. WSLR radio, Akron, co-sponsored the concert.

Cash’s deep rough voice came over especially well in “Folsom Prison Blues” and “I Walk the Line.” The crowd clapped before he could start his charters: “A Boy Named Sue.” But Cash swung easy from his country two-million seller, “Ring of Fire” to “The Ballad of Ira Hayes” and the religious “He Turned the Water Into Wine.”

The finale was a poignant “You Are My Sunshine; They Crisscrossed the Lord” with the Carter Family, singer-guitarist Carl Perkins, the Statler Brothers and Cash’s brother, Tommy, who closed with the traditional “Wade in the Water.” It was the first time here in years that middle-aged women rushed the stage.

JANE SCOTT

Louissier Puts Bach in a Jazzy Concert Grove

NEW YORK—J. S. Bach has had many attempts by others over the years, to change his music from swing bands to synthesizers. He seems to survive it all. Jacques Louissier is one of the more logical of the Bach admirers who made his debut in 1959 that the composer’s work was close in approach to the work of a jazz musician, added bass and drums to his own piano and was ready to go.

Louissier made his Philharmonic debut Nov. 11 with fellow Frenchmen, Pierre Michelet, bass, and Christian Garros drums, as well as the Columbia and college and university tour.

Clarke-Bolland

Some of the treatments per-haps are reminiscent of the Modern Jazz Quartet, and sometimes the rhythm section is just an addition rather than a part, but, on the whole, Louissier’s experiment works. Highspot was the “Italian Concerto” although a sustained bass solo from Michelot on “Prelude No. 1” brought much applause for the London Records label.

IAN DOVE

Stock Offer Made By All Tech Ind.

Hialeah, Fla.—All Tech Industries here, manufacturers of coin-operated leisure equip- ment, electronic equipment and chemical equipment, has of-fered a combination of securities through First California Co. underwriters. Offered at 100 per cent $1.56 of 9 percent convertible debentures, 100,000 common shares and warrants to purchase another 50,000 shares.
When the Janus Label was conceived we set our sights on a program of building something entirely new for today's record market . . . the kind of product which would spark a contemporary legend. Now that legend begins with the heaviest albums ever offered by a new record company—
**Radio-TV programming**

**WJBK Going Country**

DETOUR — Storer Broadcasting will switch WJBK, 50,000-watt Top 40 operation here, to country music on or before Jan. 1, according to new general manager Joseph T. Connaway and Charles Renwick, Storer regional program director.

The station recently went to the Top 40 format under program director Mike Scott, who had been playing several cuts of country music. From the outset, however, WJBK will be playing the current hit songs, including those up to 60 on the list each week.

"We've been talking about adding the format for two years," Renwick said. "We finally worked out the problems that the station had and now broadcast 50,000 watts in the middle of the day."

**Previn Hosts New Series**

NEW YORK — Andre Previn will host a new series featuring conversation and music about the music world on WQXR here. The Wednesday night series, "At Home With Andre Previn," will cover topics such as the history of the symphony, the history of the orchestra, and the history of the music industry.

**WPLO-FM Beginning Full-Album Program**

ATLANTA — WPLO-FM, progressive rock station here, has begun playing full albums, reports operations manager Ed Shane. In some cases, Shane is announcing the albums a day or two in advance. In other cases, the albums are being aired without advance notice. Led Zeppelin's new album was announced for several days because "This is an important band in the rock field and we felt that as many people as possible would want to hear it. We had already been playing several cuts from the LP because I had been given a tape of several of the tracks."

The reason for programming full albums is "that most of our listeners buy albums, but not singles. If you buy an album, you don't just listen to one track; you're likely to listen to all the tracks, especially now that album artists are taping all the tracks and offering a collection of non-related songs.

"Because WPLO-FM is automated with cartridge turntables, Shane and his staff has to override the automatic system and play the albums live. But the station feels it's worth it."
Empty Houses
Dry Flowers
Woman Gone

sometimes you imagine
people and laughter
but the sound for lonely
spaces is something
else again

if you’re alone or within
earshot of someone else
laughing
you know what it’s about
you can feel it
and sometimes hear it

LOU RAWLS

The album is called
YOUR GOOD THING
(is about to end)
on Capitol Records & Tape
produced by David Axelrod

LOU RAWLS!
YOUR GOOD THING

ALSO CONTAINS NEW HIT SINGLES
I Can’t Make It Alone
Letters To The Editor

Yes, I agree with your S.O.S. campaign, but there is one factor that has been overlooked—LEGALNESS. Your campaign needs little background on WLKE to help you fully understand.

We are in the electronic age, and one of the most effective radiationalled. We areighghts, waukeee, reeepeac more people han any other station in the state. We'll call it why we constantly call promotion men and distributors and even then to no avail. Think of the numbers for a few examples? Sure! Dunhill is hot with three Dog Night—was three weeks late getting "Eli’s" Coming. That should not be. I still do, however, have a hard water single, but I have called wise and both it was "Right away, you’ll have it." Our Motown service is non-

saving, don’t tell the radio sta-
tons, tell it to the record indus-
try, it’s their holy. If they are interested, they can make more money as they desire. If they can make more money as they desire they can make more money as they desire...and we can ap-

nantly the only people interested in saving singles are you, Mr. Hall, and a few of the program di-

ators at stations who have poor record service—they are looking for a way to improve it.

Donny Brook Program Director WSQA Savannah, Ga.

There’s been so much com-

munication about record service, or-

nally concerning small market stations, that wouldn’t be it wise for you to call your program managers and find out why you can’t get the hits you are getting in larger markets? Most of the solutions cover the same general areas, after working in com-mercial radio for a year and a half. I realize a distributor has some problems which I find most mu-

sic directors are unaware of. There is so little understanding between most sta-

tions and their source of records.

Jim Wiljanen Program Director WITL Michigan State University East Lansing, Mich.

I’m with you in your attempt to keep the 45 alive. We here at WGH, program mostly MOR except during my 6-10 p.m. slot, when we shoot young audiences and tend very hard. I use absolutely no LP’s except sales of the special old records.

I feel that although there are many stations using fewer records which can be filled with potential hits, we need to maintain a line age for music aimed at young people. While youngsters have more money now than ever be-

fore, they don’t have enough to buy an album with their favorite song.

Without thinking of the con-

sumer, it’s obvious that as air personalities, music directors and program directors have a much easier time auditioning singles, and they are less ex-

pensive to replace over other general

Exchange headliners.

Now groups like Blood, Sweat & Tears; the Beatles, Chicago Transit Authority and many others have everyone listening to "Top 40" stations. We all

Radio TV-programming

Vox Jox

By CLAUDE HALL

Radio TV-Editor

Now Robert W. Moraz of KHI in Los Angeles is trying to claim that he doesn’t exist. I DO. It exists 'Teled Al-
tlims who doesn’t exist... EAW. Crossing 415 E. Mix, 555, needs rec-

ords. I don’t know what kind....

Bob Harvey, associate production

manager of WSAI, Cincinnati, is the new program director of the station. T....

Tom Allen, program manager of WIP, Cleveland, Ohio, has recently taken over the new WTI, program director.

Alan Lott, program director of WLZ, Nashville, Tenn., has been in that position since October.

Lee Davis, program director of WGBI, Galesburg, Ill.

I am working the interest-

30

in your campaign to save the records industry, it is the record industry itself. In a matter of days when singles were selling strong, an artist had to sell half a million before a record company would gamble on an album by him, but now an artist only has to sell half a million before a record company would buy the single; it could be three to six months if they want to. Still, it is a big difference, and I sincerely hope we can remedy the situation.

Mike E. Stevens Music Director WKST KE Waupon, Wis.

Regarding your campaign to “Save Our Singles”, I think you are making your pitch to save the singles industry, it is not worth saving, to the wrong people. It is the record artists who have killed the singles industry, it is the record company industry. It’s a dog eat dog world, and when singles were selling strong, an artist had to sell half a million before a record company would gamble on an album by him, but now an artist only has to sell half a million before a record company would buy the single; it could be three to six months if they want to. Still, it is a big difference, and I sincerely hope we can remedy the situation.

WITL, Michigan State University East Lansing, Mich.

In response to a letter to the editor in Billboard, Nov. 1, 1969, with regard to "The Drop In" in WECB in Duluth, Minn., I would like to share with his comments. The "long hairs" are referring to the music that is being played. The music is being directed. Early rock with just a couple guitar chops, a simple drum pattern, a little vocal with simple lyrics gave way to many of the new generation Exchange headliners.

Now groups like Blood, Sweat & Tears; the Beatles, Chicago Transit Authority and many others have everyone listening to "Top 40" stations. We all

WITL call our station "Maryland’s Beautiful Music Station." We play strictly Billboard’s top hits on the Hot 100 and we really try to keep up with the latest pop-

We had a lot of interest coming in, and we’re happy with the reaction. A New Rond Program Director WITL Galesburg, Ill.

The interest was interesting, the comments from Don, Robert, WITL, Duluth, Minn. I think Don’s problem is that the MOR stations are stealing his audience. I salute the recording indus-

try, for giving me the concepts in directing rock n roll artists in-

to a more-adult vein. Bubble-
gummmers can’t help who enjoy radio.

Since almost all of the na-
tions are changing the legal-

ings, are being the 18-49 age group, it is ob-
visible for middle-

ine of-the-road stations to provide a youngster audience. We are able to do this by keeping in with the Beattles, Sweat and Tears, Credence Clearwater, the Beatles, Styx & the Family Stone, etc. Like it or not, MOR stations have to at-

tact young people and we do this with such groups as the Bee Gees, Aerosmith, Del’s, Los Lobos, and with other groups of the same ilk.

At least one of the “new kids” of the Magic Ronn’s line up, with a "We Should Be in Love" written by Doug Wray & Prod. by Roy Varens at the Records, washer, D.C.

**BROADWAY RECORD INC., N.Y. (FRAN WHITE reporting)**

WRPX held two sessions for their News Cast on the Maac. The producer was Bob Marquis, and the engineer was Pat Jaynes, it was for TV and the an-

naouer was Dave Marash.

**UNITED RECORDING AND PRODUCTIONS, Ala.—595-0757**

**RECORDED Mary Alice McClain for several days, the producer was Cleveland Eaton of the Roosevelt Lewis Trio**

**Produced of an R&B album for Leunard Records—Bob Green was the producer.**

**Production of a country/folk rock & R&B, album for Leunard Records, the producer was Burt Reynolds.**

**Overdubbing and remixing for new Sam Dees album on La-La**

**Recorded a comedy and party album for Smokey R. Randles.**

**DEAR ELECTRONIC MUSIC PRODUCTIONS, N.Y.—247-1900**

**Walter Sper of Star Electronic Music Productions announces the appointment of Miss Laurie Ahlbrok as head of Production and Sales. Miss Ahlbrok comes to Star Electronic Music Productions from Davis Ad Agency where she has been a television Commercial Producer for the past five years. Prior to joining Davis Ad Agency, Miss Ahlbrok was assistant Women’s Editor of The New York Herald Tribune.**

**CLB ENTERPRISES, Michigan—313—242-7942 (Thomas M. Conner reporting)**

**Week of October 10, 1969**

**Recorded several cuts by Andy Cohen and Gene You—For The Detroit Folk Scene—Volume 1—An album which is scheduled for December release on our CSL Archives label. Producer—Dan Cohen.**

**DISCUSSING NEW AVENUES in radio and records are staff members of the Connecticut School of Broadcastin in Hartford. From left to right: Steve Edwards of WJHY; Barbara Bertha, producer; and Joe Reynolds of WOBR in Philadelphia; Bertha Brox, producer, musician formerly with WDRC in Hartford; school president Dick Brown of WDRC, and Ken Griffin of WDRC.**

**NOVEMBER 22, 1969, BILLBOARD**
no more bubble gum, baby,
it's marshmallow all the way.

MARSHMALLOWS
WAY

"GOOD DAY"

b/w "MUSIC, MUSIC"

produced by Billy Carl and Reid Whitelaw
for Whitelaw & Carl Productions, Inc.
**Program Aids**

Programming aids from key, paratextual radio positions, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

**HOT 100**

**Wiltmington, Del. (WAMS)**
Joy Books, Music Director.

**BP:**
- Janus, 7.99 AM.
- Wiltmington, Del.
- "I'm a Fool to Want You," Peter, Paul and Mary, RCA.

**BLFP:**
- "Someday My Love Will Be Yours," Peter, Paul and Mary, RCA.
- "Someday You'll Find," Peter, Paul and Mary, RCA.

**De Kolb, III (WBK)**
Jerry Halpen, Music Director.

**BP:**
- "Tea for Two," Jimmy Rushing, Capitol.
- "When You're Smiling," Jimmy Rushing, Capitol.

**BLFP:**
- "Someday You'll Find," Peter, Paul and Mary, RCA.
- "Someday You'll Find," Peter, Paul and Mary, RCA.
- "Someday My Love Will Be Yours," Peter, Paul and Mary, RCA.

**SAYDE (WAGS)**
Lee Porter, Music Director.

**BP:**

**BLFP:**

**SAYDE (WAWF)**
Lee Porter, Music Director.

**BP:**

**BLFP:**

**WFAA**

**Radio Programming**

**Programming Aids**

Programming aids from key, paratextual radio positions, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

**Radio TV Programming**

**HOT 100**

**Wiltmington, Del. (WAMS)**
Joy Books, Music Director.

**BP:**
- Janus, 7.99 AM.
- Wiltmington, Del.
- "I'm a Fool to Want You," Peter, Paul and Mary, RCA.

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**SAYDE (WAGS)**
Lee Porter, Music Director.

**BP:**

**BLFP:**

**SAYDE (WAWF)**
Lee Porter, Music Director.

**BP:**

**BLFP:**
Thanks to everyone for making *Midnight Cowboy* a hit single...

Best wishes

F&T
Radio-TV Mart

Selling Sounds

- Continued from page 30

Completed recording music tracks for demo album by the Haymarket Riot. Tunes included "Michael", "Down a Country Road" and "Bubble Bead Flowers" all composed by the team of Mable and Dale and published by Custer's Last Music Company (BML)-Produced by Tom Conner.

Week of October 26, 1969


MBA MUSIC INC., N.Y.-M U
(Bachie Simon reporting)

- Experimental for Ivy Soap, the Agency was Compton Advertising, Inc., the producer was Alan Goldman, music supervisor/arranger was JJ Johnson. There were two TV spots recorded at Media Sound.

- Chucks Vitamins, the agency was J. Walter Thompson, producer was Pat Welsh/Rhode Cahen, composer was Andy Marsalla and the arranger was JJ Johnson, there were two TV spots recorded at Media Sound.

- New York Life Insurance, the agency was Compton Advertising, Inc., the producer was Chasce Shillingford, composer/arranger was JJ Johnson. There were four TV spots recorded at M8 Studio.

- Coming Up This Week:
  - Brown Shoe, the Agency was Leo Burnett, NY the producer was Jim McKieran.
  - Cascade Dish Washing Detergent, the agency was Compton Advertising, Inc. the producer was Perry Nell. For M8 Studio
  - Recall Panty Hose, View Productions.
  - Record Session for Sope Productions.

HENDERSON ADVERTISING, Greenville, S.C.

- Henderson Advertising has typed David Lucas to compose and arrange the music for three TV spots, a 60, a 30 and a 20, for Jim Dandy Dog Charters. Ed Rasmussen produced for Henderson. Lucas has also written the music for three TV spots for Florida Citrus through McCann Erickson. Gloria Gemo was Agency Production Manager. Lucas also did a demo for a series of local radio spots which was turned into a final for Vermont Bank & Trust Mastercharge, through the Andrew Currie Agency in Boston. Andy Currie was agency producer.

- David Lucas wrote and arranged the music for new Folger's West TV spots, directed by Marty Goldman of Televidex. Agency was Medford and Girner.

