NEW YORK — Music industry executives will get first-hand exposure to the four major video cartridge systems at the second annual International Music Industry Conference in Mal- lorca, Spain, April 26-May 2.

Two representatives of Sony, from Tokyo, will speak on the Sony system. An expert from Philips will come in from Holland with the latest details on the Philips system. A representative of CBS from England will discuss the RCA’s system will be discussed by Bob Biddings, head of the new division. Most of the systems will be demonstrated.

One of the highlights of the IMIC conclave will be an address by Bob Young, attorney for Famous Music, on the ramifications of the growing pre- recorded home video cartridge field in regard to existing contracts with artists and record producers and others in the music industry.

Topics in this field to be discussed by the representatives from RCA, CBS, Sony, and Philips will include marketing (Continued on page 6)

WB-Atl’s Teamwork Plan

LOS ANGELES — Warner Bros. and Atlantic records labels are investigating joint ventures in a number of areas. While seeking to keep the identity of each company separate within the Warner Bros. Inc. setup, the two operations are looking to work closely in “areas of common interest.”

These areas, reports newly named executive vice president and general manager Joe Smith include music publishing, record pressing, tape duplication, international licensing.

Smith and Mo Ostin, newly appointed president and chief executive officer of WB Records, are now both responsible for the total company. Previously, Ostin was the general manager of Reprise and Smith was his counterpart for WB.

“We are both now working for the total company,” Smith said. “There is no move division of our attitudes as far as labels are concerned.”

Ostin and Smith have been named to a WB music division committee along with Ahmet and Nesuhi Ertegun and Jerry Biddings, head of A&R (Continued on page 82)

Cap Shuffles A&R Design

LOS ANGELES — Capitol has realigned its A&R department to “match people to the project.”

The new plan, under development six months by A&R department vice president for general managers Mickey Kapp in association with Karl Engeninn, the department’s vice president, intended to provide a better utilization of staff and existing systems.

The realignment frees Enge (Continued on page 82)

RIAA Mounts Total War Against Tape Pirating

By MIKE GROSS

NEW YORK — The Record- ing Industry Assn. of America is stepping up its campaign against unauthorized tape duplication. The RIAA has brought in Jules Yarnell, former member of the Justice Department, to act as industry commissioner to wage a coordinated war against the tape pirates.

Because of separate state statutes regarding unauthorized dupli- cation, Yarnell’s prime job will be to coordinate the indi- vidual legal battles and to at- tempt to get a uniform law for each state. It’s also expected that the RIAA will even go a step further and try, through Sen. McClellan, for a special Fed- eral ruling against the pirates.

The RIAA will also begin to coordinate its drive against un- authorized duplicators with other industry trade organizations. Talks regarding the exchange of informa- tion have already been held with the Harry Fox Agency and the Music Publishers Assn., and the American Federation of Musicians has expressed interest in joining in the U.S.

The RIAA also will start get- ting after advertisers and manu- facturers who pitch the tape pirates as an attraction of their equipment.

In addition to the domestic (Continued on page 3)

AAMA Show: Tape in High

By LEE ZHITO

NEW YORK — The tape Cartridge industry will grab the spotlight at the 43d annual International Exposition of the Automotive Accessories Manufac- turers of America being held here Monday-Thursday (9-12) at the Coliseum. According to Edwin S. Erlichman, AAMA director, each year during the past four years has seen tape come in for a greater share of Exposition activity than during the previous year’s show.

This year’s automotive acces- sories market is near and the tape cartridge products of more than 30 firms, Erlichman said. Ac- cording to Erlichman, tape has emerged as “the fastest grow- ing accessory in the automotive industry, and one which keeps mounting in importance with each successive year.”

There was a time, Erlichman said, (Continued on page 4)

Dutch Acts Fly in U.S.

By BAS HAGEMAN

AMSTERDAM — Dutch groups are beginning to crack the international market and are making an especially potent mark for themselves in the U.S. Prime example is the Shocking Blue, whose recording of “Venus” is a top seller in the U.S. Another Dutch group scoring in the U.S. is the Teo Set with its click re- cording of “Ma Belle Amie.” (Continued on page 8)

Look inside to see how he keeps going

"It got to my heart," says Clive Barnes of the N.Y. Times. "Oscar Brown, Jr. is a theater poet of rare sensibility" (Emory Lewis). "Jean Pace sings enticingly" (Women's Wear Daily). "Sivuca cuts Johnny Winter" (Don Heckman). And the Original Cast Recording's just out. LSO-1166.

Our English Invasion continues with Forever More.

"Yours Forever More" LSP-4272 introduces our newest rock quartet-already getting heavy airplay in 20 top markets (especially "Mean Pappie Blues" and "Back In The States Again"). Group's tour starts next month along with extensive FM radio push.

Four of our top artists are seen by millions.

Eddy Arnold sang out on Kraft Music Hall, Danny Davis played up a storm on The Red Skelton Show, Chet Atkins and Floyd Cramer performed together on The Ed Sullivan Show. Our people get exposure!

"DisinHAIRe"d selling as beautifully as—well, what's more beautiful than Ragni, Rado and MacDermot?

Album keys major market action plus solid airplay from middle-of-the-road stations to undergrounds. A flock of great songs by past and present casts of "Hair."

Great values on six supert classical sets.


Brother Gregory tells more of what's going down in America—in his new LP, on his current college tour. Order PY-540,000 and hear Dick Gregory work a live club date in Washington, D.C. Man, does he work it.

The newest things going on, are going on RCA Records and Tapes.
Nets, Producers Charged With Kickbacks From Acts

By MILDRED HALL

NEW YORK The Foundation has received more than 300 inquiries on its three-year $375,000 program to aid in the preservation of popular classical music. A condition that the foundation's 35 percent of sales has drawn considerable interest in the record industry.

The program is operating more than one successful recording. However, the recording company's record label was back to the original price being paid, and it was asked by the record company, a former talent force to make the RIAA to the tape on a show, have sought or want to pay this arrangement.

The affidavit alleges that "Generally, the returned check to the TV show and or producer was received from a record company. However, there are many cases where it was received directly from the artist and or managers of the artist. The recording company or person returning the check to the show and or producer was contacted directly, and almost never asked for this arrangement.

The affidavit adds that (Continued on page 82)

Ford Fund's Classical Plan Stirs Inquiries

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BMI's $60 Mil Suit Vs.CBS,NBC,ASCAP

NEW YORK Broadcast Music Inc. filed a close to a $60 million antitrust lawsuit in New York Federal Court against CBS, NBC and ASCAP. The suit charges that the defendants have entered into a conspiracy to restrain competition.

At the same time, BMI sent a letter to NBC notifying the network that pending its decision in a June 9th hearing to be terminated effective April 4, BMI has decided to begin collecting licenses for performances in 1969 to the present, and to make a final determination on any royalty paid to BMI.

The suit also charges that ASCAP was using the monies received from the networks to expand its production subsidiary, and to create a free and competitive market in the acquisition of rights to license public performances. 2) to deny plaintiffs access to a free and competitive market for the licensing of public performances. 3) to deprive plaintiffs of the same freedom to create a monopoly in ASCAP, such as granting licenses to broadcast industry and other users of music; 5) to deny plaintiffs access to a free and competitive market for the licensing of their rights to public performance licenses; 6) to fix the prices paid by BMI for public performance licenses pursuant to an illegal contract, and 7) as a result of the fixed prices paid by BMI, the fixed prices paid by BMI to the plaintiffs, their right to compete.

The suit is asking for $19,817,464 damages trebled to $59,222,432, which represents the money which BMI has been paid, and to have paid to ASCAP during the term of their last contract.

Cash Signs With AGAC

NEW YORK Johnny Cash has signed with the American Guild of Authors & Composers, both our writer and publisher. As signatory to the American Guild of Authors & Composers, Cash will collect his royalty from sources where he is not the publisher, as legal of the House of Cash, his publishing company will operate the basic minimum contract to writers.

AGAC hopes its signing of Cash will spark membership in the Nashville area. Larry Lee represents the organization there.

NARM Panel On Tape Piracy

NEW YORK — A seminar on Tape Counterfeiting is scheduled for March 23 during the NARM Convention in Bal Harbour, Fla.

Speakers at the session will be Henry Brier, executive secre- tary of the RIAA; Alan Bierman, professor of computer science; William Dysko of RIAA legal department; Elliott Chaun; of Curb Records, production department; and James J. Tiedje, president of APV Distributors. Earl W. Kintner, NARM general counsel, will serve as chairman of the session.

