Record business during 1970 will be very good, but there will undoubtedly be a "shaking out" of the undercapitalized and inefficient companies." This is the view of Arno Heilicher, NARM president and pioneer record executive. "Some have already disappeared and I will be sorry to see others go," he said.

Questioned on the eve of the 12th annual NARM convention at the Americana Hotel here, Heilicher said: "We have a lot of straightening out to do. This is particularly true of the independent manufacturers who must shape up and compete more strongly with the majors. If they do not, many will be knocked out." Heilicher explained that even in such matters as return privileges, many independents were prone to stay with the result that buyers often favored the majors.

With regard to the independent distributor, the NARM president bluntly stated: "Those who are not vertical will go out of business. I said it five years ago." Heilicher's remark has reference to theazoning in the wholesale segment of the

**How to Get Billboard**

NEW YORK—The delivery of Billboard to New York City record dealers will be handled in the following manner during the duration of the mail strike here. Bulk subscriptions will continue to be distributed as usual through non-U.S. mail means. Other subscriptions normally delivered by the publisher will be on hand at Billboard's offices, on the 15th floor, 165 West 42nd Street, and can be sent in by mail or in person.

Price increases will have been delivered to Billboard's New York offices by non-U.S. mail means.

The money concern has become so great that industries viewed last week's announcement in the closely related motion picture field with particular interest. Universal Pictures disclosed that it will charge exhibitors an extra 1½ percent on late money rentals. This was followed by unofficial word that 20th-Fox is in line to do the same thing, and several other motion picture companies are understanding similar action. It is understood that within the next few months Universal will actually make the 1½ percent penalty a part of all future contracts.

While no one in the record industry has yet proposed measures of this nature, company executives report that a growing percentage of their time is spent on collections. The situation is further aggravated by interest rates so high (9½ percent is "prime") that borrowing virtually eliminates black ink from the balance sheet.

The "slow pay" syndrome is a national phenomenon and it's running through the disk field

**Mail Snafu Looms as Peril**

NEW YORK—The strike of U.S. postal carriers, which hit New York March 18, forced the record and tape firms based here to rely on other areas of communication and delivery to keep business rolling. The consensus among industry people here is that if the strike continued, the mailmen only few days but that lengthy strike would be "dangerous" to the record and tape economy.

Avin problem facing the industry is the collection of bills, since that's done by mail. "(1) The delivery of product and ordering is handled here, so no problems exist here, but it may be difficult to get orders placed by truck and the latter by phone. At Atlantic Records, several courses of action will be instituted in the event of a long strike. (2) The service will be utilized both to bundle large-delivery (3) Special arrangements for the transfer of $10 million by wire. "But," said Sheldon Vogel, Atlantic's vice president in charge of finance, "the phone will be our weapon against the strike."

At RCA Records, a spokesman said that the company's phone activity has more than tripled since the strike started. Also, RCA is planning to make special arrangements for the

**Lear 8-Track Single**

DETOUR—For the first time it is now possible to package the equivalent of a single recording on a fully compatible 8-track cartridge that folds up to the approximate size of a cassette. The new cartridge will accommodate up to 30 minutes of music. The Lear Jet developed unit could result in 8-track "singles" or mini-albums to retail at one-third the normal price of 8-track cartridges. Lear Jet will make no estimate of the possible retail price of its Mini-8 cartridge which it will license to distributors, according to Ed G. Campbell, president, Avedo, Inc., and vice-president and general manager of Lear Jet. Campbell estimated, however, that the new cartridge can be duplicated "as fast as present full-size 8-track cartridges." The Mini-8 is about half the size of a normal 8-track cartridge but "unfolds" so that it is the same size. It will play in all existing 8-track players. Folding into itself, the Mini-8 becomes 2½ in. long, remains 3½ in. wide and is still 15/16 in. thick. This is accomplished by putting all the interior parts in

**Tougher Law Is Urged Vs. Piracy**

L.A. what this country needs is a good law on tape piracy.

Calling for rigid laws to eliminate pirating and put teeth into existing legislation, industry leaders warn that failure to act promptly would "kill the goose in the very act of laying the golden egg." Tape manufacturers and record companies have come to the conclusion that a law is needed.

**Johnny Mathis Raindrops Keep Fallin' On My Head**

Johnny Mathis
Raindrops Keep Fallin' On My Head
including: "Midnight Cowboy," "Bridge Over Troubled Water," "Jean," "Everybody's Talkin'," and Johnny's new single, " Odds And Ends."

It couldn't've been sung by anybody else.

**March 28, 1970 • $1.00**

**Two Sections, Section One Seventy-Sixth Year**

**The International Music-Record Tape Newsweekly**

**Coin Machine Pages 64 to 70**

** Tight Money Pounds Trade as Costs Soar **

By MIKE GROSS

NEW YORK—The tight money phenomenon which is plaguing the entire economy is hitting the record industry squarely in the pocketbook. The credit problem is spreading from retailer to retailer to distributor to manufacturer to supplier with each link in the chain adding to the effects to such a point that even one of the giant conglomerates, which has been shrewdly aimed into national distribution, is said to be in arrears to disk companies to the tune of several million dollars.

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**Lear 8-Track Single**

EARL PAGE

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By BRUCE WEBER

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It couldn't've been sung by anybody else.
It's the stuff they add to the world's most expensive perfumes. For the world's most expensive women. It's also the name of a new group and a new music. Nine of the weightiest musicians ever together. Blowing as one.

**AMBERGRIS.**

It's Larry Harlow, Jerry Weiss, Charlie Camilleri, Harry Max, Jimmy Maeulen, Billy Shor, Lewis Kohn, Glenn John Miller and Gil Fields.

**AMBERGRIS.**

Their collective working experience?

**AMBERGRIS.**

It's whole rock. Young, soulful, spirited. Original.

**AMBERGRIS.**

It's also the name of their first album. On Paramount records and tapes.

**AMBERGRIS.**

Direction: Al Schwartz
Paul Roman

Paramount Records
Famous Music
Corporation
A Gulf + Western Company
One good quick definition of contemporary music is "Danny and Rick." You can hear it in both their new single and new album.

Remember the fatalistic, fatalistic despair of "In the Year 2525." The new Zager & Evans single "Help One Man Today." It offers hope for universal peace and brotherhood. The flip side is "Yeah 3!" Some of that tone, too, is in their album, "Zager & Evans." LSP-4302.

Count on both to rack up heavy sales.

By now you know that Kirshner Records #63-5003 is "Who's Your Baby," the Archies' latest across-the-board hit.

Following hot on the success trail of the five-million selling "Sugar, Sugar" and the hit single, "Jingle Jangle," the Archies' new record is getting heavy airplay in Atlanta, Boston, Chicago, Cleveland, Dallas, Detroit, Miami, Milwaukee, Philadelphia, St. Louis.

Three young Brits wearing prison uniforms and prison hairstyles: this is Fresh, our new English rock group.

Borstal is the street name for Great Britain's youth prison system. "Fresh Out of Borstal!" LSP-4328 features new, driving realism penned by Jagger and Richard, arranger/producers Simon Napier-Bell and Ray Singer, others. A unique act, as striking to hear as they are to watch.

RCA Records takes seven Grammy Awards in across-the-board categories.


For years Percy Mayfield has written soul hits for other great singers. Now he comes into his own.

The author of Ray Charles' "Hit the Road, Jack" and "Danger Zone" now emerges as a major singing talent himself. "Percy Mayfield Sings Percy Mayfield" LSP-4259 features his deep, soulful voice on a dozen originals. A Stroud Production.

Variety 8s: the best of our best country, pop, rock—at the best price going. $4.95 suggested list price.

Variety 8s are the new programming concept in Stereo 8 Cartridge Tapes. Each is a proven package of pre-sold hits by many of our major artists. We support them—and you—with exciting merchandising and promotion programs. At that $4.95 price, they're year-round movers. Here, you see our five best-sellers in the line.

The musical legend of the late "Pop" Stonemans continues! New LP to release soon by the fabulous Stonemans.

This brother and sister quintet has created excitement from L.A. to Nashville, from the Hollywood Palace to the Tonight Show. Moving from country/folk into contemporary country, their music promises to appeal to an even wider youth market newly awakened to country sounds.

The newest things going on, are going on RCA Records and Tapes.
WASHINGTON The Recording Industry Association of America gave its annual cultural recognition honors here March 18 at a banquet crowded with senators, congressmen, city and state officials, museum directors, government and the recording industry.

The annual award to the U.S.A.'s conductor of "Music USA" whereby the music industry can jazz around the world, was presented by RIAA president Jerry Holzman and to the Federal Government commission selecting the honorees. Mrs. Nixon sent a congratulatory telegram to Conover where March 18 is album release day.

Also under consideration was a proposal that the association present the honors at gatherings in the recording industry.

RIAA TO AID IN DRUG FIGHT

WASHINGTON During the RIAA board meeting here last week, directors endorsed a record industry-wide motion whereby record manufacturers would aid in the distribution of anti-drug literature and pledged their cooperation in future efforts.

Also under consideration was a proposal that the association present the honors at gatherings in the recording industry.

Cap Broadening Track Record

LOS ANGELES — Capitol Records has asked three additional labels involved in soundtrack albums after the completing of "Romeo & Juliet," a gold LP, and Glen Campbell's "True Grit." Instead, Capitol's parent sound-track albums itself, Capitol is turning to IMC Productions, the label of this independent record production company, to find and produce soundtracks.

Capitol has signed a three-year, four-LP per year contract with IMC, the production wing of Hobbit Records. Neely Blackburn, Capitol's vice-president and director of RCA, already has produced five soundtracks for Capitol and is working on two for IMC.

Plumb produced "Romeo & Juliet," "True Grit," "Hill's Angels," "Get the Money, Sid," "The Mountain" and "Heidi" (TV soundtracks) for Capitol, working on two projects for the label, including "Norwood," a Paramount film starring Tom Campbell, and "Grenoble," the story of the Winter Olympics. In addition, Capitol has signed eight new songs, five by Muddy Waters and three by Al DeLory, Mitchell York and Ramona Reed.

Track Expert

Plumb who guides the record division of International Management Combine (IMC), acts as IMC's exclusive soundtrack expert under terms of the contract. Capitol has first refusal of all songs and artists for Capitol.

In addition to the Capitol soundtrack agreement, Plumb also produced an instrumental LP on "Romeo & Juliet," with Nino Rota's music and "Five for Fighting," a song IMC is producing. A second special "Romeo & Juliet" project is a four-LP IMS/IMC project.

Scepter Holds Distrib Meet

NEW YORK — Scepter Records president Florence Greenberg played hostess at a sales meeting here toaugment "Baptists for distributors from all over the U.S.

The meeting, which set like a world premiere, introduced two new albums, "Donnie Warwick's "I'll Never Fall In Love Again" and B.J. Thomas' "Everybody's Out of Town."

OUR SUITE AT NAB PABRAR

CHICAGO—Billboard magazine will have a suite at the annual National Association of Broadcasters here April 5. The suite, which is part of the Conrad Hilton Hotel, attending the convention for Billboard will be available to radio- TV editors, Lee Zhao, editor in chief, Bob Glusenberg, Bob's partner and his radio editor, and other Bill- board staff members.

ASCAP East Coast Meeting on Monday

NEW YORK — The semi-annual East Coast meeting of the ASCAP, will be held Monday (30) in Grand Ballroom of the Waldorf Astoria Hotel, and will be given by President Stanley Adams and other officials of the ASCAP branch.
Lib/UA Broadsens French Operation

By ELIOT TIEGEL

LOS ANGELES — Lib/UA, which recently opened a fully staffed and licensed subsidiary in Paris, will be expanding its existing central services departments in the area of sales, promotion, and licensing.

Lib/UA and Pathe-Marconi are now working out releasing schedules of new product. The company plans to increase its activity in recording French artists, a policy initiated by the small scale by Adams last year.

Originally, Lib/UA had two licensees: Pathe-Marconi for Liberty and Philips for UA. Last fall the entire catalog was given to Pathe-Marconi, and at that time, central services functions began. Then local recording activities were launched.

Concerning Italy, Lee Mendell, Lib/UA's marketing director, cites that nation's strong allegiance to local artists as the prime reason for seeking an Italian affiliate. It's the local product which sells, he said, adding that once the acquisition is made the firm's name will be changed to comply with the international flavor of the LGU/UA Enterprise, etc.

American manufacturer, which now has its major thrust into the European market. Opening an Italian company, which Billboard's Milan office serves is Belflato, is hoped for a future deal.

In moving out of just a licensing agreement with Pathe-Marconi and into a formal organization in Paris, Lib/UA is broadening its existing central services departments in sales, promotion, and licensing.

Culture Award Fete

* Continued from page 3

honor me this evening only because you know that I exist. I can't exist without them, and neither can you."

Entertainment was provided by Tony Bennett, Beverly Sills and Charley Pride.

'Sloppy' Publisher

NEW YORK — The lead "Top 20" Spotlight Single in last week's issue, "Hang on Sloopy" by theclassified, contained an incorrect publishing listing. The correct publisher should be Wern, BMI.

In This Issue

Famous Music in Now Drive; Cane In

NEW YORK — Famous Music Corp. will complement its activities in the music film industry with a concentrated drive into the contemporary pop music market. With this in mind, William P. Gallagher, president of Famous Music Corp., a Gulf & Western company, has brought Marvin Cane as vice president of the music firm.

Among the companies falling under Cane's direction, who will be general manager and chief operating officer of the Famous Publishing Company, are the following: Famous Music (ASCAP), Paramount Music (ASCAP), Ensign Music (BMI), Barry Mann (BMI), Birdies Music (ASCAP), Braun Music (BMI), and Addax Music (ASCAP).

Reporting directly to Cane will be William R. Stinson, who will continue as vice president for domestic television, and Sidney Herman, vice president for administration.

The company will administer and coordinate all music activities of Famous Motion Picture and Television divisions. (Paramount is also a Gulf & Western company.) Cane will work with Stinson in giving young writers a crack at scoring Paramount's films and television properties. Paramount already has a series of Columbia Pictures and film slots on CBS-TV and ABC-TV for next season. Stinson will coordinate the music activities with the wood at Paramount's studios. Herman will continue as vice president in charge of administration headquartered in the newly formed Gulf & Western building here.

Leslie Gould, international director, Famous Music Corp., and managing director of Famous-Chappell Music, which represents the Famous music catalogs around the world, will also report to Cane. The company will coordinate all international publishing activities. Gould will headquartered in Los Angeles.

Starting April 6, Cane will maintain offices in the Gulf & Western building here. The professional staff here will also report to the new building. For many years, the Famous Music firms here have been headquartered in a building.

The publishing division will also maintain professional offices in Los Angeles, New York, and London.

In addition to concentrating on contemporary writers, Cane's operations will also include the introduction of masters for subissiors. The companies will also maintain equal bases with Famous' sister company, Paramount Records.

Before joining Cane, Cane spent five years with The Richmondd Organization as vice president and general manager.

Taylor Award's 1st Prize Goes to Schuller's Book

NEW YORK — Gunther Schuller received the $1,000 first prize from ASCAP's Deems Taylor Award. The prize was given for his book "Early Jazz," published by Oxford University Press. The Taylor awards were made March 19.

Holland Offers Bernstein Set

AMSTERDAM — Although the municipal of Apeldoorn has now decided not to give permission to American composer, Sir Bernstein to present a peace and music festival for the $100,000 price tag, the village of Assel in August in town of cable Bernstein requesting him to organize four one-day festivals for 50,000 people in the stadium Bos Park of Apeldoorn on Aug. 4, 5, 6 and 7.

Under the new competition were Ezra Laderman, German composer, Dr. Virgil Thomason, ASCAP members. Books and newspaper articles have been written since being submitted in 1969 in the U.S. in May be submitted until June 30. The competition was sponsored by American Society of Composers, Authors and Publishers, 575 Madison Ave., New York 10022, for the next competition. February 15 is the deadline for every entry submitted.

RIAA Award Rules Changed

NEW YORK — The Recording Industry Association of America is replacing the Gold Record Award with a new Gold Recording Award. The new citation provides the perfect fit within the existing award system. The Gold Award for singles will remain at $1,000 and the Gold Award for albums will remain at $3,000. The current Gold Award does not expire and those already given will be kept on the silver plaques.

The new Gold Recording Award will be presented to those who make more than 10 copies of an 45 and when it is marketed, it will also be included in the count.

These new qualifications will obtain for all recordings released after April 1. There will be a grace period until June 30 during which recordings released prior to April 1 may still be awarded Gold Records. As of Jan. 1, 1971, certifications will only be granted under the new system.

Henry Brief, RIAA's executive vice president said, "New award qualifications were adopted by the Board to give recognition to sales,成名, as well as discs. He also said that RIAA's Board wished to retain the award to the record producer and to give the manufacturer a chance to reduce the percentage of special orders to the manufacturer for each unit until raising the requirement to a figure above $1 million.

Marsh Going Automation

MINNEAPOLIS — The J.M. Marsh Company, one of the country's largest manufacturers of warehouse equipment, will convert completely to optical scanning within the next six months, according to Dan Heilicher, vice president. The J.M. Marsh Co. is a division of Pickwick International Inc.

The company has been experimenting with the optical scanning method of handling and sorting invoices, purchase orders and other documents. The company's system of optical scanning is based on the optical scanning and greater overall profit on their investment.

Ampec Inks Wiswell

* Continued from page 3

of the disk rights was a natural followup. Commenting on he acquisitions, Don Hall, Ampex vice president and general manager of the division said, "This move to the world-wide market is in line with our plans to be more involved with other facets within the industry, such as the open lineup warehouse automation system."
A Bridge Over Troubled Water
of another color.
Ray Conniff's
"Bridge Over Troubled Water."
His new Columbia release featuring the
Academy Award nominee,
"Raindrops Keep Fallin' On My Head."

It's an important album. Because with it, a lot of people who like today's hits are going to like them even more.
And that ought to make you pretty popular.

On Columbia Records and Tapes.
Pickwick Will Make, Handle Merc's Wing

CHICAGO—To devote more time to his present musical projects, Mercury Records has signed an agreement in which Pickwick Records will manufacture and distribute Mercury's recording product. In addition to Wing, Mercury's economy line, Pickwick will also handle selected material from the catalog of Mercury family labels.

Due to the wing catalog, featuring pop, classical and children's material, and all future releases in economy packages will appear on the Pickwick/Wing Records label. Pickwick will also market the Wing material on economy 8-track tapes and cassettes. Rack jobbers will still go through Mercury to exchange stock.

According to Mercury's president, Irwin H. Steinberg, the move was also made because of Pickwick's reputation as a specialist in the economy field and because of the company's excellent record with the economy product of other major labels.

Mercury will receive full control over its Pickwick/Wing product line. Originally, Pickwick releases. Among the Mercury artists to appear on Pickwick/Wing material: Lawrence Welk, Paul Mauriat, Frankie Laine, Jerry Lee Lewis and Roger Miller.

Heilicher Sees '70 Good Year

* * * Continued from page 1

issue. This, plus the potential of the audio-visual field, would Heilicher to be bullish about the future. We believe that the audio-visual field would be a reality by 1972 and added, "Whether we can reach that goal operationally—will be active in it.

It must be remembered that Weil was a football head coach, Heilicher. "A Beatles $5.98 package comes out priced through the year, is $3.44. . . . Our cost is in the $2.70's. . . ."

The board, Milt, believes in the quality of the product, he said. "In general, it is the sure thing industry. It's in a bad market, good market, the good, but this is an old problem," he added. "In 1972, it is the sure thing industry. In 1973, it is the sure thing industry."

TWA's Away in Return Flight

NEW YORK—TWA Airlines, through the Wells, Rich, Greene advertising agency, is putting an $800,000 promotional-strategy "Up and Away" tune back in the limelight. The radio spots for TWA were being finished last week at Sound Ideas Studios, a 12-track tape facility. The music for the spots was Murder Music, headed by Richie Drue. One track, "Up and Away," is another featured a Waltz sound. It was folk music, but other the other was orchestration.

The new arrangements will be made, according to TWA Public Relations, TWA had the "Up and Away" as a commercial about TWA's flying. Everything took off the air. It was originally a hit by the Fifth Dimension.

Executive Turnable

Mike Mailtand joins MCA in a newly created position to oversee all the company's record labels. He carries two titles, president of MCA Records Division and executive vice president of MCA, Inc. Mailtand, up from Philadelphia, takes over the presidency of Warner Bros.-Reprise Records for nine years. Mailtand joined WB in 1961, three years after its formation, and was named president in 1967. With Capitol, joining that company in 1946 as a salesman in its Detroit branch and moving to such positions as vice president and assistant chairman and sales director and vice president. Walt Heebner, appointed director of sales, western region, for Farah, Inc., Mailtand left. Previously, Mailtand was with Monarch Tapes, LA, Data Pak, Inc., and an executive of Capitol Records.

Margaret Turner named director of publicity, classical division, Mercury Records. She is a former editor of Da Capo Press and has held that position for 10 years at Real Vocal, Symphony. . . . Herbert A. Lowe named eastern regional sales manager, Infos Inc., Baltimore. He was previously sales manager, Mid Atlantic Industries, Washington, D.C. . . . Gold Appearances executive vice president of Propaganda. . . . Earl Paige (Chi) associated music editor.

MARCH 28, 1970, BILLBOARD
John B. Sebastian owns the voice that sang and the pen that wrote Lovin' Spoonful hits such as "Do You Believe in Magic," "Summer in the City," "Daydream" and "Darlin' Be Home Soon."
His first solo album is "John B. Sebastian."
You have basked in the glow of his previous work. Now warm yourself with the long-awaited "John B. Sebastian." Feel it on Reprise.
Maitland—We’re Going to Do Things

LOS ANGELES—"There will be no new campaigns or image drivers, we’re just going to do things," said Mike Maitland, who officially joins MCA Monday (23) as president of MCA Records division, and executive vice president of MCA Inc.

Maitland’s first three months will be spent with the people at Decca, Uni and Kapp Records, the three labels owned by the parent company he will oversee.

He also plans to become familiar with each of the three company’s distribution and manufacturing patterns. MCA’s publishing operation, run out of New York, will not fall under Maitland’s charge.

The former president of Warner Bros.-Reprise Records said he accepted the MCA position because he found "the structure of three companies under a big, strong parent offers me a very exciting challenge."

Lionel Into Disks—Product-Backing Plan

NEW YORK—The Lionel Entertainment Corp., is rolling into the record market with a new label to be known as Lionel Records. Phil Picone has been set as director of marketing (or the new label and will be fining independent distributors during the NARM Convention in April.

On the advertising side of "The Age of Jazz" program will be trade and consumer ads, radio spots, dealer displays and point-of-sale merchandise, including a new jazz catalog.

The program will include product on the Atlantic, Vortex, and Embryo labels. Other artists featured in the drive are Herbie Mann, Les McCann, Roberta Flack, Yusef Lateef, Ginette Reno, Ron Charles, Freddie Hubbard, and David Newman, and the modern Jazz Quartet.

The recipients of BMI’s "Jazz Super Textbook" awards would be presented at the BMI’s Jazz Convention in New York, this week. Frank Mancini, vice president in charge of East Coast operations for Lionel Entertainment Corp., will contribute to the new label on all levels, especially product acquisitions and promotions independent distributors.

Direct Lionel Entertainment Corp.’s publishing, management and independent production divisions. Clive Fox, who is vice president and general manager of Lionel Entertainment Corp., is headquartered on the West Coast.

Picone said that the new label (Continued on page 110).
A man of God speaks to the people.
And they listen, brother, they listen.

The Country Preacher
Rev. Jesse Jackson
on his first recorded album
gets the people to say—
"I Am Somebody"
and they are saying it loud and clear!

The pre-release demand for this album has been overwhelming. Forced to the surface by the events of today, Rev. Jesse Jackson represents a new movement that commands the attention of the American society—both black and white!

Here's what the gentlemen of the press have to say about the man who's helping to keep Rev. Martin Luther King Jr.'s dream alive: "It is abundantly clear... that Jackson is both a man of God and a shrewd, even arrogant, political infighter."

John Pekkanen, LIFE MAGAZINE

"... Almost everyone who has seen Rev. Jackson in operation acknowledges that he is probably the most persuasive black leader on the national scene and that breadbasket is something rare and viable in the movement."

John Herbers—NEW YORK TIMES

Respect Records, a division of Stax Records, a division of Music Corporation, a G+W Company.

Respect Records, 98 North Avalon, Memphis, Tennessee 38104
Mail Snafu Looms as Peril

* Continued from page 10

payment of bills at out-of-town locations if the strike continues for any length of time. A Columbus spokesman also indicated that the phone had become everyone's means of keeping the business going. Columbus has not yet made any plans in the event of a long strike because as one Columbus man exclaimed, "We've never been faced with this problem before."