DOO/CREATICS INC., New York—212-938-4290

- Colgan Records is a new outfit, Ken Colgan, owner同时也是国 Graved Advertising. Pablo Ferro, of Pablo Ferro films, directed the shooting in Los Angeles and the completion in N.Y. Sheck Mayer and Larry Rosen, using 17 string guitars voice and vocal, produced the music track.

- I.G.A. Stores; three 30-second TV spots for George-Soren Advertising. Steve Vogelino was the agency producer and Jose Ferro of the Pablo Ferro Films directed the three spots. Sheck and Larry Rosen wrote and produced the music. Sheck and Larry Rosen wrote and produced the music. "Morning Music" and "Ride On" directors.

- Need music directors for 90-sec TV spot, "Bristol Street Car". Joe Libermann is handling the project. Call Joe Libermann completely and highly proficient. Phone (212) 473- 3004. Rate $35 - $50.

- Major east coast radio group seeks experienced voice talent, personal "I am" and "Blondie" records and prototype record to Barry Green. Barton Cox, 90 York, Pa.

- We are looking for an ADD'L marijuana director, to be used in commercials, for a well-known advertising agency. Interested parties should call [Phone number] immed.

Letters To the Editor

- Continued from page 30

and sail to whatever country he wishes, inside the United States and broadcast truly rock n roll music (Beach Boys) until his short hair grows long and his beard falls to his belt-bottom trouser rolls. You know now that you love old-fashioned rock n roll even though times are changing in this mod, mod world.

Mitz Farrel 2nd, KPRO Riverside, Calif.

Nothing.

Radio-TV Mart

Oldies from 1955 to 1969

All original artists

Continuous catalog sold for $1.00 (deductible from first order) to BLUE NOTE SHOP 136 Centvent St., Albany, N.Y. 12206

Young, energetic songwriter—right stuff. Honest, hard-working person, full of initiative. Must be good with people.

POSITIONS OPENED

In your telephone a black plastic, or a Christmas tree? I'm look.

For the first time in 3 years, WAKR, Ravenna, Ohio, is seeking a new personality to fill a radio position. Must be knowledgeable in local entertainment (sleep shows, young fad shows, quizzes etc.) to a radio provider. Send tape and resume to Personnel Manager, WAKR Station, Ravenna, Ohio 44266.

WAKR, 135 Monroe St., West所所, Ohio, is searching for a lead personality, qualified and experienced, to fill a radio position. Must be enthusiastic and have a good time. Call Larry, 135 Monroe St., West所所, Ohio 44266.

WAKR, 135 Monroe St., West所所, Ohio, is searching for a lead personality, qualified and experienced, to fill a radio position. Must be enthusiastic and have a good time. Call Larry, 135 Monroe St., West所所, Ohio 44266.

Positio
Sergio Mendes & Brasil '66
Ye-Me-Le • Wichita Lineman
Wisconsin Firm Combines Records and Instruments

By GEORGE KNEEMEYER

GREEN BAY, Wis.—If floor space is available, more stores that deal in records should stock musical instruments. This formula has proved successful for 35 years at the Stiller Co. here, according to Bill Johnson, secretary of the store.

“Records and instruments go hand in hand. You almost have to have both to be truly successful,” he said. The Stiller Co. deals primarily in band instruments and guitars. The company carries a complete stock of the Selmer company including clarinets, trombones, trumpets, saxophones and drums.

The store, which also handles photo supplies, is geared to the young people’s market, according to Johnson. As a result the store carries pop music records almost exclusively although they will order other types of music.

Johnson said the store doesn’t carry an abnormally large supply of musical instruments, but they try to keep “a representative supply on hand so we have what people ask for. We don’t try to deal in volume.” The floor space used for display of the instruments is about 20 feet by 60 feet.

The biggest sellers of the conventional band instruments for the store are clarinets and flutes, with trombones, trumpets and saxophones running close behind in sales. Student model guitars are also big sellers for the store according to Johnson. The store carries the main line of Harmony guitar and also some of the other brands. The store also deals in electric guitars, selling models of Fender, Gretsch, and Gibson. Johnson said he would estimate that the store earns about one-third of its revenue (Continued on page 64)

Wholesalers Pushing EDP

CHICAGO—Electronic data processing (EDP) will play an increasing role in wholesale distributor operations during the 1970’s, according to a recent survey of the National Association of Musical Merchandise Wholesalers (NAMMW). The wholesalers forecast a 150 percent increase in members using EDP during the next five years. This reflects the general use of EDP throughout the music industry with particular emphasis in the wholesale record industry where rack jobbers are ticketing merchandise with reorder tabs.

Almost one-third of the responding NAMMW members indicate they are already using EDP and intend to expand their existing applications, while more than half of the others are seriously weighing its benefits.

The need for automation has become increasingly evident to distributors. In the last 20 years the number of products the average distributor handles has increased from 2,000 to more than 15,000. The needs of dealers have become more complex, with special orders and rush deliveries now routine parts of doing business.

Most distributors using EDP feel the major advantages occur in time saved on routine tasks and in improved service to customers. None report significant cost reduction yet all agree that many operating costs have been stabilized. All respondents say that speed and accuracy in both shipments and invoices are the key advantages to customers. Automated inventory control makes order filling more efficient and much faster.

Invoices also are more accurate when prepared automatically and are mailed to the dealers earlier. Readily available orders and inventory and billing information provides distributors with greater knowledge of their sales and credit operations.

All distributors using data processing agree that they are receiving information from their systems that helps them manage their businesses more efficiently. Timely knowledge of item velocity and catastrophic sale analysis, for example, permits better estimating of future requirements and in turn reduces stock volumes and back orders.

Most of the distributors using data processing take advantage of all information and machinery on hand to automate their payroll operations, thus simplifying the computations of sales commissions, taxes, social security payments and annual withholding reports. This enables stabilization of costs in another area of the business.

THE ABOVE amplifier is part of a new sound system announced by Shure Brothers, Inc., called the VA302 Vocal Master, which is a system based on the VA302. The amp includes a true V.U. meter, low impedance, Cannon connector, microphone inputs that allow longer cable runs, and a microphone level output. The console also includes additional inputs for use of remote reverber switches and echo voices.

Organ Preview

On Television

LONDON, ANGELES The Thomas Organ Co. unveiled a new organ called the Triannon, which features three keyboards, on a recent segment of the Lawrence Welk show. The organ is being billed as the first spinet-console organ.

The third keyboard is the most distinctive feature of the Triannon, according to the company. Called the "orchestral keyboard," it 10 instrumental percussion voices can be played at the touch of a tab. The 10 voices are piano, honky-tonk piano, harpsichord, grand harpsichord, banjo, lute, cimbalom, vibes, celesta and Swiss bells. The middle and lower key-boards of the instrument each have 44 notes. There is also a 25 note pedalboard. The Triannon has a solid-state stereo sound system and is designed in Mediterranean oak.
IN THE GREAT DUNHILL TRADITION OF
THE MAMAS & THE PAPAS & STEPPENWOLF
THREE DOG NIGHT & THE GRASSROOTS
MAMA CASS AND SMITH
WE PROUDLY PRESENT A WINNER

IF IT'S ON DUNHILL ABC RECORDS BELIEVE IT!
**ELVIS PRESLEY**—From Memphis To Vegas: From Vegas to Memphis RCA Victor LSP 4000 (5)

Presley took Vegas by storm this past summer, and his wild stage performance is captured on one disk this time. He throws the daisies, spins the fans, wheezes, belts out the hits, and the Imperial, and the Sweet Performances stage support it. Some of Presley’s best and fastest hits are here, the Cherry and ‘Satisfaction’ are featured. The sound quality of this album is excellent, is equally a powerhouse.

**NEIL DIAMOND**—Now, That’s What I Call Music Universal City Records 7207 (5)

With his current smash single “Heels On” included for additional sales impact, this is a great compilation package. His treatment of “When I Was 17,” “What a Difference a Day Makes,” and “Until It’s Time for You to Go” are superb. His own “I’ve Been A Lover” and “Smoky Lady” are among standouts.

**DANNY DAVIS AND THE MEMPHIS BRASS**—Somebody’s Talkin’ RCA Victor LSP 4233 (5)

Davis Davis really comes in strong this month with his second LP. Fusing country, swing, and pop, Davis’ vocals also have that trademark “Ring of Fire.” Baby, Don’t Take Your Love To Town!” and “ München Mountain.”

**HUMBLE PIE**—As Safe As Yesterday Is Immediate NWCD 10 (1)

Now on the British chart and featuring their current single, “Natural Born Walrus,” the group comes up with a strong commercial package for the U.S. Their current concept tour of the States will enhance the sales of this LP with their solid collection of rockers including “Deception,” “Berg,” and “I Can’t Keep Standing Still.”

**CLASSICAL**

**BEETHOVEN’S “EMPEROR”**—OJCC Classical Orch. Angel 8 501301 (3)

This is a masterfully recorded in all respects. Dietrich piano playing the final movement of this well-known and brings new majesty to the “Eroica.” It’s a superlative offering for the Beethoven enthusiasts.

**MAHLER, SYMPHONY No. 7**—Deutsche Philharmonie Orch. Decca Scott S 3740 (S)

Klemperer’s understanding of Mahler is well known, and now he adds still another to his repertoire. A fitting tribute to the composer. The spirit, the mood, the pure, are all in tow in Klemperer’s hands.

**CLASSICAL**

**MAHLER, SYMPHONY No. 7**—OJCC Classical Orch. Angel 8 501301 (3)

Klemperer’s understanding of Mahler is well known, and now he adds still another to his repertoire. A fitting tribute to the composer. The spirit, the mood, the pure, are all in tow in Klemperer’s hands.

**JEFFERSON AIRPLANE**—Volunteers RCA Victor LSP 4236 (3)

This new album by one of today’s finest rock groups is an exciting musical experience. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album. The band, again, and notably like the album.
our first smash single now brings our first smash album

MAXINE BROWN — "WE'LL CRY TOGETHER" — STEREO CU-6001

COMMENWEALTH UNITED RECORDS, INC.
745 FIFTH AVENUE, NEW YORK, NEW YORK 10022 (212) 758-2900
A DIVISION OF COMMONWEALTH UNITED CORPORATION
THE ROLLING STONES
in concert

Nov. 7  Col. State Univ. Ft. Collins, Colorado
Nov. 8  Forum Los Angeles, California
Nov. 9  Oakl. Coliseum Oakland, California
Nov. 10  Sports Arena San Diego, California
Nov. 11  Coliseum Phoenix, Arizona
Nov. 15  Moody Coliseum Dallas, Texas
Nov. 14  Coliseum Auburn, Alabama
Nov. 15  U. of Illinois Champaign, Ill.

Nov. 16  Chicago International Amphi-Theater, Ill.
Nov. 20  Forum Los Angeles, California
Nov. 24  Olympia Stadium Detroit, Michigan
Nov. 25  Spectrum Philadelphia, Pennsylvania
Nov. 26  Baltimore Civic Center Baltimore, Maryland
Nov. 27 (Eve), 28 (Mat. & Eve) Madison Sq. Garden New York, New York
Nov. 29  Boston Gard. as Boston, Mass.
Nov. 30  Palm Beach International Raceway Palm Beach, Florida
ROLLING STONES LET IT BLEED

THIS RECORD SHOULD BE PLAYED LOUD

LET IT BLEED  LOVE IN VAIN  MIDNIGHT RAMBLER  GIMMIE SHELTER  YOU GOT THE SILVER
YOU CAN'T ALWAYS GET WHAT YOU WANT  LIVE WITH ME  MONKEY MAN  COUNTRY HONK

Here's a list of reviews from the Billboard Album Reviews section of the November 22, 1969 issue:

**VARIOUS ARTISTS—Without Winner's Circle—** "A fun-filled cap of pop past, present, and future." 
**GORDY 645**

**MICHAEL BARROW & THE FIVE AMERICANS—** "Vivid ABT 574 (S)"

**Country**

**Country**

**BILLIE JO SPEARS—** "Miss Jesse" 
**Capitol 5197 (S)**

One of the most outstanding hits singles of the year—"She'll Be His—" will lend especial interest to fans of this album. The sound also speaks on "Pittsburgh General", "Gambles People Play" and "Singing My Song" are also highlights. This is a very super LP from Miss Billie Jo Spears.

**JAZZ**

**BROOKER J. MACK—** "Lil' Trumpet" 
**Caper LP 835 (S)**

McCalla with a tight sounding Little group (two horns, Bill Phillips and Steve Jackson, plus two on the ax) make this as good as their earlier work. A wise move, for McCalla's conducting, Miss De Los Angeles' beautiful melodic vocals exist just as distinguished as when it was first issued.

**SOUL**

**MARTINA SHAW—** "She's the Only One" 
**Vanguard VSD 4506 (S)**

Martina Shaw is undoubtedly one of the most excelling soul voices of the day. Endowed with a rich, warm beautiful voice and the talent to exploit its seemingly inexhaustible resources, she is a born entertainer. A wise decision is sure to propel her to the top of this year's Top Ten. Her latest release of tunes (like "Woman's Got It" and "I'm in Love With You"), made by Arno which display such talents as she has.

**FOOL**

**Shep-N-U Gene Baud—** "What Now"? 
**Vanguard VSD 6252 (S)**

The newcomer has a potentially bright future. If this release is any indication, he is sure to sing with a most agreeable and enjoyable format. A true "Cowboy" is a gritty solo that should appeal to the country music listener to the studio and others at London House, Chicago, amongst this year. His latest release of his latest LP, he is presenting a set of six tunes. The song planing that should appeal and appeal to a lot of soul and blues fans.

**JAZZ**

**RAY BRYANT—** "Yes Ma'am" 
**Caper LP 835 (S)**

Bryan is making his plans players with this long awaited release. He was also the first of his first of the last to play with the topmost Blood brothers. His most recent effort, Bryan goes through a well matched collection of material in which a true "Smallville" and "Lil Darlin", "Lis Agin" and "Song for the Other" (which is Bryan's treatment of Meralie Silver's jazz hit."

**SOUL**

**ORANGE GROUP—** "The Beat of the Soul" 
**Capeo PIP 166 (S)**

Probably one of the most important sales LP's of the year. This album brings together some of the super groups of rhythm and blues. Featuring here is The Mighty Clouds of Joy, The Jackson Southernaires, Duke Ellington, Do, W. M. Gay, and The Spiritual Nightingales. A true feat for the lovers of music.
Which music-record trade publication do you read regularly?
When TAPE RETAILERS were asked this question, 71% Said they read BILLBOARD regularly.*
28% Said they read Cashbox regularly.*
10% Said they read Record World regularly.*

TAPE MEANS BUSINESS IN BILLBOARD

*Readex, Inc. Survey, Supplemental Tabulation, August, 1968
Draws
A Crowd!

Put the exciting new Rock-Ola Model 442 phonograph in any location and it won't be long until a crowd happens. Small wonder! Brilliant radiant color panels light up the room... wood grained highly finished Bombay Teak Conolite side panels sweep in graceful contours to accent the most plush decor.

Eye level viewing and stand-up selection further enhance customer appeal for more play and more profit.

The great new big sound of the 442 combines with famous Rock-Ola mechanical components for the performance that never quits.

160 SELECTIONS

FAMOUS ROCK-OLA REVOLVING RECORD MAGAZINE. Often imitated, the famous Rock-Ola Revolving Record Magazine and exclusive mechanical selector have been time-proved around the world for flawless performance.

INTEGRATED CIRCUITS. Now, the wonder of electronic miniaturization comes to phonographs to bring service up to date. Repairs that once required replacement of key parts can now be diagnosed and fixed on the spot.

SWING OUT SERVICE. All new interior design lets you swing out amplifier, accumulator and credit unit for easy in-unit service. In addition, all parts lift out for fast easy removal and on-location repair or replacement.

ROCK-OLA/442

"we want you to take it easy"

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue/Chicago, Illinois 60651
Jukebox Programmer Uses Many Rock Group 'Oldies'

By GEORGE KENEMEY

KANSAS CITY, Mo.—Playing oldies on jukeboxes is becoming a larger business than ever, according to Bonnie Humphrey of Missouri Valley Amusement Co. Here, Oldies are generally classified as records off the charts but not more than five years old, she said.