For More Late News
See Page 82
Word's McCracken Named RIAA Head

NEW YORK — Jarrell F. McCracken, president of Word Records, has been elected president of the Recording Industry Assn. of America. The term is for one year. He is the 10th president in the RIAA’s 18-year history.

Other officers elected at meetings held Feb. 2-3 were: Junior vice president and treasurer: Ron Bledsoe, senior vice president and assistant treasurer: Rose Ruthmark, general manager of ABC Records; vice president and assistant treasurer: Roy Rosenblatt, vice president and general manager of Decca Records; John K. Maitland, former president of Warner Brothers Records; Hal Neely, president of Starday/King Records; Norman Reisman, president of RCA Records; Irwin Steinberg, president of Reprise Records; John Steverson, president of Young People’s Records; D. H. Toller- bourn, president of Liberty Records, and Randolph Wood, president of Ranwood International.

Henry Briel was reelected the RIAA’s executive director and Ernest S. Meyers as its general counsel.

McCracken founded Word Records in 1951 and it has since become one of the largest religious recording company in the world, producing records on five labels. The company has also branched out as a publishing company for religious books. The company is based in Waco, Texas.

Brass, Marimba to Concentrate on Disks

LOS ANGELES — The Ti-juana Brass and the Baja Ma- rimba Band, while canceling all future public appearance tours, will concentrate on recordings this year, said Jerry Moss, A&M president.

The decision, according to Moss, was made after the leader of the TJB, Herb Alpert, after he had spent con- siderable time and the last five years doing concert tours. The decision was made to “allow Herb the time to pro- duce himself and the Brass and many other A&M acts which he has a sincere interest in,” Moss said.

Juliette Wechter, leader of the Baja group, wants to return to songwriting. Moss added, “Being on constant tour for three years has kept Julius from do- ing much songwriting. The group has been advised to take a rest, but the group is not breaking up, the executive said, “just taking a long hiatus.”

The Brass and Baja bands are featuring with the initial release of a greatest hits LP series. “The first album is a single cut in 1962 under the title ‘Twinkle Star.’”

Other acts represented in the release are the late Wes Mont- gomy and the Sandpipers.

Merce Aiming Miller Song for All Fair

CHICAGO — Mercury Rec- ords has acquired a Mer- cer Miller Smash Records recording of “Tom Green County Fair” at the U.S. fair industry with hopes of establishing the song as a country national fairs. Amusement Business, a Bill- board Publications company, is cooperating with Mercer, president John Benny, who devised the idea.

“With the experience of the amusement industry,” Erlichman said, “there is a story which has grown with such accessories, it’s the way to new recordings to the fair market which has as yet to hit a peak.”

The anticipated 1970 de- line in car sales hurt the after- market deal.”

Lib/UAWidens Hunt For Indie Producers

LOS ANGELES — Liberty/ UA Records is broadening its search for talented recording produc- ers. The label has been taking about 50 applications from independents, and now Dave Pell, the label’s ad- ministrative VP, has announced that the door to producers without a track record. If they have knowledge in the musical field or have some dealings with a new artist, Lib- erty/UA will consider using that individual in a production situation.

Sam Russell and Ivy Hunt, are two new producers who were given an opportunity to work with Jackie DeShannon.

Reprise to Handle Beach Boys’ Co.

LOS ANGELES — Reprise Records will distribute the Beach Boys’ records. The group producing itself. A single is due this month with an album in March.

****** BILLSHILL WILL AID NARM FUND

NEW YORK — Billboard has invited several of its partic- ipants in the NARM Scholar- ship Foundation. The Billboard Scholarship is one of several other industry scholarships, will make possible the future educa- tion of a deserving student in a college or university of his choice.

Blue Thumb Distribu- tion Deal With Harvest

LOS ANGELES — Blue Thumb has set Harvest Records’ EMI’s new contemporary label, in a distribution deal with all but two nations, Canada and Japan.

Blue Thumb’s president Bob Krasnow set the agreement for 15 albums a year for a three- year period. The Blue Thumb thus becomes the first American label to be released by Harvest.

Blue Thumb’s product in Canada will be distributed by Sony, with a license in Japan still to be negotiated.

The core of Blue Thumb’s blues and contemporary rock groups, will be issued at the Harvest, with one group, Bossa Rio, being geared for regular EMI recording. The rest, will be released on the Blue Thumb label and not on Harvest, to keep the bossa nova band separate from the hard rock and blues groups.

First product slated for Har- vest was a new LP by John Mayall’s “Out Here,” which will be timed to coincide with the personal appearance tour running from Thursday (19) through March 2 in New York. The group is to perform in England, in March, at the Harvest, Krasnow said.

Tape in High Market — Capital Cartridge — Field, the downdraft will help the after-market field. “The ac- cessory field flourishes at a time when new car sales are in decline.”

According to the fact that the average car owner tends to fix up the car during the holidays, and be- sides to hold on to his present model rather than buy a new one, he is more likely to be able to replace a few worn accessories rather than buy a new model.

(See Tape CARIDGE Depart- ment in this issue for monochrome tape playback equip- ment.)

Yoga Made Easy As Key, Teacher Plan Two LP Set

NEW YORK — A new two- record album on the ancient Eastern philosophy of Yoga, will be available on a consumer market this month in this country. It was pre- pared by one of America’s best known Yoga teachers, Swami Satchidananda, who is associated with the Integral Yoga Insti- tute, Inc., and Key Records.

“Yoga Sings and Plays the Beatles,” combines the art of yoga and a key figure behind the production of the project, is for new students, and punches the consciousness, and as a program from expansion of consciousness, through freedom and discipline, the teaching of the chants, to find peace of mind and the root of all suffering.

Max Young, president of the Institute of Integral Yoga, and the Board of Trustees, was largely responsible for the mi- gration of the music to Los Angeles, where he is a life- dia-born Swami Satchidananda.

Max is hoping that release of the album is expected to be the first in a series on the subject, will encourage interest in people to join the organization. Max and the Institute are aiming at worldwide distribution of the recording. Their big hurdle is to get a producer who is finding a major recording company to agree to undertake distribution of the album. “We are hoping,” said Max, “that the major would come to our assistance very soon. So far we have had interested inquiries, but nothing has been definite yet.”

W.B.’s Lee In Pub Deal With Dolan

NEW YORK — George Lee, general manager of W.B. Bros. Music, is back from the MIDEM meet where he arranged a deal with Mike Dolan, director of Marquee Dolan Ltd., which in- cludes The Rolling Stones and the Western Hemisphere.

Mike Dolan Ltd. represents the Flying Machine on Capitol Records, the Founda- tion, and others. Another of Dolan’s groups, the Hard Meat, recently signed with Warner Bros. Records.

FEBRUARY 14, 1970, BILLBOARD
"MAC DAVIS DON'T WRITE SONGS, HE PAINTS THEM."

That's what Glen Campbell said of Mac's brilliant style. A style which has produced songs like "In the Ghetto," "Friend, Lover, Woman, Wife" and "Daddy's Little Man."

On this, his first album called "Song Painter," Mac Davis is singing his own songs. With the same brilliance that his lyrics reflect. Or, more to the point, now he's painting for himself.
Higher LP List Price Seen 'Return' Abuses

CHICAGO—The noticeable number of albums carrying a higher list price now encourage more transhipping and result in more abuse of the return privilege, according to Fred Simpson, president, Singer One Stop. However, he said if his privilege may help

"I've seen very little change in the transhipping problem and yet it is one of the worst of the year," he explained. One salesman told his 500 of an album to a supplier and claimed that he shipped the same album on his floor. The salesman commented that the supplier would not take the list price for a return privilege on all 1,800. Salesmen are very bitter about the abuse of the return privilege.

"With the suggested list price coming up, suppliers will have to shop around more so that they can come to the mass retailer at an absolute low price. There will be more transhipping," Simpson cited increases in the suggested list price of Johnny Cash's "Hello, I'm Johnny Cash," Simon & Garfunkel's "Bridge Over Troubled Waters," the new Ventures album, and several others.