"The mail strike is not hurting Bell Records," Don Slusher, Bell's goodwill for Telex and Western Union, said Larry Utal, Bell's president. "As for record promotion, we do most of that on the telephone. The strike's effect on billing and collecting won't hurt us if it just lasts a few days." On the other hand, Irving Mazur, Roulette Records' Eastern regional sales manager, said that "the strike is hurting. A lot of orders aren't coming in. We are, however, getting some of them anyway, over the phone." Dick Myers, vice president of Roulette and head of Ethnic Tapes, Inc., said, "It's just about bordering on mass confusion here. I can't get out my head of the orders that I have been giving in. My customers can't receive their instructions which are generally mailed to them, and, overall, there is a painful slowdown. If this strike continues for any period over a week or so, I'm afraid we'll have to close up in a ring that would take an age to unring."

The Long Island-based firm of Dubbins is also feeling the pinch of the strike. Paul Smith, the company's president, said, "Already our normal flow of orders and checks is slowed down to a trickle. We are relying heavy on Telex, telephones, and, of course, personal service to keep our orders going. We hope there will be a break very soon for an extended strike could be very tough on us. This strike is all smoke that blows nobody good."

U.S. Urged to Step Up Electronics Efforts

WASHINGTON—Robert W. Galvin, head of Motorola, Inc., has urged greater government cooperation with the electronics industry in the face of a threatened strike. Speaking to government and industry officials at a recent meeting of the Electronics Industries Association (EIA), at the Statler Hilton, Galvin said, "Our world is a technological galaxy, and our business is at stake, and our government officials must increasingly appreciate the need for all-out cooperation in industry in behalf of the international business environment.

Galvin, who was awarded the EIA's Medal of Honor for outstanding contribution to the advancement of the electronics industry, at the same meeting acknowledged the existence of substantial efforts and achievements in the area of governmental-industrial cooperation. He added, "the stark reality of the survival of the technologies that an individual U.S. company must pluck its resources from the same pool, the vicious competition that a government as well as an industry, or certain foreign competitors, may face in the future."

He concluded, "If we expect to accomplish domestic employment goals and other economic objectives indispensable to our nation's internal welfare, then industry must have increasing support and cooperation from various governmental agencies and from Congress. The interest of the essential added business are vital in foreign markets."

Galvin suggested that in the decade ahead government's involvement in the electronics industry should lean more toward promoting, supporting, and cooperating, than to refereeing or controlling. He stressed, "we must more and more demonstrate that we are one seamless team—the American team."

Continuing, Galvin told his audience that such affirmative action would be required at the international marketplace, and stressed the need for wisdom "at home" in order to avoid the consequences of regulations of domestic industry affairs which may not be in agreement with the ability to compete worldwide.

Stressing that most of our industry's products and services are generic to the world's rapidly expanding needs, Galvin said, "Our long-term success is dependent upon the ability to serve that increase in the world market."

"Most electronic manufacturers of component, consumer, and industrial products who do not participate in the Luneberg's dump of their gross revenues from non-U.S. markets within this decade, will find it difficult to remain competitive, to service their traditional customers, and necessarily fail to maintain viable economics of size compared to world oriented competitors."

Roosend and Group to Help Black Distributors

NEW YORK—Luther (Skip) Rosend is heading a Committee for Equal Opportunity (Black) in the Electronic Industry which was recently set up by the National Association of Black Apparatus Dealers to get the black industry short eastern is to use its influence to get the blacks to help them in getting into the market.

Rosend said, "We have found that there are more than one hundred black merchants in the market. These one million are finding less buyers and a lot of goods that are sold in the market. We find that 80 percent of the blacks are black. We feel that the blacks are more likely to do new in a new era in which black enterprise will be the main force. The one-stop-per-boss and rack jobs should gain from these profits just as white merchants are doing."

Rosend's address is P.O. Box 5907, Detroit, Mich. 48210.

Cannon Hunter for Young Scorsers

NEW YORK—Cannon Group Inc. is looking for young people making records who would like to score films. The projected young talent for the firm's president of Cannon Music Inc., is dealing with youth because "films are a youth medium and if a theme in a film involves youth, then the music should be young," according to Kauff. The company has three films in the can and is looking for rock groups to write the scores. The firm has set up a record label with the same name as a method of exposing new talent as a label format. The firm is also setting up a company to develop its own artist and producers. Cannon is also soliciting films from young people who wish to express themselves through this medium.
GRAMMY! GRAMMY!

ORIGINAL SCORE COMPOSED & CONDUCTED BY Burt Bacharach
BUTCH CASSIDY AND THE SUNDANCE KID

Best Original Score Written for a Motion Picture or a Television Special.

GRAMMY!

QUINCY JONES
WALKING IN SPACE

Best Instrumental Jazz Performance by a Large Group.
NARM Convention

Industry Principals of NARM Convention

NARM Board of Directors, Standing, left to right, Jules Malamud, executive director; Charles H. Schlang (Transcontinental Music Corp.); James J. Tiedjens (National Tape Dist.); Merritt Kirk, treasurer (Music West); Milton Izraieloff (ABC Record & Tape Corp.), and Carl Gaiser, secretary (Pleasure Products Corp.). Seated, left to right, Jack Grossman, 2nd vice president (Merco Enterprise); James Schwartz, 1st vice president (Schwartz Bros.); Amos Heilicher, president (J.L. Marsh Co.); Jack J. Geldbart, secretary (Pleasure Stanley Products Corp.).

1969 NARM STUDY

NARM MEMBERS 1969
GROSS DOLLAR VOLUME
AT RETAIL
$1,077,000,000

PRODUCT
% OF TOTAL VOLUME
TOTAL DOLLAR VOLUME
Photograph Records 46.6% $738,002,000
Tapes 26.3% 561,711,000
Equipment 4.7% 50,619,000
Accessories 2.2% 33,694,000
*Other 2.1% 7,154,000
*Music books, posters, etc.

TOTAL DOLLAR VOLUME
BY NARM RACK JOBBERS
$764,000,000
NARM RACK JOBBERS
GROSS DOLLAR VOLUME AND
TYPE OF PRODUCT
% OF DOLLAR VOLUME
Type of Product

Analyses of Tape Volume

Type of Tape Volume
% of Dollar Volume

Department and Discount Stores
Record Departments 73.0%
Department and Discount Stores
Automotive Departments 29.0%
Retail Record, Appliance, and Electronics Stores 14.5%
Tape Centers 12.0%
Service PX's 3.7%
Sub-distributors and One Stops 1.4%
Miscellaneous 7.4%

**$261,711,000

NARM MEMBERSHIP PROFILE

Member Company
Dollar Volume
% of Total
Number of
NARM Members
% of Dollar Volume
by NARM Members
Under 1 million 14.3% 2.2%
1 million-3 million 34.1% 8.4%
3 million-5 million 17.5% 8.3%
5 million-7 million 16.5% 13.6%
5 million-15 million 9.1% 13.0%
15 million-40 million 8.4% 10.4%
Over 40 million 3.1% 45.2%

*$1,077,000,000

NARM Rack Jobbers Serviced by NARM Rack Jobbers

Type of Retail Outlet
% of Dollar Volume
Department and Discount Stores 53.6%
Variety Stores 19.3%
Retail Record Stores 7.5%
Drug Stores 9.5%
Supermarkets 4.0%
Service PX's 2.6%
Miscellaneous 3.7%

*Bookstores, Gas Stations, Electronics Stores, Hardware Stores, Mail Order, Sub-distributors and One Stops

**$764,000,000

President and Tape
Amos Heilicher
NRM Executives
Jules Malamud
Jac Maltman
President
NRM Executives
Al Bell
Vice President
Star/Voll Records
Irwin J. Tarr
Vice President, Planning
RCA Records

Analyses of Tape Volume

Type of Tape Volume
% of Dollar Volume

Department and Discount Stores
Record Departments 73.0%
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Miscellaneous 7.4%

**$261,711,000

NARM Convention

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From one of America's largest, most diversified plastics processors...

20 million cassettes a year

...so no one beats our price

Why?
Start with the picture.

It's the new Polymer Processing plant in Lenoir, North Carolina.

Fill it with the newest, most modern equipment in the industry—120,000 square feet of plastics manufacturing space.

Man it with crack personnel, knowledgeable in cassette production, and secure the NAP license.

Gear it to run at top rate capacity.

Result—Twenty million C-O and Unassembled a year.

We can afford to sell top quality at a low price!

Call Hugh O'Donnell, Marketing Manager at (704) 754-3421

POLYMER PROCESSING INC.
Lenoir, North Carolina 28645
A division of Broyhill Industries
LEISURE TIME TIPS
by: Larry Finley

For the past several weeks this space has been used to bring you advice on some of the "CHART" cartridges that NAL have on the charts. We have been featuring the hottest hits by artists such as Windsails "Mountain Climbing," Athena's "Country Moog," Firebird's "World Gas," and Grove's "Delfonic Superhits" as well as many other hit cartridges in NAL's vast catalogue of over 700 selections.

This column is being written exactly one-half hour before departing for the NARM Convention in Florida where NAL will introduce some startling new merchandising innovations and there will be more than seven hundred top label cartridge, cassette and open-reel lines which retail at suggested list price of $6.95 as well as an outstanding promotional line of almost two hundred "Pep" cartridges and cassettes with a suggested list price of $4.95.

These "budget" cartridges and cassettes contain "top of the line" artists in the recording field, attractively packaged and properly merchandised, will move out of the dealers' stores.

In addition to the NAL representation at the NARM Convention, the NAL sales staff of eight sales people will be in the field advising NAL's 330 distributors of these promotional plans for this selling season.

It is anticipated in the industry that the spring and summer will bring an all-time high in pre-recorded stereo tape cartridges and cassettes. Why not be a part of this business by having acquired several new labels—those will be announced in next week's Trade Page.

During the past year, the NAL catalogue has grown, and with the acquisition of these new labels, NAL will become an even stronger contender in this rapidly growing giant industry.

NAL will maintain a hospitality suite, postdie, at the Americana Hotels—which is headquarters for NARM. Joe Berger, V.P. in charge of Sales for North American Leisure Corporation, as well as the NAMO contingency, will be available "round the clock" for meetings with distributors and rack jobbers.

If you are a distributor who is not going to attend the NARM Convention, we urge you to write us and we'll let you know more about the new releases and promotional plans, contact North American Leisure Corporation, 1776 Broadway, New York, New York (212) 265-3340.

LOS ANGELES—Muntz Stereo Products has introduced two new product areas in line with new management's policy to move away from its "dark ages" status to become an all-around electronic company.

Ten new items will be offered between now and June in time for the Consumer Electronics Show in New York, reports Barney Phillips, head of the new group of innovations which is in charge of the company from Earl Muntz.

Although Phillips is now in the president's office and has begun bringing on a national sales force, Philips and his people are still not the company's legal owners.

We will not legally take over until our audit of the company's financial status is completed, which should be by April 1, Phillips explained.

Five "individual" artists were in Phillips records, and these names will be made public with the formal takeover.

Spreadsheets show new innovations are coming.

Meaning? Phillips' new organization is running the company. The line includes a new in-car cassette, a ready-to-play into any auto with FM, AM/FM, AM-only, and portable units. The new line has been designed to sell the five company-owned Muntz Cartridge City stores in the San Francisco, Skokie, Ill., and Detroit areas.

"We are getting out of the retail business now, and can't compete with our own customers," Phillips explained. "We should have been considered by May 1." Don Stuck, who Phillips hired from Teenn to be his executive vice president, has the responsibility for closing the deal. Phillips said that there already are buyers for each of the locations.

Phillips is determined additionally that the company no longer needs a California sales representation, so North Kansas is being discontinued. "In analyzing our overall operation, we realized we have four salesmen in the office selling on the phones. We determined involvement in nothing but our own product and our own line could do a better job on the street than any two that has other lines." Phillips said.

Among the new products designed to achieve that goal are:

- a car cassette player/receiver, available now.
- an 8-track car stereo, available now.
- AM and AM-FM home radios with a protective light panel, available now.
- stereo wall speakers, available at the end of April.
- a car armrest speaker, available at the end of April.
- a car speaker, available in mid-April.
- two car radios, one AM, the other FM Multiplex, available in mid-April.
- the two car radios are built by Teikoku Dempo and handled by Clarion, the trading company which provides Muntz with some of its car stereo. Marusa supplies the rest. Phillips estimates that 75 percent of the company's business is in the car market. Phillips hopes to open new accounts, starting by developing more products for the automotive industry.

He would like to acquire several smaller automotive accessory companies and then take the whole operation public. He claims to have spoken to seven companies about merging, but discounts any negotiations with Jim LeVitus to merge his Car Tapes into Muntz.

Phillips does acknowledge hearing from Jim LeVitus who (formerly worked for Muntz) plans moving his headquarters to Los Angeles from Chicago.

Why are people purportedly interested in merging with Muntz? Phillips now has the answer: "I don't say we're the best or the biggest, but we certainly are the same company."

Discontinues List Phillips has discontinued the Audio-Stereof line or players in favor of Phillips which bears the Muntz "name." We are pulling in our horns to make a good, clean contract at company. They can look at such things as private branding or OEM equipment.

In light of the company's going through a transitional period of ownership, why is Phillips spreading himself thin with so..." (Continued on page 18)

BELIEVE IT OR NOT: LINE AT NARM

LOS ANGELES—Belair Enterprises is introducing its new stereo line of home and portable 8-track players Monday (23) at the National Association of Record Merchandisers (NARM) convention in Bal Harbour, Fla.

The line includes a new-in-the-line portable and an 8-track deck (model 900) at $59.95. The new portable models, all solid-state, include a promotional portable (model 322) at $69.95, a portable with AM/FM radio (model 333 at $89.95), a straight portable (model 410) at $99.95, and a portable with AM/FM multiplex (model 412) at $139.95.

The new home line includes a two-piece 8-track (model 810) with tape storage area, air suspension speakers, professional control hobbyist, $199.95, and a two-piece 8-track (model 812) with the same features as the 810 but no AM/FM multiplex at $149.95.

Belair's portable line are all AC/DC powered, and portable with the portable speakers together. All have a built-in battery recharger.

The company is introducing 11 units of "nautical" show, including four stereo 8-track auto players. The auto line consists of a 4 and 8-track compatible (BA 259) at $89.95; a mini (BA 261) at $69.95, a mini with AM/FM radio (BA 277) at $89.95, and an FM multiplex radio (BA 284) at $109.95.

To enhance the line for today's youth-oriented buyer, and to change the static appearance of tape equipment, the company is introducing multi-colored grill cloths. Units will be "dressed" in colorful uses of red, blue, green, brown, charcoal, blue and white.

Belair's distribution in the home and portable field also will be diversified to specialty outlets, like photo stores, electronic locations, important dealers, dime stores, discount stores, supermarkets and drug chains, says Ed Mason.

"Where existing distributors are specialized and not covering all markets," says Rod Pierce, Belair marketing vice president, "we will set distribution on a non-conflicting basis. We definitely plan to beef up in the (Continued on page 28)

TapeCARtridge

'New Muntz Into New Product Areas' by EHIOT TIEGEL

3M TO BOW 8 IN BLANK TAPe

ST. PAUL — The 3M Company is introducing a line of 8-track blank tape cartridges Monday (23) at the National Association of Record Merchandisers (NARM) convention in Bal Harbour, Fla.

The company will manufacture a 40-minute tape for $2.95 and a 90-minute tape at $3.40.

The blank cartridges will be marketed in the usual manner through regular distribution channels, rack jobbers and distributors. The blank cartridges will be packaged in a white slip-case with gold, black and red labeling.

"We feel there will be a great response for blank 8-track car-
ttridges to complement the pre-
recorded music market," says John C. Traynor, retail market sales manager of the magnetic products division of 3M.

We get plastered a lot.

Seventy seven different labels put their good name on the line in our cassettes and cartridges. We make sure you don’t get platform taped. We make sure you get heard in every corner. We make sure you get your name heard in every corner. We make sure you get your name heard in every corner.

We make sure you can’t get your name heard in every corner. We make sure you can’t get your name heard in every corner. We make sure you can’t get your name heard in every corner.
Delivery
Service
Uniformity
Dependability
Quality

Right On!

Raw duplicating tape from
General Magnetic Tape Co., Inc.
168 Hopper Avenue, Waldwick, New Jersey 07463
Tape Happenings

Certron, blank tape manufacturer and duplicator, will be listed on the American Exchange on March 30. The Anaheim, Calif.-based company became publicly held in February, 1969. GRT is releasing 16 8-track titles, 10 cassette titles and 8 reel titles in a March release. The release includes product by the Bossa Rio, produced by Sergio Mendes; Tommy James and the Shondells, "Travelin'"; Steppenwolf, "Live"; "The Turtles Golden Hits, Vol. II" (Continued on page 29)

New Laws With Teeth Urged To Kick Piracy in Its Face

- Continued from page 1

New laws on both the Federal and state levels with teeth and muscle, "claims an attorney for CBS (Columbia Records).

Not Protected

Congress has not given the tape and record manufacturers the uniform nationwide protection they need by revising the Federal Copyright Act (of 1909) and making it possible to copy right a phonograph record and prerecorded tape. A musical composition can be copyrighted but a recorded performance of it cannot. The law affords copyright to visible expression of creative effort but not to something so intangible as sound embedded in records.

"There can be no question that the framers of the original copyright legislation in 1909 could not envisage loopholes created by new technology (tape) and a new communications industry," admits an industry leader.

An executive at CBS said tape piracy takes more of the time of that company's lawyers than any other single legal problem. Why?

"Because they (tape pirates) have gotten expert legal advice on loopholes in local statutes that will allow them to continue bootlegging within the law," explains the CBS executive.

California passed an antipirating law making tape piracy (also phonograph bootlegging) a misdemeanor. But tape pirates countered and went to federal court to challenge the constitutionality of the law. The matter was referred to a panel of three federal judges, but enforcement of the law has been suspended until its constitutionality has been settled.

"Underground companies and one-man operations always will exist," believes State Assemblyman Charles Conrad, the law's author. "The purpose of the antipirating law is to stamp out organized commercial ventures."

It hasn't. What is the Recording Industry Association of America (RIAA) doing about it?

The organization has brought in Jules Yarnell, former member of the Justice Department, to act as an industry commissioner to wage a coordinated war against tape pirates.

Because of separate state statutes—only New York and California have criminal penalties for piracy—regarding unauthorized duplication, Yarnell's role is to coordinate the individual legal battles and attempt to get a uniform law for each state. It won't be easy. Loopholes are everywhere.

A Chicago duplicating company, Tape-A-Tape, places the following statement on its cartridges in what appears to be an effort to protect itself against possible charges of attempting to mislead the public:

No Relationship

"No relationship of any kind exists between Tape-A-Tape and the original recording company, nor between this recording and the original recording artist. This tape is not produced under a license of any kind from the original recording company nor..." (Continued on page 29)

Cassette music corporation

220 east 22nd street, new york, n.y. 10010 (212) 689-1986

* During NARM call Manny Kopelman, at Hotel Balmoral 305—UN 6-7792

March 28, 1970, Billboard
YOU'RE NOT IN THE TAPE BUSINESS UNLESS YOU CARRY VANGUARD'S

SURROUND STEREO

VANGUARD

The revolutionary new Quadrasonic system of stereo, a simultaneous four channel technique capable of reproducing music and the acoustical properties of the auditorium in which it is recorded more faithfully than heretofore possible.

Surround Stereo tapes now available include:

- VSS-1 Surround Stereo Sampler
- VSS-2/3 Berlioz Requiem
- VSS-4/5 Mahler Symphony No. 3
- VSS-6/7 Mahler Symphony No. 9
- VSS-8 David's Album - Joan Baez
- VSS-9 Illuminations - Buffy Sainte-Marie
- VSS-10 The Amazing Electronic Sound of Jean Jacques Perrey
- VSS-11 Handel's Jephtha (Highlights)
- VSS-14 Greatest Hits - Country Joe and the Fish

Price $14.98 per 7 1/2 ips 3/4" open reel tape.

PLAYBACK EQUIPMENT IS ALREADY AVAILABLE

TELEX QUAD/SONIC MODEL 230


Wollensak 6154 WOLLENSAK "QUAD/Stereo"
The Wollensak 6154 Wollensak "Quad/Stereo" recorder surrounds the listener with sound, it plays four-channel tapes which have been acclaimed as most realistically reproducing the acoustical characteristics of a concert hall performance.
'New' Muntz Into Other Products

Continued from page 14

that the production runs are not that exorbitant and the new many new products? He answers items allows him to "test the market."

"We are not looking to get into the car radio market with 5,000 units a month; rather with 1,500 units. A production run of 10,000 units was made for the portable 4-8 Apollo 12 (which Philips feels can be developed into a good premium item). A production run of 5,000 was made for the 8-track car player; 15,000 was the initial order for the armrest speakers; 3,000 pieces were ordered for the small home AM and AM/FM radios.

"We are looking to recapture customers who thought we were sticking with 4-track too long," Phillips said. Towards this goal, Phillips has hired Charles Balderas from California Auto Radio, as his marketing director.

Balderas' job is to get the company "profit oriented" by detailing to the trade the firm's involvement in the car radio, speaker and accessory field. (Muntz has DC motors from Japan which fit 80 percent of competitors' car stereos, Phillips envisions getting into the parts supply business.) Don Slack, Phillips No. 1 man, is on the other hand, studying present modus operandi, looking at existing work systems, morale and facilities. One policy of the old regime sure to be changed is to halt the 4:30 p.m. departure of the work force, leaving Phillips and other executives alone to answer ringing phones.

Milwaukee — Stereo headphones save tape retailers the expense of constructing listening booths, prevent tape pilferage, allow for more realistic testing of playback units and on their own become a profitable accessory for both the auto and home market. John Koss sees even more reasons why music

Audio brings you the world's outstanding tape duplicating system

The Electro Sound 4000 Series from Audiomatic is simply the best tape duplicating system around.

- The ES 4000 is the only system which consistently produces finished tapes of the highest quality with minimum attention and maintenance. It is designed and built to work around the clock using labor with minimum skills. It just turns out great tapes, day-in, day-out, with no fuss and no trouble.

- The ES 4000 is the only system which permits really quick changeover from one configuration to another. We guarantee, for example, that production can be switched from cassettes to 8-track cartridges in about 1 minute per slave, or less than 10 minutes for a 10-slave system.

- We are the only supplier who offers a single source for all of the equipment needed of the modern tape duplicating plant. We furnish not only the duplicating machines themselves, but also complete mastering and playback equipment, quality control equipment, the finest available windsers and our latest addition, semi-automatic splicers. We can also supply you with run-in, labeling, gluing and packaging machines and, for that matter, we can set up a complete plant for you from scratch.

If you are now in tape duplicating and want to expand or improve your facilities or if you want to get into this fast-growing business, the best of everything is available from Audiomatic. To find out just how solid it is, ask of some of the many industry leaders who use it.

Write or call us for references and for full details.

CAP PITCH ON 8, CASSETTE

LOS ANGELES — Capitol Records is launching a special 8-track and cassette promotion, beginning April 1.

The "Gold Ear" campaign allows dealers, rack merchants and distributors to order 20 best-selling tapes (from a 50-tape catalog) and receive two tapes free.

The two free tapes can be selected from five specially packaged titles in pop, rock, sound and jazz, country and light classics.

Suggested retail is $4.98, according to John Schmidt, project manager of the promotion.

"The promotion is a continuing effort to expand the tape market by offering tape accounts special programs and trade incentives," believes Rocky Catena, Capitol's vice president for national merchandising.

The SIGN of great reading

MARCH 28, 1970, BILLBOARD
Music doesn't have to be dead just because it isn't live.

RCA tapes put life in your recordings. And we have whatever kind of tape it takes to do it.

Low noise mastering tape for the pros. In ¼-, ½-, 1- and 2-inch widths.
Back-lubricated tape for Stereo 8 or 4-track cartridges.
Duplicating tapes for cassettes and reel-to-reel.

And Red Seal cassettes and Red Seal reel-to-reel for personal recording. These tapes don't miss a note.

Your music sounds alive on RCA tapes. Sound us out. Write RCA Magnetic Products, 201 E. 50th St.,
New York 10022.
Ethnic Forms Duping Wing on Budget Line

NEW YORK—Ethnic Tapes Inc., a subsidiary of Roulette Records, has formed a new division, Ethnic Tapes, to duplicate and market a line of budget tapes this spring.

Product for the new label, which will feature pop, rock, soul and country sounds, will be culled from the catalogs of leading artists in this field. According to informed sources, Ethnic Tapes is in the middle of top level discussions, with two of the nation's leading record companies, aimed at reaching an agreement on licensing arrangements. A formal announcement on the outcome of these talks will be announced shortly, and taped product on the new label should be ready for the consumer market in about four to six weeks.

Meanwhile, Ethnic Tapes has registered a steady increase in the sales of its lines of ethnic tapes which include, Tico, Alger, Fania, Cotique and Speed. These lines include native sounds of Poland, Germany, Israel, Italy, Latin America and Africa.

According to Dick Myers, vice president of Roulette Records, and head of Ethnic Tapes, the Soul of Africa Series, which features, the chants, drums and other sounds of Africa, has found unprecedented success among college students and listeners of underground music.

He added that the company's jazz line, with artists like Count Basie, Dinah Washington, Billy Eckstine; and the Latin American lines have also been enjoying spiraling sales. "Our sales figures today are six times as high as they were when we began operations a little over a year ago," he said.