"We get many requests to program oldies on jukeboxes," Mrs. Humphrey said. "Sometimes the extinct groupies want their specific oldie that the customers have been asking for and sometimes we will just stock the jukebox." The type of oldie always depends on what type of other music is in the jukebox.

Among the oldies that have been getting play on jukeboxes in teen lounges in her area are "Hey Jude" by the Beatles, "Patches" by Dickey Lee and "Wipe Out" by the Safaris. The last two are nearly four years old. She also gets many requests to program former hits by the Beatles and Elvis Presley. Among the most played country oldies are "Harper Valley-P.T.A." by Jeanne C. Riley, "Folsom Prison Blues" by Johnny Cash and "I'll Hold You" by Johnnie Cash and June Carter.

**Rock Singles**

In programming the newer songs, Humphrey usually relies on listening to the radio, reading the Billboard Hot 100, and getting requests from the various stops she serves. She also gets help from Davidson One Stop and sample records that companies distribute. "We usually can pick up a single by a big name group about two weeks before it hits the charts. By the time the group's song hits the charts our man in charge of route, Roger Bell, has been able to stock the song on all the jukeboxes," she said. Establishments along the route requesting the new songs also help determine (Continued on page 46)

MOA Program Will Be Told At MOV Meet

RICHMOND, Va.—The Music Operators Association (MOA) in 1970 will broaden its public relations program and advise operators on how to take a public relations approach in hiring (Continued on page 50)

'70 Jukeboxes Offer Many Music Merchandising Ideas

By EARL PAIGE

CHICAGO — Now that all four of the domestic jukebox manufacturers have introduced new 1970 models it is evident that operators this year have an unprecedented array of merchandising features. Record manufacturers, already more conscious of the promotion possibilities afforded by jukeboxes and in many cases aiming promotion directly at operators, will undoubtedly benefit.

All the new machines, at least in the 45 selection, will play 45 or 33 1/3 r.p.m. records, all feature sophisticated pricing units, all have improved stereo sound systems, all support remote speaker wallbox attachments for broadening the impact of the jukebox music—but above all, the four new phonographs each offer different and exciting merchandising innovations.

The 160-selection Seeburg Apollo utilizes a new selector concept that makes playing a jukebox as easy as dialing a telephone with digital pushbuttons and reduces the number of buttons controlling 160 titles from 28 to 10. The 200, 160, or 100-selection Wurlitzer Statesman has two pre-selected programs each of which is keyed by either red or gold title strips so that patrons unfamiliar with particular titles can push one button and hear from six to nine titles for 50 cents. Rock-Ola combines 100 different and ultimate record title promotion with a vertical display of 160 titles (Continued on page 46)

Bonnie Humphrey's uses oldies for programming on the jukebox in the Carson-Pearson Co. Her choices can be seen regularly in the "What's Playing" column in this section.

Wis. Assn. Emergency Tax Meeting

MILWAUKEE — Plans are being developed to call a state-wide emergency meeting of operators to discuss Wisconsin's recently imposed 4-percent sales tax on music and games receipts.

Date and place of the meeting has not yet been set. According to Sam Hastings of Hastings Distributing Co., president of the Milwaukee Phonograph Operators' Association, the session will be called by the state trade group, Wisconsin Music Merchants, headed by Clint Pierce, Brothdale. The Milwaukee operator's association has vowed its support.

Wisconsin's operators have been smarting under the new tax since its imposition last September. The law places responsibility for collecting the 4-percent tax on the owners of the machine. Operators claim (Continued on page 50)

Associated Leisure Plans U. S. Exhibit in Chicago

By MIKE HENNESSEY

LONDON—Associated Leisure—formerly Phonographic Equipment—one of Europe's biggest distributors of coin machines, will be exhibiting three machines at the International Outdoor Amusement Exposition in Chicago Nov. 10—Dec. 3.

The company has signed an agreement with an undisclosed distribution firm in the U.K. to market its equipment in America, and sales director Michael Green says: "If we sell 500 machines in America in 1970, I shall know that the sky is the limit for the export of our amusement equipment during the next five years."

Associated Leisure's main export hopes center on Indianapolis, a simulated car-racing game which enables the player to control a racing car whose image is projected on to a screen. The machine is equipped with steering wheel and throttle, has live sound and simulated crashes when the Chicago car collides with another on the screen. The player is awarded points and a final position in the race according to his skill in controlling the car.

Indianapolis, made by Mayfield Automatics Ltd. of Lancashire, retails in the U.K., pre-tax, at 816 pounds. Also on show in Chicago will be Attack, a machine gun game with moving targets on a battle-
'70 Jukeboxes Offer Many Music Merchandising Ideas

- Continued from page 45

Selections, has locations that formerly produced color and the corresponding number flashes electronically inviting identification for others who might want to hear the recording.

Beyond offering automatically selected programs, the Wurlitzer Statesman, for instance, has a backlighted play direction panel that shows the patron, for example, which way a dollar bill is to be used and details other instructions.

The Rock-Ola machine draws attention to the program selector area by use of a bright wheel of color and the selector buttons are conveniently grouped under the upright display of titles.

Rowe also uses animation to draw attention to the program selector area and if operators choose they can use an optional 35mm slide projector displaying eight different color slides at 15 second intervals.

Accessories

The array of merchandising features that the SwimSilks themselves is matched by an equally large number of accessory items. Rowe offers its Phonovue film unit that pairs full color movies with tunes that are played in a wallbox offering 12 display areas for further merchandising and such items can be sold as a bargain alarm.

Among Rock-Ola's numerous accessories are wall, ceiling and corner speakers, motorized or manual volume controls, a microphone paging kit, an auxiliary wallbox power supply for its Phonovue wallboxes or a wallbox as a bargain alarm.

Wurlitzer's wide array of accessories.

(Continued on page 48)

Rock Group Oldies

- Continued from page 45

How quickly songs become available.

Among the rock songs Missouri has programmed recently are "Baby It's You" by the Smith, "I, You," by the Rugbies and "Come Together" and "Something" by the Beatles. Among the country items programmed are "Try a Little Kindness" by Glen Campbell with "Sweet Country," a wallbox for Joe's Music Box.

Missouri Valley also heavily programs records by local artists. We try to get (the records) on the jukeboxes before they even break on radio," Mrs. Humphrey said. She said that mostly pop music is recorded by Kansas City groups.

Songs with suggestive lyrics have been a little problem for the company, according to Bell. "We usually wait until such songs are requested before we put them on the jukeboxes," he said. They have had complaints on only one record having suggestive lyrics that they have programmed, "Mah-Nu-Mah-Na" from the soundtrack of "Sweden Heaven and Hell."

Missouri Valley Amusement Co. services jukeboxes throughout the metropolitan Kansas City area. Establishments requesting rock, country and western and easy listening music must of the bulk of places served by the company.

New Orleans, La., Location: R&B-Lounge

Frank R. Fabiano, programmer, Fabiano Amusement Co.

Buchanan, Mich., Location: C&W-Tavern

Frank R. Fabiano, programmer, Fabiano Amusement Co.

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

Fertile, Minn., Location: Adult

Duane Knutson, Automatic Sales Co.

Manhattan, Kan., Location: Kid Location

Floyd Evers, Bird Music Co., Inc.

Amarillo, Texas, Location: C&W-Location

Elena Danytluk, programmer, R. D. Music

Austin, Minn., Location: Teen Club

Judy Hatelit, Star Music & Vending

Hudson Falls, N. Y., Location: Young Adult Tavern

Jobs Powers, H. C. Knoblauch & Son

Indianapolis, Location: Young Adult Tavern

Larry Gedke, Lou Jones Music Co.

What's Playing?

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

Current releases:

- "Rockin' in Motion," Joel & Tim, Romance (Continued)
- "Yester-ane," Steve Wonder, Tamla 54145.
- "Baby I'm For Real," Originals, Soul 35066.

Buchanan, Mich., Location: C&W-Tavern

Current releases:

- "Since I Met You Baby," Sonny James, Columbia 2299.
- "It Rather Be Gone," Hank Williams Jr., RCA 10477.

Oldies:


Buchanan, Mich., Location: R&B-Tavern

Current releases:

- "What Kind of Fellow," Gord. 55145.
- "Goin' on Motion," Mel & Tim Barnicle 107.

Fertile, Minn., Location: Adult

Current releases:

- "Doin' "Til You," Temptations, Gord. 1079.
- "Backfield Blues," Atco 475.
- "I Can't Help Myself," Four Tops, Gord. 55145.
- "I'll Be There," Marvelettes, Gord. 55145.
- "Over and Over Again," Lefty Frizzel, Columbia, 1408.
- "It Must Have Been Love," The Rolling Stones, Gord. 55145.
- "Tell Me How to Love a Man," Tammy Wynette, Columbia, 1478.
- "Since I Met You Baby," Sonny James, Columbia, 2299.
- "It Rather Be Gone," Hank Williams Jr., RCA 10477.

Oldies:

You know what a competition car is? A special breed specifically engineered to race! To win!
The Wurlitzer STATESMAN is a competition phonograph. From its mod-styled cabinet to its Wurlamatic mechanism it's engineered and built to win first place in top locations.
Look at it. Listen to it at your Wurlitzer Distributor's.
Then, gentlemen—start your engines!
MPH is money per hour in this business.
Wurlitzer STATESMAN will make it BIG!

Wurlitzer STATESMAN
200-160-100 SELECTIONS

THE WURLITZER COMPANY / 114 YEARS OF MUSICAL EXPERIENCE / NORTH TONAWANDA, N.Y.
Fall Business Maintains Busy Pace
As More Operators Upgrade Routes

NEW YORK—Bulk Vendors are busily upgrading their routes in this area in sharp contrast to former years when the fall season was sluggish, according to Allan Cohen, Northwestern Sales & Service. The chief reasons for the change stems from more operators seeking better equipment and the availability of new displays, and in addition, advertising outlets which are recognizing the importance of the additional income and stimulation from bulk vending installations.

“Operators are starting to realize that merchandising machines in the large supermarket type outlets is a really economical way of increasing volume without all that added effort. For one thing, the operator is already established, and if he needs a little additional space for a larger machine or so the store owner or manager will accommodate the operator. After all, the store wants all the traffic it can generate and if bulk vending adds to that traffic the store is not going to argue with the operator who demonstrates some creativity.”

According to Cohen, the most significant breakthrough in recent months has been the recognition that the Victor console and Northwestern Classic (the latter has a slug rejector) offer conveniences and features heretofore unavailable in the vending industry.

“Many operators are finding out that service time in a location can be cut in half by using Victor’s console models. These machines allow the operator to use either the 77 or 88 individual machines, which hold as many as 175 quarter capsules. Two keys are all that are required to completely service six units inside the console. The coins from all the machines inside the console are in one container, which also cuts out service time on the whole unit.”

“One operator in upstate New York has a bank of six Victor consoles along the wall of a supermarket,” Cohen pointed out. Asked if such an array of machines were considered much of a cost or a nuisance or a lack of contrast, Cohen said just the opposite was true. “The machines may look alike to some extent, but the manufacturers are creating so many unusual fronts that the displays really stand out. Leaf Brads for one has some beautiful fronts for their candy and gum items and the display feature of the Victor console is one of its chief advantages. Other advantages of the Victor machine operators appreciate include the security offered by the use of Ace locks. ‘Security is very important now and the operators are looking for more protection.’

Protection from slugs has been a good selling point in the consideration for New York operators, Cohen said, and the slug mechanism on Northwestern’s Classic model is solving a problem. “This has cut down the problem almost 100 per cent. The Northwestern line also lends itself to a bank display and goes right along with the trend toward larger operators to cut down return trips of locations.”

The Classic holds 20 large capsules. 380 medium sized capsules. 1,000 small capsules, and 200 count ball gum. Cohen pointed out the display area is large enough to accommodate the old style front and the coin mechanisms accept all denominations even to using quarters. An operator could vend a 50-cent capsule and a 25-cent coin and a 50-cent coin and a 10-cent coin.

For six weeks, the five-ounce 88 capsule machine will be on sale for $6.50. This is the lowest price ever offered on this machine.

Northwestern vendos produce more profit per dollar of investment

BIG PROFITS COME IN SMALL PACKAGES

‘70 Jukeboxes

- Continued from page 46

cessories includes a location personalization kit offering many different front displays and trade marks so that locations can announce special events, hold contests, advertise food and beverages. At the other three domestic models, Seeborg offers a dollar bill acceptor and includes among its accessories two giant column speakers and an income totaling unit that produced a net profit of $800,000 in the first year. Some of the other models included are:

In terms of interior design all four machines feature numerous innovations ranging from Seeborg’s use of Microlog miniaturized components and Wurtz’s new horizontal, record changer to Rock-Ola’s use of integratable columns and Rowe’s new hybrid amplification system. Each machine has components that both solid state and tube type characteristics.

Cohen States Price Policy in Trade Ads

NEW YORK — The question of publishing prices for merchandising equipment and in distributor advertisements is one that comes up every time wholesalers gather as they did recently in New York. Acknowledging that some competitors were critical of listing prices, Allan Cohen, Northwestern Sales & Service Corp. here, said, “We hear a lot of buzz about our practice of publishing prices and have even been accused of setting prices for the rest of the industry. I’ll get a little annoyed about this once in a while. In any place, we have everybody publish prices in this and it certainly can’t be worse than the way we see it. We wouldn’t appear in this trade unless we were satisfied with prices if we didn’t publish prices and our advertisements in Billboard generate a nice part of our business. Maybe some distributors have certain operators who they are selling at prices different from ours. Maybe they’re charging $1 a pound for nuts and we charge 94 cents. Well, I think our prices aren’t going to be too different.”

SCHOENBACH CO.

SCHOENBACH CO.
Manufacturers
200 Glendale Ave.
175/200 Dimes

SCHOENBACH CO.

SCHOENBACH CO.

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SCHOENBACH CO.
MILWAUKEE

A gratifying turnout of operators from all sections of Wisconsin and Tank Assault in which the player operates a traversing turret firing at moving, camouflaged targets. Both games are made by Alca Electronics.

All three machines, along with many others, were on display at Associated Leisure’s two-day Preview 70 exhibition, held at the Royal Lancaster Hotel, London, Nov. 5 and 6.

More than 2,600 buyers from Austria, Belgium, France, Italy, Germany, Holland, Spain, Sweden and Denmark attended the exhibition and among the major orders placed was one for 150 Indianapolis machines — worth 240,000 pounds — by Roberto Mauro of Milan.

Michael Green reported that the demand for amusement only machines, such as Indianapolis, which are not subject to tax, was greater than ever before.

More than 1,000 Indianapolis machines have already been exported this year.

Several prototype machines were on view, including Super Mauke, which enables players to shoot down high flying aircraft, a water-pasted game called Aqua Shoot, a new cricket game called Howzat, in which two players try to bowl each other out; Show Jump, in which player negotiates a horse over jumps by a push button control; and Sgosh, a mechanical squash game.

Also showing for the first time was the new Scooter ski, a lightweight glass fiber water craft designed for high speed water sports. Associated Leisure was showing a tuned-down version suitable for children.

Cyril Shack, chief executive of Associated Leisure, said that the company’s export sales had jumped 55 percent during the first half of 1969 and a much bigger increase was anticipated for 1970.

Ninety percent of the equipment on show was of British manufacture and Shack observed: “Five years ago any exhibition of this kind would have been dominated by American machines. Not any more. Now Britain is making and selling the best equipment herself.”

NVA Tax Report

1969, thus leaving only the states of Oregon, Alaska, Delaware and Montana as states not levying sales and use taxes.

Most of the states have increased rates by anywhere from 1/2 percent to 3/4 percent. Several states, such as Nevada and Utah, have increased taxes from 3/4 to 5 percent. Utah’s tax went into effect in April of this year.