However, if albums do go to $5.98 it may help the singles picture. "The $1 single will be more attractive with albums at $5.98 than at $5.92 to 30 cents on each single with out all the tremendous in-->[Continued on page 82]
From Aretha's Great New Album "THIS GIRL'S IN LOVE WITH YOU"

Aretha Franklin
sings

CALL ME
b/w SON OF A PREACHER MAN

Produced by Jerry Wexler, Tom Dowd & Arif Mardin

Atlantic #2706

Aretha Franklin
THE GIRL IS IN LOVE WITH YOU

SD/TP/CS 8248
Mac Davis, Click Composer, Shedding His Pseudonym

LOS ANGELES—Mac Davis, writer of hits for Elvis Presley and O.C. Smith last year under different names, is emerging this year as a composer using his real name.

Davis, 27, discovered people were confusing him with Mack Davis, another writer, so he used his son’s name, Scott, on several songs which became hits. Then he used Mac Scott Davis on several other compositions.

As a result, people are not aware that Mac Davis wrote “In the Ghetto,” “Memories” and “Don’t Cry Daddy” for Elvis Presley. Because he is listed as Scott Davis, Davis estimates he’s written 10 songs signing them Scott to avoid confusion.

For O.C. Smith he wrote the words and music for “Friend,” “Lover, Woman,” and “Painted.”

Merc Catalog Out On All Product

CHICAGO — Salesmen, distributors, key record-tape retailers, one-stops and rack jobbers are receiving a new 50-page illustrated catalog of all Mercury Record Corp. product. This is the first such combination promotion effort encompassing all subsidiary labels. Every album is illustrated in half-tones and carries the 12-track cartridge and musicscette numbers. All 45 rpm Celebrities, Double Hit and All Time Hits series are also listed.

“Daddy’s Little Man,” again hiding his real name. Now the situation has changed. Kenny Rogers and the First Edition have just released “Something’s Burning” by Mac Davis, the first song on which Davis’ first name is used.

He has also just completed his first album for Columbia as a vocalist and that, too, should be helpful in clearing up his identity. The title of the LP “Mac Davis Song Painter,” mirrors Davis’ status as a composer.

Davis’ album has several new songs, plus his own interpretations of songs made hits by other people. He has also written five songs for Glen Campbell’s first starring film, “Norwood,” for Paramount, which will control the copyrights.

Davis’ works normally go to BnB Music, owned by Boots Enterprises, the Nancy Sinatra-owned company. “Memories,” written before BnB, belongs to Hill & Range.

Having formerly performed with a rock band in Atlanta several years ago, Davis is now getting set for personal appearances. CMA is setting up national TV shots. He broke in by working with Nancy Sinatra last September at the International Hotel in Las Vegas.

Seven years ago, he was a sales executive for Vee Jay and then Liberty in Atlanta. He was transferred by Liberty to Los Angeles to work for Metrec Mus, which published several of his tunes.

S.C. OPS TO SEE WILLIAMS SHOW

COLUMBIA, S. C. — The Hank Williams Jr. 11-man act, Merle Kilgore, Guy Drake, Bobby Martin, Jonie and Johnny, Lawndale Linleay, Mosby, Connie Eaton, Browning Bryant, Jim Neshint, Rudy Mackabee and over a dozen more nationally known recording artists will perform at the South Carolina juke box operators’ annual convention here (30). Complete details can be found in the coin machine section of this issue.

Bourne’s Deals In Nashville Set

NEW YORK — Bernie Scherer, staffer in Bourne’s professional department, wrapped up key recording deals during his recent trip to Nashville. Already cut is “My Hometown Sweetheart,” by Jimmy Dean on RCA, and lined up for sessions on Bourne songs are Chet Atkins (RCA), Danny Davis & the Nashville Brass (RCA), and Jackie Greene (Decca).

April & Blackwood Deal With Taylor

NEW YORK — April/Blackwood Music Co. will copublish all songs written by James Taylor, Warner Bros. Records artist. The agreement is between Taylor’s Carousel Road Music Inc. and Blackwood Music, Inc. Taylor’s new Warner Bros. album will be released this month.

Dutch Groups Crack Intl Mart; Fly High in the U.S.

Both groups are released in the U.S. on Jerry Ross’ Colosus label.

Mercury Records has been active in promoting Dutch groups through its ties with the major Dutch company Phonogram. The Chicago-based company has released several Dutch singles without, so far, having scored chart success.

For a number of years, Dutch acts have tried to reach the U.S. charts through the British market, feeling that a hit in England would pave the way for a repeat performance in the U.S. To support their British releases, many groups did 50-a-night promotion tours, but they failed largely because of indifferent dates and inadequate publicity.

One Dutch pop group leader said: “It is almost impossible to crack the British market. The audiences are OK, but the trade press, radio and television stations, and club owners are very narrow-minded toward continental acts. I think they are protecting their own groups. Everything which comes from the continent is automatically regarded as ‘exotic’ and is dumped in their ears differently.”

Although this may be exaggerated, it is generally felt in Holland that British record companies have been less than energetic in promoting continental acts. Though many companies have released Dutch material, promotion has been minimal. Recently, however, Penny Farthing Records showed faith in the Dutch group Shocking Blue, and in the last two months has done an intensive promotion job to give Larry Page the first big hit for his new label.

Because of British apathy, a number of Dutch groups last year decided to switch their sights to the U.S., and in six months achieved some impressive results. U.S. record companies and agencies are busily signing Dutch groups for recording and tours.

The Golden Earrings and the Motions were among the first Dutch acts to tour the U.S. and the Earrings are on their second tour, following the release of their album “Eight Miles High” by Atlantic.

Shocking Blue is negotiating a tour in March and Coby and theizzoles are booked through CMA in New York for a tour in February and March. Two albums by the group have been released by Mercury.

Murbo Hunting For New Material

NEW YORK — Murbo Records and its publishing affiliates will begin a campaign for new writers. “Murbo has an established reputation for seeking out unknown and established writers and record producers attuned to the contemporary field of music. Murbo licenses masters to both foreign and from abroad as well as releasing its own product. They are also active in the tape cartridge and premium fields.

WE HAVE RENTED THIS SPACE to show you two records you may have missed on page 78

★ TOUCH OF YOU
Brenda and the Tabulations, Top and Bottom #401

★ WON’T FIND BETTER THAN ME
The New Hope, Jamie #138
"Gonna Give Her All the Love I've Got"

Marvin Gaye

TAMLA 5490
**WB Bids for C. S. Tetra**

**LOS ANGELES — Warner Bros., Inc. has made an offer to acquire Continental, Silver Corp. and its record company, Tetragrammation in a stock swap.** The move comes on the heels of a negotiation breakdown between Filmways and CSC. The takeover by WB would include artist contracts with any majors which have not already been released. Roy Silver, CSC president, will not be involved in the acquisition, but will continue his own management and production company.

**Paxton Honored at Wheeler Fete**

**NASHVILLE — Composer Tom Paxton was honored at a cocktail party here Jan. 26 hosted by Billy Ed Wheeler, professional manager of United Artists Music Group’s Nashville office. The gathering was held at RCA’s Nashville studios.** Paxton was recently signed to a five-year exclusive writer’s pact with Woolaroc Records, who also purchased his Deep Fork Music firm which he owned jointly with Mark Martin. Accompanying Paxton from New York was his wife, and Murray Diamond, executive vice president and general manager of the UA Music Group, and Jack Lee, the company’s national professional manager.

**A&R MAN POP RECORD PRODUCER**

Major multi-label record company is a new breed available in the New York area. If you have a history of success in the label or major publisher, there is a strong possibility that you could become a key member of a new and growing group of pop record producers who are being hired to record for recording with popular indie producers who are looking for talent. A&R men are becoming an executive’s ally and are earning an overdue leading to substantial earnings.

**Musician, EMI Pact Renewed**

**NEW YORK—Musicor Records has renewed its licensing agreement with EMI for the U. S. Negotiations were completed last week between Art Talmadge, president of Musicor, and Len Woods, managing director of EMI in New York, and the agreement includes all record product on the Musicor and Dynamo labels and their equivalent tape configurations.** On the heels of the EMI renewal is planned return to England of Gene Pitney for an extended personal appearance tour. Additionally, EMI is responsible for release of some albums of Musicor artists. Musicor’s hit single by the Street People, “Jennifer Tomkinc.”

**Notable Off Into Distrub**

**NEW YORK — Cy Coleman is setting up a distribution operation for his Notable Records which will market the records of several jazz artists. The founder of the distribution company will be the late Art Talmadge, who was appointed vice president.** The move into its own distribution was sparked by the demands of the forthcoming product which includes, aside from pop material, Broadway, off-Broadway and film scores which make it necessary to have close liaison between the creative and business ends of the record company.