Myers disclosed that although product sales were predominately in the 8-track configuration when Ethnic Tapes began operations last year, pre-recorded cassettes are now responsible for up to 40 percent of company's total market figures. He explained that this was largely due to the fact that the ethnic groups to which his company caters, find cassette equipment more economical and convenient. "We anticipate that the greater percentage of our business will eventually be done in cassettes," he said.

Kent Bows Own 8 And Cassette Line

LOS ANGELES—Kent Records is introducing a Kent line of 8-track and cassette tapes. The company has been duplicating its vintage blues material on the Modern and Flair lines.

These two lines will be retained but the Kent name will be emphasized, said the company's vice president, general manager Morey Alexander.

There should be 15 titles in the Kent tape catalog within the next few weeks, including material which previously came out on the Modern line.

"The best thing is for us to concentrate on one label identity," said Alexander. All new material on the Kent Records line will be issued on Kent Tape, with the company's own tape duplicating wing handling this function.

Upcoming new Kent tapes will include performances by B.B. King, Ike and Tina Turner, and the group calling itself Neil Merriweather, John Richardson and Bores.

The Kent and Modern lines retail for $6.95. The Flair label, introduced last year at $3.98 price may be discontinued in favor of another form of lower price line.

The Kent 8-tracks will be packaged in a 4 x 12 inch long box. The cassettes are not. They are sold in the regulation size cardboard packaging.

Alexander said the company is continuing with long boxes because of its rack sales. There is a possibility that the cassette packaging will be changed.

During the past 60 days the company has been running radio spots around the country for the Kent Records name, with special emphasis on the Merriweather group to create an aura of product newness. Alexander wants to sign more contemporary groups for the record label which will in turn provide the tape line with freshly recorded product.
Lib/UA Tape Dept Stocks Up On Innovations, Selling Ideas

LOS ANGELES — What many record companies viewed as a good innovating tape department with solid merchandising potential, Liberty/UA has one. In an era of “do-it-yourself” tape departments, record labels, uniqueness and creative packaging design, are developing “in-house” tape departments. Tom Horbauer, Liberty/UA’s executive vice president, states that although the tape market has declined, yet it is not dead, and that to ignore it would be a mistake. There is, he says, an even greater influx of bootleg tapes, the problem of illegal duplication will spread rather than decrease. Horbauer acknowledges the fact that several major tape companies are in acute financial straits because of a reduction of 4-track product, but states, “These companies need not duplicate their entire catalog in 4-track configurations. Instead, they could select the 10 tunes off the music charts for 4-track duplication. There should be no danger of redundancy if this is done,” he assures.

Livingston Urges Selling of 4-Track

FAIRFIELD, N.J.—Livingston Audio Products Corp., one of the oldest tape duplicating companies in the field, is urging all major tape companies in the U.S. to make prerecorded tape cartridges available to the consumer in 4-track configurations.

Tom Horbauer, Livingston’s executive vice president, stresses that although the tape market has declined, yet it is not dead, and that to ignore it would be a mistake. There is, he says, an even greater influx of bootleg tapes, the problem of illegal duplication will spread rather than decrease.

Horbauer acknowledges the fact that several major tape companies are in acute financial straits because of a reduction of 4-track product, but states, “these companies need not duplicate their entire catalog in 4-track configurations. Instead, they could select the 10 tunes off the music charts, for 4-track duplication. There should be no danger of redundancy if this is done,” he assured.

Livingston Audio is one of the oldest tape duplicating companies in the field, and has been one of the leaders in 4-track product, and if the legitimate duplicator does not make it available, the dealer will buy it from any other channel through which it is available. This will create a full-mood market for the bootleggers, and the problem of illegal duplication will spread rather than decrease.

Horbauer acknowledges the fact that several major tape companies are in acute financial straits because of a reduction of 4-track product, but states, “These companies need not duplicate their entire catalog in 4-track configurations. Instead, they could select the 10 tunes off the music charts for 4-track duplication. There should be no danger of redundancy if this is done,” he assured.

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Printing Industries Citation For Graphics Goesto Ampex

NEW YORK—Ampex Stereo Tapes has published the Graphics Division of the Printing Industries of America Citation for Graphic Excellence in the production of the Ampex microcassette packages for the consumer and professional markets.

The award named Jim Johnson, a print manager’s advertising and Bob Ross, designers; and Ben Otero, illustrator, as recipients of the award. "The program has a special place in my heart," said Bob Ross, designer. The Aster Astro microcassette, introduced two years ago, is packaged on colorful 5 x 8 inch cards that feature pictures of the artist along with the names of the four selections contained on the tape. The cassette is enclosed in a clear plastic case sealed to disposable card. Each microcassette retails for $1.98, and can be hung from racks or displayed in browser bins.

Since its introduction in 1968, the microcassette has been attracting the young music listener because of its modest price and quality of contents. The selections, usually rock 'n' roll, are by popular performers, are taken from recent top 40 underground and FM radio stations in the Chicago area.

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WILL IBEAL THE KNOTHOLS, The Best of; (B) 27233

Page One

VARIETY TAPE-Early in the Morning; (C) 27234

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COLLEAGUE-Diane, (C) GRT; (C) 5023-50079V

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Project 3

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Call or write for our full catalog of current releases, today.
Tape CARtridge

Lear Jet Develops 8-Track Single in Size of Cassette

- Continued from page 1
one end with the other end empty so that it folds around the "back half" that engages in the player. (It thus differs fundamentally from a miniaturized 8-track Motorola developed cartridge.)

Campbell said the new package is designed so that it will be wrapped and sold in the folded mode. Reached at Avico in Tuscon, he said: "This new package allows the 8-track concept to compete with cassette on the basis of compactness. Until now, the cassette has enjoyed only two real advantages: compactness and fast reverse."

He further stated: "We have opened up a whole vast new recorded music market. Inasmuch as the standard 8-track cartridge exists in only the LP album format at this time, we are actually creating a whole new additional market with the creation of the Mini-8 cartridge to accommodate singles and mini-albums."

Campbell said Lear Jet has had the new cartridge in the development stage for a year and a half. It will be displayed at the National Association of Record Merchandisers in Miami (23). He acknowledged that the new concept comes at a time when the prerecorded tape industry is involved in a "configuration tug of war" and debate over packaging.

As for dupicators, he said: "I can anticipate some saying that they have just achieved automation for regular 8-track cartridges and here is another design. But they can re-equip for the Mini-8 with little difficulty—they will need a different size core platform." He said the Mini-8 simplifies duplication because it arrives in only two parts (the inner platform mechanism and the outer shell enclosure).

He said that Lear Jet entertained no thought of getting into software duplicating. From a software standpoint, the Mini-8 could be packed in unfolded mode as are normal 8-track cartridges. "But our image for the Mini-8 is that of its being marketed in the folded mode. It makes its own box as it were and a flange of the foldover lid even protects the open end of the cartridge, giving it still another advantage."

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THE MOST COMPLETELY STOCKED TAPE OPERATION IN THE COUNTRY!
WE SHIP ALL OVER THE WORLD—WRITE FOR DETAILS!

FREE S H I P P I N G & HANDLING ANYWHERE IN U.S.A.
ONE-STOP TAPE SERVICE
WE HAVE EVERYTHING!
Especially items not found elsewhere!

8 TRACK • CASSETTES LARGE OPEN REEL INVENTORY
COMPLETE SELECTION BLANK TAPES
All (configurations) Scotch, Audio, etc.
Y O U H A V E IT— W E ' L L G E T IT F O R Y O U !
FREE CATALOG AND PRICE LIST SENT ON REQUEST

AMPAK'S LATEST RELEASE FOR CASSETTE COLLECTORS

The 24-unit "double-decker" carrying case

This "latest release" is handsomely styled and ruggedly built to protect tapes from dust and moisture. Has individual compartments for 24 cassette cartridges—12 in upper lift-out tray, 12 in lower compartment. Covered in attractive gold and black textured plastic. It is equipped with brass-plated hardware and has a padded lid and fully-lined interior. It's a first-class carrier of Cassette collections.

Write for information and literature on the entire line of carrying cases for 4 and 8 track, Cassette and Playtape Cartridges.

For Music "On-The-Go!"

AMBERG FILE & INDEX CO., 1625 Duane Boulevard, Kankakee, Ill. 60901

No. 1124
### New Tape CARtridge Releases

**CAPITOL**

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(Continued on page 28)

### New Packaging For Cap Cassette

**LOS ANGELES** — Capitol's cassette tapes are now being sold in cardboard slip-cases rather than in the all-plastic Nordoflo-type box.

The new package is less expensive and serves the same function since retailers generally place them in some protective device like a locked case or browsamatic display.

With all warehouse stock of the plastic cases having been used, new cassette tapes are now offered in the shrink-wrapped cardboard outer holder. A spokesman for the label explained the move in terms of holding down costs and also providing a protective device until "someone comes along with an industry standard, or we develop our own."

Capitol's 8-track cartridges are sold in the standard cardboard slip-case which has a window for displaying the plastic case's graphics.

The new Capitol cassette case offers a four-color photo of the artist along with small type of the titles on the front cover. The back liner is black with the programming in white. The tape's title appears on one end and one side, with a warranty guarantee printed on the other side. The tape, housed in a plastic tray, is inserted in the case through the open end.

With the recent departure of Hal Rotenberg, Ken Sakamoto and Don Doughty (the sales department's product coordinator), Catena's department is now integrating tape merchandising with record merchandising. All (Continued on page 29)

### BEST SELLING Tape Cartridge

**8-TRACK**

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Better tape sounds better. Audiopak contains the best.

Audiopak. What else? 26 duplicators and 77 different labels wouldn't have it any other way. They use Audiopak magnetic recording tape because it reproduces high frequencies without graining or wow and flutter, recording or playback hiss. And because they know that in whatever configuration they buy it, Audiopak will be engineered to give optimum fidelity, greater consistency and superior potential strength and wear qualities. As you know, we make Audiopak Cassettes, Audiopak Cartridges, non-reel Audiopak magnetic recording tape and Audiopak® blanks for master recordings. All (modestly) the best.

Audiopak Audio Devices Inc., Glenbrook, Conn. A subsidiary of Capitol Industries, Inc.

March 28, 1970, Billboard
CAYTRONICS

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FAVIO

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CYS-1004 LP

SANDRO

CBS-1201 8 Track-CAS-1201 Cassette
CYS-1201 LP

PIERO

CBS-1202 8 Track-CAS-1201 Cassette
CYS-1202 LP

THE BEST

VINCENTE FERNANDEZ

SANDRO

SONORA SANTANERA

Jose Luis Rodriguez

Jose A. Jimenez

TRIO LOS PANCHOS

CUCO SANCHEZ

Los Alegres de Teran

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Some people think it takes less to produce cassette graphics than record graphics because they're smaller.

Until they find out that a big mistake on either is the same size.

Just because cassette graphics are small, you might think anyone can print them.

But you'd be wrong.

Printing cassette graphics is tough.

It takes an expert to handle the sophisticated materials and many complex finishing operations needed to produce the final product.

Forget any problems in translating record graphics to cassettes. Just give us the selection number and program information. We'll take it from there... design to mechanicals.

We've got a complete plant set up to manufacture nothing but tape graphics, including heatseal and pressure sensitive materials.

Queens Litho can supply you with just about every kind of tape packaging there is. If you have an idea for something different, we'll even help you develop it.

We'll never charge you extra for standard die-cuts because we've got dies for every tape style.

And our round-the-clock operation can give you delivery as fast as you need it, regardless of quantity.

It all means that we make your job easier.

Queens Lithographing Corporation
52-35 Barnett Avenue • Long Island City, N.Y. 11104 • (212) 457-7700

Forbes only makes tape.

Belair Line at NARM

* Continued from page 14 up our distribution network.*

Pierce also plans to establish manufacturers representatives on a two-step basis to assist in sales training, in-store promotion, merchandising and other marketing programs.

Belair will utilize network and local television to promote its portable, auto and home line. The company will use a portable 8-track unit as a contest giveaway on both daytime and evening network TV programs. The unit will be showcased via a photo followed by a 10-second blurb about Belair products.

The Record & Music Industry Meet For Lunch & Dinner At... Gene Norman's

33rd Annual Convention

MARCH 28, 1970, BILLBOARD
Law With Teeth Urged for Piracy

Continued from page 16

the recording artist(s) and neither the original recording company nor the label(s) receive a fee or royalty of any kind from Tape-A-Tape's or any other company that copies this tape has not been sought nor obtained from any party whatsoever.

When Capitol Records, which has received more than 125 injunctions against illegal duplicators (tape pirates), sought an injunction in an Illinois court to stop Tape-A-Tape from duplicating their product, the injunction was denied because phonograph records (and tapes) are not protected by copyright.

Capitol has appealed the Tape-A-Tape decision to a higher court.
The RIAA also has taken to the "state" to win the tape pirating war.
The Arizona House of Representatives' committee on Industry & Commerce has approved a bill to make the manufacture, wholesaling and retailing of unauthorized tapes and disks a criminal offense.

Tunney Bill

Also, Congressman John Tunney (D-Calif.) called for a bill in the U.S. House of Representatives to quell counterfeiting tapes and records. His proposal would establish a federal stamp for records and tapes.

In short, tape piracy has become big business. Some of the pirates have been successful enough to move duplicating equipment out of the garage and make piracy a full-time business.

Tape, which began as a quiet electronics revolution just four years ago, is exploding into a $2 billion industry. It has also brought undeserved bounty to tape pirates.

The attack on tape pirates

\[ \text{Wollensak Pkg at $64.95} \]

ST PAUL—Wollensak is offering a special cassette record-

should be maintained at a relentless pace. If not, says a CBS attorney, illegal duplicators will rape the industry.

\[ \text{Cap Cassette Pkg} \]

Continued from page 26

three had worked on tape projects.

"Last year we had a separate tape budget and a tape specialist (Rothberg). Now we have three project managers to do the same thing for disks and tapes. We found it unnecessary to duplicate merchandising efforts and expenses for tapes and records. Tape is now an integral aspect of our operation rather than a separate function."

Tape promotions will be developed separately. Catena emphasized, with Varley Smith, the catalog merchandising project manager, handling this function. Catena's two other pop project managers are Walter Wanger Jr. and Howard Goldman. Brad Engel is the classical product merchandising expert.

\[ \text{Compact Cassette} \]

A MONTH each with an unconditional lifetime Guarantee

Audio Magnetics Corporation is the leading manufacturer of quality Compact Cassettes. Made to the U.S. Philips spec. Nothing left out. And still competitively priced.

\[ \text{SEE US AT THE AMERICANA—NARM SHOW} \]
**'Purlie' Musical is Pearly Show**

NEW YORK — "Purlie," one of the brightest musicals to hit New York in several years, filled the Broadway Theater last evening with high spirits and outstanding performances at the musical's opening. March 15. And, the show, the musical version of Osia Davis' "Purlie Victorious," catapulted Melba Moore to stardom. Anmpex has record and tape rights to "Purlie".

Miss Moore, who records for Mercury, stopped the show with every number, including "I Got Love," a real good one. She displayed a marvelous voice and engaging personality that can only spell future great success for Miss Moore. Cleveon Little, in the title role, also captured the spirit of the offering with two sermons near the end, a comic and a serious message for today, brilliant.

**ATI Signs New Groups to Agency**

NEW YORK — ATI has signed four new groups to their agency. The groups are: The Lumptones, a New York soul group; Brook Benton, who records for Cotillion Records, a soul artist; Thomas Nudell, who records on the underground Stax/ Volt label, Enterprise, and the Tok- ers, now on Buddah Records.

**Planned Outdoor Rock Fest Draws Blanks in Galveston**

GALVESTON, Tex. — Plans for an outdoor rock festival to be held April 29 at East Beach, near the South Jetty, received a cool reception from city, county, chamber of commerce representatives and machinists who oppose the plan.

Promoters described the festival or concert as part of a planned series of events to be held in various areas of the beaches. Many of those at the meeting held in the Moody Center let it be known that the festival would never be held, although the officials said there would be more study given to the matter.

**Disk Push on Songs Heralds L.A.'s Opening**

NEW YORK — The Los Angeles openings of "Salvation" on March 15 was heralded with a simultaneous disk push on smooth in the show. Included in the disk list are "If You Let Me, Sam and Paul Tannen, W.B. d" and "Why Can't I Touch You" by Ronnie Dyson on Columbia, "I'm Glad You're Here With Me" by Rites of Spring on Bob Crewe's Generation label, and Donna Theodos on Jubilee. (Another version of the song will soon be released by the Five Five on Decca.)

Another song from the show "Tomorrow Is the First Day of the Rest of My Life" has been recorded by Hilda and Love, and released by the Project 3 label.

**Talent In Action**

JOHN MAYALL/ DUSTER BENNETT B.B. KING/TAHIT MAHAL Fillmore East, New York

Blues was served up in fine style in the first show at Fillmore East, March 15. Blues Capitol B.B. King and Taj Mahal was all in top form. There was no doubt about their three performance and, because of the quality of the show, with Flying Dutchman Records. Leon Thomas instead of Blues Way RECORDS. Columbia Records. Taj Mahal was in superior form to the bill, making a fairly better impression than "Concetta" and "She Caught the Kitty and Left Me to Rise," easily worthy of his encore. The three backup musicians with him also showed King, with his backup unit of Sonny Freeman and the Universal, was magnificently vocal and playing his guitar as usual. His set included his newer "The Thrill Is Gone," as well as such B.B. King regulars as "That Lucky Old Sun," "Highway Blues" and "How Blue Can You Go?"

Mayall, whose voice as a bluesman is always better recognized, has been widely sung for his former backing. This was well with such numbers as an extended rendition of "Room to Move," a pop rock song, which included his "Be Proud and Courageous." His set was three numbers, an encore, by Blue Horizon Records. Dunster Bennett, who played blues harmonica, guitar and drums simultaneously.

FRED KIRBY

**AL HIRT**

Carnegie Hall, New York

GWP Records artist Al Hirt brought his New Orleans Music Festival to Carnegie Hall March 14. Hirt is a delightful performer who has been very successful as a recording artist and his rousing Dixieland sounds were cleverly arranged on a blond rock 'n roll band playing on stage with clarinetist Pee Wee Ellis who was also on tenor saxophone. The six piece band was featured in a solo spot, along with the on- stage band, playing blues and an exciting new vocal hit. Hirt's music is always a delight, with tapping and hand-clapping along with his own detracted performance of "Viva Max March," he even had the King, a pleasant surprise, and undoubtedly the high spot of the evening was a re-recording of "Oo! Don't He Ramble," with the band playing in a ray of brass and vocal harmonies.

**U.S. Tour for Helen Shapiro**

NEW YORK — U.K. producer John Schroeder is in the U.S. arranging details for a promotion visit with U.K. singer, Helen Shapiro. Miss Shapiro has recorded "Waiting on the Shore of Nowhere for Janus," which Schroeder produced, and will visit here within a month.

Schroeder is also represented on the scene with a group called "Babes Take Me in Your Arms" by Jefferson, also for Janus. Schroeder is also represented by Janus. Babbie is also represented by Janus. The Upstairs, a London band, which Schroeder produced, has projected extremely good arrangements and co-productions. Backing Schroeder in his creative interpretations of "Old Devil Moon," "At the End of the World," and "My Beautiful Ballroom."
They laughed at
Ray Stevens' first record.

Which was pretty good considering "Ahab The Arab" was a comedy record. Which wasn't so good considering a lot of people thought Ray Stevens was just another one-shot hit-record comedian.

But then, "Along Came Jones."
And "Harry The Hairy Ape."
Which led to more serious songs like "B Daniel," "Mr. Businessman," and "Have A Little Talk With Myself."

Which led to a best male vocalized Grammy Award nomination for "Gitarzan."

Which led to an invitation to MC the Grammys this year.
Which led to his being chosen as Andy Williams' summer replacement.

Which led to Ray signing with Barnaby. So it's only fitting that Ray's first Barnaby single is called "Everything Is Beautiful."

"Everthing Is Beautiful"
OR "A Brighter Day"

A lot has happened since this ad ran last week.

After four days, Ray Stevens' "Everything Is Beautiful" was already had strong airplay on WLS, Chicago; KRLA and KHJ, Los Angeles; KFRL and KYA, San Francisco; WOR-FM, New York; KOL and KJR, Seattle; KNUZ, Houston; WOKY, Milwaukee; KMN and KLZ-FM, Denver; and WMAK, Nashville. Could the song title be trying to tell you something?
Blue Thumb, A&M Co-op Tour

LOS ANGELES — Blue Thumb and A&M jointly will promote a Joe Cocker concert tour described as "communal entertainment" by one of the company's top executives.

Cocker records for A&M, but Blue Thumb's interest in helping exploit the tour is based on pianist Leon Russell's presence in the nine-piece band. While A&M promotes Cocker's two albums, Blue Thumb will be promoting Russell's debut LP on Shelter Records, a new label Blue Thumb distributes.

Don Graham, Blue Thumb's co-owner and A&M's former national promotion director said the co-promotional efforts marks a first for this kind of venture. He likened the two company cooperative move to the recent trend for artists from various record companies coming together and jamming on each others albums.

Graham called the Cocker tour through 24 cities "communal entertainment."

Graham and Larry Ray, A&M's special projects director, are coordinating their efforts in behalf of the tour which began Friday (20) in Detroit and which runs through May 10. Blue Thumb will be contacting all levels of distribution — distributors, racks, one-stops — to make sure Russell's LP is available in their locations and to be aware of the Cocker troupe's appearance in their territory.

Sal Licata, newly named general manager-sales director for Blue Thumb, will phone distributors to have their people attend the concerts. Around 80 percent of one record company's distributors also represent the other label.

Russell will be performing numbers from his first Shelter LP during the performances. He and Denny Cordell own the label. Cordell separately produces Cocker for A&M.

Graham will send each of the performers copies of Russell's album plus background material on the artist. The two record companies, plus the distributor and concert promoter, will participate in buying A&M and FM radio spots, according to Graham. "This will become a quadrangle communal effort for the tour and its artists."

The tour promotion is called an "inner cooperative friendliness" move by Graham. Cities on the itinerary include Detroit, Chicago, Cincinnati, New York, Miami, Boston, Minneapolis, Philadelphia, Plattsburgh, Hartford, Columbus, Ohio; Lancaster, Pa.; Kingston, Pa.; Dallas, San Diego, Santa Monica, St. Paul, Washington, D.C.; Buffalo, Chapel Hill, Port Chester, N.Y., and Kingston, R.I.

In addition to the nine-piece band, Cocker is also working with a six-voice chorus.

Mayall Fair Feb. 23

DALLAS — John Mayall's State Fair Music Hall concert occurred Feb. 23. It is not listed for March 23 as previously reported.

Sound System in Showroom Of Las Vegas Hotel Revamped

LAS VEGAS — Recording studio owner Bill Porter has totally revamped the International Hotel's main showroom sound system to accommodate the demands of popular artists.

Porter was called in to help solve the sound problem by Elvis Presley during the vocalist's recent International appearance. When Presley worked the hotel last year he was reported displeased with the sound system and when he made his second appearance, the same equipment was being used.

Scuffle in Ft. Worth Perils Rock Dates in Public Parks

FORT WORTH, Tex.—As a result of a scuffle on March 8 in Trinity Park between local police and about 15 youths, local officials have threatened to ban open-air rock music concerts from public parks.

According to Charles Campbell, director of the Fort Worth Parks and Recreation department, officials object to the use of the parks for drinking parties and the smoking of marijuana while they listen to rock bands and to the violence which interfaces with the peaceful use of the parks by the public.

During the melee, hippie-like youths shouted taunts at local police while several youths ripped the shirt off a park ranger. Seven persons were arrested.

It was claimed by some of the 400 persons attending the music concert that police used more force than necessary to stop the disturbance.

It was said that the trouble developed as officers tried to aid the victim of a seizure. Many of the teen-agers attending the concert were already angry because police had arrested two persons suspected of using narcotics.
National Academy of Recording Arts and Sciences / 1969 Grammy Award

writer: Richard Spencer

category: Best R&B Song (A Songwriters Award)

song: "Color Him Father"

label: Metromedia Records

Dear Richie,
Congratulations!!
We're all proud of you!

The entire Metromedia Staff

METROMEDIA RECORDS, 1700 BROADWAY, NEW YORK, N.Y. 10019
LEADING MERCHANTISING PROGRAM
Fidelity is America's only complete manufacturer of diamond needles! Only Fidelity can control quality throughout production from diamond tip to plastic grip.

LEADING MANUFACTURING SKILL
can't be matched by any other company. The company's record pressing plant, installed with new equipment for stereo singles, including a variable speed recording microscope which gives a clear definition of the stylus, and a db meter for measuring surface noise. The company has also completed renovation of 5,500 square feet of the plant at 3137 Sth. Plank.

Leasing DISTRIBUTOR LINEUP
Top merchanises service your store to keep inventory turning. Sales aids and backup stock are close at hand to maximize return on your investment.