Other states going from 3 to 4 percent and the effective dates: Maryland and South Carolina (June 1, 1969); New Mexico and South Dakota (July 1, 1969); Wisconsin (Sept. 1, 1969); North Dakota (July 1, 1970).

Tax hikes and effective dates in other states vary: New York, 2 to 3 percent (April 1, 1969); Connecticut, 3 1/2 to 4 percent (July 1, 1969); Maine, 4 1/2 to 5 percent (June 1, 1969); and Texas and Nebraska are studying proposals to raise taxes.

A state-by-state report will be published next week.
MOA Program Told at MOV MEET

* Continued from page 45

personnel. The outline of the new MOA program will be presented here Nov. 20-22 by A. L. (Lou) P lacek, president, in an address before the Music Operators of Virginia convening here at the Jefferson Hotel. MOA Executive Vice-President Fred Granger will be on the program, too, and will outline MOA's success of recent years and answer questions pertaining to how operators can participate in the national organization.

Placek, a veteran distributor and operator from Manhattan, Kan., believes that there are two primary reasons why the jukebox industry sometimes experiences difficulty in attracting new people: 1) general ignorance of the industry, 2) the image of the industry. "Last year we concentrated on showing members how to deliver speeches before civic, business and social groups. We will continue this," Placek said, "but we intend to make the public relations program broad and aim at attracting more people into our industry."

Granger explained that he often receives questions from operators who want to know the qualifications required for serving on MOA's board. "When I first came with MOA we had difficulty finding people to serve. Now, it's just the opposite. We have plenty of candidates each year. One reason, of course, is that MOA has changed its by-laws so that a real rotation of executives is accomplished. It's no longer a matter of musical chairs. If people want to serve they may and my address will outline some of the things we want, and now operators can serve MOA.

Wis. Assn. Tax Meeting

* Continued from page 45

this is discriminatory and creates a hardship because they wind up paying the tax instead of the consumer. It is virtually impossible, they say, to collect the tax from machine patrons.

Discuss $1 Rate

* Continued from page 45

to songwriters and publishers for use of copyrighted music. If the record royalty is set at one dollar a box, the revision bill will then require a total of $9 per box per year in royalty fees.

The record royalty amendment by Sen. Harrison Williams (D., N.J.) which empowers the right for recordings, is expected to undergo a number of changes. Senate committee staff sources say the amendment's proposal to take $2 out of the $8 per box royalty for songwriters, and give it to the recorders will probably not be done. The $8 figure was a hard-fought compromise reached in the House-passed copyright bill of 1967, and music licensors were enraged at the idea of losing part of it to recording artists and companies, who will share the new royalty record.

The senate committee staff expects to lower the high 3.5 percent of net revenues for playing of records over the air, which the Williams amendment proposed. The percentage would put the record royalty on a par with broadcaster royalty to ASCAP, BMI, and SESAC. Broadcasters have promised a no-holds-barred fight on any record royalty.

There is a chance that juke boxes might ultimately be exempted from paying record royalty—but this would not be done on the senate side. The senators, staffers report, are not likely to repeat the 1909 exemption and then put another one in for juke box music in the same bill. The one dollar minimum is more likely. But there is a strong possibility that the House would insist on an exemption or threaten the entire bill, as happened during the fight over the juke box performance royalty provisions in 1967.

This is assuming the bill makes it through the long obstacle course to passage. It will face fights in the full Senate judiciary committee, parent of the copyrights subcommittee, and on the floor of House and Senate, and in any committee of conference set up to reconcile differences between the House and the Senate statutes.

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Ray Tabor, Rowe marketing executive.

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

Ray Tabor, Rowe marketing executive.

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

Computer Quiz

Wherever People Gather . . .

NUTTING ASSOCIATES
500 Ellis St.
Mountain View, Calif. 94040

ELECTRIC SCOREBOARDS...2 Models

OVERHEAD MODEL
Natural finish hardwood
2 models, Two-Hole, Three-Hole, and in 12 pts.
$179.50
F.O.B. Chicago

SIDE-MOUNT MODEL...$149.50

- 10" 1-player or 2-player by simple plug-in
- 12" 1-player, 2-player, 4-player
- Heavy-duty steel
- Light brown baked enamel finish
- 10¢ or 25¢ operation
- Large coin box capacity National
- 5 cents 'n 5 cents
- Electric counter optional

TERMS: C.O.D. or 1/4 MARCH PRODUCTS
2845 W. Fullerton, Chicago, Ill. 60647
Phone: 312-346-3424

New 1970 billboard supply catalog available.
JAZZ

ALBERT KING’S OUS Dice-Doo to Door. This classic blues album is a true masterpiece. Albert King’s guitar work is absolutely captivating, and will leave you wanting more. His ability to make his guitar talk is truly unique and sets him apart from other blues legends.

LOW PRICE POP

PETE BROWN—的帮助下，汉密尔顿 MS 1128—是在时间上，密执安市 11371

Gospel

THE GOSPEL SOUL OF BESSIE GRIFFIN—Bessie Griffin’s gospel music is a testament to her faith and love for gospel music. Her voice is pure and soulful, and her music is filled with passion and conviction.

LOW PRICE CLASSICAL

MOSZART—PIANO QUARTET IN D MAJOR, K. 448—Mozart’s Piano Quartet in D Major is a masterpiece of the Baroque era. The quartet is well-balanced, with each instrument playing a vital role in the piece.

CLASSICAL

HANDEL—MESSIAH—Handel’s Messiah is a masterpiece of Baroque music. It is filled with beautiful melodies and powerful choral singing, and is a must-hear for any classical music lover.

LOW PRICE POPULAR

KRYSTIE ROSE—Happy Heart. This album is full of catchy pop songs that will have you dancing in no time.

CLASSICAL

DAVID ARBIB—Songs of Experience. This album is a collection of some of David Arbib’s most beautiful and moving works.

LOW PRICE POPULAR

THE AGE—Hey Jude,” “Yesterday,” “Blackbird,” “Let It Be,” and many more. These are some of the most iconic songs of the 60s, and are a must-hear for any Beatles fan.

Gospel

THE GOSPEL SOUL OF BESSIE GRIFFIN—Bessie Griffin’s gospel music is a testament to her faith and love for gospel music. Her voice is pure and soulful, and her music is filled with passion and conviction.
The CONFERENCE REGISTRATION

The ladies. They were concerned with the Conference and the practices, the practical ways to solve universal problems that would help every company in expanding the use and sale of music throughout the world. The results of the 1969 Conference were so uniformly praised that over 200 executives filled registration cards then expressing their desire to attend the 1970 Conference.

BILLBOARD and Record Retailer are proud to announce the dates and place of the 2nd Annual International Music Industry Conference—April 27 through May 1, 1970 in Mallorca, Spain. It is the must meeting for top executives from every facet of the music business—record companies, publishers, personal managers, law firms, music societies and associations, artists, festival managers, recording studios.

CONFERENCE REGISTRATION PROCEDURE

The enclosed registration card can be used to register for the Conference. The cost is $200 or £83.6 per person for the five-day program. The fee includes attendance at the opening cocktail reception, coffee breaks, work materials, and attendance at all sessions. It does not include hotel accommodations or travel. The check for registration should be made out to the International Music Industry Conference and mailed to the Conference at 300 Madison Avenue, Suite 900, New York, N.Y. 10017.

TRANSLATIONS

In the plenary sessions and a selected number of concurrent sessions, translation will be available in French, Spanish and Italian.

COMPANY, SOCIETY AND ASSOCIATION MEETINGS

IMIC-2 provides a unique opportunity to assemble a group of executives for a meeting of company executives or the members of a Society or Association. There is a significant plus to exposing them to the ideas developed in Conference discussions as well as meeting other executives from all over the world. The Coordinator of the Conference will secure meeting rooms for any time that you may want. If you would like further information, write to the Conference Coordinator, International Music Industry Conference, 300 Madison Avenue, Suite 900, New York, N.Y. 10017.

HOTEL ACCOMMODATIONS

"PALMA-WEEK" RATES include all services and arrangements listed below. These have been painstakingly arranged to assure our registrants the best of services and conveniences. We regret that NO CHANGES CAN BE MADE ... and there can be NO REFUND for any unused portion of the complete "PALMA WEEK" Program. It includes:

- ARRIVALS & DEPARTURES. Greeting and assistance at our own Special Airport Registration Booth, and private coach transfers to and from your allocated hotel. All baggage tips provided. Arrangements for air travel can be handled.

- "WELCOME" COCKTAIL PARTY. (Sunday evening April 26) at unique SPANISH VILLAGE with private coach transfers to and from all hotels.

- HOTEL ACCOMMODATIONS FOR SIX (6) NIGHTS, based on April 26 arrival and May 2nd departure, in rooms with private bath, including Continental Breakfast and (your choice) of Table d’Hote Luncheon or Dinner, daily, for the six days. All tips and taxes included on provided meals and lodging (except to "Concierge" and Door Men).

- MEETINGS TRANSFERS, by special coaches, from and back to all hotels, for every meeting and special event.

- SHUTTLE-COACHES, twice daily (especially for the Ladies) to, from, and between all our hotels as well as the downtown shopping centers.

- FASCINATING "CORTIJO VISTA VERDE" (The "Little Bull Ring"). Unique open-air suburban restaurant-night club. See miniature bull-fight. You may also try "fishing the bull" yourself. Local entertainment, wine and barbecue lunch (scheduled for TUESDAY and/or THURSDAY Afternoon—your choice.) Transfers to and from all hotels.

- "PALMA-WEEK" RATES, including all of the above ... $133.00 Each, for two persons, sharing double rooms $148.00 For one person in singles (Very limited).

- SUITES are available in limited numbers at most hotels. Applicable supplements, which vary considerably according to hotel and suite-size, will be quoted on request.

The CONFERENCE REGISTRATION includes attendance at the Conference, any of the many plenary sessions, any of the many social gatherings, and the Annual Music Industry International Convention. The Conference fee does not include charges for lodging or transportation. All hotels will accept bills which include tips and taxes. A small surcharge has been approved for the above-mentioned conference special arrangements. All reservations must be handled by your own hotel or your own transportation agency.

CONFERENCE DATA

CONFERENCE FOCUS

The Conference program is now being planned. Interviews and discussions are being held with executives all over the world. As last year, the program will deal with the management, marketing, financial, legal and creative subjects that are of pressing and current interest to companies. The program will deal in a practical and specific way, with the approaches being taken to handle the problems of mutual concern to all individuals involved in the world of music.

CONFERENCE SPEAKERS

The speakers are drawn from all sections of the universe. They represent practitioners who are able to speak from extensive experience. At one meeting, you can listen to top executives bringing you a round-up of action and trends from the world of music.

CONFERENCE SCHEDULE

The program is planned so that sessions will be held each of five mornings from 9:30 a.m. to 1:00 p.m. Every afternoon is free for personal business appointments, discussion or recreation.

BUSINESS DISCUSSIONS

At IMIC-1 in Nassau, a great number of private business discussions were held since the presence of so many top executives from a variety of companies provided opportunities for many fruitful meetings. In each of the seven deluxe hotels used by our registrants, a special area will be set aside from 2:00 p.m. to 5:00 p.m. for such business appointments as registrants may care to arrange.

REGISTRATION FORM

The 2nd Annual International Music Industry Conference, sponsored by BILLBOARD and RECORD RETAILER registration fee: $100 (U.S.) per person or £83-6 in sterling.

For information about all events, please contact the International Music Industry Conference. All registration fees are due by May 1, 1970.

If you are planning to attend the International Music Industry Conference, please fill out the following:

Name: ____________________________
Address: _________________________
Company: _________________________
Telephone: _______________________
Fax: _____________________________
E-mail: __________________________
Website: _________________________

If you are planning to attend the International Music Industry Conference, please fill out the following:

Name: ____________________________
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Please register the following people to attend the International Music Industry Conference:

Name: ____________________________
Address: _________________________
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Telephone: _______________________
Fax: _____________________________
E-mail: __________________________
Website: _________________________

Additional names can be sent in a separate letter. Acknowledgments and information on hotels and transportation will be sent to each individual who is registered.

Billboard and Record Retailer—April 27-May 1, 1970, Palma de Mallorca, Spain

General Information

The Conference of the Year in the Music Industry

In April of 1969, an unprecedented meeting was held. Over 600 people from all over the world gathered in Nassau, Bahamas to meet one another and discuss in intensive business sessions and after-conferences, the mutual problems of the successful management practices, the practical ways to solve universal problems that would help every company in expanding the use and sale of music throughout the world. The results of the 1969 Conference were so uniformly praised that over 200 executives filled registration cards, then expressing their desire to attend the 1970 Conference.

Billboard and Record Retailer are proud to announce the dates and place of the 2nd Annual International Music Industry Conference—April 27 through May 1, 1970 in Mallorca, Spain. It is the must meeting for top executives from every facet of the music business—record companies, publishers, personal managers, law firms, music societies and associations, artists, festival managers, recording studios.

Conference Registration Procedure

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Wives Invited

The ladies will find the environment, recreation and shopping of Mallorca of special appeal. There is no separate registration fee for the ladies. They are invited complimentary to all of the social functions. However, they will not be able to attend any of the Conference sessions. They must register separately if they plan to come to the sessions.

Multiple Registrations

Because of the various executives in one firm concerned with marketing and managing the product in international markets and the multiple session coverage of topics last year, many organizations registered several people. Your company can benefit greatly from the comprehensive and uniform understanding of the areas to be covered at the Conference. You are well come to register a multiple number of people.
Classical Music

Philadelphia Orchestra Lists Surplus of $167,669

PHILADELPHIA — The Philadelphia Orchestra achieved a surplus of $167,669 for the 1969-1970 fiscal year, but face a deficit of perhaps $1 million within three years. The annual report presented an operating deficit of $559,078, with operating expenses of $7,277,772, against income of $7,221,199.

Because of a new recording contract with RCA, the surplus was reached after including contributions from income fromowment funds and a grant from the Ford Foundation. The expected deficit in the future stems from inevitable cost increases and a new three-year contract with the musicians.

To keep the deficit within bounds, the artistic policy committee has reached an understanding with Eugene Ormandy, the orchestra's music director, on soloists, whose fees add to the expense of a concert. Beginning next season, not more than 50 percent of the season's concerts will feature soloists, and not more than 33 percent of concerts conducted by Ormandy will have a soloist.

The current season lists 32 separate programs, of which 15 require soloists. Another new policy required that guest conductors be obtained from among the younger generation of conductors, to prepare for the day when Ormandy will retire as music director.

Philips' Elijah' Captures German Edison Awards

NEW YORK — The new Philips Classical Import line, the recording in Kehrer, Annelies Buirmeister, Gisel Schroder, Peter Scheuer, Hans-Jochem Rotzsh, This band, Herman-Christer Polster, the Leipzig Radio Choir, and the Leipzig Gewandhaus Orchestra with Wolfgang Sawallisch conducting.

Also included in the German Edison lists were:
- "Wagner: 'Parsifal'" and "Rheingold" by Richard Strauss.
- "Bach: St. Matthew Passion." (SXL 3002)
- "Brahms: Symphony No. 4." (SXL 3004)
- "Tchaikovsky: "The Nutcracker." (SXL 3005)
- "Rimsky-Korsakov: "The Snow Maiden." (SXL 3006)
- "Ravel: "Boléro." (SXL 3007)

Kaminski — Young conductor Osko Kaminski, recent winner of the Herbert von Karajan competition, has been signed by Yehudi Menuhin AB as second conductor of the Radio Symphony Orchestra. The contract runs for one year, beginning September 1970. Kaminski visits Stuttgart in December, to conduct Sibelius' "The Legend" in a Southwestfunk concert and in January will conduct Debussy's "Cello Concerto," with Mstislav Rostropovich as soloist, at the MDH Junior. In May Kaminski will conduct the opening concert of the Vienna Festival with the Vienna Philharmonic and in July take part in the Aix-en-Provence Festival in France. In September Kaminski will conduct the Berlin Philharmonic in the Berlin Festival and will also participate in the Warsaw Festival in October.