**ABC Trims Dates Steps Up Radio Ads**

**LOS ANGELES—ABC Records has initiated a program of reduced recording activity. In addition, Howard Stark, the label’s vice-president and general manager, stated that the company is now shifting its emphasis to radio promotion with approximately 90 cents of every promotion dollar being spent for radio advertising.**

**During the last quarter of 1969, including the Christmas selling period, ABC released only two albums, “12 is Enough” by Tommy Roe and “Completely Well” by BB King. During the past four months, the label has released five singles: “Hey there Lonely Man”, “Steam Up and Jelly Tight” by Tommy Roe; “ ‘Og’ the big house in the large BB King; “Never Goin’ Back to Georgia” by the Blues Magoos, and “Shag”, by the Los Gatos.** This release program marks the company’s new philosophy since the last major active services functions moved here from New York, ABC’s two top (MRL 300/303). The musicians are all tops in their field, and the ABC product will be well received. The instrumental orchestra range from soft, lush treatments to the solid driving big.

**Music In Print**

**BY AL FRISCH**

**Then and Now**

During the 1920s sheet music enjoyed fantastic sales through plug numbers while pop songs on phonograph records could not compete. Now, with the growth of television and young people, sheet music has been resurrected. TV commercials may not be the key to the resurrection of music, but they have contributed to the increased demand for music. There are now several publishers who would be willing to pay for music featured in TV commercials. This is a new trend and it is possible that the music could be the key to the resurrection of music. However, there are many issues that need to be addressed before the music industry can truly be restored.

**New Single Sheets**

Hansen’s biggest hits of the week are “Geena Davis’s New World Century” and “I’ve Got You” which are both expected to reach the top of the charts. Hansen’s single, “New World Century” is a upbeat, dance-oriented pop song that is sure to be a hit. The single features a strong, catchy melody and is sure to be a big hit on the pop charts.

**Plymouth reports that sheets are ready on the Simon & Garfunkel classic “Bridge Over Troubled Water.”**

**Plymouth has a folio of songs written by Shel Silverstein who penned “Unicorn” and “A Boy Named Sue.” In addition to the aforementioned material, it also includes “25 Minutes To Go,” which was written by Shel Silverstein’s brother-in-law. A new Simon & Garfunkel folio entitled “Bridge Over Troubled Water” has been released.

**RECORD REVIEW**

**Mainstream New Face in the Main Stream**

**NEW YORK — Bob Shad’s Mainstream label introduced the first four albums in its new Red Lion Productions series this week, an all-pop commercial concept in sound and production. The albums: “Rated X For Excitement” feature Ron Frangipani & His Orchestra, “You Must Remember This,” “Monte Pictures: The New Generation” spotlights the Joe Scott Orchestra, “Images” is by Dean Martin, “The World According to Melba,” and “Blood and Sweat and Brass” is by Mekanik. The albums from the new company are said to be commended.**

**The instrumental orchestra range from soft, lush treatments to the solid driving big.**

**(Continued on page 8)
THE CARPENTERS
HAVE MADE A THING
OF BEAUTY

And the people you sell records to like beautiful things.
They like "Ticket To Ride" by the Carpenters (A & M 1142).
So they're buying it. And more radio stations are playing it.
And that's good. Because it's a beautiful record.
From their first album, "Offering"
(SP 4205). Which is also beautiful. Very.
Music by Richard and Karen Carpenter.
Produced by Jack Daugherty.
In 1969 Billboard

Epic bulleted to number 7 out
and was in the top 10 out

AND IF THESE CURRENT
CHART SINGLES ARE ANY INDICATION,
THE TOP 6 BETTER WATCH OUT!

1
Sly & The Family Stone
"Thank You Falettinme Be Mice Elf Agin"
"Everybody Is a Star"

29
The Hollies
"He Ain’t Heavy, He’s My Brother"

S 10535
S 10537
put us in our place!

of 144 labels for Hot 100 singles,
of 126 labels for Top LP’s.  
(BILLBOARD’S 1969 INDUSTRY PERFORMANCE REPORT)

Bobby Vinton

"My Elusive Dreams"  5-10576
(COUNTRY)

Tammy Wynette

"I’ll See Him Through"  5-10571
(COUNTRY)

David Houston

"Baby, Baby"  5-10539

EPIC IS HOT
AND GETTING HOTTER
Turn on the Ampex AG-440B and listen:
Perfect silence.
Switch to record: no pop.
Hit the stop: no pop.
Go from rewind to stop: no tape shrieking.
The Ampex AG-440B is so mechanically quiet some engineers use it in the same room with live microphones. It's so electronically quiet you can forget about switching pops. This is why, in its own quiet way, the AG-440B has become the standard of recorder excellence.
Ampex quality is featured throughout: Rigid die-cast frame. Modular design with front-mounted circuit boards. Individual torque motors control tape tension. Easy change-over from 1/2" to 1/4" tape.
The AG-440B is also one of the most versatile recorders you can buy. Console. Portable. Or rack installation. Start with one channel. Build up to four or more. It's the perfect reproducer for four channel stereo.
To hear other quiet reasons why the AG-440B can be your best recorder/reproducer buy, and how you can put it to work for you for as little as $50 a month, give us a call. (415) 367-4400. Or write Ampex Corporation, Professional Audio Division, M.S. 7-13, Redwood City, CA 94063.
Detroit Holds Key to Put Cassettes in Driver’s Seat

- Continued from page 1

Detroit reports that Norico supplying a cassette unit to Chrysler in time for the introduction of 1971 lines. At the same time, reports that Philco-Ford will supply a cassette unit for some Ford models in the next year continue to circulate.

Although Detroit is quiet on the subject, several hardware producers are gearing up to supplying auto manufacturers, with cassette record/playback equipment. Software suppliers, too, are stockpiling prerecorded cassettes in hopes of jumping on the tapewagon.

The advantage, some explain, of auto cassette over 8-track is fourfold: compactness, rewind and fast forward, recording capability and automatic reverse. Thus, cassettes are carrying the configuration confrontation into the automotive field.

Diversification

Hardware manufacturers are becoming diversified enough to produce both 8-track and cassette equipment, with the latter expected to set the sales rapid pace after Detroit says yes to cassette units.

Ampex, Sony, Craig, Kraeco, California Auto Radio, Norico, among others, are making fast inroads to reach a new market with cassette models. Many are still producing 8-track auto units and some are even turning out compatible 4 and 8-track models. “We still see two distinct markets in the auto field — cassette and 8-track,” says an executive from Craig.

Auto supply outlets, which have been selling 8-track equipment, are now beginning to stock some cassette hardware. “We’re somewhat premature,” says a buyer for the Pep Boys, a joint automotive-supply house in Southern California, “but we are going to be ready when the cassette spuge comes.”

Although sales of auto cassette equipment are not substantial, Ampex has established a special department to handle the marketing of its auto cassette players. The company predicts total tape equipment sales should reach more than three million units this year, with 800,000 of them cassettes, and the 1971 market could stretch to 2.4 million units, 15 percent of them cassettes.

The portable market is helping Detroit see the cassette response, too, claims an executive with Capital, which markets six cassette units. “They’re (Detroit auto manufacturers) watching the sales performance of cassette units with interest. You can be sure of that.”

Portables are becoming more auto-oriented, said Ed Mason, president of Belair Enterprises, manufacturer of both 8-track and cassette stereo portables. Portable manufacturers like Belair have found a new haven in auto-home portable inter-changeability.

“An added feature to many portable cassette units,” said Mason, “is the capability of turning them into home units. From the auto into the home — it’s that simple.”

Portables, especially units designed for autos, eliminates two headaches at the consumer level feels Mason. “It eliminates installation and theft. At the retail level it allows locations to sell 8-track in cars without getting involved in installation investments.”

Ampex, although distributing (Continued on page 21)

Auto Accessory Stores Handling Blank Tape

LOS ANGELES—Consumers can try something new when they shop in automotive accessory stores now: blank tape.

Automotive accessory retailers are beginning to see additional revenue by stockling blank cassette tape. Most carried limited selections of 8-track and cassette prerecorded music, but now they’re turning to blank tape, too.

Admittedly, blank tapes are only a part of the million-dollar tape industry which is devoted to prerecorded music. But everyone who spends a good deal of time in his car is a natural target for blank cassettes, admits one retailer.