Why mess around with second-raters? Groove with the Leader Fidelity! Also check out the added sales opportunities with Fidelity's audio accessories, including large tape on their visits to Nashville with appearances on the "Johnny Cash Show" and acting as official recorders for the NARAS Awards banquet.

The Courier
Jackie DeShannon and Michael Parkview Portfolio at the Country Music Hall of Fame. She is the first woman to receive a gold record award. The honor. Of Fame sized her albums, including "Maddox Sing Blue Grass," "Big Bouquet of Roses," "Glorious Days," and "Precious Memories." The Mox's Maddox at Nashville to accept her award and she will cut her first recording under the Tamla label on the Starday Records, and then return to record new material at the Fantasy Studios. Various artists will perform at the Sammis Festival in Montgomery, New York, for June 1721.

L A V E S
The Kimberly, RCA recording group, nominated for Gold Medal Award for 11 weeks at the Stardust Hotel and 14 weeks at Harrah's, a St. Louis, Circle of Roses, seasonal color, booted for a July engagement in Mine. A varied program of the Fair's Music Series, and the annual "Kenny Rogers and the First Family" will perform at the Carnegie Hall in New York, for a month.

Rose Maddox appearing at the Coton Club, Dublin, Ireland, at the Country Music Hall of Fame. She is the first woman to receive a gold record award. The honor of Fame sized her albums, including "Maddox Sing Blue Grass," "Big Bouquet of Roses," "Glorious Days," and "Precious Memories." The Mox's Maddox at Nashville to accept her award and she will cut her first recording under the Tamla label on the Starday Records, and then return to record new material at the Fantasy Studios. Various artists will perform at the Sammis Festival in Montgomery, New York, for June 1721.

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NO DEATH IN THE FAMILY

Sordid History
Just about a year ago, Family bobbed to the surface of the British group scene and were hailed by the futuristic ears of Reprise as the next major menace to our balance of trade. As sometimes happens, it turned out that those ears were set a bit farther into tomorrow than was at first realized. The group went through some changes, including a premature American tour which almost ruined them. And the donation of a surplus bass player to Blind Faith.

Lapping Waves
Riper, leaner and wiser, Family regrouped its forces in England and began stirring up waves which have lapped tantalizingly at our shores for a number of months, now. The first swells hit July 7 of last year, when the Rolling Stones made the mistake of including Family in their Hyde Park Free Concert. This is what the British press saw that afternoon:

-“Family...proved themselves far better than the Stones or anyone else playing, particularly on their classics "How Hi the Lie" and "Die."” —Disc and Music Echo
-“Ironically, the stars of the afternoon were not the Stones but Family, who got a roaring reception.” —The Financial Times

“Family were as always good, harder on stage than on record. Veins standing out on his neck, Roger Chapman whipped himself into towel-flaying and mike-bashing passion—a bit crust to the mikes who were appearing free as well.” —New Musical Express

“Family drove the audience almost frantic with their Visually and musically exciting act.” —Record Retailer

“Family were one of the big musical successes of the afternoon.” —Melody Maker

Hardly had we recovered from the drumming of this metaphoric surf than we were subjected to raw rollers from the Isle of Wight, where England’s Wessex News paid far more attention to Family than to the nominal star of the show, Bob Dylan. To wit:

“The Family probably gave the best performance of anyone over the whole weekend. Roger Chapman, the vocalist, looking as if he had been rather liberal with the speed, although friends tell me he’s always like that, managed, amazingly, to keep most people awake and even warm at 1 o’clock in the morning. And with probably the most competent musicians outside Blind Faith behind him the Family proved themselves undoubtedly as England’s top ‘rock’ group.”

English Hit Makers

“Ah!” you say, “but what about their records?” At our last count, their newest (and just released here by Reprise) album, “A Song for Me,” had scooted into an impressive fourth spot on the British charts and their single, “No Mule’s Fool,” was threatening to overshadow it in those self-same realms. Last fall an American writer, John Loquidis, wrote in Chippok:

“Family’s music belongs in a church. They are probably doing the finest work in rock as of now...They realize the electronic aspects of rock and the importance of the commercially marketable record.”

Coincident with this marvelous new album, Family is preparing to embark on a complete American tour, the first to result from its present membership: Roger Chapman, John Whitney, Rob Townsend, John Weider and John Palmer plan to turn the following cities upside down in March: Chicago, Detroit, Boston, New York, Los Angeles and San Francisco.

And that’s only the beginning.
NEW YORK
A&M's Joe Cocker, Alco's Brian Auger & The Trinity and Polydor's Stone the Crows appear at Fillmore East Friday (27) and Saturday (28). Stated for Friday (3) and Saturday (4) are Capitol's Quick Silver Messenger Service, Brinsley Schwarz and Warner Bros. Van Morrison. Producer Larry Weiss is flying to Detroit to cut Diane Newby & Willie Johnson for Mercury. Felix Pappalardi of Windfall's Mountain debates Al Capp, who has recorded for Jubilee, on Net's "The Show," which will be shown in New York Sunday (29). ... Crews' Oliver appears on the ABC-TV "Dick Clark Bandstand" Saturday (28). Alco's New York Rock & Roll Ensemble appears with RCA's Boston Pops, under Arthur Fiedler, at ... (Continued on page 50)

Schory's Concert—N.Y.
... Continued from page 34 for many years. He will present a sampling of 50 years of American popular music titled, "An Evening with Dick Schory and His Friends." Ampex Stereco Tapes will release the album along with other Ovation productions, in various tape configurations. AST and Ovation recently signed an agreement giving the former the rights duplicating rights to Ovation product.
Melba, the toast of Broadway, also starring on Mercury records.

HAIR'S First Black Leading Lady Sings Easy to Be Hard & Let The Sunshine In

MELBA MOORE
LIVING TO GIVE

SR 61255
produced by Jim Fragale

Melba Moore, the star of Hair, is starring now in the season's smash, Purlie. Here's what the critics say:

"The great star of the show is a young girl—a black Barbra Streisand named Melba Moore."
Leonard Probst, WNBC-TV, New York

"Her name is Melba Moore. She has a voice that knocks down walls . . . she stops the show cold. In my humble opinion Miss Moore is a major talent."
Stewart Klein, WNEW-TV, New York

". . . her singing is terrific."
Jack Gaver, UPI

". . . she has a splendid singing voice . . . you emphatically don't forget her . . ."
Richard Watts, New York Post

"She has a real chance to be a star. She has two numbers to herself in the first act; she shares one in the second act; each of them stops the show."
Leonard Harris, WCBS-TV, New York
LONG BEACH, Calif.—The key to the programming success of KNAC-FM hinges on its music, says program director Ron McCoy. "And we don't mean music without a place to grow. We mean music without a place to go. We mean music that's not going to change its sound to accommodate another sound. We feel that people who tune to an FM station stay on it because they like the sound, not because some other station's got a different sound."

So the progressive rock station works very hard to make its music sound "congruent." Records often die together theatrically or melodically or start in the same key. Sometimes, two records in a row are by the same artist. The air personalities have guidelines of keeping the flow and pace of the music in a similar vein; that is, they avoid songs like the Cows or the Iron Horse by the Moody Blues. To keep a congruent image, music is added to the 9 p.m. newscast that reflects the news. For example, if the Vietnam War was the key topic of the news, a track from the album "Oh, What a Lovely War" might follow. It was a good news story, so KNAC would play it. As program director, McCoy tries to keep abreast of new sounds and new records. Good records are selected as soon as they're received. All new releases are placed in the control room so that the air personalities can "listen to what's coming," and decide if they want to include any of the cuts on their show. Instant audience reaction is obtained through a telephone request line which goes into the control room.

KNAC-FM slowly evolved into its present format over a nine-month period. The station switched over from an AM rock format to progressive rock when James Harden and two associates purchased the station from International Communications.

Last May, Harden instituted eight hours of free-form music with McCoy his first progressive rock air personality. It went 24 hours with multi-
plex stereo progressive rock last August 1 when Fred Weymouth, was named ownership trustee.

KNAC-FM is one of five stations licensed to Long Beach, but it is the only free-form station among the lot. One year ago it promoted itself as a local voice. Now, Harden says, "we're calling ourselves a Southern California station serving Los Angeles, Long Beach, Orange County and San Diego County."

In the past nine months, KNAC-FM's signal has become a familiar listening habit with 18-35-
year-olds from Anaheim to the Hollywood Hills. There are even listeners in Novato, up in the Sun Fernando Valley, with the station keeping its image in front of students at Valley State College by advertising in the college paper.

Harden wants his people to have a one-on-
one approach: "one guy talking to one guy at home. Board work is very important. If a disk jockey is working with music which starts and ends in the same key, the transition has to be smooth, McCoy points out.

The brute of the station's advertisers are local; they range from a music store chain to a retailer of a major label. KNAC-FM has a business plan. The station operates from the Pacific Coast Club, a club-type building along the beach. Its personalities are all new to Southern California.

McCoy joined the operation in October of 1968 plus what he takes and holds down to the a.m. to noon slot. Don Shuler (noon to 5 p.m.) came to the station in July of last year, Don Bunch (5 to midnight) joined last May and Martin Lake (the all-night man) joined last August.

Spero's 'Upbeat' in 80 Marts

CLEVELAND — The "Up-
beats," "Soul Slated for GI's Overseas"

WASHINGTON—GI's overseas will be listening to more music, according to official reports from Armed Forces Radio and Television System. This is in conjunction with an increase in the number of radio hours being devoted to performing live show abroad at military bases.

Part of the increase in soil radio will be handled by Herman Spero, 35, who's been delivering "Spero's Upbeat" for KHJ Los Angeles for the past year. Spero, who's been broadcasting since 1956, has been doing a deep-background show in Los Angeles, Portland, Boston and Chicago.

Music over the Army stations was handled by Spero on KHJ Los Angeles for the past year. Spero, who's been broadcasting since 1956, has been doing a deep-background show in Los Angeles, Portland, Boston and Chicago.

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SELL
LEMMIE TELL YOU LIKE IT IS...

"CRYIN' IN THE STREETS"

GEORGE PERKINS AND THE SILVER STARS
300,000 SALES AND HOT!

HOW DO YOU START ANOTHER LABEL WITH A HIT ON SILVER FOX?
LISTEN TO ME, YOU DO IT WITH ANOTHER HIT BABY — 3 WAYS!
POP — UNDERGROUND — R & B

"CUMMINS PRISON FARM"

BLUE FOX #100
CALVIN LEAVY
A HEAVY SONG FOR A HEAVY LABEL
It is seldom that I ask a favor. But then, it's seldom that I feel so strongly about anything as I do now. The entire nation is faced with a very tough problem—the kids are going overboard in use of drugs. They've come to think of everything from pot to heroin as "hip." It's up to us to sway them into realizing that drugs are no damn good.

Now, you won't be able to preach to them. Today's youth get too many sermons and not enough religion. Perhaps we can sign them off of drugs by convincing them that drugs are merely yesterday's kicks; today's action is environment. Nature.

I don't know. I never have all of the answers about anything and certainly I know even less about how to solve this problem. But it is a problem. Kids are being slaughtered every day from drugs!

Some people believe that music tuned them on to the drug world. Whether it did or not, it's up to us to turn them off. Few people in the world have the ability and overwhelming power of the air personality—the power to sway people, to sway listeners. I'm pleading for every deejay, every station, regardless of the format, but especially the soul and Top 40 and progressive rock stations to help combat drugs.

First of all, if your station (or you personally) is now engaged in a program against drug use by teens and pre-teens, we would like to know about it. We will help spread the word to other stations through Billboard stories. Second, if you do not have a campaign going but are willing to start one, let me know if there's any way in which Billboard can help.

There are many ways in which you and your station can become involved in this project—talks at record hops and high school (and grade school) assemblies, spot announcements on the air, and playing records which literally point out the bad things about drugs.

I point out to you that many major-name artists who once traveled the grass and acid route are now out of the scene. Encourage your listeners to wake up! The drug problem is so severe that I think the only way we can bring kids off the drug kick is through an all-out effort with EVERY air personality contributing and EVERY station contributing. An hour special alone will not do the trick. We've got to use every method possible. Please. Let me know via letter or phone what you can—and will—to help.

Three

As you know, I've been pushing, sometimes even shaming, for better job conditions in this industry—better salaries, better security, perhaps a little more respect for disk jockeys and program directors.

But radio is not a one-way street. In regard to this, I'd like to quote, out of context, from Emile Ellis' new book, "Happiness Is Worth the Effort!" In one of the chapters, Ellis says: "A loser thinks that good jobs and high salaries, special benefits and lavish retirement should be available to him—but he suspects that a conspiracy is denying him these advantages. A loser thinks that new inventions cause more trouble than they are worth, and that people with original ideas are not only a nuisance but a menace as well. A loser figures that people succeed in life either by luck or breaking rules."

(Continued on page 42)

Radio-TV programming

By CLAUDE HALL
Radio-TV Editor

KIETH INGRAM, operations director of KICA in Clovis, N.M., left, introduces the Group Axis at a local dance presented as a prize to local high school students for making a best-seller program. Program is Steve Slater, traffic safety officer for the Clovis Police Department. Local businesses donated the Top Group Axis records on Atco Records; their current single is "No Fade Away."
The Winner of the Grammy Award, "Best Comedy Album of the Year"

BILL COSBY

is on UNI!

UNIVERSAL CITY RECORDS - A DIVISION OF MCA INC.
Positions Open

I'm interested in a wide berth of positions in the radio industry. I'm now looking for a new opportunity. I have a strong background in radio production, sales, and management. For more information, please contact John Smith, 555-555-5555.

Immediate opening for announcer with a strong voice and a strong business background. For more information, please contact Jane Doe, 333-333-3333.

Top-rated medium market audio director. Must have at least 5 years' experience in the industry. For more information, please contact John Doe, 444-444-4444.

Program director needed for WEBS. Must have a strong background in radio production and sales. For more information, please contact Mary Smith, 555-555-5555.

Positions Wanted

One-year newsman needed for WRC radio in Washington, D.C. Must have a strong background in radio production and sales. For more information, please contact John Doe, 444-444-4444.

Immediate opening for MOR station manager. Must have a strong background in radio production and sales. For more information, please contact Jane Doe, 333-333-3333.

WRC Radio in beautiful downtown Washington, D.C., is now accepting applications for a full-time morning show host. Must have a strong background in radio production and sales. For more information, please contact John Doe, 444-444-4444.

Spero's 'Upbeat'

Continued from page 38

Walter Masky is assistant producer; Mike Bachman, director. The show's most popular segment is the 'Wings Over Oregon' group, which produces a segment on the Oregon Trail every year.

After World War II, Spero worked for the New York Times and the Associated Press in the South for the "Wings Over Oregon" group, did well in publicity work with the U.S. Navy, and continued to produce radio shows for various stations.

In 1950, Spero began producing radio shows for WEBS-AM in New York, and continued to produce radio shows for various stations.

In 1950, Spero began producing radio shows for WEBS-AM in New York, and continued to produce radio shows for various stations.
Who said business is soft?
You WE'VE NEVER HAD IT SO GOOD!

FROM THE RECORD COMPANY WITH THE MIDAS TOUCH!
C & O Music Store 'Relates to Young Acts With Policy'

MONROE Ia.—Helping the new groups just starting in the business develop good customer relations and gives C & O Music Lifetime friends in the music business is one of the aims of Youngblood, president of the Monroe, Louisiana based company.

Youngblood is a student at North East Louisiana State University and buys equipment when his group was starting out. "We had little money but we still bought quality equipment and I'll do anything for our customers to be able to buy quality equipment."

"We are able to offer them the latest and greatest equipment for a reasonable price," Youngblood said.

SECA, NAEB Hold Meeting April

COLUMBUS, S. C.—A combined meeting of the Southern Educational Communications Association and the National Association of Educational Broadcasters will be held here Wednesday-Saturday April 1. The theme of the meeting is "Education Broadcasting—The New Frontier."

Speakers set for the convention are Dr. Marshall McLean, director of the Center for Continuing Education and Technology at the University of South Carolina, and the author of books on electronic communications including "The Medium is the Message."

Also scheduled to speak is William E. Buckley Jr. Buckley will tape two of his "Firing Line" shows at the convention, giving the audience a chance to see them.

The three-day meeting will include a series of workshop sessions at which representatives from local educational broadcasters will meet to discuss problems and solutions to their various problems.

The workshops will be held at the University of South Carolina and will focus on the use of television and radio in educational broadcasting.

The purpose of the SECA, which meets in the spring, is to provide money to support the work of the educational broadcasters.

The purpose of the NAEB, which meets in the fall, is to support the work of the educational broadcasters.

Soaring Prices of Concerts Are Laid to Rock Groups

SAN FRANCISCO — Agencies should not be blamed for the many travesties of the music business, but the rising prices for concerts, according to Scott Piering, a young concert promoter, are the result of this and the needs of the various groups. It is in a word, rewording.

In the past year, concerts have become more popular than ever, and the demand for tickets has increased. The cost of tickets has also gone up, with the result that the profit margin for concert promoters has decreased. This has led to a situation where the promoters do not pay the group if the concert loses money. They are happy to get paid later, but it never happens.

The reason for this is that the promoters can always afford to pay the performers, even if they lose money. However, the promoters do not have the option of losing money on a concert, so they try to minimize losses by charging higher prices for tickets.

But the promoters also have to consider the needs of the groups who perform at their concerts. These groups include local high school bands and college bands, who are often the only groups that can afford to perform at a concert. These groups are also often the ones who are most affected by the high costs of performing at a concert.

In conclusion, the rising prices of concert tickets are a result of the rising costs of performing at a concert, but they are also a result of the promoters' desire to minimize losses. This has led to a situation where the promoters do not pay the group if the concert loses money, and this is why the promoters do not have the option of losing money on a concert.

"Putting on a show is a big risk, no matter how well you know your audience. At a recent concert given at the Berklee College of Music, the winner of the finals of the competition held at Villanova. At the same competition, the Magnificat took top honors in the pop category. And in the finals, the winner will be from Florida A&M University, and the Drumhollers from Rollins College. Winners of the competition will be announced at the awards banquet.

The American Music Association, founded in 1957, is the only national music association that represents all professional musicians in the United States. The association's mission is to promote the advancement and appreciation of music through education, performance, and publication.
send for this free brochure
offering the finest sound equipment for recording speech, music and film

A Sound Investment for Schools and Colleges

Now you can have the same, sophisticated, high-reliability recording system used by the faculty and students of the famed Eastman School of Music. This superb prototype installation was designed by SSI with the special applications of schools and colleges in mind and can be tailored to your own needs. Component units can accommodate the varying requirements of speech and drama, music from solos to symphonies and music and audio sound for film. SSI offers precision recording equipment starting with basic single units and ranging up to multiple module consoles — all incorporating the latest technology in recording and reproducing sound. The system can grow as necessity demands and your school budget allows. For example, a basic, fine quality unit can be bought for less than a thousand dollars.

We offer personal, technical help to Speech and Drama Departments, Music Schools and Film Schools. Our staff members will conduct Sound Recording Seminars to familiarize you with the equipment and bring you up to date on advanced recording techniques. Write for the brochure.

A Division of A&R RECORDING, INC. • 322 West 48th Street, New York, N.Y. 10036

Please send me a copy of the brochure "A Sound Investment for Schools and Colleges."

NAME

TITLE

SCHOOL

CITY STATE ZIP
Radio-TV Programming

Selling Sounds

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

WEEK OF 30 FEB. TO 5 MAR.

Sherman-Kahan... Coke, Beer and Swedish Tanning—Garry Sherman & Stan Kahan of Sherman-Kahan Assoc. created, composed and rearranged '60 Sec. TV spots for Schmidt's Beer. Arnold Eidus was the Agency producer for Ted Bates.

S & K also cut a Coke Package "It's the Real Thing," with Jackie Deshannon for McCann-Erickson with agency producer Billy Davis & William Backer was the creative director.

Back with Ted Bates and agency producer Arnold Aidus, Sherman & Kahan created a package of five spots for Swedish Tanning... .

KALEIDOSCOPE/STUDIO ONE, Hamden, Conn. (203) 777-0282—Tim Lowery reporting—Plush cut masters of original tunes "Mornin' Fire" and "Barefoot Girl," for release on major label Producer was David Speer for Kaleidoscope... . Jim Morocr finished taping two sides, "Foxy Roxy" and "The Lonely Person Snatcher," for release on the new Kaleidoscope label. Tim Lowery and Jim Michener were producers... .


UNIVERSAL HIT!

"NO MORE GHOSTS IN AMERICA"

JEWEL #149

STANLEY WINSTON

...RECORDS

728 Texas Street
Shreveport, La. 71101
Phone (318) 422-0195

HOT 100

WMCI, West Long Branch, N.J. music director & personality Greg Manchester reporting: "I've never Never Meant to Hurt You." Laura Bahry, ABC; "I've Never Never Meant to Hurt You." Laura Bahry, ABC.


WABR, Winston-Salem, N.C., music director & personality Bill Craft reporting: "Can You Feel It." Bobby Vee & The Shadows; BF: "ABC." Jackson Five, Motown...

WLRK, DeKalb, Ill., music director & personality Ed Lee reporting: "Bridge Over Troubled Water." Simon & Garfunkel, Columbia...

WSCU, Albany, music director & personality Dave Everly reporting: "I'm Yours." (Elusive Dreams) Russ Stevens, Barnaby; BF: "For the Love of Him." Bobby Martin, U.A.


KPVR, Rockford, Ill.; program director WPTP, Scranton, Pa., music director Larry Lawrence reporting: "My Baby Loves Lovin." White Plains, Deil; BF: "ABC." Jackson Five, Motown; BLP CUT: "En Conder Pisa." (Bridge Over Troubled Water) Simon & Garfunkel, Columbia... .


WILL, Middletown, N.Y., program director Larry Berger reporting: BF: "Tennessee Bird Walk." Walt Blanchard & Morgan Way...


WJAG, Detroit, Mich., program director Larry Berger reporting: BF: "Tennessee Bird Walk." Walt Blanchard & Morgan Way...


EASY LISTENING


SOUL

WQEX, Memphis, program director Bob Sullivan reporting: BF: "Everybody Knows." (I'm A Man) Joe South, Capitol; BF: "Love Of My Life." (I'm A Man) Joe South, Capitol; BF: "Lo... .

COUNTRY


WLON, Louisville, Ky., music director & personality Steve Bimber reporting: BF: "I'm Yours," Bobby Martin, UA; BF: "Lady." (Joe Loves You) Elton John, At... .


NATIONAL TOP 40

Continued from page 38

director Russ Bradley 5-9 a.m.; Dennis Mathias 9-noon; Ed Ridley noon-4 p.m.; program director Tom Thomas 4-7 p.m.; Fred Janer midnight; KLMS has a three-man news department and is associated with Mutual Network.

KIBM KIBM BLDG.

Holdrege, Neb. 68949

William Whitlock is owner and general manager. Mo Milikken is station manager. Jack Slatzer is sales and promotion manager. Don Gilbert is music/program director. Air shifts are: Sittler 6-9 a.m.; Greg Vaule 9 a.m.-12 p.m.; Chappell 12 p.m.-3 p.m.; Deb Brauer 3 p.m.-6 p.m.; Greg Vaule 6-9 p.m. and Mike Vaule 9-12 p.m. This is a day time station that first went on the air in October 1956. Whitlock also has an interest in KITT in Columbus, Neb., and KGEZ in Sterling, Colo. KIBM serves a potential area of 100,000. Does 18 hours a.m.-6 p.m.; 8 a.m.-5 p.m. Whitlock is now building a FM station, which he hopes to put on the air this fall.

WEKX Box 605

Muscle, Ind. 47930

William Shirk Poorman is general manager. Larry McCabe is program director. Gil Hole is music director. Lineup includes: Holdrege 7-10 a.m.; Mike Charles 10 a.m.-1 p.m.; McCabe 1-4 p.m., and Super Shirk 4-6:45 p.m. The Big 99 plays include 73 singles, a dozen albums, plus a Super Hit Bound, three Hit Bounds, and a Pick Album Lonely Person/Triple. Format is contemporary with tempo of music increasing as day progresses. WEKX is five years old and already holds the No. 1 spot in Muncie according to Pulse and ARB. WEKX operates on a frequency of 990 kHz with a power of 250 watts, directional, daytime. The Big 99 is a very promotional-minded station with talk shows, give aways, season contests and Super Fun.


COUNTRY

ISAAC HAYES GRABS THEM

...with the baddest muther out of Memphis!

That “Hot Buttered Soul” man, coining more solid gold with the movement the people are joining “THE ISAAC HAYES MOVEMENT”
Radio-TV programming

Selling Sounds

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

WEEK OF 30 FEB., TO 5 MAR.

Sherman-Kahan — Coke, Beer and Swedish Tanning — Gary Sherman & Stan Kahan of Sherman-Kahan Assoc. created, composed and rearranged 33 & 30 Sec. TV spots for Schmitter Beer. Arnold Eidsa was the Agency producer for Ted Bates.

S & K also cut a Coke Package "It's The Real Thing," with Jackie Deshaun for McCann-Erickson with agency producer Billy Davis & William Backer was the creative director.