MUSIC PRODUCTIONS, INC.

KARAJAN

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MUSIC PRODUCTIONS, INC.

KARAJAN

PHILADELPHIA — The Philadelphia Orchestra achieved a surplus of $167,669 for the 1969-1970 fiscal year, but face a deficit of perhaps $1 million within three years. The annual report presented an operating deficit of $559,078, with operating expenses of $7,277,772, against income of $7,221,199.

Because of a new recording contract with RCA, the surplus was reached after including contributions from income fromowment funds and a grant from the Ford Foundation. The expected deficit in the future stems from inevitable cost increases and a new three-year contract with the musicians.

To keep the deficit within bounds, the artistic policy committee has reached an understanding with Eugene Ormandy, the orchestra's music director, on soloists, whose fees add to the expense of a concert. Beginning next season, not more than 50 percent of the season's concerts will feature soloists, and not more than 33 percent of concerts conducted by Ormandy will have a soloist.

The current season lists 32 separate programs, of which 15 require soloists. Another new policy required that guest conductors be obtained from among the younger generation of conductors, to prepare for the day when Ormandy will retire as music director.

Philips' Elijah' Captures German Edison Awards

NEW YORK — The new Philips Classical Import line, the recording in Kehrer, Annelies Buirmeister, Gisel Schroder, Peter Scheuer, Hans-Jochem Rotzsh, This band, Herman-Christer Polster, the Leipzig Radio Choir, and the Leipzig Gewandhaus Orchestra with Wolfgang Sawallisch conducting.

Also included in the German Edison lists were:
- "Wagner: 'Parsifal'" and "Rheingold" by Richard Strauss.
- "Bach: St. Matthew Passion." (SXL 3002)
- "Brahms: Symphony No. 4." (SXL 3004)
- "Ravel: "Boléro." (SXL 3007)

Kaminski — Young conductor Osko Kaminski, recent winner of the Herbert von Karajan competition, has been signed by Yehudi Menuhin AB as second conductor of the Radio Symphony Orchestra. The contract runs for one year, beginning September 1970. Kaminski visits Stuttgart in December, to conduct Sibelius' "The Legend" in a Southwestfunk concert and in January will conduct Debussy's "Cello Concerto," with Mstislav Rostropovich as soloist, at the MDH Junior. In May Kaminski will conduct the opening concert of the Vienna Festival with the Vienna Philharmonic and in July take part in the Aix-en-Provence Festival in France. In September Kaminski will conduct the Berlin Philharmonic in the Berlin Festival and will also participate in the Warsaw Festival in October.

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From The Music Capitals of the World

DOMESTIC

Continued from page 24

Fontainebleau, Miami Beach (Fla.) Christmas week... Janice Harper opens at the Copacabana on Thursday (21). . . . Buddy Rich extending his stay by a week; concerts in Liverpool, Bristol, Cheltenham, Belfast, Portsmouth, Nottingham, Birmingham, Coventry, Wakefield and Manchester. . . . Sergio Mendes and Brasil '66 will film a television special on location in Brazil. . . . Gary Lewis, Liberty artist, begins a tour of the Orient on Dec. 11. . . . The Electric Dreams of the tour will fulfill their signature to Norman Church and memoriam of the late Al Caiola label. . . . Nicky Tara will appear on the East promoting his song "May I Have This Waltz?" which Jerry Vale recorded for Columbia. Julie Build in Hollywood, tapes a Jim Nabor television show.

Soul

San Francisco

Studio 10, which started eight months ago as a budget-priced studio for beginning bands, last week released its first product—LPs by Leon's Creation. Day Blindness and Karl Richey. Studio 10 label's founder and operator, Tom Freun, splits net profit 50-50 with the artists. The Symphony Association has already raised the necessary $3.5 million to receive a $150,000 endowment from the Ford Foundation, announced Philip Robinson, Symphony Association president. Ticket sales, too, are first-rate. In the orchestra's history, with 8,700 subscriptions, up 1,330 so far over last season. . . . Appearing with the Rolling Stones at Bill Graham's Oakland Coliseum show, Nov. 19, were Ike & Tina Turner, B.B. King and British singer Terry Reid. . . . Atlantic artists Crosby, Stills, Nash & Young and Winstons at Winstons. Nov. 13-16 presented by Graham. Opening the week was Cold Blood, Lambs & Joy of Cooking. Singer Sergio Franchi, whose "Hold Me" was released on United Artists, opened a three-week engagement at the Fairmont Hotel Nov. 6. Blues singers Lightning Hopkins, Son House, B.B. White and Mance Lipscomb will appear in concert Friday (21) at Zellerbach Hall at U.C. Berkeley. . . . The Temptations begin an eight-day engagement at Mr. D's Friday (21). . . . The Grateful Dead, Warner Bros. artists, made their last local appearance of this year at the old Fillmore Auditorium Nov. 7-8. . . . Sir Douglas Quintet goes into the studio next week to work on a new album for Smash Records for release to subscribers, a European tour the end of the month.

-GEORGE E. LIND

Polydor's Pact With Murtaugh

NEW YORK—Polydor, Inc., has signed a long-term recording contract with John Murtaugh, partner in Grant and Murtaugh Productions, Inc. Murtaugh's first album, released for Polydor early in 1970, will feature original blues and jazz-rock compositions performed by him on Grant and Murtaugh's electronic synthesizer.

Murtaugh, whose background is rooted in jazz, is currently one of the most active composers and producers in the commercial television area. His own production company, in partnership with Hal Grant, has been in existence for the past six years.

Polydor has also closed a label distribution agreement with Julie Rifkin's Spring, primarily a soul label.

Soul Sauce

-Continued from page 34

Johnson & the Del Royals' "Man of Valor. . . . Ed Bynum has been named promotion director for Savory Records. . . . Thank you, Jerry Pittman of Hollwood, for writing that Dobie ("The In Crowd"). Gray has turned actor in the West Coast production of "Hair." Sam & Dave have taped the Hollywood Palace with composer Burt Bacharach to be aired on ABC-TV, Jan. 17, 1970. . . . Motown's Mike Robins reads Soul Sauce very well. Do you?

If you're coming to Chicago for a rest don't come to Sherman House.

There's too much happening at Sherman House. For instance, there's the famous College Inn, headquarters of the most exciting new music business. And to go with the College Inn, Chicago's most lively meeting place, has been added to the Wall of the Sea, the Celtic Cafe, the Dome and the Scotchbublet.

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College Town Dealer Turns Profit by Increasing Traffic

By GEORGE KNEEMEYER

CARBONDALE, Ill. — Ed Appel, manager of Deiners Stereo Inc. here, likes to remind people about the old days when he ran a store in the fall of 1968. "When I first opened the business in the area said I would go at least one year before I started making money. I don’t think there has been a month since I opened that I haven’t turned a profit," he said.

It’s been a good success story for Appel, who recently changed the name of the store to Deiners from Radio Doctors HIF. "People thought I was in the repair business," he said, "since the store is located across the street from a hospital, people thought that I was the chief surgeon of repairs." The store deals in records, tapes and stereo components.

The success in the store is due to the fact that Appel gears the operation for the youth market in the area, which is comprised of some 21,000 students attending Southern Illinois University, and many teenagers liv-ing within a town with a population of 19,000. He advertises extensively to the campus newspaper after placing advertisements in both the campus and local radio for a year.

The store is located about three blocks from the campus and most of the traffic he gets is from the university. His record supply, movie and foreign music, has doubled since he opened the store. He keeps about $20,000 worth of records in the store and has turned his stock 14 times since opening. He originally put in records to draw students in the store to show them the stereo equipment. Many of the sales he makes are from students who hear current records playing on the theory that if good enough, will sell itself. I’m doing what I like, and my three assistants are doing what they want. I wouldn’t think they could contribute to the atmosphere," he pointed out.

One example of the rapport he has established with the students occurred when the Beatles’ double album, "The Beatles," was released in November of 1968. One of the persons who purchased the album put it on the stereo, Appel propped the door open and invited people in from the street to listen and have a good time.

While records are the biggest sellers, tapes sales have increased tremendously since the store opened, he said. It sells 8-track, cassette, and reel-to-reel. The all-thegether business has picked up so much in the past half-year that he has three racks of cassettes but still can’t keep up with the demand. The store buys from Susan Distributing Co. and Lieberman Enterprises.

Sales for stereos also has increased 30 percent since the store opened. In October of last year he sold about $20,000 of equipment. This October he sold $29,000, and he says he is getting noticeably better every month.

Although the store has been a better success that he ever dreamed, Appel does have one problem he feels is a small for the business I’m doing," he said. The store measures about 20 feet by 60 feet. He has been think about possibly moving into a bigger building next door with about twice the floor space and doubling the inventory. Expanded space would probably help him to continue being known as one of the most successful businessmen here.

PANASONIC introduced a new two-reel magazine loading color television camera based on the cassette principle Nov. 10 at the convention of the National Association of Education Broadcasters. The unit is capable of recording and playing back color or black and white images on 1 1/2-inch video tape magazines. Panasonic hopes to market this by 1972.

DON’T MISS THE TRIAL OF MARY MAGUIRE

CHICAGO — Mercury Recor-d Corp. is launching a mass-ive-year-end advertising campaign in support of 18 recently introduced albums. Lloyd Simon is vice president for sales and mar-keting and the campaign will include print advertising in consumer and trade publications as well as radio spots.

The move relates to the new corporate structure which is responsible for marketing and sales of all prod-ucts on the Mercury, Philips, Smash, Fontana, Linelight and Blue Rock lines. Simon also said the promotional effort will be coming of a cooperative nature, with all the various labels contributing to the cost of local distributors. Specially prepared advertising component kits are being mailed to all distributors.

New Mercury LP’s to be included in the program are by Jerry Butler, Cuddy, Kent, Rankin, Rod Stewart, Spank and Our Gang, New Colon, John Holder, and Mike New-bury, Faron Young and Lin-Davis. On Philips artists are Blue Mud, Advancement Mystic Moods Orchestra, Rari John Holder, and Harvey M. Von Schmidt, the Smash representative, with which he is also a shareholder. The Slim and the Fontana label is being promoted.

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Country Music

UA/Lib Nashville Production To Be Raised to a Weekly Pace

NASHVILLE — The Nashville product of United Artists-Imperial-Liberty will be stepped up to a once-a-week pace, and more hands will be involved in the production, according to Scott Turner.

Turner, who has lived on the West Coast until now has always produced sessions here, replaced Bob Montgomery as head of the UA division of the company, which will now produce control of all three labels.

He was joined in his move here by Biff Collie, long a West Coast fixture, who will do some of the production, including that of Slim Whitman. Also, Ed Hamilton will take over part of the ad work, handling Patsy Siedd and Bill Wilburn and Cathy Morrison.

Turner will handle the other artists on the labels, including Del Reeves, Dale Robertson and all the others. Montgomery and Bobby Goldboro not only have formed their own independent production company, but their own label as well.

"I try to stay about four rec- ords ahead of releases," Turner said. This makes for a rather hectic pace, with one release week coming from the combined labels.

A Special Service

Collie, a long-time radioman, has begun a special service as well for UA-Imperial Liberty image. With the blessings of Al Bennett he has set up a daily telephone session with news for disk jockeys. The noncommercial piece (no label is mentioned, and no emphasis is given to any group of artists) venture is free, except for the cost of the phone call.

A lot of people have tried this on a commercial basis," Collie said, "but that's not what we want." He said his only aim is to supply his former colleagues and to keep them generally informed as to what is taking place here.

The disk jockeys are free to tape the material, or just pick up bits and pieces.

Turner also indicated there would be a strong promotional drive from the company, utilizing Hamilton's talents.

Loretta Lynn, Robbins Cited

NASHVILLE — Marty Robbins was named the favorite male artist and Loretta Lynn the favorite female artist in a poll of the Country Music Association, 30 miles from here.

The survey was conducted by program director Charlie Most also listed the Wilburn Brothers as the favorite "Folsom Prison Blues" all-time favorite.

Monk, who does a daily re- mote broadcast from studios in McMinnville, Tenn., said the response to the poll was overwhelming.

Youngsters, 12 Up, Make Record Scene in Nashville

NASHVILLE—Country music is geared to turn to youth again to reach a young audience and to build new tal- ents.

Irving Waugh, president of WSM, Inc., even envisions the possibility of a future "Junior Grand Ole Opry," developing the youngsters who show prom- ise in that field. In this con- nection, the station has been aiding groups of talent winners, including a 12-year-old named Nettie Roberts for whom several labels are vying. The emphasis has been on instrumen- talists as well as vocalists. All of those under the wing of WSM and between 12 and 18.

Beyond this, the labels have made strong moves in this direction. Chart's Slim Williams- son has turned out several rec- ords by LaWanda Lindsey, a 16-year-old from Savannah, Ga., who is getting occasional high school competition to record. Con- tinuing his efforts of the young crop who has been com- mercially successful. Chart's An- thony Armstrong Jones just turned 15.

Decca has signed Debbie Pierce, the 14-year-old daugh- ter of Webb Pierce. This has been standard practice with several labels. Hickory records Roy Clark and Merle Haggard has Hank Wil- liams Jr., and Columbia records Marty Robbins Jr. Leta Frizzell, daughter oftexxy Frizzell, also is in the music business now, and the practice appears to be spreading.

Dot has signed a 14-year-old named Your House. By the it has been known by the label is the daughter of the late Ed and has shown phenomenal success from the start.

Shelby Singleton's growing roster includes Robin Cody, a 14-year-old Indian girl from North Carolina. Pam Miller, the 15-year-old daughter of a fusing singer-songwriter Eddie Miller, is now recording for RCA Victor, and his first release is due out after Christmas.

Capitol has signed Carol Sayer, 11-year-old niece of Junior Huskey, a long- time session musician.

Country Music

BY BILL WILLIAMSON

Slightly more than a year ago, Danny Davis shook up things a little with his form LP of The Nashville Brass. That and subse- quent albums have been high among the critics, and he has re- corded an album by Paul Biskirk, whom many will already is in old-time mandolin player who lived in Memphis for many years and lately has been in Houston. Davis plays in a range of styles, and what Davis calls the "beautiful banjo," the melody on top song using his other instruments, songs. Using voices as well as rhythm, it promises to be another unusual sound out of Nashville. Davis has called on his friend Bill McElhenny to do the arrangements. Colum- bia's David Rogers is spending some time here, setting the Tropica Copa in Miami for a two-week stand. His "A World Called Yodel," an early pick by several dozen stations, Richard Vaughn and Ronnie Barth got to say hello, while in from New Jersey for another session. Roy Clark in Nashville. Bill Goodwin

Harry Ready

For Return Dec 17

Hee Haw' Ready

For Return Dec 17

NASHVILLE—The revived "Hee Haw" variety show will be in production here and CBS will air this to the air in Dec. 17. The program, which has left Nashville for the move of the "Glen Campbell Show" from Dec. 13.

The early move has been made to try to recapture the large audience that the music variety show is drawing, according to Al Halsey. The talent already signed for the summer replacement shows in the stable of newly elected show executive Charles J. Halsey. The talent already signed for guest appearances is Merle Haggard, Tammy Wynette, Loretta Lynn, Billie and Jett, Hank Williams Jr., Dottie West, Sonny James, Minnie Pearl, Wanda Jackson, Lynn Anderson, Hank Thompson, Ferlin Husky, Her- man Cargill and Stan Hitchcock.

Executive producers for the show are Frank Peggip and John Aylesworth, representing Yongestreet Productions. Sam Levin is in charge of the producers, while Davis doubles as executive producer.

Archie Campbell, who has just signed a booking contract with Halsey, again will be for the "Hee Haw" and a member of the chief performers on the pro- gram. His writing will be supported by that of other. New additions to the show are Bill Clark and Cassius Hul- ton, both of whom will be in charge of the music business.