Another said, “Southern California is a society-on-wheels. If you’re a professional, you turn to blanks so you can do your work in your car.”

Blank tape manufacturers agree, and they’re beginning to see automotive accessory retailers as good distribution-retail points.

An executive from Ampex says, “We find auto retail locations an excellent avenue for increased profits.”

Bill Allen, vice president of Audio Magnetics, puts it this way: “We’ve been successful in supplying automotive outlets and department stores with auto sections with product. With cassette players becoming more prominent in automobiles (aftermarket) we will pursue this avenue of distribution.”

Certron Sells 49% Of Olivs-Certron

LOS ANGELES—Certron Corp., tape manufacturer and duplicator, has sold its 49 percent interest in Olivs-Certron Pty. to Olivs Consolidated Ltd. of Sydney, Australia.

Olivs already owns 51 percent of the joint company. Certron received 250,000 shares of Olivs, traded on the Sydney exchange.

You can get anything you want at Audio’s Restaurant.

You see, you can get cassettes and cartridges from us, loaded, loaded or unloaded, open or closed. We can do all this because we also make Audiotape® magnetic recording tape. (Not just any tape. Audiotape® magnetic recording tape. The best.) And, because we produce cassettes in such quantities. (For 77 different labels.) You can also get Audiodisc® blanks. Whatever you need. Why not write for our menu?

Audiopak

Audio Devices Inc., Glenbrook, Conn.

A subsidiary of Ceramco Industries, Inc.

FEBRUARY 14 1970 RAILROAD
div. of Calif. Auto Radio

Astrosonix

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(213) 923-9846

East:
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(201) 935-2144

BM-910 New Petite 8-track car stereo small enough to fit anywhere.
BM-920 With fine tuning, indicator lights... motor stop switch, built-in alarm system.
BM-960 New deluxe 8-track car stereo with exclusive program repeat, motor stop, fine tuning and dual high fidelity amplifier.
BM-930 Combination FM Multiplex 8-track car stereo with pull-out mount for home use. Also available with record.
BM-1000 Deluxe Psychodelic sound light with 2 quick-chargeable lenses.
SL-1000 Deluxe Psychodelic sound light with variable controls & 3 slide changeable lenses.
BM-1000 The First & Only "In-Dashboard Mount" 8-track stereo/AM radio combination Fix/Reg. Ground switch.
SL-1000 The First & Only "In-Dashboard Mount" 8-track stereo/AM radio combination Fix/Reg. Ground switch.

Demonstrator Displays: Colorful walnut grained displays to demonstrate product, stackable modules to add items.

Offices In Major Areas: Los Angeles • San Francisco • Chicago • New Jersey • Hawaii

BM-1500 3 in 1 Portable Stereo Cartridge player with exclusive battery recharge element & telescope antenna for radio tuner.
BM-1000 Deluxe Psychodelic sound light with variable controls & 3 slide changeable lenses.
CE-18 Converts any 8 or 4 & 8-track stereo to a cassette player: Permits cartridge change without removal of adapter.
TP-10 Universal FM/AM Multiplex tuner cartridge, no battery required.
FM-70 MPX World's first piece integrated circuitry universal AM/FM stereo multiplex car radio.

Demonstrator Displays: Colorful walnut grained displays to demonstrate product, stackable modules to add items.

Offices In Major Areas: Los Angeles • San Francisco • Chicago • New Jersey • Hawaii
Cassette Mfns See Detroit Acceptance as Necessary

LOG ANGELES — Cassette manufacturers no longer beat around the bush—they need Detroit's acceptance of their configuration.

That's hardly an exaggeration. Many feel that when Detroit makes up its mind to put cassette units in autos as original equipment the fight with 8-track will be on. Some cassette adherents think their system will succeed, others will lose, with or without the auto manufacturers.

Wybo Semmelink, home entertainment products vice president of North American Philips, feels the auto producers already have made up their minds. "I'm certain that 1971 autos will have optional cassette players."

Most hardwired manufacturers are gearing up for an auto splash, like:

Amplex expects sales of all auto player/recorder units to exceed $180 million this year, according to Lawrence R. Pugh, consumer equipment marketing manager. "Of the $180 million, cassette will account for 45 percent of auto tape equipment sales by 1971." As a result, Pugh's division has established a special department to handle the marketing of cassette auto equipment.

Craig is planning to broaden its auto product line. "Without question, there is a large market for tape cassette units at the factory level. We feel that Detroit may be planning to move in that direction when existing contracts with current manufacturers expire," said Lauren Davies, Craig general sales manager.

AFCO Electronics feels that much of the success for the auto cassette hinges on an automatic back-up system which can be developed," said Pete Knodler, sales vice president, "the market should improve dramatically.

Industrial Suppliers Co., a division of the Post Coke Corp., is adding auto cassette units to its hardware line. "We're always abreast of the market," feels Chuck Hancock, national sales manager. "And it's a terrifically growing market.

Kraco is planning to move ahead in the auto cassette field, claiming that the cassette configuration will explode when Detroit (Continued on page 21)

Amplex has received a license from Du Pont Co. giving Amplex rights to manufacture magnetic tape recording formulation patented by Du Pont. A new 12-channel chain in Southern California, is offering 8-track. The Lear Jet has added 12 distributors: Appliance Wholesalers of Youngstown, Phyllis Davidson's One-Stop of Omaha, Neb.; Jet Stereo Distributing Inc. of San Francisco; Midwest Appliance & Supply Co. of Springfield, Ill.; National Sales Corp. of Rochester, N.Y.; Nesco Inc. of Green Bay, Wis.; Southwestern Distributors Inc. of Charleston, W.Va.; Versonale Supply Co. of Portland, Ore.; Toledo Appliance of Toledo, Ohio; and, Inc. of Spokane, Robins Industries, New York, is offering a head demagnetizer built into a cartridge case. It can be used with both 8-track or cassette models. One format, model TD-12 ($13.35), is designed for home equipment; Model TD-15 ($16.65) is for auto.

Radical Corp., Chicago, is introducing a pocket-sized cassette portable (Model Micro 100).

Deca is releasing 10 tapes in February, including three to coincide with Bert Kaempfert Month. The Kaempfert tapes are "The Kaempfert Touch," which coincides with an LP release, "The Wonderland of Bert Kaempfert" and "Lights Out, Sweet Dreams," the latter two catalog items. Amplex is offering "Der Rosenkavalier" and "The Merry Widow," "Der Rosenkavalier" will consist of four cassettes packaged in a box with a $29.95 "Aida," with Leontyne Price on London Records, is a two-package cassette for $14.95. The "Aida" libretto may be obtained free by returning a postcard included in the price.

Also in February will be "Commend Performance," a collection of operatic selections by Joan Sutherland with the London Symphony Orchestra, for $14.95.

The Liberty/UA tape release for February introduces a "new "International" series. It marks the first time producted with a $5

solid-state cassette tape recorders with built-in microphones, stand, earphone, pouch and batteries. It is priced at $79.95. Features include: microphones, stand, earphone, pouch and batteries. A Magnificent high-quality FM/AM Radio-Recorder, luxuriously styled and loaded with expensive features. Exceptionally compact for easy portability! Records either "live" or direct from the built-in FM/AM radio. Convenient keyboard controls for record, rewind, play, fast-forward and stop. Plus a record interlock switch that prevents accidental erase of pre-recorded tapes. Built-in adjustable telescopic FM antenna provides the ultimate in listening pleasure. DC/AC... operates on AC with adapter. AC record bias plus many other quality features.
Educational, Premium Fields Click for Cap

LOS ANGELES—Capitol is finding increased usage for its cassette players in the educational and premium fields. The company has begun receiving requests for the development of hardware for school use, notes Orris Beucher, the company's special markets department vice president.

"Schools are looking for equipment because of the great need which exists," he said. One of Capitol's cassette players, the Diplomat player/recorder, has been designed for optimum usage in training or learning situations. The unit's electronics allows for split recording on each of the two channels, so the teacher may ask a question on one channel and the student can tape his answer on the second channel. "The teacher can say a phrase in French," Beucher said, "and the student can repeat it on channel two.

This separate record feature also allows a student to play an instrument along with a prerecorded program on the other channel.