Back with Ted Bates and agency producer Arnold Aids, Sherman & Kahan created a package of five spots for Swedish Tanning.


What's doing Sherman —Kahan —Continued

Back with Ted Bates and agency producer Arnold Aids, Sherman & Kahan created a package of five spots for Swedish Tanning.

BACK WITH TED BATES.

S & K also cut a Coke Package "It's The Real Thing," with Jackie Deshaun for McCann-Erickson with agency producer Billy Davis & William Backer was the creative director.

Back with Ted Bates and agency producer Arnold Aids, Sherman & Kahan created a package of five spots for Swedish Tanning.


JEWEL RECORDING COMPANY, Cincinnati (513) 522-9336

Gene Lawson — Chief Engineer, Rusty York — Director of Operations, Joe Caswell from Lexington, Ky., Album Session. (4-Track) — Danny Abend from Indianapolis Gospel album session (4-Track).


UNIVERSAL HIT!

"NO MORE GHOFFETT IN AMERICA"

JEWEL #149

STANLEY WINSTON

Radio- TV programming

Program Airings

Programming guidelines from key, pacing station radio, including Best Picks, Best Leftfield Hits, Biggest Happenings, and Biggest Leftfield Happenings.

TOP 10 PROFILES

Continued from page 38

director Russ Bradley 5:9 a.m.; Dennis Mathise 9-noon; Ed Riley noon—5 p.m.; program director Lee Thomas 47 p.m.; Fred James 7-midnight.

KLMS has a three-man news department and is associated with Mutual Network.

KUVR

KUVR Bldg.

Holdrege, Neb. 68949

William Whitlock is owner and general manager. Moe Milliken is station manager. Jack Sitte is sales and promotion manager. Don Gilbert is music/program director. Air shifts are Monday through Thursday 5 a.m.—5 p.m.; Friday 5 a.m.—6:30 p.m.; Saturday 6:30—1:30 p.m.; Sunday 1:30—7 p.m.

In the fall of 1972, KUVR moved to a 100,000-watt station, with a new FM station, KUVR-FM, which began broadcasting in August 1972.

The station is associated with Mutual Network.

KUVR KVVR

Box 2464

Murice, Ind. 47302

William Shirr Poorman is general manager. Larry McCabe is program director. Frank Portz is music director. Personality lineup includes Hite 7-10 a.m.; Mike Charles 10 a.m.—1 p.m.; Mike Cavanagh 1-4 p.m.; and Super Shack 4:00—7:00 p.m.

KUVR continues to offer a variety of programming options, including a rock music format, a country music format, and a news/talk format. The station also provides local news and weather reports, as well as national news and sports updates.

KUVR is affiliated with Mutual Network and provides programming from the network.

KUVR KVVR

Box 2464

Murice, Ind. 47302

William Shirr Poorman is general manager. Larry McCabe is program director. Frank Portz is music director. Personality lineup includes Hite 7-10 a.m.; Mike Charles 10 a.m.—1 p.m.; Mike Cavanagh 1-4 p.m.; and Super Shack 4:00—7:00 p.m.

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KUVR is affiliated with Mutual Network and provides programming from the network.
She was 24 years old. Miss "Daddy Goodness," concert Virginia troubles "Cole, produced Hal (Cornbread) Singer veyed to Soul Sauce and "The Coltrane Intrepid So on United Artists gospel did Excited," on 48 Polydor's release of T

"This Girl's in. (24) in. England's Albert (24) in. the film, "King: Black -with -black, (24) in. the spring of the film, "King: Be" on

It's (Continued Pub. Week Ending 3/7/70)
Ekseption is Holland's number one group. Their new, American-released album contains the Bach-composed single that swept through Holland and France and became number one in both countries—"Air".

In America, that's what Ekseption is beginning to get plenty of—air.

PHS 600-334
Produced by Tony Vos

These people are responsible for Johann Sebastian Bach's first rock chart topper in 220 years.
Boston's Symphony Hall May 14-16. He & Me open a week-long engagement at Cincinnati's Shultoll-Gibson Hotel Monday (30). Phil Kaufman has been appointed music coordinator for "The Strolling Clowns of the Pigeon Picker" for Saturn Pictures Corp. Terry Noon, whose Page Full of His film recently affiliated with Screen Gems-Columbia Records, is no longer professional manager of Ambassador Music. From Avario, vocalist, will be the only entertainer at the National Silent Majority's first annual dinner-dance in honor of U.S. forces in Vietnam. The event is scheduled for May 13 at Brooklyn's Glen Tavern April 15.

Dussling's Thelma Houston opens a one-week stint at the Apollo Theater here April 14. She begins a three-day stand at Boston's Symphony Hall April 16. Other engagements include one week at the Yankee Clipper, Santa Barbara, Calif; Albatross, West Berlin, and three weeks at Las Vegas César's Palace, beginning April 30. All engagements will range and produce the second Decas album, "The Songs of the Moon." The score of Cannon Producers-Distributors "The Dreamers" by Audio Fidelity's Georgie Klingsby is Israel's entry this year at the Cannes Festival. Elektra's Hippos play the Cincinnati Gardens Thursday (26), Bob & Bruce, April 18, Friday (27); the Upstairs, Lima, Ohio, Saturday (28); the Music Stone, Port Huron, Mich., Tuesday (31); Providence's Waterhouse, April 3-5; Sagamah, Mich., April 7; Toronto's Maple Leaf Gardens, April 18, and the Boston Garden Arena, April 20.

Sy Oliver & His Band open at the Downbeat Friday (3) with the Lou Shira Trio. June Knowledge, head of Juret, has signed a three-year administration deal with Los Angeles' Criteron Music titled by Michael Goldstein. Several artists' Sergio Franchi appears on the "Merv Griffin Show" Thursday (23) and the "Ed Sullivan Show" April 12. Composer Bobby Scott has retained New York's location, where he appears on the "Tops in Pop" TV show,... Florence Henderson, who opened a three-week engagement at the Persian Room March 18, will appear on the April 12 "Ed Sullivan TV Show." Bell's Julie Budd tapes a "David Frost Show" Monday (22).

Elektra, Tom Paxton opens a four-night gig at the Main Point, Bryn Mawr, Pa., outside of Philadelphia, Thursday (26) with Livingston Taylor's American Dream plays the club Tuesday (11) and Thursday (13) with Sweet Beginnings. Oliver opens a three-week booking at the Chequer, Church, Sydney, Australia, Thursday (26). Robert Ryan is narrator on a dramatized documentary album of the Apollo 11 moon landing, which has been produced on the American Radio News label, a division of Broadcasting Corp. of America, by Douglas Faust. The P.F.I., a new singing duo of Paula & Jeanne Park, will open their new cafe at Las Vegas César's Palace this spring. They record for Audio Fidelity.

Polycade's John Holben is beginning a European promotion tour to promote his first album for the label. TV appearances are included. The tour is being scheduled and handled by Clive Woods, director of public relations for Polydor, England. The Royal Majesty's annual dinner-dance in honor of U.S. forces in Vietnam. The event is scheduled for May 13 at their annual dinner-dance in honor of U.S. forces in Vietnam. The event is scheduled for May 13 at Brooklyn's Glen Tavern April 15.

LOWELL FULSON does it again with "THUG" Jewel #808

WHY EVERY YOUNG (PO) Publisher Should Deal With Shawnee Press

Shawnee Press makes money for you while you sleep! In the highly specialized field of school music, Shawnee Press has had over 20 years of successful experiences in "tailoring" popular American songs to fit the special requirements of school musicians. We don't want you to do it the way we know from our experience and where they live! From the biggest days of Rodgers and Hammerstein to today's Bacharach and David we have made money for publishers and writers with a non-exclusive license to their work. It's a win-win proposition. No INVESTMENT OR RISK on your part! We spend our own time, money, and talent; and our electronic data processing guarantees you an accurate accounting without paper work or copious tabulations. Success stories? References? Testimonials? We have all of them! Want to talk about it? Pick up the phone and call Ernie Farmer at (717) 476-0500.

From The Music Capitals of the World

(DOMESTIC)

严密 "Soul SLP"'s Best Selling

Soul Lp's Star Performer-Single's greatest progression upward this week.

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title Artist, Label, &amp; No.</th>
<th>Chart Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>I WANT YOU BACK</td>
<td>11</td>
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<td>2</td>
<td>2</td>
<td>THIS GIRLS IN LOVE WITH</td>
<td>7</td>
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<td></td>
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<td>Aretha Franklin</td>
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<td>3</td>
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<td>PUZZLE PEOPLE</td>
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<td>STAND</td>
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<td>5</td>
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<td>Ain't It Funky</td>
<td>6</td>
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<td>6</td>
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<td>Hot Buttered Soul</td>
<td>38</td>
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<td>7</td>
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<td>SWISS MOVEMENT</td>
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<td>8</td>
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<td>COMPLETELY WELL</td>
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<td>9</td>
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<td>DELFONICS' SUPER HITS</td>
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<td>LIKE IT</td>
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<td>I LOVE YOU</td>
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<td>RETROS &amp; THE SUPREMES'</td>
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<td>GREAT HITS, VOL. 11</td>
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<td>13</td>
<td>SAMANTHA</td>
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<td>DIANA ROSS &amp; THE SUPREME'S</td>
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<td>GREATEST HITS, VOL. 11</td>
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<td>GET READY</td>
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<td>LONELY LORDE</td>
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<td>17</td>
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<td>THAT'S THE WAY LOVE IS</td>
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<td>BEVERLEY GILBERT &amp; TAN</td>
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<td>WHAT DO YOU WANT TO</td>
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<td>YOUR LOVE</td>
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<td>BAND TINGLE</td>
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<td>ALL STARS</td>
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<td>CREAM OF THE CROP</td>
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<td>ALL STARS</td>
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<td>LOVE, PEACE &amp; HAPPINESS</td>
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<td>CHANTER BROTHERS, COLUMBIA</td>
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<td>FEELING GOOD</td>
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<td>DAVID RUFF &amp; BUTTERFLY</td>
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<td>BEST OF THE IMPRESSIONS</td>
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<td>CANNON 904</td>
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<td>ICE ON ICE</td>
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<td>MERCURY 585 81224</td>
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<td>LOOK-OH PYY</td>
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<td>RECORDS, June 705 4012</td>
<td>27</td>
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Tnees and Avco Embassy's Repa-

ra & The Delrons have taped a "Clay Cole Show" for viewing late this month. A "PHOTO BOOK," the Image will be the subject of a documentary by John Irving, Brit-

ish film maker, on the rise to fame of an American pop group. The show is slated for the BBC in Work in Europe and NET in the U.S. Starkey's Manhat-
tans will tape a WNDT educa-
tional TV "Soul" show, Tuesday (24).

RCCA's Jefferson Airplane play the Capitol Theater, Port Chester, N.Y., Tuesday (24); Suffolk Comm-

uity College, Lowestoek, Eng. Wednesday (23); Toronto's Okeefe Center, Sunday (18); Portland, Mass., April 16; Farmond University, April 19, and Fillmore East, April (14). "Journey Into Blues" is the title of the Fillmore East date is with Polycade's Mast-

erful HUFF. He is promoting his Notable single, "I'd Love Making You Mine," which he recorded last two-week tour including stops in Chicago, Detroit, Cleveland, Phila-
delphia, Miami, and Hartford.

Stephen Stigler will sing a pro-

gram of Chinese traditional and folk songs at Town Hall, Saturday (28).

BMI's Top Soul Writer

- Continued from page 48

H. Davis, William Sanders; My Whole Wild World-Ends-Johnny Music Co., Inc.; Steffon Roberts, Manny Harvey, Gift Connick, Sam Davis; "Do You Know What Your Lover's Doing Now?"-Tony Bennett, Charm Co., Inc.; Eddie Cantor, Scepter, "Ring-A-Ding-Ding-Ding"-Baby Washington. See page 21 for complete listing.

CHICAGO

Due in for concerts in late March are Dusty's Steppenwolf, 22nd anniversary of her Chicago "Theatre" and a diverse musical weekend featuring several of the city's best. According to Ron Weitz, there was a visual image for two shows Friday (21) at the Door's "Breakers" and the Grease Band, Windfall's Mountain and Polychrome's Stone the Crowes for one show Saturday (22). The com-

pany will wrap up its winter program at the Magic Mountain Week and Talmie's Smoke Rob-

inson and The Miracles in two shows.

(Continued on page 60)
This is what's happening:

DEEPER IN LOVE WITH YOU / BY THE O'JAYS
NEPTUNE 22

This is where it's happening:

CLEVELAND, LOS ANGELES, SAN FRANCISCO
WASHINGTON D.C., PHILADELPHIA, NEW YORK
CHICAGO, ST. LOUIS, NEWARK
HARTFORD, BUFFALO

It's not happening by accident.

NEPTUNE RECORDS
DISTRIBUTED NATIONALLY BY CHESS
ABC Exiting Nashville 'Releases' Country Artists

NASHVILLE—ABC Records has given up all production of records here, has given up its Nashville office and has moved its headquarters.

With no more sessions scheduled, the company will just have to promote and publicize. The new location is 1819 Broadway, a large building which also houses the new headquarters of Peer-Southern and Bobby Bare Enterprises.

Paul Cohen, the pioneer record producer who had headed ABC's A&R department here, remains at College Station, Tex., where he has a home, and where he has been living for the past several months. His future with the company is uncertain.

ABC has sent releases to Bob Bishop, Jerry Smith, Nancy Dee, Phil Brown and Jimmy Dempsey, most of whom already have been signed with other labels.

Cohen was one of the original record producers in Nashville.

However, in the past year he has turned out little product, mostly because of problems with his health. At the time Cohen moved from Kupetz to ABC the company announced that it would move back into the country field in a big way. That activity has never materialized, however.

A spokesman here said it is not known whether ABC will do any more country music production here. "If any is done, it would have to be on the West Coast," the spokesman added.

Wheeler Exits UA in Nashville; Gilmer Set

NEW YORK — Billy Ed Wheeler has resigned as president of United Artist Music Group's Nashville office to devote time to polishing up the book and musical score of an outdoor musical drama called "Hatfields & McCoys." The musical is scheduled to open at the Cliftside Amphitheatre in Grandview Stake Park, Bedford, W. Va., on June 20.

Two Different Country Tapes Run on a Cooperative Basis

OKLAHOMA CITY—A 12-week long promotion for country music artists who have been handled cooperatively by Oklahoma City radio stations KLPR and KMOW, Columbia Records, Frontier Airlines and Tape City Stereo Centers of Oklahoma.

The "Solve to Johnny Cash" contests were given an all expense paid trip to Nashville to attend a taping of a Johnny Cash television show.

Four Tape Town Stereo Centers also advertised special on Cash stereo tapes and other Columbia country music artist's stereo player and accessory packages were advertised as Johnny Cash Specials, and the public was encouraged to come into any Tape Town center and register for a drawing.

The month was kicked off with dual remote broadcasts on the two cooperating stations from two of the Tape Town locations. "What's the mystery object contest" were held, with the winners receiving free, installed car stereo tape players, a remote broadcast over KLPR at the end of the month.

Club in Indiana For Country Acts


The theme from last year's event was so overwhelming it was decided to make it an annual event.

The 36-hole handicap play tournament will be held at Henry Horton State Park, 35 miles south of here at Chapel Hill, Tenn. Invitations are due in the mail shortly.

Working with the tournament committees this year are Carl Carlson (V.O.C.), Jimmy Lee (McNally), Donnie Raye (Cox), Bobby Gore (Ringel), Dave Seitz (Pin-Point) and Bob Wheeler (Oklahoma Star). After All These Years (LP)—Carmine Gagliardi (Cambray)

Club in Indiana For Country Acts

GARY, Ind.—A new club utilizing country music exclusively will open early in April 4, with Jimmy Dickens and his band the first night act.

The new club, "Gary's Grandstand," is a co-owned by Don Chapman and Billish, who also jointly own the Lake-N-Park Inn in this town. Its location is between Gary and Hammond. Seating capacity is 750.

Chapman and Billish have worked out booking arrangements with the Joe Taylor Agency, which will handle all of the booking, working in cooperation with other agents here.

ABC Exit Plan: Country Music

Urges 'Radio Men To Plug Country'

break their buck's looking for parking space to invade these vast areas, they are either de-licious "out of their gourds," he wrote.

The record promoter wants an on-the-spot campaign to polite fans to demand that retail record outlets stock country product. Cooper said that, in addition to the success of the package shows, the rating success of country music TV syndicated shows is a matter of fact. "In many markets and size and description these relatively low budget shows outperformed a band-gap upfed network shows," Cooper noted. "Every- one is aware of the success that country music network shows met with in the last few years." Cooper added that, while the weak-

"Jamboree USA" Sells Out Three Shows in One Night

WHEELING, W. Va. — For the first time in its history, the WWVA "Jamboree USA," has sold out three complete shows in one evening, a total of 7,500 tickets.

The Buck Owens show was featured on the March 14 "Jamboree USA" show. Two more shows are now set, the March 28, 7:30 and 10:00 p.m., and April 4, 7:00 p.m.

Another trip contests are planned by the Oklahoma re-
tailer this year, including a trip to see the "Jamboree USA" show.

"Jamboree USA" is now located in a plush downtown hotel, and is in its 37th year of continuous broadcasts. New staging effects are being utilized, and a band-gap upfed network shows, has been added to all shows.

Manager Q u e n t i n "Redd" Welty is strengthening the line-
up of regulars, having just added LaWanda Lindsey and Dick Curless.

Hee-Haw Back

LOS ANGELES — "Hee-
Haw" hour country music and television show has been scheduled to host Buck Owens and Roy Clark and guest artists, has been renewed for the fall on CBS-TV network. Show will tape 13 weeks and will air 18 June 23 at 6 WLC-TV in Nashville, reports co-producer Sam Lovullo. The show will tape from approximately 8:30 p.m. time slot, replacing canceled "Red Skelton Hour."
The 12th Consecutive No.1
DAVID HOUSTON sings
"I DO MY SWinging AT HOME"
written and produced by Billy Sherrill

Nobody loves a drink any more than me.

David Houston

Published By:
ALGEE MUSIC CORP.
c/o Al Gallico
101 W. 55th St., N.Y.C.
SOUNDS of the 70's
here's to a hit from
ANTHONY ARMSTRONG JONES

hers too a hit from JIMMY GATELEY

OF THE BILL ANDERSON SHOW

MARISON MUSIC, INC. 709 17th Avenue South Nashville, Tenn. 37203
Capitol counts another #1

"MY LOVE"

Sonny James
the Southern Gentleman

next T.V. appearance
JOHNNY CASH SHOW, A.B.C. TV/APRIL 8th
## GIANT U. S. TOUR

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Venue</th>
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<tbody>
<tr>
<td>20 &amp; 21 MAR</td>
<td>East Town Theatre Detroit, Michigan</td>
<td></td>
</tr>
<tr>
<td>22 MAR</td>
<td>Auditorium Theatre Chicago, Illinois</td>
<td></td>
</tr>
<tr>
<td>26 MAR</td>
<td>Cincinnati Gardens Cincinnati, Ohio</td>
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<tr>
<td>27 &amp; 28 MAR</td>
<td>Fillmore East New York City</td>
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<tr>
<td>29 MAR</td>
<td>Dade County Festival Dade County, Fla.</td>
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<tr>
<td>1 APR</td>
<td>Symphony Hall Boston, Mass.</td>
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<td>3 &amp; 4 APR</td>
<td>The Depot Minneapolis, Minn.</td>
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<td>7 APR</td>
<td>State University of New York Pittsburgh, Pa.</td>
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<td>9 APR</td>
<td>Bushnell Auditorium Hartford, Conn.</td>
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<td>10 APR</td>
<td>Ohio Theatre Columbus, Ohio</td>
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<td>11 APR</td>
<td>Franklin &amp; Marshall College Lancaster, Pa.</td>
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<td>12 APR</td>
<td>State Fair of Texas</td>
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<td>14 APR</td>
<td>Music Hall State Fair of Texas</td>
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<td>17 APR</td>
<td>Community Concourse San Diego, Calif.</td>
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<td>18 APR</td>
<td>Civic Auditorium Santa Monica, Calif.</td>
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<td>22 MAR</td>
<td>Fillmore West San Francisco, Calif.</td>
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<td>23-26 APR</td>
<td>Capitol Theatre Port Chester, N.Y.</td>
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<td>2 MAY</td>
<td>University of No. Carolina Chapel Hill, No. Carolina</td>
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<td>8 &amp; 9 MAY</td>
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2 MAY
University of No. Carolina
Chapel Hill, No. Carolina

8 & 9 MAY
Capitol Theatre
Port Chester, N.Y.

10 MAY
Kingston, Rhode Island
(U. of Rhode Island)
COCHE - MAD DOGS & ENGLISHMEN

CURRENT SMASH ALBUMS

NEW SMASH SINGLE

"SPACE CAPTAIN"
b/w The Letter
A&M 1174
Produced by Denny Cordell and Leon Russell
WE’VE GOT:  
SHEL SILVERSTEIN  ....A GREAT COMPOSER

WE’VE GOT:  
TOMMY ALLSUP  ....A GREAT PRODUCER

WE’VE GOT:  
CLAY HART  
SINGING  
"IF I'D ONLY COME & GONE"  
MAG.172

See Clay Hart at Harrah’s in Lake Tahoe, Nevada, April 2nd-April 22nd

WE’RE GETTING:  
Picks on country stations around the land as well as heavy good music stations.

YOU’VE GOT:  
A DUAL MARKET  
FLASH  
ON METROMEDIA RECORDS

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Country Music

Nashville Scene

The bill Anderson show was sabotaged at Wichita when just before the show started all power was cut off. Bill went ahead with the show despite the problems. Dot’s Ray Frushay is in the process of making a movie with Brenda Lee, Crawford, and is headlining at the Executive House in Scottsdale at the same time. Frushay has scored in two ways. He’s been invited to make another movie with Crawford, and has been booked back at the club for three more weeks later this year.

Bob Jennings of Four Star Music has a new girl for Friday. Linda Glover, Decca’s Conway Twitty and his two young daughters, Joni & Kathy, provided the entertainment at the International Press Week at Houston’s Astroworld last week. The Twitty’s song 12 songs, one for each month of the year. Jeannie Seely was laid low by flu and bronchitis, and took enough time off to join her husband, Hank Cochran, in Los Angeles for a few days’ rest and recuperation. She rejoined the Jack Greene show a short time later.

The mayors of Bristol, Tenn., and Virginia have proclaimed March Loretta Lynn Month in the twin cities. The Decca artist takes her show to the Kingport Civic Auditorium Saturday (21) under the auspices of WVKE, and promoter Jim Clark. Appearing with Miss Lynn on the show will be some top names, including the Osborne Brothers, the Osborne Brothers, Peggy Sue, Sonny Wright and Tom T. Hall.

Hank Lowry is in town with his manager and producer to record his first LP for Gene Austin’s Republic Records. Ray Sanders heads for Nashville soon to cut a new single for Liberty Imperial under the guidance of Scotty Cato. The 13th edition of the WHIO Shower of Stars benefiting Easter Seal is set for Easter Sunday, March 29. The show, at Orlando, Fla., features Jerry Lee Lewis, Linda Gail the Jack Greene-Jeannie Seely show, and Clay Daniels.

Agency executive Buddy Lee announced that two new acts have been added to the growing roster at Buddy Lee Attractions. New on the list are Alex Houston and Jack Blanchard & Nobby Morgan. Nugent’s Dick Flood also joined Buddy Lee. He will serve as liaison between Lee and military clubs. Working primarily as an agent, he also will be available as an artist. Danny Harrison visited Southwest Airlines to pick up material for his upcoming Nashville-area and singles sessions. He also is slated for another appearance on “Jamboree USA.” Jamboree manager Question “Bo” Welty personally helped in the selection of material for Danny and for Darrell Miller.

A series of 14 Air Force Radio Shows has been taped at Music City Recorders here. Shows were produced by major. Charles Brown. Artists appearing on the show included Stonewall Jackson, Billy Walker, Stu Phillips, Charlie Louvin, Bobby Lewis, George Hamilton IV, Ray Griffith and Peggy Little. Glenn Scott is the new music director and country music consultant at station WSM, Nashville, Ten. It was WSM-TV which made the “complete” contribution to the Cerebral Palsy Telethon here. It provided all of the production, preempted all its commercial time, and contributed its manpower for an inestimable amount. Del Wood is now back on her feet after ill.

(Continued on page 55)
ONE MORE MOUNTAIN TO CLIMB

FREDDIE HART
Two weeks ago Ray Price's "You Wouldn't Know Love" (4-45095) was 44 with a bullet. Last week it was 19 with a bullet. And now it's 16 with a bullet. As we say—it's still an unfinished story. But it looks as though the ending's going to be a happy one. Very happy, I bet.

Ray Price
"You Wouldn't Know Love"
On Columbia Records
A simple (unfinished) story.

Manager Sues Miss Riley's Brother-in-Law for $250G

NASHVILLE — Paul Perry, manager of singer Jeanne C. Riley, has filed a $250,000 law-suit in circuit court charging Miss Riley's brother-in-law with interfering with her management contract.