Back again for lead roles at Roy Clark, whose talents were previously used in the series cocrea- tor Buck Owens and Janie Samples. The latter, will be on "Hee Haw" until the new- segment, Hee Haw performs with Clark for a week. "Hee Haw" will handle a "Dear Drably bit, among other things.

The show will follow the same general format set this summer when, to the surprise of near everyone, it won top series, and turned out to be one of the most popular offerings CBS could come up with.

The videotaping of the new- series again is taking place a WLAC-TV, Nashville's CBS out- let. Owens canceled a wide part and will make the new network series. One major change is Clark's new sound coordinator for the pro- gram.

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Every Step Of The Way

Ferlin Husky
Country Music

JOHN HARTFORD adds a little informality to the formal extension of a contract with the Glaser Brothers. Standing, left to right, William, Robert, Richard Frank, Jr., attorney for Glaser Publications, Tompall Glaser, and Ken Kragen, who will handle future bookings for Hartford.

Nashville Scene

• Continued from page 60

Atlantic City, Club owner Paul D’Amato has invited Frankly back for the entire opening season month of July. Next year, Ray is the first country artist whose imprints have gone in there. The Clyde Beavers show has left for the Caribbean Island of Vieques to entertain Mar-ines.

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Connecticut Gal Takes Contest

PALISADES, N.J. — Rosemary Clooney, East Haven Conn., singer, was the winner of the fourth annual Mountain Dew Country Music Talent Contest here.

The first run-up in the contest was Don Parker and the Troubles Half Brothers, a teenage country music band from Camden County, Ohio. They won a weekend engagement at Highland, N.Y. Second runner-up spot went to Wayne Phillips, of New Milford, N.Y.

Brite Star's Pick Hits ... Brite Star's Pick Hits

Clinging to My Baby's Hand—Dillie West (RCA)

The Drifter—Steve Lawrence (RCA)

Medley Over the Years—Sanford Scott (Cassade)

Hypocrisy—Bill Mizell (Camaro)

Valley of the Wind—Marty Martel (National)

Gonna Have to Put You Down—Oscar Bishop (Maxine)

Friendship and Comfort—Lee Wilson (Rich-R-Tone)

She’s Still With Me—Dale Robertson (Liberty)

In the Land of Make Believe—Dusty Springfield (Atlantic)

Just a Little While—Elizabeth Thom (Rem)

For the Lover of a Lady—Jay Ronnie (American)

Country Music

Brite Star's Pick Hits ... Brite Star's Pick Hits

Artist and or Selection featured on "The Music Scene," ABC-TV Network

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

1 OKE FROM MIDGE ROGGE Mickey Hargrett & the Stranger, Capitol 8 14

2 SHE EVEN WOKE ME UP TO SAY GOODBYE Jerry Lee Lewis, Smash 226b (All-Rite, Rose, BMI)

3 LITTLE KINDNESS Sam Cooper, A&M 1509 -Fairfield-

10 IN THE ARMS OF LOVE Jack Greene, Decca 23258 (Blue Cross, BMI)

5 TO SEE MY ANGEL CRY Conway Twitty, RCA 73526 (Blue Cross, BMI)

7 (I'm So) AFRAID OF LOSING YOU Charlie Rich, RCA 72405 (RCA & Blue Cross, BMI)

3 SINCE I MET YOU Baby James, Capitol 2955 (Promotional, BMI)

8 THE WAY TO LOVE A MAN Tammy Wynette, Epic 5-10101

9 I'D STILL BE MISSING YOU Hank Will, Decca 32357 (Eagley, BMI, SESAC)

11 JUST SOMEONE I USED TO KNOW Bill Anderson, RCA 47249 (Kayden, SESAC)

11 I'LL RATHER BE GROWING OLD Than Johnson, RCA 154477 (Blue Cross, BMI)

19 THERE WOULDN'T BE A LONELY HEART IN TOWN Bill Anderson, BMI Artists 0824 (Rural Hill, ASCAP)

21 WHO NEEDS A FOOL Ray Dorsey, Jan. 2499a (Novelay, BMI)

15 LITTLE BOY BAD Bill Phillips, Decca 33265 (Saddlewood, BMI)

23 BABY, I know you're a bird David Houston, BMI 5-10309 (Galstar, BMI)

16 THERE WOULDN'T BE ALL THE AVERAGE PEOPLE GONE Roger Miller, Smrit 2246 (Corduroy, BMI)

17 HANDSFIELD HOUSE Gregg Brandon, Oct. 1294 (Corduroy, BMI)

18 SWEET THANG & CAYO Don Stanley, RCA 74208 (Street Hill, BMI)

19 HONEY, I'M HOME Pat Boone, Capitol 5-10525

20 MY BIG IRON SKILLER Musa Jackson, Capitol 2614 (Pacific, BMI)

35 YOUR TIME'S COMING Blue Bonnet, BMI Artists 1500 (Combos, BMI)

23 BIG IN VEGAS Blue Bonnet, BMI Artists 2660 (Combos, BMI)

25 GET RHYTHM Blue Bonnet, BMI Artists 2660 (Combos, BMI)

27 YOU AND YOUR SWEET LOVE Blue Bonnet, BMI Artists 2660 (Combos, BMI)

23 SHIP IN THE BOTTLE Stax, BMI Artists 2660 (Combos, BMI)

16 HOMECOMING BMI Artists 2660 (Combos, BMI)

16 Lodi BMI Artists 2660 (Combos, BMI)

28 NEW ORLEANS Anthony Armstrong, Charm 46 5050 (Black Masters, BMI)

20 I'LL NEVER BE FREE Johnnie Taylor, Capitol 2600 (Laurel, ASCAP)

21 YOU IN THE WIND YOU WANT TO GO Home, RCA 2292 (Lowers, BMI)

21 KISSED BY THE RAIN, WARMED By the Sun BMI Artists 2660 (Combos, BMI)

30 IT'S ALL THE SAME TO YOU BMI Artists 2660 (Combos, BMI)

32 TAKE A LITTLE GOOD WILL HOME BMI Artists 2660 (Combos, BMI)

32 ARE YOU FROM DIXIE BMI Artists 2660 (Combos, BMI)

32 TAKE TIME OFF BMI Artists 2660 (Combos, BMI)

26 GEORGE (And the North Winds) BMI Artists 2660 (Combos, BMI)

33 BACK SIDE OF DALLAS BMI Artists 2660 (Combos, BMI)

33 \Brite Star's Pick Hits ... Brite Star's Pick Hits

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

38 THINKING ABOUT LOVE Illene Marie, Capitol 2959 (Promotional, BMI)

38 THINKING ABOUT LOVE Illene Marie, Capitol 2959 (Promotional, BMI)

39 THESE LONELY HANDS OF MINE Mel Tillis & the Stinnettis, Capitol 29601 (Laurel, ASCAP)

42 SHE'S MINE BMI Artists 2660 (Combos, BMI)

42 I WISH I DONT HAVE TO MISS YOU Jack Greene & Janie Sever, Decca 32650 (Tree, BMI)

42 GODDRO GROUSEMORD Bill Harlow,BMI Artists 2660 (Pan Seals, BMI)

47 NOBODY BUT YOU BMI Artists 2660 (Combos, BMI)

47 PUT YOUR LOVIN' WHERE YOUR MOUTH IS Peggy Little, Dit 17208 (Terrace, ASCAP)

47 NOBODY BUT YOU BMI Artists 2660 (Combos, BMI)

53 LITTLE ROMANCES Charlie Louvin, Capitol 2613 (Tree, BMI)

53 RUBIN JAMES Kennedy, BMI Artists 2660 (Rosalyn Green, BMI)

57 MY BLUE RIDGE MOUNTAIN BOY BMI Artists 2660 (Combos, BMI)

57 I'VE GOTTEN TIRED OF BABY, BABY Peggy Sue Decca 32571 (Sunfire, BMI)

54 CARROLL BEGGS ONE MAN BAND BMI Artists 2660 (Combos, BMI)

69 FRIEND, LOVER, WOMAN, WIFE Claudia King, Columbia 4-45015 (Blue Cross, BMI)

72 DOWN IN THE BOONDOCKS BMI Artists 2660 (Tree, BMI)

57 WHAT'S THE HURFTIN' SETS IN BMI Artists 2660 (Tree, BMI)

— EVERY STEP OF THE WAY BMI Artists 2660 (Tree, BMI)

55 APRIL'S FOOL BMI Artists 2660 (Tree, BMI)

53 CAMELLIA BMI Artists 2660 (Tree, BMI)

66 CALIFORNIA COTTON FIELDS BMI Artists 2660 (Tree, BMI)

58 YOURS FOREVER BMI Artists 2660 (Tree, BMI)

60 A WOMAN'S SIDE OF LOVE BMI Artists 2660 (Tree, BMI)

61 OKLAHOMA HOME BREW BMI Artists 2660 (Tree, BMI)

66 DON'T MAKE LOVE BMI Artists 2660 (Tree, BMI)

66 GOTTA GET TO OKLAHOMA BMI Artists 2660 (Tree, BMI)

74 GOD BLESS AMERICA BMI Artists 2660 (Tree, BMI)

68 THE ONE MAN BAND BMI Artists 2660 (Tree, BMI)

71 SUNDAY MORNING COMIN' DOWN BMI Artists 2660 (Tree, BMI)

67 I'M WALKIN' BMI Artists 2660 (Tree, BMI)

70 HER AND HER CAR AND HER MOBILE HOME BMI Artists 2660 (Tree, BMI)

83 BLOSTERED BMI Artists 2660 (Tree, BMI)

74 NO BAD NEWS IS GOOD NEWS BMI Artists 2660 (Tree, BMI)

75 NIPPY LOOKING LADY BMI Artists 2660 (Tree, BMI)

81 RAINBOW GIRL BMI Artists 2660 (Tree, BMI)

75 SIX WHITE HORSES BMI Artists 2660 (Tree, BMI)

November 22, 1969, Billboard
"Roll Over Beethoven"
(You have to make room for Jerry Lee Lewis and Linda Gail Lewis.)

Why? "Roll Over Beethoven" (S-2254) is the single most requested from the hit Smash album "Together-Jerry Lee Lewis & Linda Gail Lewis," And another successive hit from Smash.

What's it all add up to? A hot-selling single. And everyone knows you can always make room for one more of those.

"Your Time's Comin'" (So make hay while the sun shines.)

"Your Time's Comin' " (72983), Faron Young's hot up-and-coming single, follows his chart single "Wine Me Up" (72936), both came out of his high-rising album WINE ME UP.

We think you can capitalize on this fact. So let a word to the wise be sufficient.

"Exclusively Recorded by Mercury Records" Produced by Jerry Kennedy.

BOOKINGS:
BILLY DEATON
AGENCY
1314 Pine Street
Nashville, Tennessee
(615) 244-4239
Country Music

**Hot Country LPs**

- **Star Performer LP's registering proportionate upward progress this week**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<tr>
<td>1</td>
<td>JOHNNY CASH AT SAN QUENTIN</td>
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<td>2</td>
<td>TONY ORTEGA'S GREATEST HITS</td>
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<td>3</td>
<td>THE BEST OF CHARLIE PRIDE</td>
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<td>4</td>
<td>JOHNNY CASH'S GOLDEN HITS, VOL. 1</td>
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<td>GLEN CAMPBELL &quot;LIVE&quot;</td>
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<td>THE SENSATIONAL CHARLIE PRIDE</td>
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<td>7</td>
<td>JOHNNY CASH'S GOLDEN HITS, VOL. 2</td>
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<td>8</td>
<td>A PORTRAY OF MERLE HAGGARD</td>
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<td>9</td>
<td>IT'S A SIN</td>
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<td>THE ADORABLE PRESENTS SONNY JAMES IN PERSON</td>
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<td>MILLIE RUEFF'S GREATEST HITS, VOL. 3</td>
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<td>100 LOVE SONGS OF THE '50S</td>
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<td>THE WARMTH OF EDITH MAREK</td>
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<td>MARY'S COUNTRY</td>
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<td>MY LIFE/ BUT YOU KNOW I LOVE YOU</td>
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<td>JOHNNY CASH AT FOLSOM PRISON</td>
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<td>17</td>
<td>AT HOME WITH LYNN ANDERSON</td>
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<td>18</td>
<td>FROM ELVIS IN MEMPHIS</td>
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<td>19</td>
<td>THINGS GO BETTER WITH LOVE</td>
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<td>20</td>
<td>CLOSE UP</td>
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<td>21</td>
<td>GAMES PEOPLE PLAY</td>
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<td>22</td>
<td>HOLD ME</td>
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<td>COUNTRY FOLK</td>
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<td>24</td>
<td>MY GRASS IS GREEN</td>
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<td>25</td>
<td>FROM THE HEARTS OF THE BEATLES</td>
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<td>FLOYD CRAMER PLAYS MORE CLASSICS, VOL. 2</td>
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<td>27</td>
<td>MY GRASS IS GREEN</td>
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<td>28</td>
<td>FROM THE HEARTS OF THE BEATLES</td>
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<td>ROGER MILLER</td>
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<td>YESTERDAY WHEN I WAS YOUNG</td>
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<td>34</td>
<td>40,000 SONGS IN LONDON</td>
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</table>

**Country Music Nashville Scene**

The sale of both major musical instruments and records in one store definitely did each other a lot of good. He pointed out that some may come in looking at the instruments, but will walk among various Hot 100 Chart songs. The purpose is to see if the rats will react differently to songs that are popular, and see if not making it. If the rats can be trained to discriminate among songs that are on the charts, then we could develop new tests for assessing music's training and see how their reactions correspond. Thus, we might be able to predict the outcome of a record by examining the way the rats react to a new song that has already been tried and run results that the Hitchcock film "The Birds" and another even though the records have been subjected to that. No one agrees to the use of human beings or dogs in the music field. Teaching them to tell songs is a great idea, the music to the birds and the possible that the future of the music is not being put in poppers, which is much more than the count of songs that do not make it into the top 100. The rat can not make a hit on that.
IMPORTANT!

Because of the unprecedented response to Billboard's 75th Anniversary Issue, the advertising deadline has been advanced from December 12 to December 5.

Note: New advertising deadline DECEMBER 5
THIS WEEK ON MUSIC SCENE

THE ATKLES | TONY BENNETT | EVERLY BROTHERS | MAMA CASS | GORDON LIGHTFOOT
REDEENCE CLEARWATER REVIVAL | CHARLIE PRIDE | PAUL ANKA | LITTLE RICHARD
BUFFY ST. MARIE | O.C. SMITH | BONZO DOG BAND | WEST COAST HAIR | KATE SMITH
B.KING | STEVIE WONDER | JANIS JOPLIN | FATS DOMINO | LUCY
FEATURING THE MUSIC SCENE SINGERS

PAUL ANKA

TONY BENNETT | STEVIE WONDER | JANIS JOPLIN | FATS DOMINO | LU
OSBY, STILLS, NASH & YOUNG | SMOKEY ROBINSON & MIRACLES | JOHNNY CASON WILLIAMS | THREE DOG NIGHT | GARY PUCKETT & THE UNION GAP | OLIV
KING | MARY HOPKINS | STEVIE WONDER | JANIS JOPLIN | LUCY
B.KING | MARY HOPKINS | STEVIE WONDER | JANIS JOPLIN | LUCY
THE COWSILLS |

B.B. KING

OSBY, STILLS, NASH & YOUNG | SMOKEY ROBINSON & MIRACLES | JOHNNY CASON WILLIAMS | THREE DOG NIGHT | GARY PUCKETT & THE UNION GAP | OLIV
KING | MARY HOPKINS | STEVIE WONDER | JANIS JOPLIN | LUCY

THE COWSILLS

B.B. KING

featuring the MUSIC SCENE SINGERS

B.B. KING

OSBY, STILLS, NASH & YOUNG | SMOKEY ROBINSON & MIRACLES | JOHNNY CASON WILLIAMS | THREE DOG NIGHT | GARY PUCKETT & THE UNION GAP | OLIV
KING | MARY HOPKINS | STEVIE WONDER | JANIS JOPLIN | LUCY

MUSIC SCENE - MONDAY NOV. 17 - 7:30-8:15 ET - ABC-TV
Canadian News Report

ITCC Sets Up Issue Dates; Signs Talent

TORONTO — International Tape Cartridge Corp. of Canada has set release dates for Canadian disks and announced the signing of new talent.