Capitol has sold several companies its cassette units, usually in the middle price range, for training and instruction purposes. Cassette players are also being offered as premium items. The company's model 151 is at the core of a dealer loader program for Standard Oil running through February. The unit, plus five tapes, is given free when a dealer orders a certain number of tires and batteries.

"The cassette is the most wanted and most unsaturated item for premiums," according to Beucher.

The Charles Pfizer drug company is offering its salesmen a model 151 as a performance bonus. And the Monarch Rubber Company is using the model 156 as an award prize for its own people.

Three Midwest auto clubs have come up with their own unique utilization of a cassette player. They have recorded their sales pitches on a Capitol unit which is then played over the telephone to prospective customers.

For a supermarket chain, Capitol has devised a program involving a player and 10 tapes. The customer receives four initial items valued at $4.50 for $25.95. These include a cassette player with AM radio ($29.95 value); a case for the tapes ($6.95); one tape ($5.95) and a head cleaning cassette ($2.95).

Each week the customer can buy a specially prepared cassette at $2.50 until he has a 10 title "Stereo Collectors Set." This promotion is patterned after a similar campaign built around a "Stereo Showcase" series of albums bowed last August.

We get plastered a lot.

Seventy-seven different labels put their good name on the line on our cassettes and cartridges. And we don't let them down. We make sure Audiopak® magnetic recording tape or cassettes are dependable. They work. They coddle tape. They last. We make Audiopak with fewer parts (fewer things to go wrong), but more care. And pre-loaded Audiopak contains specially formulated Audiopak® magnetic recording tape. The best. If you have a label that's looking for a cartridge or cassette to carry it to fame and fortune, give us a call. Then hang on to us.

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

Say You Saw It in the Billboard
For Jazz Buff, Auto Tapes & Disk Are 2-Way Streets

LOS ANGELES—The jazz buff enjoys his music two ways. He listens to albums in his home and he has the same music on tape for his car.

Maintaining a double inventory is the way Howard Stark, ABC's vice president and general manager, sees the jazz buyer.

"The jazz guy is an aficionado. He buys what he diggs and he'll want everything by an artist he likes. He'll go out and buy a new tape or record immediately.

ABC's prime jazz is on its Impulse line, with blues-oriented jazz on the BluesWay line. All of ABC's 4-track and cassette titles are duplicated and marketed by Ampex and GRT.

As such, ABC has nothing to do with any tape sales, but the company is studying the growing market and will undoubtedly move when licensing agreements expire.

Stark said there is a two to three week lag between album and tape release. Not all albums are duplicated into tape, with the executive noting "Impulse is the only label we call a catalog line." He feels the present $9.95 retail price is not a detracting factor to sales because the economy can afford this level.

Los Angeles—Auto tape manufacturers are trying to put the skids to the theft headache.

New product introductions by manufacturers are increasingly featuring anti-burglar locks and alarms in response to the mounting problem.

Craig is offering a unit (model 3123) that locks to the mounting base after installation. Lear Jet's top-of-the-line auto tape unit is designed for installation into, rather than beneath, the dashboard to combat theft.

"The problem of theft has become a major one for everyone involved with car tape players, from the consumer right on back to the manufacturer, and

everyone knows it," said Jim Call, vice president and marketing director of Lear Jet Stereo. Manufacturers, fearful of losing sales because of the theft problem, are also worried that higher costs in producing theft-resistant units will have the same result. And anti-theft devices being incorporated into some units just aren't working.

According to Galt, for example, thieves are becoming aware of burglar alarms and are breaking battery terminals or pulling out ignition switches before stealing a tape unit. In other cases where a lock is employed, Galt says that unless it is a good one, thieves are able to rip the unit out and lock and all - leaving more expensive damage to the car than just the make the tape player.

For his part, Galt is working on the problem by-lgear in some top line tape units and utilizing a lock that is incorporated into the product.

Analyst poll on coast is high on tape stocks

LOS ANGELES—Tape continues dominant in radio, but some observers are still fearful that the industry's market will not become a high growth area.

According to the poll, at least 25% of tape buyers will take a break from tape buying in the next 12 months.

But it was also revealed that those who buy tape - whether as to purchasing volume or radio - are buying far more tape for that use than in previous years.

Steve Johnson, vice president of Ampex, feels that when the "weekend" tapes are added in, tape will be the dominant medium.

Watch this space for a Brand New Concept in Tape Storage to be announced February 16.
Introducing the most complete line of stereo-8 tape player auto units ever. Lear Jet Stereo 8 has everything from a budget priced tape player ($59.95) to the top of the line at $225.00.

All the Lear Jet Stereo 8 Tape Players install quickly and easily in any car and works off the power of the cigarette lighter. No matter what your customer's needs, Lear Jet Stereo 8 has an auto unit that will fill his ears with big, brilliant, full dimensional stereophonic sound. He'll get perfect sound even when he's miles away from everything.

For the performance buff, we've got the "King of the Road." A super stereo-8 for the discriminating driver who won't settle for less than the ultimate. For the business exec, we've got a new deluxe model that records, too. So he can dictate to his secretary on the way to the office.

The company advertised

"...cutouts" as a "closeout," the unit previously sold for $91.95. The company advertised the low-end unit in major metropolitan and suburban newspapers in Southern California as a lead item for its 50 stores in the area.

Atork, discount store chain, is offering 8-track tapes for $1.69. Although advertised as major "name" artists, product offered included "cassette" and budget-oriented repertoire.

Detroit Holds Key
- Continued from page 16

auto units via its regular entertainment outlets, expects to expand its distribution network to include automotive supply outlets. "We see a majority of sales of auto cassette models being made in auto centers," believes Lawrence R. Pugh, consumer equipment marketing manager for Ampex.

Before any or all of this can happen, though, first things first, like: Improvements on the Staar system for continuous play; a concentrated effort by cassette equipment manufacturers to persuade Detroit to accept that configuration; a major push in advertising-promotion to propagandize the consumer to auto cassettes.

Detroit Acceptance
- Continued from page 18

to turn cassette after 1971.

Belair Enterprises is aiming more equipment, both 8-track and cassette, at the auto after-market via its broad line of portable stereo equipment. "We see sales increasing as more and more consumers use portable hardware for both auto and home," said Rod Pierce, Belair marketing vice president.

A continuous automatic reversing cassette playback unit for the auto after-market will be put on the market early this spring by the consumer electronics division of Bell & Howell.

Car Tape Mfrs.
- Continued from page 20

stallion runs roughly $35, or twice as much as a unit installed beneath the dashboard. Lear and other manufacturers fear consumers will be willing to pay the added cost, but are clearly worried that some will not.

The charts tell the story
Billboard has THE CHARTS

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Phone 666-1313

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when answering ads . . .
Say You Saw It in Billboard
Enjoy a fantastic trip to Japan, including a visit to the fabulous Expo '70, as the guest of ROBERTS. 40 lucky Roberts dealers will be chosen on the basis of best sales performance between January 15 and July 15, 1970.

All ROBERTS dealers have an equal chance of winning! You compete only in your own sales category, against your own 1969 sales figures. New ROBERTS dealers will also be eligible and will pick in a "Win A Trip To Japan - Expo '70" with heavy advertising, publicizing, and sales aids - to help bring traffic into your store and make 1970 a banner year.

Contact your ROBERTS Sales Representative for Complete Information.
You've never heard anything like this before.

Every time Ramsey Lewis records a new album, it takes everybody else a little while to realize how far ahead he is. This time they may never catch up. CADET LPS-836.

Now you can hear it all on the same album: The 'In' Crowd, Hang on Sloopy, Wade in the Water, and 9 more that are just as familiar and just as good. CADET LPS-839.

You've heard all of this before.
Which magazine do you find most useful in your work?