The suit is aimed at W.E. Scott of Nashville, and it charges a breach of contract. The petition claims that Scott induced the singer not to pay Perry commissions on over $15,000 in income in the preceding 20 days.

The suit asks $50,000 in punitive damages and $200,000 in actual damages to compensate Perry for what he calls disruption of her business and harm to his reputation.

The petition contends that Scott interfered with the communications between the singer and her manager actually canceled orders that Perry had issued.

Scott, a brother-in-law, recently moved here. Perry has managed Miss Riley's career for the past three years.

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BUDDY ALAN
DOWN IN NEW ORLEANS
Vox Jox

Dear Mr. Hall:

Thank you so much for the "Help Wanted" ad you inserted in Billboard for us through Tom Joyner.

I should like to tell you that this has been the most effective "Help Wanted" ad this station has ever run. We didn't get so-called radio school "graduates" but we did get experienced young men who are anxious to improve or change their situations.

Believe me, my eyes were opened and you will find us a firm believer in Billboard "Help Wanted" ads when and if a future necessity arises.

Robert P. Mendelson
President
WJNC
Jacksonville, N. C.

Country Music

Glickman in Foreign Trip

NEW YORK — Zach Glickman, president of New Dawn Management, will visit Holland, England and France to hold agency conferences relating to all the acts his agency handles.

Glickman will meet with Mercedes-Benz authorities in England to discuss a special representation plan in the U.S. for sales of Mercedes customized vans to American and touring foreign groups.

The special van is now being used by the Golden Earring which is completing a tour of America. Glickman feels that there is a sizable market for the van in America.

Glickman will also confer with KLM Royal Dutch Air Lines in connection with special travel accommodations for the Dutch groups expected to tour the U.S. in upcoming months. While in England, Glickman hopes to discuss details of the proposed tour for Dion in that country.

* Continued from page 30

changes through his act, including, sharp observers noted, his socks is on stage with the Rev. John Sewell acting as conductor. The orchestra is the 25-strong Trinidad Tri-City Steel Band, plying their way through the "Hallelujah Chorus" from the "Messiah," on their adjusted dust-dirt instruments.

This is the actual peak of wind boggling in the whole show. Lib- erice is still the phenomenon, complex with glass-topped and mirrored piano and the pitter about his jewelry—"You like the buttons—they're diamonds on diamonds!" Reverence and senti- mentality — he lies in "Impos- sible Dream" with Apollo 11. Boogie woogie with Brums and Beethoven and even something for the Now Generation "Mixed Emotions." "The kids thought it was kinda goofy when they heard it." This had the Warner Bros. artist reading choruses with a plugged in rock guitar. Liberace inciden- tally knows how to get great sound out of piano and orchestra.

It was mixed into a professional format, kept at the right light tem- perature, deflated when needed, beefed up when necessary. Perhaps the most sizzling moment was an unannounced, unadorned "Over the Rainbow."

IAN DOVE

ELOISE LAWS
Royal Box, New York

Eloise Laws, Columbia Records artist, is a commanding singer. Commanding to look and with a voice that reaches to the farthest corner of the room. She prefers to let her singing do the talking also, so the result is programming designed for the Box patrons. "My Way," "A Time for Us" and "Get Together" are the kind of safe message songs that people faced with New York nightclub prices can take. I'm sure Miss Laws can stufl through the opportunity. She supports comedian Jack Carter, whose act leaves few ethnic stones untarnished.

IAN DOVE

BOFFALONGO
Ungano's, New York

Boffalongo, still improving, gave a good, together opening set at Ungano's, March 19, despite some microphone difficulties. The local quartet's most recent bass guitarist Doug Robinson, was a key contribu- tor both instrumentally and with support vocals. Larry Hoppin, now on lead gui- tar, was his strong self as lead vocalist aided by lead vocalist and organist Basil Mutyachak. While drummer Richie Visa only had brief solo sections, his ability was evident. Unattached DR. United Artists Records' group was at home with blues, rock and stringer rock. The performance opened a four-night engagement.

FRED KIRBY

Letters To The Editor

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FRED KIRBY
What will happen if your recording studio* doesn't show up in Billboard's first INTERNATIONAL DIRECTORY OF RECORDING STUDIOS?

Due to repeated urging, the publication date of Billboard's International RECORDING STUDIO DIRECTORY has been changed to APRIL 25th in order to accommodate all those demanding to be represented in that issue with advertising and sales messages.

DEADLINE IS MARCH 31st

nothing!

(That's just it)

That's why you can't miss this opportunity to sound off to the thousands of producers, A & R men, independent record companies, artists, agencies making commercials, talent managers, recording equipment manufacturers...in the first and only INTERNATIONAL DIRECTORY OF RECORDING STUDIOS.

Issued on April 25th, 1970, in an 8½"x11" supplement devoted exclusively to your industry.

Circulated to Billboard's 30,808 paid readership plus a bonus circulation to thousands of other decision makers in this business of sound who need you to make it.

To make yourself heard on April 25th—and all year round, contact your nearest Billboard office today.

Advertising deadline: March 31st.

Now it's your turn to be heard!

*Or related studio service or product
This unique directory gets a “MUST READ” rating by every buyer-decision-maker in the coin machine industry.

The directory has to be rated “MUST SELL” by every advertising man with a product or service in the coin machine universe.

You get international distribution to operators, jobbers, distributors, suppliers and at all major conventions.

You get international listings including: • Top Players • Manufacturers • Distributors • Ones • Industry’s Who’s Who • Trade Mart featuring SPECIAL JUKEBOX PROGRAMMING SECTION.

APRIL 30, 1970
ADVERTISING DEADLINE:
Distribution in the ‘70s

Robert E. Nims
President,
A. M. A. Dist., Inc.
New Orleans

It is my opinion that the inflationary trend, the rising cost of equipment, and the overall expenses have hit the distributor worse than any other segment of the industry.

Beginning at the manufacturer’s level it is obvious that the manufacturer continues to pass on the increases he has had to his distributors. The manufacturer has been able to equate the increase in his cost by increasing the price of his product. The jukebox manufacturer has managed to continue to operate at a profit if he has the business ability to adopt good business practices. These include going from nickel play to 5-cent play and then to two-for-a-quarter play, instituting proper supervision and controls in his operation, overcoming his increased cost by instituting minimum guarantees requiring front money and so forth.

However, the distributor has been caught in the proverbial middle. Example: Let’s say 10 years ago a distributor purchases a manufacturer’s product for $750. He quickly resells this product to the operator for $950, thus giving him a gross profit of 25 percent. Any businessperson who agrees that you cannot operate a distributing business properly giving sales and service and meeting your accounts with a gross profit of less than 25 percent. Therefore, that same manufacturer’s product will cost the distributor at least $1,000 or more today. But the distributor has not been able to increase his profit structure when selling to the operator. He has absorbed...

New Equipment

MOA ‘Hopeful’ in Royalty Struggle; Sets $500 Dues Limit, Press Policy

By GEOFFREY LINK

SAN FRANCISCO — Director of Music Operators of America (MOA) were told they have a “fighting chance” to knock out a jukebox performance royalty, approved a new dues structure with a ceiling of $500 annually and voted to invite newspaper and TV coverage of MOA’s annual trade exhibit during their meeting here recently.

There is a “50-50” chance of stopping the Williams Amendment now before the U.S. Senator that would add $2 per jukebox per year as a performance royalty for record manufacturers and record artists, according to Nicholas E. Allen, MOA legislative counsel.

Allen told the 41 MOA directors and officers that operators are committed to opposing the performance royalty provision of S. 543, the proposed General Revision of the Copyright Act. If passed, it would bring the levy up to $9 per machine per year.

“We’ve got a good fighting chance,” Allen said, “but right now it’s still anybody’s ball-game.”

A similar bill (H.R. 2512) is before the House of Representatives, but representatives are waiting to see what happens in the Senate before taking the revisions under serious consideration. He said the Senate vote “could come up at any time.”

However, representatives are not for at least another week. He urged jukebox operators to send in petitions, letters and support their support to the Senate, soliciting their help to stop the levy.

Perry Patterson, attorney for the American Phonograph Manufacturers Association who spoke after Allen, estimated the impact of the Williams Amendment at $1.5 million and said the MOA stands to lose its political position with the new groups and the Performing Arts Association if it passes.

Allen said there is a good chance of defeating the jukebox registration fee of 50 cents per machine a year. “Our argument that it’s not for our benefit but our burden is a ‘pretty under- standing thing,’ ” according to legislators, he said.

The “third main problem”...

New Equipment

Jukebox Uses 12-In. Albums

• Continued on page 66

Jukebox Play

Keyed to Solid Series of Hits

By GEORGE KNEEMEYER

CHICAGO — New group would be able to help their players, a chance to stick to the sound they have been successful with until they had several hits in a row, according to Billie McClellan, program manager for Easter, playing good. “The Temptations have many hits in a row using the same style for the singles,” he pointed out. “The albums are much different from the singles in that the cuts are not longer. But still they keep the same basic pattern on singles and keep making hits.”

McClellan usually has a good idea what is playing good before him since he checks the 10 jukeboxes on his route every week. “I put in something new every week,” he said. McClellan does any prerecording for the teens located in the adult locations. “All my people...”

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Jukebox Play Keyed to Hits

**Continued from page 65**

...on the music of today. When I go to the store to buy records for myself I find that adults are buying the same records that the teens do. There was a time when music was divided by age categories, but not nearly as much anymore.

He stated that there hasn't been too much of a change in the soul music over the past few years. "The old artists keep going until they have another hit, and for new artists, one hit seems to push a second record," McClain said. He said Aretha Franklin is an example of an artist who kept trying and finally succeeded in getting hits.

"She had a real good spread of hits in 1960 and 1961. Then nothing until about 1965, and she has been very big since then," McClain said. Among the top soul music artists over the past few years that have been consistently successful in gathering jukebox play are James Brown, Smokey Robinson, the Temptations, Marvin Gaye, Ray Charles and the Dells, Junior Wells and B.B. King.

"These people have been around a long time and have had a noticeable amount of records to reach the Top 20," he said.

McClain usually goes by both radio and the charts. "Whatever the radio is playing is usually going to be a hot jukebox record," he pointed out. "The chart will be the bigger songs, such as Brown or the Temptations, are coming up fast."

McClain finds that programming local Chicago artists can be a hit and miss affair. "There are more names in the area, such as Little Milton and Tyrone Davis who have also made it nationally, but the other new artists have varying success. Some songs by these artists may get heavy for a week, and then it dies. There are some big local artists and most of these are on Chess Records. Outsiders have more of a chance of hitting it big on the Chicago jukeboxes than local artists. Local ones just aren't that well known."

**MOA 'Hopeful in Royalty Struggle**

...Continued from page 65 with the bill—periodic review of royalty rates beginning in 1976—Allen said, is going to be tough to knock down. "We have no assurances from any friendly senators that they will ask to have this knocked out. Everywhere I go I get the reaction that the Senate really wants this provision. They don't want to set rates."

The directors were addressed by George P. Miller, California congressman from Alameda; H. Robert, past vice-president of MOA, and George A. (Continued on page 68)

**What's Playing?**

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

**Chicago, Ill., Location: Adult Tavern**

Frank R. Fabiano, programer, Fabiano Amusement Co.

**Current releases:**
- "Rainy Night in Georgia," Brook Benton, Capitol 4007.
- "I'm Calling You," Al Martino, Capitol 2746.

**Olde:**
- "Without Love," Tom Jones.
- "Ringside Keep Falling on My Head," R. E. Thomas.

**Chicago, Ill., Location: Soul Tavern**

Lloyd Smalley, programer, Chattanooga Coin Machine Co., Inc.

**Current releases:**
- "Rainy Night in Georgia," Brook Benton, Capitol 4007.
- "Call Me," Aretha Franklin, Atlantic 2746.
- "Didn't I," Defoncia, Philo Grove 161.

**Olde:**

**Chicago, Ill., Location: Soul Lounge**

Warren Brown, operator, Eastern Music Co.

**Current releases:**
- "Turn Back the Hands of Time," Tymore Davis, Decca 44357.
- "Up the Ladder to the Roof," Supremes, Motown 17612.
- "You Need Love Like I Do," Gladys Knight & the Pips, Motown 29357.

**Rock Island, Ill., Location: Kid Restaurant**

Liz Andersen, programer, Johnson Vending Service

**Current releases:**
- "Let It Be," Beatles, Apple 2764.
- "Love Crows," Ednion Lighthouse, Bell 827.
- "Long Lamppost Highway," Michael Parks, MGM 14106.

**Sterling, Ill., Location: Kid Restaurant**

George Woolbridge, programer, Blackburn Music Co., Inc.

**Current releases:**
- "Bridge Over Troubled Waters," Simon & Garfunkel, Columbia 4-40706.
- "Come and Get It," Badfinger, Apple 1815.

**Three Hundred and seventy coin-operated amusement games are housed in this giant test at EXPO '70 in Osaka, Japan. One section is devoted to a grouping of 32 games manufactured by Sega Enterprises. It is one of several sections made up by imports from other manufacturers. No combat or war type games are on display in consideration for the country's "Peace and Disarmament" theme. The entire amusement zone of the fair was organized by the Hankyu railroad conglomerate which is affiliated with Sega. The fair runs for six months.**

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**Current releases:**
- "Bridge Over Troubled Waters," Simon & Garfunkel, Columbia 4-40706.
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Elected and termed it. Harlan Wingrove of Emporia, Kan., and William N. Anderson of Logan, W. Va., were elected co-chairmen of the convention committee. It was also decided that there would be a separate producer and MC for the exhibition this year, with Hirsh de LaViez to produce the stegoshow and Gene Brenner as MC.

A decision to provide decals for members wishing to stick them on their machines, identifying them as belonging to an MOA member, was agreed on. The MOA will provide the stickers for about a dime each to any members requesting them.

A topic of considerable discussion, Granger said, was whether to hold an open house day at the MOA convention. The directors voted against allowing the general public in, but agreed to permit directors and members to invite anyone they want as long as they pay the $5 sponsoring fee. Also, the general press, including TV, will be invited as part of a more aggressive public relations campaign to wipe out the so-called "Mafia-linked" image of jukebox operators.

"We have to be more aggressive and come out of our shells," Granger said. A PR brochure, initiated last year by Howard Ellis, which explains the MOA's position and background, has gone through a first printing of 10,000 copies. Granger said, and is going into a second printing.

Time ran out on the directors before they could settle on whether to allow foreign members to attend. Already, operators from New Zealand, Brazil, Switzerland and Italy have requested to join, Granger said, but the question has been put over until the convention. Also to be decided will be the question of increasing the number of board members.

"This was one of the best meetings we've ever had, in every way," from the amount of business we completed, to the three-hour bus tour of the Bay Area for the wives," Granger said. "MOA is becoming better organized."

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Two-for-a-quarter pricing is standard. This is not afterthought, but the base. This basic concept makes it easy to raise the play price in any location. Two things make this possible. First, the styling of the Cameron. Its design is radically different. And second, by a feature called "Hit Parade" which is standard. It offers three pre-selected hit tunes for a quarter. This feature eliminates resistance to two-for-a-quarter pricing and offers customers an alternative.

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Distribution in the '70s

these gradual price increases and instead of mak-
ing a gross profit of 25 percent on this same product he is now making a gross profit of 15 percent. His dollar volume may have stayed the same, but his unit sales have gone down and his net profit picture has been all but eliminated.

There are many contributing factors other than the inflationary trend. In areas where you have factory owned distributors, the pure independent distributor is at a distinct disadvantage. Also, where an independent distributor's gross profit margin is getting smaller he finds it more difficult to offer services such as free delivery, service schools and so forth.

I feel that the major manufacturers of our industry should work together in a concerted effort to strengthen their distributor organizations. I suggest that they could institute a fair trade price on their products, eliminate bootlegging and work in every way they can to help their dis-

tributors meet the challenge of the coming decade.

If the present trend continues, I cannot see how the pure independent coin machine distributor will survive. I don't think there is a question whether the operator needs his distributors. I feel the distributor does perform a genuine service to the independent operator. If the independent distributors do not furnish service I seriously doubt that the independent operator will continue to survive. It is apparent that the forthcoming fate or fortune of our industry rests in the hands of the major manufacturer. They will control the trend of tomorrow.

I would like to know if the manufacturers in-
tend to continue their policy of factory owned distributorships. If so, they must accept the fact that they will eventually eliminate the independent coin machine operator as well as the independent coin machine distributor.

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HOLLANDER ‘Teaching’ the Young

By GEORGE KNEEMEYER

CHICAGO — While it may seem strange, a classical pianist thinking of the way to interest the younger generation in classical music may be through rock music.

“You aren’t going to have kids involve themselves in classical music and become involved with music in general,” said one young Angel Records recording artist, who spoke at the recent Music Educators National Conference here.

“What the Beatles have said has been said 10 times better by the kids themselves. The old ways of showing this do not work. Something new has to be worked out. The trend is away from the classics and the symphony, because you will find no art in rock music.

Hollanders has tried to take classical music to the young and has appeared at the Fillmore East, a rock palace in New York. He was warmly received at that time by the music fans and the Angel LP “Live at the Fillmore East” resulted from the appearance.

“Music is basically notes strung together in a logical order which order writer writes by Mick Jagger, Thelonious Monk or Beethoven,” he continued. “The violence is more to the appearance.”

Hollanders pointed out that the youth is getting exposure to classical music through rock and he cited Jaggars “Variations of a Theme by Eric Satie” and the Baroque influence in the Beatles as examples of classical influence in rock music.

NEW YORK — Lorin Hollander’s recital at the Philharmonic Hall March 15 may have been his only local recital of the season but he remembers until his next appearance. The diverse program provided a vehicle for his consistent warmth and energy that Hollander put into his performance.

Concerto in a Jazzman is a perfectly idealistic, style molded itself to the composer’s conception. The restrained in Satie’s “3 Gnossiennes,” impulsive in Copland’s violent “Piano Variations.”

But Hollander seemed most impressive, most natural, and fully unfeigned in Beethoven’s “Sonata No. 8 (Pathetique),” which gave ample room for the combined dynamics and lyricism which characterize the pianists style.

NANCY ERLICH

Desto Issues Roseman LP

FRANKLIN LAKES, N.J. — Desto Records is issuing two albums including a pressing of Hindemith and Schuman featuring oboist Ronald Roseman. The albums include “Troubadours” by Lois Winter, pianist Gilber Kalish, and violinist Karen Tuttle and cellist John Goberman of the American String Trio. Miss Winter is also on a set of songs of Poulenc, Milhaud, Debussy and Ravel as a member of the Modern Magid Singers.

Sutherland, Horne Make ‘Norma’ Sing

NEW YORK — Two super sopranos, Joan Sutherland and Marilyn Horne, supplied bel canto singing at its best in Belcantis “Norma” at the Metropolitans Opera March 14, the fourth performance of the Metropolitan production. Miss Horne, who made her debut with the company in Miss Sutherland, a luminous star, proved an ideal team in the tenor, a perfect match. Both Miss Sutherland, a luminous star, proved an ideal team in the tenor, a perfect match. Both

Although there was some strain at the top, tenor Carlo Recanati was boosted March 14, while bass Cesare Stepi, also plugged by a Lorin

(Continued on page 22)

Rosenkavalier Will Open Lyric Opara’s ‘70 Season

CHICAGO — The Lyric Opara’s 1970 season will open Sept. 25 with Winifred Satterfield in Der Rosenkavalier with Dedication at Miami School

MIAMI—The Sally and Joseph Snethlous, Miami Beach, announces that he will conduct Recorded Sound at the University of Miami School of Music, with cracking of Don Chaffin conducting. The 2,500-square-foot structure contains a comprehensive processing laboratory for all

The 700 Clubs in U.S. Make ‘Grants to Classical’

By MILDRED HALL

WASHINGTON — Grants totaling over 100,000 to 130,000 to eight symphony orchestras and four opera companies have been awarded by the National Endowment for the Arts, a federal government grants will tie in with music education, nine of them containing substantial financial performances in schools.

Grants to orchestras include Washington’s hard pressed National Symphony, a $100,000 matching grant for its concerts, all available for radio broadcasts; Buffalo Philharmonic, a matching grant of $50,000; Chamber Symphony of Cleveland, matching of $40,000; for its annual series and youth concerts, with world premiere performances of Southern California composers Laio Schifrin, Eugene Zador, Jerry Goldsmith and Maurice Jarre and the West Coast premiere of the new symphony by orchestra director Jaime Salazar.

Also, to the Cincinnati Symphony, matching grant of $100,000 for adult and student concerts; the University of Colorado, a $60,000 matching grant; St. Louis Symphony, a $40,000 grant and a match, San Francisco Symphony Association, a $100,000 grant also partly matched by the orchestra; the Utah Symphony, a matching grant of $30,400.

Opera company grants were made to the Center Opera Co., of Minnesota, Goldberg, in San Francisco, San Francisco Grand Opera Co., and the Seattle Opera Co. Relevant to the government funding program — a House Labor subcommittee has voted to extend the Foundation for the Arts and Humanities program for another three years, with about $20 million earmarked for the Arts Endowment this year.

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(Continued on page 22)

STRETCH GIVES TOP CONCERT

NEW YORK — Rita Streich gives one of the most media-recitals of the year at Alice Tuli Hall, March 15. The soprano handily justified her enthusiastic reception, with sensitive songs of Wolf, Richard Strauss, Mozart, Brahms and Berg.

“Yoachim Rachmaninoff ‘Vocalise, a high spot, was followed by the masterpieces in Mussorgsky’s ‘Golliard Suite.’ His charming interpretations were, for the most part, as impressive. Miss Streich, who records mainly for Deutsche Gramophon under the direction of Angel Records

FRED KIRBY

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A GATHERING OF FLOWERS
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CANYON RECORD 33

From Her Album #7708
"Thank God The War Is Over"

A PETER TEVIS PRODUCTION
'Rosenkavalier' Will Open Lyric Opera's '70 Season

Tito Gobbi and Washington, Bruno Bartoletti conducting.

"Gianni Schicchi" will be paired with Bartok's "Bluebeard's Castle," which features Geraint Evans, Bartoletti conducting. Evans also will be featured in Benjamin Britten's "Billy Budd," first performance, Nov. 6, with Bartoletti conducting. Other principals will include Richard Lewis and Theodore Upperman.

From The Music Capitals of the World

(DOMESTIC)

* Continued from page 60

From the Zanesville (O.) Publishing Co. for $750,000, subject to FCC approval. Henry C. Goldman, general manager of WZIP-AM and FM, says all personnel will be retained and the stations will continue with their country music format.

BILL SACHS

MEMPHIS

Songwriter-singer Mark James, who wrote Elvis Presley's "Suspicious Minds" and B. J. Thomas' "Hooked on a Feeling," will have his own singing album on Scepter any day now.

Bette Berger, president of Continental Artists booking agency, has signed Sun International's Gennys, who have "Why Should I Cry," on release now and Stax's Rufus Thomas to exclusive booking agreements into her stable of stars.

Stax's William Bell assisted Merti Collier on a new single release for Peachtree Records at Ardent Studios. Other having a busy week at Ardent included Lee Wilder, national program director for the Pough hour channel, who produced a new single package for WCAD in Baltimore and WMPS of Memphis. Eddie Hinton of Muscle Shoals, Ala., Sound Studio production overdropped the new Moog Synthesizer on his production of singer Jim Coleman. Alan Jones worked on a new single of the newcomers for Stax at Ardent. Willie Mitchell mixed Hi Record Co.'s Ann Peebles and Denisi Salle releases for Hit that is distributed by London. Stax has signed Emile Hines of Chicago and Chuck Brooks to recording contracts. Hit's Deacon Honey Bee Band, managed by Charlie Nash, types of recorded sound with related printed or visual materials, a listening room, and an archives section, a recording and microfilming facility, and a storage division.

Performing at the ceremonies will be the university's Symphonic Wind Ensemble, Fredrick Fennell conducting.

'Norma' in Style

* Continued from page 74

London program ad, was a sensitive oratorio. But, the overwhelming satisfaction of the difficult Bellini score was caused by London artists, who glowed throughout. The production itself is quite stark, which may fit ancient Gaul, the setting.

FRED KIRBY

will have its first single this month. Mac Allen Smith, who was singing in the middle 1950's music but never reached the superstar status, is making a comeback and recording at Lyn-Lou Studios since that period of music is on the rebound.

Tom Jones will make his first personal appearance here at the Mid-South Coliseum July 9 for one appearance at a guaranteed $75,000. He is being brought here by National Shows, Inc., which is also paying Jones $100,000 for two appearances in one day in Miami. It is the largest scale for tickets in the history of the vast Coliseum which can seat about 13,000. Tops is $15 with a minimum of $7.50.

Epic's Charlie Rich has signed to play several weekend dates at Fred Alton's Thunderbird Lounge. Background vocalist Mary Holladay and her sister, Ginger, who worked on Presley's Memphis sessions in 1969 and several of J. Thomas' sets, are supporting Scepter's Ronnie Milsap at TJ's Lounge.