Scheduled for late November release are “Smiles and Kisses” by Aurora Borealis and “Winter Day” by Frank Moore. (Continued on page 70)

Kim Returns Home With Montreal Date

MONTREAL — Andy Kim returned to his hometown for his first public appearance in three years at the Casio Royal, Nov. 7. Andy Kim, whose latest single was recently presented with a U.S. gold record for “Baby I Love You” and New Pop Single, a song he penned with producer Jeff Barry, parties to the three million mark worldwide. Kim is writing the new Andy Kim single for his own new release. During his engagement here, the singer plans to com- mune to New York. Kim handed out the new U.P. scheduled for January release.

CRTC’s Juneau Asks B’casters To Think Canadian on Shows

OTTAWA — Pierre Juneau, chairman of the Canadian Ra dio-Television Commission, urged broadcasters at a meet- ing Oct. 27 to break the Holly- wood mold in programming and concentrate on shows mirroring life in Canada.

Juneau’s review of the radio and television scene was delivered at the annual con- vention of the Central Canada Broadcasters’ Association. About 410 broadcasting representatives attended, along with members of the govern- ment.

Juneau warned over increasing U.S. domination of the airwaves.

Juneau said that Canadian tele- vision, particularly, should get away from the “incestuous cir- cle of plastic studio shows” that obscure Canadian programming identity. “The networks must seek to create programs which break out of the Hollywood mold and give expression to the richness and originality of Canadian life,”

Juneau claimed that there are still opportunities of attempting to safeguard a broad- casting industry “which more and more will be modeled after the soft drink industry and which would be continued to

Electric Circus Offers Shares In N.Y. Operation to Creditors

TORONTO — The Electric Circus is in financial diffi- culties and may close if a pro- posal is not accepted this month by its creditors.

The Circus reportedly owes more than $300,000, mainly to local suppliers. The proposed share deal would make the creditors receive shares in New York’s successful Electric Cir- cus.

Circus creditors can either ac- cept a settlement of five cents on the dollar and the Circus closing or accept the share offer.

The discotheque opened on Jan. 23 after a 10-month delay. In New York, Stan Freeman, one of the owners said: “A money deal we had going fell through because the market was bad, and put us in an awk- ward position, so we felt the only fair solution was to let the Toronto creditors take part in the golden goose success down here.”

CBC Sets Up ‘Festival’ for TV Special

TORONTO — CBC created an indoor pop festival for a se- lected audience of 300 at a taping for an upcoming television special. The Who, taped Nov. 5 and slated for a Jan. 11 tele- cast, was produced by D. N. Acombe, 26, who recently filmed the Mariposa folk special for the network.

Talent lineup includes Ian & Sylvia, Motherlode, Pentangle, Big Mama Thornton, Whiskey Howl and Bruce Cockburn.

To create an authentic festival atmosphere, the audience was invited to bring their own food and refreshments to the free- hour taping. Fluppy hats, flower- power and peace stickers were handed out at the doors.

Current Events

RESOLVED: That GORDON LIGHTFOOT’S latest United Artists album will soon be No. 1 on all

Canadian charts . . . . . . . .

GORDON LIGHTFOOT SUNDAY CONCERT

Hawk’s Nest Shifts to Rock to Perk Attendance

TORONTO — Dwindling crowds have forced the Hawk’s Nest to abandon the club’s long- time soul policy in favor of commercial rock.

The city has been without a home for rock since the Rock Pile Club closed its doors in August, a victim of large fees charged by U.S. and U.K. groups.

The new rock spot has a capacity of 800 compared to the Rock Pile’s 2,000. Ron Cribb, the Hawk’s Nest’ manager, dropped the under-21 age rule for the policy change.

Backstage Hardware and McKeenna Mendelson Mainline kicked off the club’s new rock lineup Oct. 31 and Nov. 1. Inked so far are Tea Garden and Van Winkle, Savoy Brown and Dr. John & the Night Tripper.

Hooker Single Bows Riversides

MONTREAL — Polydor last to abandon the Riverside label in Canada with John Lee Hooker’s single, “I Need Some Money” bw “Bundie Up and Go.” Both cuts are from two newly re- issued LP’s on the jazz label. The albums as well as the single have not yet been released in the U.S.

Early Beatles On Polydor LP

MONTREAL — Early disks by the Beatles in Hamburg, Germany, were released in a new Polydor LP, Nov. 12. The album, “Very Together,” contains songs recorded for the company in 1961. It will not be released in the U.S.

Polydor has suggested list price of $2.99. Liner notes were written by columnist Ritchie Yorkie from a recent interview with George Harrison.

JUDGEMENT: The number is UAS-6714, and this is not a matter for intelligent debate.

Manufactured, distributed and promoted in Canada by THE COMPO COMPANY LTD., LACHINE, QUEBEC

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Billboard Canada’s Top Singles

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<th>TITLE, Artist, Label &amp; Number</th>
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<td>2</td>
<td>2</td>
<td>WEDDING BELL BLUES</td>
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<td>VOYAGE WITH DUTCH</td>
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<td>4</td>
<td>4</td>
<td>TAKE A LETTER MARIA</td>
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<td>5</td>
<td>5</td>
<td>AND WHEN I DIE</td>
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<td>6</td>
<td>TRACY</td>
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<td>7</td>
<td>7</td>
<td>RUBEN JAMES</td>
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<td>SO GOOD TOGETHER</td>
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<td>WHICH WAY YOU GOING BILLY</td>
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<td>COME TOGETHER</td>
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<td>SMILE AND A LITTLE SMILE FOR</td>
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<td>12</td>
<td>12</td>
<td>BAND OF FIRE</td>
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<td>13</td>
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<td>NA NA HEY KISS HIM GOODBY</td>
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<td>14</td>
<td>14</td>
<td>YESTER-ME, YESTER-YOU</td>
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<td>15</td>
<td>15</td>
<td>UNDUN</td>
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<td>16</td>
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<td>SUITE: BLUE EYES</td>
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<td>17</td>
<td>TRY A LITTLE KINDNESS</td>
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<td>18</td>
<td>18</td>
<td>CHERRY HILL PARK</td>
<td>2</td>
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<td>19</td>
<td>19</td>
<td>IS THAT ALL THERE IS</td>
<td>2</td>
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<td>20</td>
<td>20</td>
<td>YOU'VE LOST THAT LOVIN' FEELING</td>
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</tbody>
</table>
RCA Rushing 'Sugar' Via German Airlift

LONDON — Surprise success of the Archies “Sugar, Sugar,” which raced three places in the Billboard charts as the first stage in getting 35,000,000 in by the end of the week. As an added bonus, the German copies, pressed by Teldec, are enclosed in a color bag.

Bob Ainsworth, manager, for (Continued on page 70)

RTL Contest On This Year

LONDON—Radio-Television Luxembourg's competition for European record producers will be run again next year.

The decision to continue with the event was discovered by director-general Mathias Felten following a meeting of the RTL board.

Felten said that he will be meeting with RTL executives soon to discuss next year's competition and possible revision of some of the rules governing entry. It is expected that the dual-language requirement will be dropped in favor of artists performing only in their national language.

Phonographic Group To Change Its Name

LONDON — The Phonographic Group—distributor of Seeburg and Rock-Off jukeboxes—announced that the name of the company will be changed to Phonographic Group, as of Thursday (20), date of the annual meeting. The company is also expected to have a new chairman from outside.

Chief executive Cyril Shack who has also held the title of chairman since Max Fine left reports that the present financial year will be one of the group’s most profitable.

The company has achieved its goal of setting up depots in key areas to give national supply and distribution.

Distributing coin machines provided 33 percent of profits and 63 percent came from operating machines, leisure centers and amusement parks. Leasing vending machines brought in 1 percent of the profits.

European Executive Turntable

Phil Carson, previously MGM label manager atemi London, will join Atlantic’s London office as label manager on Dec. 1. Carson, who has been at EMI for the past month, was previously a marketing manager at MGM when the company had its own setup in the U.K.

Frank Fenter (as already reported), Atlantic’s European director is leaving to join the U.S. label Capricorn. . . . Terry Kennedy, who has been working at Polydor London for the past two years as a producer, has joined Campbell Connolly, the music publishers, to seek and acquire new talent to record for the company’s Concord label.

Chris Whent, formerly manager of the children’s department at the Swiss Broadcasting Corporation, has been at Polydor for 21 years as an ad manager. He replaces Olle Bergman, who joins the Sonora Publishing Company in Stockholm, who began working for Radio Sweden in 1968 and switched to the television division four years ago, is one of Sweden’s best-known jazz guitarists and a composer who has written a great deal of music for children’s TV programs. Gunmar Lindvist has joined EMI to head the jazz division, a post he held two years ago.

The company maintains confidence in the value in the long term of its stock holding in Burtn’s which has seen a big fall in its market value.

The introduction on Oct. 1 of the Gunning Levy is not now expected to have as big an effect as at first thought, on the company’s performance. “Internal efficiency,” claimed Shack, will enable the company to maintain profitability in spite of increased costs.

The sales division had a setback at the beginning of the current year as a result of uncertainties caused by the budget, but between now and next spring a resurgence of sales is expected on non-durable amusement machines.

The company is paying a 62 percent dividend following profits of $2.24 million on turnover of $34.5 million.

Festival Signs

PARIS — Canadian artist Gilles Vigneault has signed a five-year recording contract with the French company Fes-

From Electrolysis In Germany

Billboard Canada's Top Albums

This Week Last Week TITLE, Artist, Label & Number
1 1 ABREIT ROAD ABBEY ROAD, Apple 09 30 383
2 2 GREEN RIVER Inspired By Janis Joplin, Fantasy 4590 (S)
3 3 JOHNNY CASH AT SAN QUENTIN Columbia CS 9287 (S)
4 13 THE BAND Greatest Hits Vol. 1, Columbia 3 3131 (S)
5 5 SUNDAY CONCERT Netherlands, United Artists VAS 4714
6 4 THROUGH THE PAST DARKLY (Big Hit, Vol. 2) Rolling Stones, London MPS 3
7 — I’VE GOT DEM O’KISSIC BLUES AGAIN, MAMA Atlantic 50 8295 (S)
8 7 CROSBY, STILLS & NASH Atlantic 50 8295 (S)
9 — SANTANA Columbia CS 9781
10 12 NASHVILLE SKYLINEMay 1970, Columbia AC 4920 (S)
11 8 LED ZEPPELIN Atlantic SD 3216 (S)
12 6 MEL VELLANO/JOE FOLCO Polydor 420305 (S)
13 11 IN-A-GADA-DIA-VIVA Iron Butterfly, Arko 31 3215 (S)
14 20 ALICE’S RESTAURANT Aria Goffhre, Repertoire RS 6267
15 10 BLOOD, SWEAT & TEARS Atlantic 50 8295 (S)
16 19 BARABASALG償, Led Zeppelin, Columbia CS 9781
17 9 CHICAGO TRANSIT AUTHORITY Columbia CP 1
18 16 CLOUDS (John Mcfaih, Repertoire RS 6411 (S)
19 — SMASH HITS Joe Jackson Experience, Repertoire RS 50205
20 14 SSSSS Ten Year After, Deam DEC 18029

Billboard SPECIAL SURVEY For Week Ending 11/21/69

I CAN'T HELP MYSELF

OCT 02-92367

OCT 02-92704

ADRIANO CELENTANO

number 1 of the Italian song

CLAN CELENTANO CORSO EUROPA, 7
20122 MILANO TELEFONO 70.42.81

ITALY

NOVEMBER 22, 1969, BILLBOARD
Plessey Eyes Monarch Buy

LONDON—U.K. electronics giant Plessey is reportedly considering bidding for Monarch record changer manufacturer, BSR. BSR owns the telephone equipment through its control of Garrard Engineering. The name of BSR will be included in the U.K. Board of Trade when the company is registered, and would be referred to the monopolies commission. However, market sources have pointed to possible announcements.

The two companies have told the Board of Trade that their combined strength will give them a dominating position in world markets for record changing equipment. Both companies export over three quarters of production and BSR recons to have more than half the world output. According to Monarch, principal competitors are Philips and A (Continued on page 80).

2 Teldes Gold Records Awarded at Concert

HAMBURG—Karl Muenchinger and the Hamburg Camerorchestra were each awarded a gold disk, marking their tinted years as their Teldes recordings at a special concert held in the Teetenumsterdam. The Schleswig-Holstein, on the occasion of the 20th anniversary of the signing of their exclusive recording contract with Decca, London.

Present were Sir Edward Lewis, chairman of Decca, Maurice Rosengarten of Decca Switzerland, and Kurt Richter, managing director of Teldes. In a speech following a con-cert by the conductor and orche-ta, Teldes general manager Hans Lieber criticized the fact that classical recordings, as made by the Stuttgart cam-merorchestra, were taxed at 11 percent, while books only car-r'd a 15 percent tax and, in reply, the newly elected minister of social and cultural affairs for Schleswig Holstein promised to make this question his special concern.

To commemorate the 20th anniversary, Teldes has released a special album, selling at $2.50, featuring Muenchinger and the orchestra in Mozart's Eine Kleine Nachtmusik, and other works by Beccherini, Haydn, Pohjanes, J. B. Bach and Schu mann.

Korner Forms Indie in U.K.

LONDON — Alexis Korner, a leading figure on the British blues scene, has formed his own independent company, Perception Productions. Korner's partners are John Corbett and Ray Vaughan, his U.S. manager.

First production from Percep-tion, a new album from Korner and his group New Church, has been completed, with Jeff Grif-fin producing. No distribution has been set, but Mel Collins of Active Management is in New York with the aim of plac-ing all of Korner's records and arranging production deals.

Perception has signed an agreement with Blackbird, a company of Austria to produce guitarist Jack, Grousky's next album in London. Joni Mitchell's record will handle the session.

Robert Stigwood's Robera was formerly executive vice president of a New York management firm. Based on the suggestion of April, Roberta has been set up as independent management firm, which in ad-dition to Korner also handles Jackson Browne, John McVie, and Peter Throup, a leading Danish vocalist.

Korner has recently been signed by the William Morris Agency. After a tour of Australia, his visit is being planned for Feb ruary.

To Labels, Dists: Scared For Indie Co 'Negativism'

HELSENIK—An important television program and Finland's biggest evening newspaper, Ita-Sanomat, have both made strong attacks recently on major record manufacturing and distributing companies here because of their negative attitude to smaller independ ent labels.

The situation began to develop last spring when Finneyvy ended its distribution deal with a number of independents because it claimed that the operations were unprofitable. Later, the company agreed to handle independent products, provided that they had been under a label owned by Finneyvy.

The situation to accept this condition and were faced with a distribution problem; for most small companies the solution has been to over to mail-order, although the Maimos Music and Song in Finland's biggest independent label, the Shokki label, which Finneyvy had acquired from Maimos.

"Laajakulma" a top teenage program of current affairs, recently devoted one-hour to a look at the record industry and invited to put questions by telephone to a panel which included, among others, Piel Sweden's Finneyvy's Jorma Weneskoski, and Markku Hellman of Yleisradio. Most of the discussion centered on the relationship between the majors and the independents but none of the problems was resolved.

The article also criticized the non-co-operation between the majors and the independents.

Pye to Issue French Version Of Hot 'Candy'

LONDON — Pye will release the original French version of the popular new song "Candy" by Francois Michael, which has already sold nearly 100,000 copies in the U.K.