When RACKJOBBERS were asked this question, 63% Found BILLBOARD most useful.*
21% Found Cashbox most useful.*
2% Found Record World most useful.*

RACKJOBBERS RELY ON BILLBOARD

### New Tape CARtridge Releases

- **Jewel THE JANUS Musical Theatre, LYNN ANDERSON**
- **Danny Davis and The Nashville Brass—Move'n On, (C) PM-1351**
- **Jonas THE FLYING MACHINE, (B) 8064 7070F, (B) 8069 2074E, (B) 8044 18134M**
- **Jewel CLARENCE TOWNSEND & Salo Gopaiji, (C) 0042 003031**
- **Metromedia Medical Theatre, A Revolutionarily New Tape CARtridge**

### Best Selling Tape Cartridges

#### 8-Track (Licensee listed where label does not distribute own tape)

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<tr>
<th>#</th>
<th>This Week</th>
<th>Last Week</th>
<th>Chart Weeks</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<td>Atlantic TP 9229 &amp; Ampex 88229</td>
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<td>PUZZLE PEOPLE</td>
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<td>BEST OF THE CREAM</td>
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<td>Atco CS 33-211 &amp; Ampex 5821</td>
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### Billboard Special Survey for Week Ending 2/14/70

- **Jewel THE JANUS Musical Theatre, LYNN ANDERSON**
- **Danny Davis and The Nashville Brass—Move'n On, (C) PM-1351**
- **Jonas THE FLYING MACHINE, (B) 8064 7070F, (B) 8069 2074E, (B) 8044 18134M**
- **Jewel CLARENCE TOWNSEND & Salo Gopaiji, (C) 0042 003031**
- **Metromedia Medical Theatre, A Revolutionarily New Tape CARtridge**

### 3,000,000-1,000,000 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 specification. Now you can rely on the nation's largest producer of metal components used in cassettes and cartridges. Contact us today!

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  - Fremont, Nebraska 68025

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Nothing Replaces the Original
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RIGHT TRACK WITH

Le-Bo

Deluxe Attache Type
CASSETTE
Carrying Case

BRAND NEW!

- Alligator Leatherette covered wood
  construction.
- Holds 30 Cassettes.
- A brand new concept in design.
- High pile, attractive red velvet
  flocked interior.
- Individual compartments.
- The only carrying case with a
  hand stitched top and bottom.
- Completely eliminates the possibility
  of delamination.
- Individually packed — 6 pieces to a
  master carton.
- Available in Black & Brown Alligator.
- Shipping weight approximately 19 lbs.

Deluxe Attache Type
TAPE CARTRIDGE
Carrying Case

BRAND NEW!

- Alligator Leatherette covered wood
  construction.
- Holds 30 Cartridges, 8 or 4 track.
- A brand new concept in design.
- High pile, attractive red velvet
  flocked interior.
- Individual compartments.
- The only carrying case with a
  hand stitched top and bottom.
- Completely eliminates the possibility
  of delamination.
- Individually packed — 6 pieces to a
  master carton.
- Available in Black, Brown and
  Green Alligator.
- Shipping weight approximately 25 lbs.

Platter-pac
record cases
bridge the
generation gap

Send today for complete information and literature
on Platter-pac record cases. Write to
Amberg File & Index Co., 1625 Duane Blvd.,
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Long hair, short hair and no hair.
In every age group, phonograph
record cases are "in" And with
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A wide selection for 7" and 12"
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tifully styled to the taste of the indi-
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Made of rugged bindersboard. Covered
with the same moisture-resistant material
used for luggage.

FULLY PORTABLE
TAKE IT ANYWHERE

The FM-10 is the latest in design by AUDIOVOX, enabling our customers to be out
in front of the competition.

Now you can offer your customers an AM/FM Multiplex tuner for their car stereo
units.

- Hand for stereo phones or speakers.
- Transmits in stereo.
- Contains lamp to guide you to stereo stations.
- Local and long distance tuning — retractable antenna.
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See it at the
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And see our
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CAR RADIOS,
TAPE PLAYERS
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AUDIPOVOX
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1550 Reflection Bldg., Burbank, Calif. 93015 Teleamente (818) 609-1986
HALE-EXPANSION

By MIKE GROSS

HUNGRY, THIRSTY, EXHAUSTED, and out of gas, the old isle cruiser BB-62 pulls into the harbor at its destination. The crew is tired, hungry, and thirsty, but they are also determined to complete their mission. The ship is equipped with advanced technology, including a hangar deck, a main deck, and a secondary hangar deck. The ship is also equipped with a fleet of aircraft, including fighter jets, helicopters, and drones.

The crew is composed of a mix of officers and enlisted personnel. The officers are responsible for commanding the ship and making critical decisions, while the enlisted personnel are responsible for carrying out the orders of the officers. The crew is also composed of a mix of nationalities, including American, British, French, and German.

The ship is docked at the port, and the crew begins to unload the supplies and equipment. The officers direct the crew, and the enlisted personnel carry out their tasks. The ship is equipped with a variety of systems, including a communication system, a navigation system, and a defensive system.

The crew members are all in high spirits, despite the long journey. They are ready to begin their mission, and they are confident in their ability to accomplish it. The ship is ready to set sail, and the crew is ready to embark on their journey. The ship is equipped with a variety of weapons, including missiles, torpedoes, and guns.

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To Allen Klein

With love from
John and Yoko
MONTEREY INTL POPFEST
PLANS ARE UNDER WAY
SAN FRANCISCO—Plans for a Monterey World Pop Festival to be held March 20-22 are under way. Security and facilities for 300,000 people will be provided and 60 bands to remain uncommitted until the last minute. The city is targeting $10 million in revenue. Dear Brown and Larry Lee, former Monterey area disc jockeys, are promoting the event under the name of Mediatic. Inc.—the same name used for the rock festival promoted last year. The site of the festival will be a ranch along Highway 101, about 20 miles north of Monterey. Camping facilities and catering services will be provided.

From The Music Capital of the World

NEW YORK
RCA's Eddy Arnold makes his debut on March 23, when he opens at the Waldorf- Astoria for two nights. The package, close to 4,000, and with the price of $25, will see another rendition of "Oh, Cali- cutta."

Firebird's George London has agreed to promote the label's Natural Gas. The show, which features Allen Ties to London, March 1, at the Waldorf-Astoria, New Y ork; Van Vanguard, at Washington's Constitution Hall Feb. 21. The trio is the band London has formed the "guiding force" behind. B. B. King, is jumping for joy over this one.

Cotelette
Comin' back AGAIN for the fourth time, and Bobby Vinton does it again. This time is another "branch" on the tree of hits for Buddy, Bobby and Jack Stapp in Nashville. DEAR JOHN

EUPHONIUS DREAMS
Color this one . . . instant success. The Bards do it . . . and it's it!

JEUS IS JUST US
Attention all record and LP buyers; order this song PRONTOS. It's a very, very, VERY big song ... and it's here. Yes, it's here! Theme from "PATTON"

Al Deary is breaking records with his "Easy Rider." It's an easy-to-listen- to TOPPER's tune.

WASN'T BORN TO FOLLOW
ANNOUNCEMENT
BLONDIE AWAY—by the Fifth Dimension is now available in November. TINKLIN WORRIES
We'd like to alert all of you to two special editions Piano Solo by Bert Waclawski. One from the 20th Century-Fox film, "Buch Cassidy and the Sundance Kid", the other is currently available in the United States and England. They're beautiful.

COME THE SUN THE SUNSHINE

SPEAKING OF BACHMAR . . . and friends
The following songs are available in sheet music for the first time . . . via Mandar!

LET ME BE LOVELY
DREAM SWEET DREAMER
I'M GONNA BE YOUR WOMAN
ANY OLD TIME OF THE DAY
GO WITH LOVE
ONE LESS BELL TO ANSWER
HE WHO LOVES

GOLD MARK ASSOCIATES
PUBLIC RELATIONS
New York—Bevery Hills—London

Talent Watch

Witchseason Into Mgt. & Agency Co.

LONDON—Witchseason Productions Ltd. has begun operation of a new and associated agency, Witchseason Management Agency which will handle all artists directed by Witchseason.

This includes the Fairport Convention, Sandy Denny's new group, "The Strawberrys", Nick Drake, John and Alvin, and Zant artists Chris MacGregor and Dede Pulawka.

Directed by Werewolf are Anthea Joseph, mana- ger of Fairport Convention, and Donogh, Karanja, British agent. Chief booker is Brian Wilson.

Werewolf was described by a spokesman for the firm as a "two million dollar" group and its booking was a result of the amicable agreement. Administration of group book- ings will be handled by Werewolf, a worldwide booking service. The agency for Fairport Convention will be super- vised by Jim Shand and the Millard Agency, while Lee Bensmore is the man to handle by Ravi Shankar's mana- ger Jay Hoffman.

Petit, the lyric writer of Witchseason artists is handled by Randy Bacharach and Warren Wolf. Werewolf and Witchseason offices are located at 83 Charlotte St.

Canned Heat
Set for U.K.

LONDON—Canned Heat, whose current European tour was virtu- ally a sellout and melodic free concert before 15,000 in the Palazzo della Sport in Mi- lar, is now planning a new appearance in the Bath Festival, England, during the spring.