JAMES D. KINGSLEY

Dedication of Miami School

* Continued from page 74

Baroletti also will conduct Verdi's "La Traviata" with Montserrat Caballe, Nicolai Gedda and Piro Cappuccilli, first performance, Oct. 27, while Votto will also conduct Donizetti's "Lucia di Lammer- moor," first performance. Oct. 16, with Cristina Deutemek, Richard Tucker, Norman Mintelmann and Washington. Quadril's other opera will be Rossini's "Hanns in Algier," first performance, Nov. 13, with Miss Marunpiet, Marilyn Horne, and Ottavio Garaventa.

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10 Strings

MILLION SELLER HITS

INCLUDES HIT SINGLE "LA-LA-LA"

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VOL 3 - S-5193

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THE recording

of THE hit song

from THE smash musical “Salvation”

on Generation — THE label of the 70’s

“IF YOU LET ME MAKE LOVE TO YOU, THEN WHY CAN’T I TOUCH YOU?”

BY THE RITES OF SPRING

REGIONAL ACTION REPORTED IN
BALTIMORE, WASHINGTON, N.Y. STATE,
ST. LOUIS, MEMPHIS, FLORIDA,
MILWAUKEE & NEW ORLEANS.
THE HYPE

If you're a member of a group, sing or write songs and are trying to make it, you've most likely heard the Hype. It's "You're the greatest thing that's ever happened." One week later you're still "the greatest thing that's ever happened," a month later you're still "the greatest thing that's ever happened." Two months go by and nothing's happened.

The Hype has nothing to do with music. It's noise, noise we don't want to make.

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Nationwide View of Grammy Ceremonies

New York—NARAS

THE BLOOD, SWEAT & TEARS surround Louis Armstrong to accept one of their awards. Armstrong holds the award in his hand.

Los Angeles—NARAS

National NARAS president Irv Townsend with Grammy winner Peggy Lee.

Chicago—NARAS

JANE BIRKIN and Serge Gainsburg, second and third from right, who recorded "Je T'Aime..." were guests at the Mercury Records table. Others, from left, are Ron Oberman, George Balos, Al Parachini, Johnny Sippel, Desmond Stroebel and Jean Claude Desnarty.

Nashville—NARAS

JOHNNY CASH poses with a less-than-nattily attired Junior Samples, in the early part of the evening in Nashville.

Atlanta—NARAS

CANDI STATON sings to the Atlanta audience in front of the Clarence Carter Band, performing her nominated song, "I'd Rather Be an Old Man's Sweetheart."

FATHER NORMAN O'CONNOR presents special award to Robert Moog, inventor of the Moog Synthesizer.

PHIL RAMONE talks with Milt Okun, right, president of the New York Chapter of NARAS.

MERV GRIFFIN, master of ceremonies, confers with Mort Lindsay, right, during the awards presentations.

RICHARD SPENCER sings his Grammy winning "Color Him Father" to the Atlanta audience.

SeYMOUR HELLER, Bill Lowery and Lloyd Dowd, right, beam with approval as Jerry Wexler, second from left, accepts a Grammy for Aretha Franklin.

JAZZ WINNER Quincy Jones and drummer Lee Young.

JOHN BARRY, Harry Nilsson and Joni Mitchell.

THE FIFTH DIMENSION, Bell Records' recording artists, were the headlining act at the Chicago chapter's NARAS banquet.

KENNY SODERBLOM, president of the Chicago NARAS chapter, accepts an honorary Grammy from Regis Philbin, right, master of ceremonies.

JACK GREENE and Jeannie Seeley perform before the huge crowd of 1,331, the largest in Nashville NARAS history, in an auditorium tastefully decorated by SESAC.

GRAMMY WINNERS, left to right, Waylon Jennings, Shel Silverstein, Reba Hancock (for Johnny Cash), Joe Simon, James Blackwood, Jack Hess and Danny Davis.

ARRANGER BILL MCELHINEY accompanies Danny Davis to the podium to receive the Grammy for the Nashville Brass.

EDDIE FLOYD, Mrs. Otis Redding and Tom Dowd, right, beam with approval as Jerry Wexler, second from left, accepts a Grammy for Aretha Franklin.

PEGGY LEE, with Grammy winners Bill Cosby and Burt Bacharach on each arm.

KENNY ROGERS and the First Edition, Reprise Records' recording artists, were the headlining act at the Chicago chapter's NARAS banquet.

KENNY SODERBLOM, president of the Chicago NARAS chapter, accepts an honorary Grammy from Regis Philbin, right, master of ceremonies.

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IT'S AN ARMS LENGTH

FROM HERE

SON OF

WHITE WHALE RECORD COMPANY, 8961 SUNSET BLVD., HOLLYWOOD, CALIFORNIA, PHONE (213) 278-2266
AND has ducting to spans "Crosby, lodic. taste "On that tune, this band, helping. Hard Day's make them specially priced two-LP set that scores music in films such as "High Noon" to "A Hard Day's Night." The arrangements, orchestra and dexterity packed make them all spring with new freshness.

TASTE—On the Boards. S. 33-327 (5) A taste of chart action brings this avant-garde rock group to the U.S. for a big second helping. This time, fronted by composer, lead singer and guitarist, Parmenter and attractive male rhythm guitarist, Taste is tighter, more versatile and melodic. Jazz, Blues and heavy rock rhythm highlights "What Going On," "Morning Sun" and "On the Boards." Needed for the top.

STONE THE CROWNS—Capitol, 24-4219 (5) The group is now in the throes of a U.S. tour, which should procure a demand for their original compositions of such superior rock musicianship and a raggy, semirudimentary style that marked them as the exception. Nightlights include "The Touch of Your Loving Heart," and "I Saw America" which is Side 2 of the LP.

BLUE MOUNTAIN EAGLE—Downhill S. 50076 (5) Here’s a refreshing new Downhill group which should stir among the many who are holding high mark of a seemingly inconceivable rate. It is a truly heavy group, with accent on guitars, but with a stress on harmonies and unusual arrangement style. The Finders should take it quickly.

A RECORD OF PURE LOVE & PLEASURE—Downhill S. 50076 (5) Here’s a refreshing new Downhill group which should stir among the many who are holding high mark of a seemingly inconceivable rate. It is a truly heavy group, with accent on guitars, but with a stress on harmonies and unusual arrangement style. The Finders should take it quickly.

Mandarakes Memorial—Pulse, 30-0038 (5) Propaganda, the exact title, whatever it is, the music on this LP has some interesting ideas that are highly appealing as well. And this is a talent titled unit who may make if big with this. This is an album which has been their performing success.

Ambergis—Peanut Press, 50114 (5) Ambergis, a nine-man group with today’s sound, has a top-notch debut album here with the instrumental elements of the band in sharp relief, as Ambergis delivers “Chocolate Pudding.” "Walking on Water." "Soul Food" and other fine selections, it’s apparent that success via this album as has been their performing success.

Crosby, Stills, Nash & Young—Columbia, 7-2007—Chrome, 7-2007 (5) This 2-record set is subtitled "The American Band and Peace..." and that’s exactly what it is. Along with their classic performances, here’s a booklet enclosed that offers many unique photos, comments to Pono John and Mike Curtis, plus lyrics to many of the songs are also included and ends in the collectors’ appreciation of the set.
A RED HOT LETTER DAY FOR JACKIE WILSON
-the release of a great new single

"LET THIS BE A LETTER (To My Baby)"

55435

Brunswick is Beautiful
<table>
<thead>
<tr>
<th>Brewer and Shipley - Weeds</th>
<th>Melanie - Candles in the Rain</th>
<th>Stairsteps</th>
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<tbody>
<tr>
<td>Michael Brewer and Tom Shipley are aided by Nicky Hopkins, Michael Bloomfield and someone who calls himself Nicky Gravy on this pro-life album. BDS-5060</td>
<td>Melanie is words and music and the Edwin Hawkins Singers and Carolina and what have they done to her song. A lot of people have been waiting for this album — it's been worth the wait. BDS-5061</td>
<td>The Stairsteps put themselves out on this album which contains &quot;Dear Prudence,&quot; their current hit single. BDS-5061</td>
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<tr>
<th>The Lovin' Spoonful - John Sebastian Song Book Vol.1</th>
<th>Moe Koffman - Moe's Curried Soul</th>
<th>Rodriguez - Cold Fact</th>
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<tbody>
<tr>
<td>While other companies fight it out, we have the classic John Sebastian. KSBS-2011</td>
<td>All you &quot;Swinging Shepherd Blues&quot; freaks will feel it when you hear this. KSBS-2018</td>
<td>Words from the city. Hard words on a new label with a totally different trip. SXBS-7000</td>
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<tr>
<th>Honey Cone - Take Me with You</th>
<th>Flaming Ember</th>
<th>Harold Robbins Presents Music from The Adventurers</th>
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<tr>
<td>An ex-Raletta, an ex-Ikette, and the experience of working with Johnny Rivers and The Righteous Brothers brought their voices up and out as The Honey Cone. Chart records and all. HA-701</td>
<td>From Detroit where everybody sings and they don't mind having hit records. Under the supervision of Eddie Holland. HA-702</td>
<td>Harold Robbins presents the music from the Adventurers with the help of Ray Brown's Orchestra, Quincy Jones' arrangements, and the music of Antonio Carlos Jobim. SYS-9000</td>
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**FROM BUDDAH/KAMA SUTRA**
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<th>MORE SELECTIONS</th>
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<tr>
<td><strong>Bill Haley Scrapbook</strong></td>
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<td>Rug rolling music from Mr. Haley. KSBS-2014</td>
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<th><strong>Silver Metre</strong></th>
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<tr>
<td>Silver Metre</td>
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<tr>
<td>Leigh Stephens, Pete Sears, Mick Waller, Jack Reynolds. Produced by Big Daddy Tom Donahue. NG-2000</td>
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<tr>
<th><strong>The Jaggerz - We Went To Different Schools Together</strong></th>
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<tr>
<td>The Jaggerz - We Went To Different Schools Together</td>
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<tr>
<td>Right off &quot;The Rapper&quot; into album land. KSBS-2017</td>
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<th><strong>The Tokens - Both Sides Now</strong></th>
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<td>The Tokens - Both Sides Now</td>
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<tr>
<td>For ten years they've been good guys. This album is no improvement. Includes the best of their past as well as their present and future hits. BDS-5059</td>
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<tr>
<th><strong>The Very Best of The Lovin' Spoonful</strong></th>
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<tr>
<td>The Very Best of The Lovin' Spoonful</td>
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<tr>
<td>Classic Lovin' Spoonful. The best of Volume I &amp; II -- the best! KSBS-2013</td>
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<tr>
<th><strong>The Impressions - The Best Impressions</strong></th>
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<tr>
<td>The Impressions - The Best Impressions</td>
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<tr>
<td>Curtis Mayfield writes like The Impressions sing. Nice. From &quot;Gypsy Woman&quot; to &quot;Amen&quot; to &quot;Choice of Colors&quot; -- very nice. CRS-8004</td>
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<tr>
<th><strong>1950's Rock &amp; Roll Revival</strong></th>
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<tr>
<td>1950's Rock &amp; Roll Revival</td>
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<tr>
<td>Without grease there is nothing ... KSBS-2015</td>
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<th><strong>The Road</strong></th>
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<td>The Road</td>
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<tr>
<td>The Road, fully paved and worth the trip. KSBS-2012</td>
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<th><strong>Sound Track - A Dream of Kings</strong></th>
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<td>Sound Track - A Dream of Kings</td>
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<tr>
<td>The first album from National General including the hit sound of Frankie Valli. NG-1000</td>
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**FROM BUDDAH/KAMA SUTRA**
POLYDOR & SPRING DEAL
MONTREAL—Polydor has acquired Canadian distribution rights to several recordings in Canada. Initial release on the label is "Mama Said" in 1965 Shirleytem hit by Little Eva, and "Soul Meeting" by Don Williams & the Exchange.

Polydor recently completed negotiations to handle the Canadian rights to "Do You Really Know What Time It Is?" by Tension on the Poison Ring label.

Executive Turntable

A number of new appointments in Capitol Records promotion department were announced recently. Rejoining the company's national artist promotion manager Johnny Sanders has been hired for the position, the promotion representative, the position formerly held by Brown. Glen Bloom, promotion manager in Canada, and Dick Riendau appointed Capitol Records representative in Den- nissy, Pickwick and A&M product.

Skip Fox, former sales representative for Capitol in New England, is Phonicas' new Ontario promotion manager. David Broder, recently appointed promotion manager, appointed promotion director of A&M Records in the West. Atlantic and Atlantic provinces. Liam Mul- len, formerly assistant director of CKGM-AM and FM, Montreal, has become promotion coordinator at A&M Records in Ontario and western provinces.

GRT of Canada Fete for Group
MONTREAL—GRT Records of Canada held a reception for Alan Lorber's group "The Face," at which the album of the same name, Illustration is an eleven member contem- porary rock group, is mainly composed of Canadiani.

Their single, "Upon the Earth," and album are both released on the U.S. on Janus. Attendees included a number of Canadian retailers, D.J.'s, prorgramming people, and distributors.

TOURONTO
Jack Richardson produced "Everywhere," the first single by Halifax-based group, The Decade Records in the U.S. set for release in May. Produced by Montreal's Sebastian, the single is from the album "Everywhere" released last year on the Apex label. Running with his band the Many Others, at the Hawks Nest, March 14. The single is actually the group's March release is "Cliff Jones' Pre- vious Runaway"/"Cliff Jones and Other People," L.P. format. "Everywhere" features contributions by Jones and six other new singers, Brian Ross, Allison Silver, Lev Eksner, Deirdre Kennedy and Diane Miller, CTM has added a new member to its sales entourage—Call the toll, 1619.

Gordon Lightfoot's first re- search for a new recording project. Jefferson Airplane set to give two Canadian benefit shows this spring. "Redwood Room," (.adder Room, ver, tions..."

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"Woodstock," being released to tie in with the opening of the film. The movie is currently expected to net month. Alice Cooper linked "Deuce," a result of the Thursday (23) Ian & Sylvia and the Great Speckled Bird will appear at the University of Toronto's Pollution Prevention March 30. Natalie Baron's new album "Wind, Sound You Hear," will be released Monday (24). Andie MacDowell will release a Golden Hake look-all adult content in connection with the re- release of "The Last Waltz." soundtrack LP. Bobby Sher- man will release another show at O'Keefe Centre, March 18, in a London recently released "Get Your Thing Together." by Marshall's un上市 Aquarius label. 

Anne Atthorburn's recent win in a talent contest sponsored by Polydor. Company has just released its single, "Just Find Love," which was penned by Tom Northeast and produced at Studio 3 Productions.

RITCHIE YORKE
MONTREAL—Polydor has announced the arrival of Jonathan Poten- ciano, Ernie Garcia and Robert Bankhead to the Canadian branch of the Polydor Records label. The artist discography of the label features Robert Garcia and Bankhead are appearing as a duo, "Tagalog Hang-Hang Productions" and "The Gladones of Love," which was recorded by Edgar Moreno for a tour of the last year. The group features Robert Garcia and We- lace's artists Valmae Simons and Montor in the musical act. There are also two other artists—Esperanza Fahon and Victor Moreno. The debut album on the Polydor label, "Get Your Thing Together," by Marshall's un上市 Aquarius label. 

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You've never heard this group...together.

It's just as well.

Gordon can't carry a tune, and Garlick's musical education ended with Do-Re-Mi. Braun's last major performance was playing the triangle in nursery school. But together, they make beautiful record albums. Silently.

Craig Braun heads Sound Packaging Corporation. Lewis Garlick and Murray Gordon are lead vocalists with Ivy Hill Lithographers. It's an exclusive alliance for progress... to do your special numbers with tailored constructions, design and production.

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212-421-8255
PHILIPS & DECCA TO LAUNCH "JUGGLERS" IN U.S.
From The Music Capitals of the World

**HAMBURG**
Metronome has exclusively contracted Alexis Korner for two years.

"Your Own Thing" is scheduled for its German premiere at Bre"men April 5. Encouraged by the success of concerts by the Edwin Hawkins Singers, concert agency Funke has contracted the group for four more.

Robbie Gentry paid a lightning visit to Hamburg... Barry Ryan filmed some scenes here for Channel 2 TV featuring his single "Care... ine." Phonogram has launched five reggae singles by the Upsetters, Bleachers, Pioneers, Maytals and Freddie Notes and The Flames. The Funke agency has contracted Greek singer Karel Gott for a second German tour beginning in September.

The Aquarums, group of four girls and five boys from the cast of "Hair," made their debut at the Odeontheater and then left for a tour of Germany...

**BERLIN—Peggy March, who has just completed an album, will tour Germany in October. Edition Intro is preparing to launch Ricky Shannon internationally. Edition Intro is giving a worldwide send-off to "Reggae Man," recorded by the Jamaican group Bamboo... The Hollies are booked for a tour of West Germany...

**DUBLIN**
McEvoy, whose "Mushroone Darkin' won him a silver disk for 50,000 sales, has left the folk field to form a showband with New Horizons. They are touring the Republic. The Dublin group Skid Row's first 45 for CBS is ".

**PARIS**
The new Parisian TV talent show is to tour the U.S. The CBS TV set "Marry Day" stars in "The TV Dates". Skid Row, whose first single for CBS is "Sandy's Dream," has left the Paris set.

**Helsinki**
Following her successful appearance in Helskiki, Sweden's Inger Norstedt released her single "Here Comes Pippi Langstrumpf in Finnish...

**First Beat — Festival in Soviet Union**

BY VADIM YURCHENKO

GORKY, USSR — Twenty-eight days from central cities in the USSR participated in the first beat music festival titled "Festival Beatnikov".

Contest winners were the Jo"vi (leader: Fedor V. Samotsev) from Dneprostrovsk, the Brigante (led by Australian exchange student Karl) and the Russian group Anteks (leader: Rafail Gahudulin) from Penza.

French press coverage was wide and festival concerts were broadcast over the local television network.

Singers announced that they were going to keep on recording their hits for a long time, with an ever wider audience, more national scale.

They stated that beat music would become a legitimate style in Russia, a statement that sets them apart from the West which could not be said of the USSR.
Norwegian Wholesalers & Erno in a Battle

OSLO—Rack-jobbing pioneer in Norway, Erno, has been in the news recently for its battle with the record wholesalers organization, the GGF, because of its direct importation of U.S. product, which is represented here by Norwegian record companies.

The GGF, which, in reality, is the Norwegian record industry (since the record manufacturers handle their own wholesaling),

Pop, Blues Fest For Hamburg

HAMBURG—Between 8,000 and 15,000 people are expected to attend the first International Pop and Blues Festival to be held at the Ernst Mereke Halle, Hamburg over the Easter weekend, March 26-28.

The festival, sponsored by the Musical Entertainment Circle International will feature Yes, Steaminham, Alexi Korner, the Groundhogs, the Voice, Hardin and York, Marsupilalfa, the Killing Floor, Chicken Shack, and the Christmas Revival, Flaming Youth, Warm Dust and Man.

The festival represents a major attempt by promoter Hartmut Goetz to bring pop music back to Hamburg in a big way following the closure of the world-famous Star Club.

The festival will be followed by a similar event at the Sporthalle on Cologne April 3 & 4, and when many of the same groups will appear before an anticipated total audience of 20,000.

U.K. Country Fest Spurs Labels’ Product Push

LONDON—Several labels are taking advantage of the country trend at Wembley over Easter weekend. Coinciding with the festival, MCA is releasing six singles by Conway Twitty, Bill Anderson and Jan Howard, Wilburn Bros, Bobby Lord, Jack Greene and Jeannie Seely and Loretta Lynn.

London-American is also releasing “Don’t All Your Loving,” by Don Gibson, and "I’ve Seen Cheeks On Me" by Glenn Barber.

Mervyn Conn’s new country label, Nashville, will be having its first release on Easter Sunday, when singles by Dorward Erwin and Johnny Lee will be available together with an album, "Hits From the Johnny Cash Register," by the New Decental System. Immediately after the festival, Conn will be releasing another single on Nashville, “Dr. Handby” by Buddy Coachman.

Out on RCA at the end of this month is an album, "Country & Western Classics," compiled by various artists. Included on the LP is the rerecording of "Boy Named Sue" by composer Shel Silverstein.

CBS has prepared "Unforgettable," a predominantly distributed country "indie," presenting 500 copies of each of six singles, six of which are being produced especially for the festival. Selling at 21 cents, the disc will only be available at Wembley and feature tracks taken from the chaff of the six albums released by the label last month. Artists involved include Carl Smith, Cody Nash Outfit, Dave Plante, Lisa Turner, Ron Ryan, the Hatters and Tommy Fever, who are also appearing in the festival.

Music for Pleasure Comes to Holland

AMSTERDAM—The Music for Pleasure companies have returned to Holland at the end of April with the release of 60 long-playing albums, totaling 69,5 Dutch Florins each ($1.50).

These new recordings by big names such as Tania, will be taken through the normal outlets (members of the Dutch Union of Record Dealers).

Expectation of distributors, Bonnier and Son, will see sales of one million albums during its first year in the Netherlands.

ISRAEL DISK PRICE HIKE

TEL AVIV—The price of locally produced records has been increased by 10 percent. The increase, which dates from Feb. 9, applies to singles, EPs and LPs and was applied in a statement sent to the Israel Record Industry Organization which represents the record companies.

The higher prices are expected to result in a big way, and have already been affected by television.

The changes mean that LPs now sell at between $4.80 and $5.75, compared to $4.52 and $5.40, and singles between $1 and $1.78.

Hopkin Euro Song Released

LONDON—Apple has released Mary Hopkin’s Eurovision song “Knock Knock Who’s There” and “Don’t Fall In Love Again,” the song which was voted second in the final selection of six entries.

The record has been issued in a special colored sleeve and is being released throughout Europe immediately.

“Knock Knock Who’s There,” written by Geoff Stephens and John Foster, has sold 120,290 votes in the first three days of the contest.

The runner-up, published by Avica, received 74,760 votes.

The price of the record is $1.78.

PRESSES

From the Music Capitals of the World

RARE EARTH. The group is touring the U.S. in April. Capitol Records, in conjunction with Rare Earth Organization, has arranged a series of promotions, culminating in a special starting Germany April 13. Touring with the Capitol caravan will be unsigned groups such as the Charlie White, Jo Spears, Wanda Jackson and others.

In Denmark, Sweden, Norway, Britain and the Netherlands, Rare Earth have been playing in Amsterdam and Paris. Du- da have been selling a new album released its first album with Caribbean-Ska-Bluegrass-B reggae by Pepper and Salt, Oscar Harris, the Twinkle Stars, Johnny Nash, Jean-

BAS HAGEMAN

Presley, avone Poll Surprises

TEL AVIV—Elvis Presley, the American International star, and Booker T and the MGs have been voted the most popular performers of 1969.

The song “In the Year 2525” was voted the most popular for- mer song and “Suspicious Minds” by Elvis and Zager and Evans, were voted the most popular duo.

Another surprise was the re- turn of Presley to the No. 1 spot in the male vocalist class which for the previous nine years had been dominated first by Cliff Richard, then by Tom Jones.

The success of Presley in the poll was attributed to the former’s color — the Colorful Creatures’ release singles to bring the singer, instead of just Elvis, to the top of the charts.

Blue Horizon Campaign Push

LONDON—Blue Horizon Records, an affiliate of CBS Records for distribution and promotion, is planning what is called “Pioneers of the Blues, Our Boys” campaign to promote its entire catalog of 33 albums.

Under the banner “How Blue Horizon Pioneers of the Blues, Our Boys” campaign to promote its entire catalog of 33 albums.

Each week, RR (Britain’s only record/music industry publication) tells it like it is. Subscribe today. Rates for one year: U. S. & Canada, $40.00 per year; U. K., £6.6; Europe, £6.00. Rates elsewhere on request.

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"I sing a little country, I sing a little pop, and I sing a little folk...and it all goes together."

- Eddy Arnold

Whoever said "you can't please everyone" must not have known about Eddy Arnold.

A few weeks ago, Eddy received a gold plaque symbolizing the sale of more than 60 million records.

60 million records! And Eddy's going stronger than ever.

His just-released album: "Love and Guitars" (LSP-4304, P8S-1548, PK-1548) contains the hit single "Soul Deep" (47-9801). And coming soon: "The Best of Eddy Arnold, Volume II."