The record, a debut disk by Michael, who was formerly as sistant manager of the Boublil label and is now an act of the Chansons d'Anjou, has been released in nine countries and exists in Italian, Spanish, German and Portuguese versions. It is released by Warner in Canada, by Teal in South Africa, EMI in Spain, Philips in Brazil and Vogue in France, Germany, Benelux and Switz erland. The song was written by Raymond Jeannot and Alain Boublil.

Meanwhile Boublil's London company, Tabou, who made "My Idol" by the group Tandem, was recently released in the U.S. on the Polydor label. Janus is releasing a new record by Gulliver Van Dyke called "Set Me Free".

Boublil recently returned from a visit to the U.S. where he arranged U.S. release for Phil Cordell's "Pumping the Water" on Janus and acquired a number of copyrights.

Boublil has formed a new publishing company, Tamor Music, in association with Ta mor Music in the U.K. The company will be handled by Alan Keen.

Vaughan Starts a Prod Co.; Signs 'New' Singers

LONDON — In his 15th year as a major U.K. pop singer, Frankie Vaughan has gone into production. Vaughan has formed his own company, not just to produce his own records, but also to give a chance to the many artists who have been working successfully in showbusiness for many years but have never reached the stage of making records.

First singer to benefit from Vaughan's enterprise is Howard, his sister-in-law, who has been a professional singer for close on eight years. She has already cut her first release. Vaughan himself has also been recording a new album and a single for release on Columbia before Christmas.

Now that Vaughan, whose recent recordings have been handled by Norman Newell and Gordon Mills, is in control of his own production, it is in his power to see that his artists get the best possible sound. He has already recorded a single for BBC radio, and in September he'll record a full album. It is envisaged that the album will be released by Decca to coincide with the record and also write arrangements in company with Ken Woodman and Alan Tew. Vaughan and his orchestra of 53 musicians, and decided to record only those songs he likes per- (Continued on page 70).

Petula Clark Bows Service

LONDON — Singer Petula Clark launched BBC's first full color TV service at midnight on Nov. 14 with a 50-minute recording of the highlights of her two-hour concert at Lon don's Royal Albert Hall on Oct. 29.

Miss Clark's one-woman show—the first she has ever given in Britain—was a triumph of production. With assured pro fessionalism and a magnetic stage presence, she appeared more than 30 songs, including many of the hits from her past years. For the occasion, Vogue Rec orded her over 30 French record dealers who had won prizes in a window dressing contest. Abbe Grist, the popular young Radio Luxembourg program direct or, Roger Kreicher, ORTF producer Jean Fontaine and Mille. Tabart, music manager of Europe No. 1, relayed part of the concert from the Albert Hall.

Latin Soul & Track & Cassette Tapes

Fania, Cotique, Tico

Musicor, Alegre, Cesta, Speed
LONDON

Management Agency Music, the company that will manage The Rolling Stones, will launch the ban-tuxedo line through concerts and other peripheral activities this season. As yet no artists have been introduced, but it is believed that Tom Jones and Engelbert Humperdinck have already been signed. The ban-tuxedo label is mostly based on the Rolling Stones system, with artists being selected, recorded and promoted through the Rolling Stones label. Additionally, the ban-tuxedo label will be used to promote the Rolling Stones' upcoming European tour, which is scheduled to begin in April and continue through June. The ban-tuxedo label will release a series of albums featuring the Rolling Stones, with each album being accompanied by a special limited edition of the ban-tuxedo, available exclusively to Rolling Stones fans through the band's official web site.

París - Vogue Records is planning a substantial increase in its repertoire by encouraging French independent producers to submit their work to the company. This move is in response to the success of the Rolling Stones' recent album "Exile on Main Street," which featured several French artists. Vogue Records aims to continue this trend by working with French independent producers to release new and exclusive material in the French market. This will involve the creation of a new French subsidiary, Vogue France, which will be responsible for acquiring and releasing new French music. The company hopes to become a major player in the French music industry, mirroring its success in the U.K. and the U.S.

Jazz Expo '70, which Vaughan was due to attend, will feature several recording, pressing, and operating personnel. The event will take place at the Villetaneuse in France and will include live performances by the French independent producers. Vogue Records has already made plans for a group of their artists to perform at the Jazz Expo, including the Rolling Stones, who are currently touring Europe. In addition, Vogue Records will be publishing a series of articles and discussions about the French music industry, which will be featured in the company's upcoming publication "The French Discover the World." This publication will aim to attractattention from international music fans, highlighting the unique talent and creativity of French independent producers.

STIM Gets Fee Raise

STOCKHOLM - The Swedish Performing Rights organization, STIM, has announced a new fee raise for its members. The new fees will become effective beginning January 1, 1973. The new fees for the distribution of music to the public, which includes the licensing of public performances, will be increased by 50 percent. This increase is intended to compensate for the declining cost of music publishing. The new fee raise is expected to have a significant impact on the Swedish music industry, as it will provide additional revenue for the members of STIM. This revenue will be used to support the organization's activities, including the promotion of Swedish music both at home and abroad.

Jazz Expo '70

New York - The Jazz Expo '70 event will feature several recording, pressing, and operating personnel. The event will take place at the Villetaneuse in France and will include live performances by the French independent producers. Vogue Records has already made plans for a group of their artists to perform at the Jazz Expo, including the Rolling Stones, who are currently touring Europe. In addition, Vogue Records will be publishing a series of articles and discussions about the French music industry, which will be featured in the company's upcoming publication "The French Discover the World." This publication will aim to attract attention from international music fans, highlighting the unique talent and creativity of French independent producers.

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**HITs OF THE WORLD**

**22 NOVEMBER, 1969, BILLBOARD**

**ARGENTINA**

(Country/Artist: Vesta You
dominant local origin

**BRITAIN**

(Country/Record Retailer: Virgin/EMI)

**FINLAND**

(Country/Artist: Martti Taponen)

**JAPAN**

(Country/Artist: J. E. M. Sato

**PHILIPPINES**

(Country/Artist: J. E. M. Sato

**SPAIN**

(Country/Artist: J. E. M. Sato

---

**SINGAPORE**

(Country/Artist: J. E. M. Sato

**SOUTH AFRICA**

(Country/Artist: J. E. M. Sato

**ITALY**

(Country/Artiste Internationale)

---

**NEW ZEALAND**

(Country/Artiste New Zealand)

---

**SWITZERLAND**

(Country/Artist: J. E. M. Sato

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This week's highlights include the closing gala of the Altipia Music Festival in Lugano, Switzerland, featuring performances by legends like J. E. M. Sato and Vesta You. Don't miss the opportunity to experience the world's most captivating music scene this summer.
Engelbert Humperdinck
A single for the new season
"Winter World Of Love"

Producer: Peter Sullivan for Gordon Mills Productions
Composed by Les Reed and Barry Mason

Television: ABC-TV Special
"The Engelbert Humperdinck Show"
Monday December 2nd 10-11pm E.S.T.
Spotlight Predicted to reach the top 20 of the HOT 100 Chart

ELVIS PRESLEY—DON'T CRY Daddy (Mama) (Starday, B) (Atlantic) (Prod. Jerry Wexler, Stax)-This ballad beauty by the King is a potent performance. Top 5.

SPOTTED IN THE SPOTLIGHT

MAY 15

JENNIFER BLOOM—Ready to Take Another Shot (Hansa, B) (Buddah) (Prod. Fred Smith)—This easygoing ballad features Jennifer's clear, stylish voice with a warm, driving rhythm. Top 10.

MAY 16

BILL WITHERS—Higher (Doug, B) (Atlantic) (Prod. Roy Minor)—This song, written by the soulful singer, is a haunting and emotional ballad. Top 20.

MAY 17

NIKE MCNOE—Wanna Be Startin' Somethin' (105, B) (Atlantic) (Prod. Russel-Brooks)—This is a powerful, soulful statement of intent with a strong message of empowerment. Top 30.

MAY 18

JULIE FOSSEY—Listen to His Whispers (B) (Curtis, B) (Atlantic) (Prod. Tom Dowd)—This is a heartfelt and soulful ballad with a simple yet emotional vocal performance. Top 40.

MAY 19

JANET SCOTT—Willing to Wait (106, B) (Atlantic) (Prod. Tom Dowd)—This is a sweet, romantic ballad with a warm, inviting melody. Top 50.
'SPACE'
MODERN JAZZ
QUARTET

OUT NOW  STAO-3360
Is That All There Is?
Peggy Lee's
Incredible single (#2602)
is now an incredible album. (ST-386)

Is That All There Is?
No.
Peggy has a new single.
It's another Lieber-Stoller winner,
called "Whistle for Happiness."

Is That All There Is?
Not Likely.
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>JOHNNY RIVERS</td>
<td>Touch of Gold</td>
<td>Imperial RT 1447</td>
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<tr>
<td>JOHN MAYALL</td>
<td>Looking Back</td>
<td>Joss 1001</td>
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<tr>
<td>TAMM Y</td>
<td>Temptations</td>
<td>Imperial RT 1447</td>
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<tr>
<td>IRON BUTTERFLY</td>
<td>Best of</td>
<td>Weiss 2220</td>
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<tr>
<td>TOMMY JAMES &amp; THE SHALLOWS</td>
<td>(Or the Decline and Fall of the British Empire)</td>
<td>Epic K 7066</td>
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<tr>
<td>VIKI CARR</td>
<td>Peter, Paul &amp; Harry</td>
<td>Album 7001</td>
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<tr>
<td>VIKKI CARR</td>
<td>Make It Easy on Yourself</td>
<td>A&amp;M 3075</td>
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<tr>
<td>RANDY LEWIS</td>
<td>Another Thing</td>
<td>Another Thing 301756</td>
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<tr>
<td>MIREILLE Mathieu</td>
<td>Sunday Concert</td>
<td>Columbia K 7121</td>
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<tr>
<td>CHARLIE PRIDE</td>
<td>It's Been A Long Time</td>
<td>Epic K 7068</td>
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<tr>
<td>HERA ALPERT &amp; THE KASHMIRI RAGS</td>
<td>The Brass Are Coming</td>
<td>Reprise RS 4308</td>
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<td>SPANNY &amp; OUR GANG</td>
<td>Imagine</td>
<td>Capitol S 2577</td>
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<td>UNSTOPPABLE SUNSHINE</td>
<td>Let There Be Light</td>
<td>Reprise RS 4130</td>
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<td>ANITA KERR &amp; ROY McKUEN</td>
<td>San Telmo</td>
<td>Warner Bros 23000</td>
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<td>SPANISH GUITAR</td>
<td>Greatest Hits</td>
<td>Capitol S 1027</td>
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<td>KENNALEIGH</td>
<td>Blow the Candle</td>
<td>United Artists UA 8723</td>
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<tr>
<td>TONY JOE WHITE</td>
<td>Rustix</td>
<td>Cottonwood 171033</td>
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<tr>
<td>MARGE ROY</td>
<td>Hear The Hardy Boys</td>
<td>RCA EP A 2577</td>
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<tr>
<td>BANDSTICKS</td>
<td>He Loved His Love</td>
<td>RCA EP A 2577</td>
</tr>
</tbody>
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**Compilation from National Retail Stores by the Music Industry Council and the Record Market Research Department of Billboard.**
GOLDEN GREATS. VOLUME I
DENNIS YOST AND THE CLASSICS IV
EVERYDAY WITH YOU GIRL · SPOOKY · CHANGE OF HEART · STORMY
TRACES · SUNNY · SOUL TRAIN
and others

Plus a classic new single
"Midnight" 66424
"Midnight" produced by:
Buddy Bule
A Bill Lowery Production
Amos to Manage & Adminstrate LHI

NEW YORK — Lee Hazelwood and Jimmy Bowen have made an alliance under which Bowen & Asco Records will assume management and administer LHI Records.

Hazelwood will maintain complete artistic and financial control of LHI. The management agreement will free Hazelwood to concentrate more on television production and films. Hazelwood has just completed his first film, "Glen Love," for Filmway and MGM, "The Moonshine Monster." LHI Records will now be housed in the Amos Record offices at 6555 Saticoy Blvd., Hollywood. Bruce Hinton, general manager of Amos, said that the distributors for the joint venture would be announced shortly.

Bowen said that the Alliance would not affect Amos Productions in any way. Amos Productions will continue to produce for other labels: the engineering division will remain as it is and the production company will continue under its previously set up organization with Bowen as president and Tom Thacker as vice president.

Sen. John L. McClellan (D-Ark.) has a friendly chat with fellow Arkansan Glen Campbell.

2 Arkansas Boys—Campbell, McClellan

Continued from page 3

ally for years on end. At 25, in 1950, he finally struck gold in California recording studios, launched a hit record and became today's triple-threat performer in music, on TV and in movies.

On his visit here, Campbell was given top tourist treatment—a ride in the Capitol subway from the Senate office building to the Capitol. The Senator and Mrs. McClellan in the Senate dining room at the Capitol. There, the singer ate with one hand and autographed albums with the other, surround-

ated by a coterie of ecstatic Arkansa belles who staff McClellan's office, while still more albums were passed to the long table from the Senator's retinue and Campbell's band in the halls.

Not a word was mentioned about the Senate's political reversals in the Senator's office and the Capitol entourage this person and the Capitol office and a Washington attorney, and a representative of Record Industry Association of America) stated that this was a purely social visit. It was also to Kansan to another. It was total-

ly unpublishable.

And if Campbell was aware that the Senator was also chairman of the Senate Copyright Subcommittee, he never let on — and neither did the Senator.

In the world, it is no wonder that London Records, taking the Latin American market with Pickwick's simple, reports that Tom Jones has become the company's top recording star there. And, we are all aware of the explosion in the Latin American market—sales since the telecasting of "This Is Tom Jones" by the ABC-TV network and the recording of the "This Is Tom Jones" Coordinator.

In the sale of "This Is Tom Jones" that has been made to other markets, ITG acted to coordinate reissues, using Pickwick and exploitation efforts by native broadcasters and record distributors. The same policy will prevail in the foreign distribution of Pickwick's recent film, "Alice in Wonderland." In reference to "The John Davidson Show," by the way, Pickwick's more recent release "Star in Revue," Mandell disclosed that for the Spanish speaking market, each title was written in the language of the two-markets. The plan of Pickwick's development increases the record industry's interest in the Spanish speaking market, where Pickwick is represented by distributors and record sales. The plan includes the development of 26 new hours of "This is Tom Jones," the full 1969-70 cycle, and the distribution of films that have been booked in Canada (CTV Network), Mexico, the Philippines, Venezuela, Puerto Rico, El Salvador, and Costa Rica.

Guest artists in "Stars in Revue" are: Ralph Young, including Lena Horne, Nancy Ames, Elia Figu-

eral, Barbara Feldon, and Carol Lawrence. (There are 12 hour programs in the "Stars in Revue" series.)

The "John Davidson Show" co-star Jaye P. Boston and featuring Rich Little, has guest stars like Bobby Darin, C. Smith, Paul Anka, Linda Lovelace, Danny Clark, Lula, and Joan Rivers. (There are 13 hour programs in the "Stars in Revue" series.)

Bowen's statement that the Senator's release will be in the "Liberace" series of 10 hour episodes include: Engelbert Humperdinck, Dana Velary, Dusty Springfield, Sacha Dis- tel, Anu Malik, Luis Montoto, Mary Hopkin, Nancy Wilson, Frankie Avalon, Jerry Eugenio and Shani Wallis.

ITG's move to dub "Stars in Revue" to Latin America as the Pickwick Latin American Film Revue, and "Liberace" stirred interest in the Latin American market for a Latin-American musical variety series, Latin America, even prior to the completion of all dubbing required. This is a Latin-American label that Humper- 

Pickwick is the only Latin-American label in this country, and Pickwick special and series on ABC-TV will be sold interna-

Continued from page 11

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As only **IMMEDIATE** makes it...

The two hit albums from England

**AS SAFE AS YESTERDAY**

Humble Pie / IMOCS 101

EVERYTHING AS NICE AS MOTHER MAKES IT / Nice / IMOCS 102

and

NATURAL BORN WOMAN / Humble Pie / IMOC 001