Congratulations, Eddy.
ARGENTINA

SINGLES

( Courtesy Escuela a la Fasta )

This Week

1 VENUS—Shocking Blue (Polydor)

2 LINDA BLACK—Tino Rossi (RCA)

3 SUPERSTAR—Murray Head

4 THIS OLD MAN—R.D. Blackmore (RCA)

5 COLOUR OF MY LOVE—Jefferson Proje

6 ADEUS SOLIDAO—Carsten Silva (Copenhagen)

7 NICKI THE NOSE—Nilsen Cera (RCA)

8 YESTERDAY—Sister Wonder

9 ROLANDO HAYES ON MY HEAD—Thomas (Black Label)

10 MY TRUE LOVE—Joe Jeffrey (Top Top)

BRAZIL

SINGLES

( Courtesy Record Retailer )

( Denotes local origin )

This Week

1 WANDERIN' STAR I TALK TO MY SELF—Edu Carneiro

2 LINDA BLACK—Tino Rossi (RCA)

3 BRIDGE OVER TROUBLED WATER—Santos & Dutra

4 UMA MÃE—Luiz (RCA)

5 TALK OF THE TOWN—Santos & Dutra

6 MISTOS AMOR—Luiz (RCA)

7 THAT SAME OLD FEELING—Schneider Welchebl

8 VIAGEM IN LOVE—Amy Williams

9 NEXT YEAR MAY COME—Mauro (Secom)

10 DADDY CAME HOME—Eurico Dantas

11 NA NA HEY HEY KISS HIM GOODBYE—Denny & Fredricka

12 IN THE MIDST OF IT ALL—Donny Hathaway

13 LET IT BE—Bu"

14 RUB-blodger (Annona)

15 MUSIC IN THE SKY—Kermit (Gripped)

16 COMING TO THE CITY—Gritos da Casa (RCA)

17 I'M A MAN (Chicago)—CMA

18 SWEET INFAMOUS—Walters & Farnb

19 BIZARRE RAINBOW—Bizzar

20 PAIN OF LOVE—Rita Reys (RCA)

21 RAINY NIGHTS IN WHITE Satin—Vivenda

22 DONT TRUST THE SKY—Norman Greenbaum

23 READY TO ROLL—Sun-Fling Pink (RCA)

24 AGE OF_AGE—The Set (Columbia)

25 HEAIN'T HE HEAR—Bobby Sherman (Mercedo)

26 ELVIS (That's The Way)—Elvis Presley (RCA)

27 LOVE (Hurt Me Again)—Elvis Presley (RCA)

28 HONEY COME BACK—Bobby Sherman (Mercedo)

29 DO OR DON'T—Rita Reys (RCA)

30 HELP ME—Rita Reys (RCA)

31 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

32 ANOTHER LOVE—Bobby Sherman (Mercedo)

33 THAT'S THE WAY—Norman Greenbaum

34 YOU CAN'T DO THAT—Sun-Fling Pink (RCA)

35 DO OR DON'T—Rita Reys (RCA)

36 HELP ME—Rita Reys (RCA)

37 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

38 THAT'S THE WAY—Norman Greenbaum

39 YOU CAN'T DO THAT—Sun-Fling Pink (RCA)

40 DO OR DON'T—Rita Reys (RCA)

41 HELP ME—Rita Reys (RCA)

42 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

43 THAT'S THE WAY—Norman Greenbaum

44 YOU CAN'T DO THAT—Sun-Fling Pink (RCA)

45 DO OR DON'T—Rita Reys (RCA)

46 HELP ME—Rita Reys (RCA)

47 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

48 THAT'S THE WAY—Norman Greenbaum

49 YOU CAN'T DO THAT—Sun-Fling Pink (RCA)

50 DO OR DON'T—Rita Reys (RCA)

51 HELP ME—Rita Reys (RCA)

52 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

53 THAT'S THE WAY—Norman Greenbaum

54 YOU CAN'T DO THAT—Sun-Fling Pink (RCA)

55 DO OR DON'T—Rita Reys (RCA)

56 HELP ME—Rita Reys (RCA)

57 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

58 THAT'S THE WAY—Norman Greenbaum

59 YOU CAN'T DO THAT—Sun-Fling Pink (RCA)

60 DO OR DON'T—Rita Reys (RCA)

61 HELP ME—Rita Reys (RCA)

62 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

HOLLAND

SINGLES

( Courtesy Record Retailer )

This Week

1 SPYIN' ON THE PAPY—Creedence Clearwater Revival

2 SOUL SUFFERIN'—Cal State (RCA)

3 DONT TAKE YOUR LOVE—to Jim Wilson (Philips)

4 DON'T TAKE YOUR LOVE—dans de chocolat (Philips)

5 COMPLETELY—Rocky (RCA)

6 THE WRONG SONG—Jody (CBS)

7 HOW DO YOU LOVE—Jody (CBS)

8 EASY RIDE—les horizons (CBS)

9 I'M FALLING—Les horizons (CBS)

10 MY TRUE LOVE—Based on the Life of Jovan Zvonimir

MALAYSIA

SINGLES

( Courtesy Radio Malaysia )

This Week

1 WHOM THE BIRD CHANTE—Creedence Clearwater Revival

2 THIS OLD MAN—Sister Wonder

3 I'M FALLING—Les horizons (CBS)

4 DO YOU LOVE—Jody (CBS)

5 THE WRONG SONG—Jody (CBS)

6 COMPLETELY—Rocky (RCA)

7 EASY RIDE—les horizons (CBS)

8 I'M FALLING—Les horizons (CBS)

9 THE WRONG SONG—Jody (CBS)

10 COME back to Me—Based on the Life of Jovan Zvonimir

PORTUGAL

SINGLES

( Courtesy Record Retailer )

This Week

1 LOS USTOS—Creedence Clearwater Revival

2 THIS OLD MAN—Sister Wonder

3 I'M FALLING—Les horizons (CBS)

4 DO YOU LOVE—Jody (CBS)

5 THE WRONG SONG—Jody (CBS)

6 COMPLETELY—Rocky (RCA)

7 EASY RIDE—les horizons (CBS)

8 I'M FALLING—Les horizons (CBS)

9 THE WRONG SONG—Jody (CBS)

10 COME back to Me—Based on the Life of Jovan Zvonimir

RIO DE JANEIRO

SINGLES

( Courtesy Record Retailer )

This Week

1 KOIBITO/OMOIDE—Suiseisha

2 MUSIC IN THE SKY—Kermit (Gripped)

3 ANOTHER AMERICAN WOMAN—Rita Reys (RCA)

4 THAT'S THE WAY—Norman Greenbaum

5 YOU CAN'T DO THAT—Sun-Fling Pink (RCA)

SINGAPORE

SINGLES

( Courtesy Record Retailer )

This Week

1 100 YEARS OF SINGAPORE—Edith Piaf

2 SONG OF THE WORLD—Edith Piaf

3 SONG OF THE WORLD—Edith Piaf

4 SONG OF THE WORLD—Edith Piaf

5 SONG OF THE WORLD—Edith Piaf

6 SONG OF THE WORLD—Edith Piaf

7 SONG OF THE WORLD—Edith Piaf

8 SONG OF THE WORLD—Edith Piaf

9 SONG OF THE WORLD—Edith Piaf

10 SONG OF THE WORLD—Edith Piaf

NEW ZEALAND

SINGLES

( Courtesy National Broadcasting )

( Denotes local origin )

This Week

1 VENUS—Shocking Blue (Penny)

2 MELTING POT—Blue Mink

3 NATURE—Fourcorn (HMV)

4 UNCHAINED MEMORIES—Tom & The Relics (Epic)

5 CUMBERBATCH—Tom & The Relics (Epic)

6 TRACY—Tom & The Relics (Epic)

7 OCEANO—Tom & The Relics (Epic)

8 N.Z. WINDFARM—Tom & The Relics (Epic)

9 TIZROO—Tom & The Relics (Epic)

10 ARIZONA—Mark Lindsey

JAPAN

SINGLES

( Courtesy Original Credit Co., Ltd.)

( Denotes local origin )

This Week

1 VENUS—Shocking Blue (Penny)

2 MELTING POT—Blue Mink

3 NATURE—Fourcorn (HMV)

4 UNCHAINED MEMORIES—Tom & The Relics (Epic)

5 CUMBERBATCH—Tom & The Relics (Epic)

6 TRACY—Tom & The Relics (Epic)

7 OCEANO—Tom & The Relics (Epic)

8 N.Z. WINDFARM—Tom & The Relics (Epic)

9 TIZROO—Tom & The Relics (Epic)

10 ARIZONA—Mark Lindsey

POLAND

SINGLES

( Courtesy Discograph )

Coordination Controls

( Denotes local origin )

This Week

1 JEDNIOE SERGIA—Nenex

2 BEMA PAMTICZI—Nenex

3 SHIUKU NO ONNA—Miyoshi

4 SHIUKU NO ONNA—Miyoshi

5 WHOLE LOTTE LOVE—Lee

6 WHOLE LOTTE LOVE—Lee

7 ANDRA DORIA—Reflections of My Life

8 ZAKON! CIE ZA NENEX

9 I'VE GOTTEN TO YOU—Tempo/Midori

10 I'VE GOTTEN TO YOU—Tempo/Midori

THE SIGN OF GREAT READING

MARCH 28, 1970, BILLBOARD
Monument Welcomes Lincoln Black!

With "Famous Last Words" 45-1195

London, England
A Penny Farthing Production
Thanks to Larry Page
BARKABY
A KIND WORD
—Bob Morrison, Barnaby 2010
BRIDGE OR TROUBLED WATER
—Universal Tornbomre Choir, Barnaby 2012

BRITISH-STAR
KEY WEST
—Houston & Dorsey, Key West 1001
I SAW THE LIGHT
—Lee Moore, Natural Sound 2014
BLOW ME DOWN
—Uncle Clyde, Cole 222

CGC
IF YOU LET ME MAKE LOVE TO YOU
—Rites of Spring, Generation 113
LITTLE BY LITTLE
—O.B. Land, Crewe 339

COLUMBIA
MAKE ME SMILE
—Chicago 45-45127
MAYBE
—Janis Joplin, Columbia 45-45128
I KNOW WE CAN MAKE IT b/w COULD IT BE
—Jerry Fuller, Columbia 45-45131

F.E.L.
RUN LIKE A DEER
—Paul Quinlan, F.E.L./Flair 092

SONS OF GOD
—Ray Repp, F.E.L./Flair 243
RUN, COME, SEE!
—Robert Blue, F.E.L./Flair 272

FLYING DUTCHMAN
DAMN NAM (Ain't Goin' to Viet Nam)
—Leon Thomas, Flying Dutchman 26009

LOVE SONGS FOR THE VERY MARRIED
—Lois Wyse, Amsterdam 85009

MAN & WOMAN REGGAE b/w GLORY TRAIN
—Superman, Reggae 7001

INTREPID
KITTY STARR
—Dennis Linde, Intrepid 75017
GET YOURSELF TOGETHER
—East Coast Left, Intrepid 75023

JEWEL/PALUA
NO MORE GHETTOS IN AMERICA
—Stanley Winston, Jewel 149
HIS AND HERS
—Tony Douglas, Paula 1220

LONDON
UNITED WE STAND
—Brotherhood of Man, Deram 85059
MY BABY LOVES LOVIN'
—White Plains, Deram 85058
A HARD WAY TO GO
—Savoy Brown, Parrot 40046

MGM
KEEP ON KEEPIN' THAT MAN
—Angeline Butler, Coburt CB 100
II X II
—Cowsills, MGM 14106
ALL THAT KEEPS YA GOIN'
—Tompall & The Glaser Brothers, MGM 14113

RCA
IT'S YOU OR NO ONE
—New Birth, RCA 47-9817
THE MAGIC OF LOVE
—Willie Hutch, RCA 74-0327
TOBACCO ROAD
—Mind Garage, RCA 47-9812

SSS INTERNATIONAL
CINNAMON GIRL
—Gentrys, SSS 1114
TENNESSEE BIRDWALK
—Tennessee Guitar, SSS 799
BALLAD OF IRMA JACKSON
—Dee Mullins, Plantation 54

And what does the manufacturer, who is the key factor in the record industry, do when he faces telephone calls urging payment on unpaid bills? Said one, "I tell them the same thing my customers tell me. It's about the only satisfaction that I get these days."
"Farther On Down The Road"

SS7 2656

*BEST RHYTHM AND BLUES VOCAL PERFORMANCE-MALE "The Chokin' Kind"

...and here's our next contender...

Thanks for the Grammy*

Joe Simon
JOHNNY CASH—WHAT IS TRUTH? (2:37)
(Prod. John Schlesinger) (Writer: Cash) (Triton, BMI)—Hit, the smooth-blended group acoustic guitar Pick and mandolin along with Cash's strong vocal delivery creates an emotional atmosphere that could rate strongly in the top of the charts. First is original material, and the material is first rate. Folks: "Sing A Traveling Song" (2:04) (House of Cash, BMI).

Eddie Holmes—Don't Stop Now (2:55/)
(Since I Don't Have You (3:11)
(Prod. Peter DeAngelo) (Producer: Winfield/Brass) (Northern Lights, BMI)—Hit, follows his hit "Heart of the Matter," this beautiful and meaningful rhythm ballad that should quickly prove to be as big as his "Boy Named Sue." He's at his best vocal here, and the material is first rate. Folks: "Sing a Traveling Song" (2:04) (House of Cash, BMI).

VAN MORRISON—COME RUNNING (2:30)
(Prod. Van Morrison) (Writer: Morrison) (Van-Jan, ASCAP)—Called from his "Hannah," LP, Morrison comes up with a powerful performance that is sure to prove an immediate hit. The album, "Hannah," is a Cut Throat Double LP and should prove a Top 10 hit. Peppy, powerful, original material and a top 10 hit back to back. Folks: "Crazy Love" (2:34) (Van-Jan, ASCAP).

Jefferson—You Know How It Is With a Woman (2:49)
(Prod. John Schlesinger) (Writer: King) (Triton, BMI)—Hit, the smooth-blended group acoustic guitar Pick and mandolin along with Cash's strong vocal delivery creates an emotional atmosphere that could rate strongly in the top of the charts. First is original material, and the material is first rate. Folks: "Sing A Traveling Song" (2:04) (House of Cash, BMI).

Janis Joplin—Me and Bobby (3:38)
(Prod. Sally Beth) (Writer: Beth) (Buffalo, BMI)—Hit, the smooth-blended group acoustic guitar Pick and mandolin along with Cash's strong vocal delivery creates an emotional atmosphere that could rate strongly in the top of the charts. First is original material, and the material is first rate. Folks: "Sing A Traveling Song" (2:04) (House of Cash, BMI).

Lincoln Black—Famous Last Words
(Prod. Fontain Shelly) (Writer: Fontain-Shelby) (Morgan-Mitch); ASCAP)—Smooth rocker currently riding the British charts and has a Top 10 hit potential. Peppy, powerful, original material and a Top 10 hit back to back. Folks: "You Built Me Up So High" (2:30) (MGM/haifa, BMI).

steam—What I'm Saying Is True (3:42)
(Prod. Paul) (Writer: Paul) (Fontain-Shelby) (Little Mother/M.R.C.)—Should find its way into the Top 10 this week. The album, "Steam," is a strong selling LP record. Peppy, powerful, original material and a Top 10 hit back to back. Folks: "You Built Me Up So High" (2:30) (MGM/haifa, BMI).

Jerry Fuller—I Know We Can Make It (3:52)
(Prod. Jerry Fuller) (Writer: Fuller) (Fulltone, BMI)—Produced and performed by Fuller, who has been responsible for the Top 10 flip, this original vocal entry comes on strong and should soon be riding high in the country charts. Peppy, powerful, original material and a Top 10 hit back to back. Folks: "You Built Me Up So High" (2:30) (MGM/haifa, BMI).

Lincoln Black—Famous Last Words
(Prod. Fontain Shelly) (Writer: Fontain-Shelby) (Morgan-Mitch); ASCAP)—Smooth rocker currently riding the British charts and has a Top 10 hit potential. Peppy, powerful, original material and a Top 10 hit back to back. Folks: "You Built Me Up So High" (2:30) (MGM/haifa, BMI).

Steve Rayman—Another Day Has Passed (2:00)
(Prod. John R.) (Writer: Mahal) (Blackwood, BMI)—Good rock ballad with an exciting vocal performance by Sonny, Sound Stage 7 3616.

Ed Ames—Three Good Reasons (2:55)
(Prod. Jim Fonghler) (Papillon) (Bamboo, BMI)—Hit, in top vocal form with this beautiful new Leo Reel ballad that's a programing must. RCA 46305.

Johnny Adams—Georgia Morning Day (3:35)
(Prod. Dolly Shelden) (Writer: Lewis-Smith) (Single, BMI)—Hit, on the heels of his recent hit, "Princess Woman," Adams comes up with a solid rocker that's a chart contender. 555 International 797.

Johnnie Ray—My Little - (3:31)
(Prod. Raynold-Myer) (Writer: Johnnie Ray) (Blackwood, BMI)—Hit, in top vocal form with this beautiful new Leo Reel ballad that's a programing must. RCA 46305.

Janie Joplin—Me and Bobby (3:38)
(Prod. Sally Beth) (Writer: Beth) (Buffalo, BMI)—Hit, the smooth-blended group acoustic guitar Pick and mandolin along with Cash's strong vocal delivery creates an emotional atmosphere that could rate strongly in the top of the charts. First is original material, and the material is first rate. Folks: "Sing A Traveling Song" (2:04) (House of Cash, BMI).

Rory D'Arcy—Ain't That Cute (2:15)

Shelley—There Goes My Baby / My Baby (2:32)

Shelley—There Goes My Baby / My Baby (2:32)

Shelley—There Goes My Baby / My Baby (2:32)

Shelley—There Goes My Baby / My Baby (2:32)
WHERE THERE'S SMOKE THERE'S FIRE!

LIQUID SMOKE

"I WHO HAVE NOTHING"
AVE 4522

FROM THEIR NEW HIT ALBUM LIQUID SMOKE AVE 33005

PRODUCED BY VINNY TESTA,

AVCO EMBASSY
<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Chart Position</th>
<th>Title</th>
<th>Artist/Producer</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 28, 1970</td>
<td>1</td>
<td>1</td>
<td>Bridge Over Troubled Water</td>
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<tr>
<td></td>
<td>2</td>
<td>2</td>
<td>Let It Be</td>
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<td>3</td>
<td>3</td>
<td>Instant Karma (We All Shake On)</td>
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<td>4</td>
<td>4</td>
<td>The Rapper</td>
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<td>5</td>
<td>5</td>
<td>Love Grows</td>
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<td>6</td>
<td>6</td>
<td>ABC (Bobby Scott)</td>
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<td>7</td>
<td>7</td>
<td>He Ain't Heavy, He's My Brother</td>
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<td>8</td>
<td>8</td>
<td>Spirit in the Sky</td>
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<td>9</td>
<td>9</td>
<td>More Time</td>
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<td>10</td>
<td>10</td>
<td>Come and Get It</td>
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<td>11</td>
<td>11</td>
<td>House of the Rising Sun</td>
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<td>12</td>
<td>12</td>
<td>Easy to Be Good</td>
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<td>13</td>
<td>13</td>
<td>Ma Belle a' Mise</td>
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<td>14</td>
<td>14</td>
<td>Rainy Night in Georgia</td>
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<td></td>
<td>15</td>
<td>15</td>
<td>Celebrate</td>
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<td></td>
<td>16</td>
<td>16</td>
<td>Kentucky Rain</td>
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<td>17</td>
<td>17</td>
<td>Evil Ways</td>
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<td>18</td>
<td>18</td>
<td>Didn't I (Blow Your Mind)</td>
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<td>19</td>
<td>19</td>
<td>Travelin' Band/Who's Stoppin' Who</td>
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<td>20</td>
<td>20</td>
<td>Gotta Hold On to This Feeling</td>
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<td>21</td>
<td>21</td>
<td>Up the Ladder to the Roof</td>
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<td>22</td>
<td>22</td>
<td>Thank You (Faithful)</td>
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<td>23</td>
<td>23</td>
<td>Everyday Man</td>
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<td>24</td>
<td>24</td>
<td>Psychedelic Shack</td>
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<td>25</td>
<td>25</td>
<td>The Bells</td>
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<td>26</td>
<td>26</td>
<td>Something's Burning</td>
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<td></td>
<td>27</td>
<td>27</td>
<td>Hey There Lonely Girl</td>
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<td></td>
<td>28</td>
<td>28</td>
<td>Love or Let Me Be Lonely</td>
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<td></td>
<td>29</td>
<td>29</td>
<td>Raindrops Keep Fallin' on My Head</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station airplay by the Record Research Dept., Billboard.
TEN YEARS AFTER
have another powerhouse!

ALVIN LEE & COMPANY
CURRENTLY ON A SELL OUT U.S.A. TOUR

TEN YEARS AFTER
CRICKELEWOOD GREEN

Magnificent cover

Unbelievable liner!
Complacency Equals Decay, Holzman Warns NARM

burden and challenge of break-
ing new records and new ar-
ists. The artists and their managers crawl deeper into their shell of Top 30, Top 40, we are breathing easier. And increas-
ing need of the secondary markets.

Aggressive Promotion

"Sucks, especially those that have a large number of locations should maintain an aggressive promotion department of their own which coordinates the ac-
tivities of the manufacturer and the distributor.

"We are also going to have to realize the function of sing-le artists in an indus-
ty that is increas-
ingly album oriented. The boom in tape sales is a real-
ization of the public’s interest in long-playing product. Singles are calling cards for LPs. The excitement of the single is the very excitement it creates, dif-
ferent and more pointed than the excitement created by a hit LP.

Holzman called "current dis-
tribution methods tragically slopy and wasteful." He ad-
vised that some might want to con-
tain realistic artist rosters and a

late release schedule." An al-
terative form of distribution might be a better approach to Holzman, including the pos-
sibilities of direct mail, local adver-
sing and in-store reactivation.

He also asked for better meth-
ods to get radio and retail sales aids hoje explained the "unrealistic about the contents of records.

"Portray’s complaint is mounted by the fact that many of you refuse to stock a record because it may contain a word somebody deems objection-
able." Holzman called on NARM with the help of the RIAA to provide a "simple illustrated background primer" containing information about the record industry, its history, its role in society and its future. He suggested this booklet be used to acquaint

newcomers with the industry.

Quadrophonic Sound

He also detailed the uses of such developments as video or music for the 24- and four-channel sound, and in-
creased use of cassettes. Holz-
man added, "Disk clearly are still the best sounding, least ex-
pen-sive, and basic to the mass dissemination of music.

Holzman also said, "Full-line locations are a big part of our future. And while we’re talking about the retail in-
variably call, about what the inclusion of a few bits for classics, which have been largely ignored by record mar-
chers... Record mer-
chandisers often see the billion-dollar-plus enterprise develop-
ment professional skills, sell-ers and enthusiasm." (NARM pic-
tures and study on Page 12.)

Law Co. Sees Coding
As Bootleg Trace

GWP’s Robinson

Overseas Trip

NEW YORK — The problem of tracing the source of a bootleg tape recording could be substantially reduced if recording manufac-
turers installed a coding system whereby each cartridge leaving a presses

would be marked and subse-
quently traceable by the mark-
ing to its customer, according to the law firm of Abeles & Clark (see companion story).

Abeles & Clark, attorneys for the Harry Fox Agency, pub-
lishers of copyright notices, state that such a coding system would eliminate the substan-
tiality of the unauthorized recording and identification of a repeat offense in the chain of exploita-
tion. The attorneys add: "We have worked with certain of the major car-
tage manufacturers and have advantages in that the instal-
ation of any such system could be feasible. The cost factors have not been evaluated.

No figures have been presented to us to date and there is no public record that has been made by the cartridge manufac-
turers to cooperate. In any event, in view of the recog-
nized adverse effect of unauthor-
ized recordings, a large proportion of authors, performers, legit-
imate duplicators and music publishers, believe that the cost factor should not pre-
vent an innumerable barrier."

It is hoped that the use of car-
tage would substantially de-
screw the time devoted to the iden-
tification of the parties responsible for any particular illicit opera-
tion, and thereby afford the parties having legal remedies an opportunity of a broader detec-
tive investigative delay.

Lionel Move

"Continued from page 8

would support its distributors, not just with the release of pro-
cut, but also with in-store promotion and merchandising pro-
grams.

Initial application will be offered by Lionel Limited. If Lionel Records is expected to hit

the market within the next three months.

Before joining Lionel, Picone had been national single sales manager for MGM/Verve Rec-
ords.
Introducing: The World's First Self-Destruct Album Cover.

The album as you see it in the racks with promo-sticker.

The opened album cover, with inside double-fold panels.

The full-color portrait, suitable for framing.

The giant 37" full-color poster; definitely a hang-up.

The special heavy-duty record sleeve, which becomes the LP jacket after self-destruct.

Why self-destruct?
Well, because every square-inch of this very special LP package is designed to display the image of Bobby Sherman. That counts for a lot.

It seems there's been a neglected segment of the record-buying public. The age group, say, between 10 and 19, who fell in love with Elvis in 1955, and never fell in love again. Maybe a crush here and there. But never the real thing.

Till Bobby Sherman came along. He's already got two gold singles in "Little Woman" and "La-La-La (I Love You)"; a gold album, "Bobby Sherman"; his current single, "Easy Come, Easy Go" is heading for gold.

This whole package is dynamite.

Here Comes Bobby.
Renda Blackler* is our all-time great artist any week... because she'll make sure you get these great artists on time this week.

(*Customer Service Manager — GRT Music Tapes)

and these too....

Johnny Cash • The Exotic Guitars • B. B. King • Jerry Lee Lewis • Ramsey Lewis • Love • Oliver • Joe Simon • Steppenwolf • Ike & Tina Turner • Johnny Winter •