The group's London concert at the Royal Albert Hall Jan. 30 was recorded for an album.
Atlantic Recording Corp. wishes to express its appreciation to Howard S. Holzer and Holzer Audio Engineering Corp., creator of the "CSG Process." For more than a year Atlantic has used the CSG Process to produce mono singles from original stereo tapes without any loss of quality. Among the artists whose recordings have been processed by CSG are:

BEE GEES • BROOK BENTON • ARCHIE BELL & THE DRELLS • CLARENCE CARTER • CHÉ • OTIS CLAY • CROSBY, STILLS & NASH • KING CURTIS TYRONE DAVIS • JULIE DRISCOLL, BRIAN AUGER & THE TRINITY • THE DYNAMICS • ARETHA FRANKLIN • EDDIE HARRIS • IRON BUTTERFLY • DEON JACKSON • LOU JOHN-SON • DR. JOHN, THE NIGHT TRIPPER • YUSEF LATEEF • WILSON PICKETT • THE RASCALS OTIS REDDING • OTIS RUSH • SOUL BROTHERS SIX • DUSTY SPRINGFIELD • THE SWEET INSPI- RATIONS • JOE TEX • BETTY WRIGHT

The CSG Process can be used to produce mono tapes and discs from stereo tapes, and to produce stereo tapes and discs.
**Roulette Pitch On 3 Degrees**

NEW YORK — Roulette Records will mount one of its most extensive campaigns around its newly signed group, the Three Degrees. The trio, comprised of Shelia Ferguson, Fayette Pinckney and Valerie Holiday, is managed by arranger-conductor Richard Barrett. Morris Levy, president of Roulette, has slated a major radio, television and newspaper campaign to begin with the release of the girls’ first record. The Three Degrees were introduced to Philadelphia’s disk jockeys and press last week at a private party held at the Latin Casino, Camden, N.J. The party was set up by Marshall Verbit of Manfred Distributing. The executive staff from Roulette’s New York office trekked to Camden for the event.

**Mann Push on Album**

NEW YORK — Manfred Mann, who has formed a new nine-man group, including brass section, last week to help promote the group’s forthcoming U.S. tour and the first Polydor Records album of Manfred Mann Chapter Three. All sections in the set are by Mann and Mike Hog, the only other member of the former Manfred Mann group, which broke up last year. The tour opens April 2-5 at San Francisco’s Fillmore West. Other tour dates include Los Angeles’ Whiskey Au Go Go, April 8-12; Chicago’s Kinetic Playground, April 17-18; Boston Tea Party, April 23-25, New York’s Fillmore East, May 8-9. The Manfred Mann Chapter Three will be distributed by Polydor in the U.S. and Canada and Polydor Records in England and the rest of the world.

**Signings**

Paramount’s Amsberg signed an agency contract with Creative Management Associates. Nettie Rocker to Capitol Records, Liquid Blue, Texas rock group, joined Gulf Pacific Industries, independent production company. Hudson & Harrison also joined Gulf Pacific. Commerce Now of Mantan Moreland and Roosevelt Livingood to EMI Records. Gill Melle signed with Nocturne Records. Truth, a soul-folk-rock trio, to People Records. Percy Mayfield signed with RCA, where his debut disc is “To Live, the Past” and “A Lying Woman.” Anel Live in March, Sylvia Myles of “Midnight Cowboy” and singer Sonny James have signed with International Fimusic Agency for representation in all Golds. Moreland to Capitol, band to Pentagram. Frankie Avalon to Metromedia with Wednesday’s Child Productions handling his first album.

**Rankin Tapes Spot for Govt.**

NEW YORK — Kenny Rankin has sold his first new work on his third Mercury Records album, has completed taping a radio spot for the “Guest Star of the Month Show,” sponsored by the U.S. Treasury Department.

The show, hosted by Merv Griffin, is designed to promote sales of federal bonds. The Mont Lindsay Orchestra are regulars on the program, which hits 5,800 U.S. radio stations.

Rankin also has done vocals for TV commercials for Church, Muriel Eye-Drops, and Macy’s Stockings.
THE #1 HITS OF SONNY JAMES
THE SOUTHERN GENTLEMAN are now 21 in a row!

"It's Just A Matter of Time"
#1 in just five weeks

Sonny James
Unquestionably #1
Radio-TV programming

P & S's Burns Cites PD Role

ATHENS, Ga.—For the first time, radio is taking a more professional approach, according to Ted S. (Bill) Hoss, program director for the Pacific and Southern Broadcasting chain that includes WAGA, Cincinnati, WXQI in Atlanta, and other stations. Speaking here Jan. 3, before more than 100 professional broadcasters and college radio students at the 25th annual Radio and Television Institute of the Georgia Association of Broadcasters, Mr. Burns pointed out that each market today is so different that in any sizable market the program director has taken on the same responsibilities as a PD in an engineering shop. "He is becoming more important."

Broadcasting used to be dominated by sales-oriented people, but this is changing somewhat, he said, because the public is demanding more quality in programming and music.

Calling for better programming training at the college level, he said, "PTI should be included in the curriculum. More time in college should be devoted to how to read an Arbitron report, instead of writing half-hour radio dramas, he said.

Speaking on the necessity for radio training at the college level, he said, "As we go into the blacks, he said that the present training methods are not making any difference in the problem of integrating. Now the stations were having to hire totally new people, they were having to put them on the air. But this was the fault of the training methods being presented at present at the professional level."

He also stated that the problem is being solved, not by a program director who has to dream of someday becoming a radio president. "Today it's enough to be a program director, and in one program director, for that matter."

In an answer and question session, he said that one of the key reasons why any market station could find a program director was to hire a second person who is a much larger market, but that he urged the station to keep the man on the air.

Bill Gavin, editor and publisher of Billboard, spoke on the research being done at the radio station level today by many and small stations. Mr. Bennett of KGB in San Diego as an example of someone capitalizing on it to build his ratings. He mentioned that the station is not a program director, and that the program director today "take radio seriously."

Bill Drake, according to Mr. Gavin, has contributed more to shaping radio today than any man since Todd Storz and Gordon McLeod, and pioneered the Top 40 format. Also speaking on the panel was Claude Hall, Radio-TV Editor of Billboard.

WJZ's Local Talent Play

PITTSBURGH — WJZ recently devoted a series of four specials to local recording talent, and management reported that the specials were so successful that already more are being planned. WJZ recently aired four consecutive Sunday nights on the Terry Lee show.

All featured local groups: the first was devoted to the Rocket Squad, the second to the Jaggerz who scored on the WJZ chart with "The Rapper," and the third show featured the Vagabonds. The fourth was a wrap-up of local groups such as the Swamp Rats, Peter's Pipes, Jimmy Mack and the Music Factory, Gary Glenn Family, Groove U., the Mind Garage, the Grains of Sand, the Marshmallow Steamshovel, the Electrocutioners and the Rocket Squad, the Jaggerz and the Vaguelles.

KFAC Sheds 'Semi' For Pure Sound

LOUISVILLE—KFAC has eliminated semipop and semi-classical programming at the request of a "Pet Shop" reader. The emphasis is on serious works covers both AM and FM stations. The FM station will be programmed separately at least at 18 hours a day, reports Bruce Johnson, the new vice president-general manager.

Several programs are being moved about. "The World of Opera," in the 3-4 p.m. slot, will be heard on AM only. A 2-3 p.m. slot, will be heard on FM only. The AM and FM stations. The FM station is being "Stereo Omnibus" a non-locally produced program.

To balance this move, FM will broadcast "Opera Scene" of the St. Louis program. The separate programming is based on the FCC's ruling that stations must split their signals more than 50 percent of the time if they are in major population centers.

"Our listeners expect classical music," he said modified a semi-pop and semi-classical," Johnson said. KFAC-FM's "In a Baroque Mood," introduced last December between 8:45 a.m. and 1 p.m., has expanded its time period this year.

The shows which continue to be a success are "The Evening Concert," in its 28th year, and "American Folk," which began two years ago. KFAC-FM provides live broadcasts of local symphonies and chamber groups. In its 34th year, KFAC-FM has acquired all of its programming on the ground of its own musical accomplishments.

KFIR Switches To Country Play

SWEET HOME, Ore.—KFIR, 1,000-watt daytime station here, has switched to a modern country music format. Program director Mike Tindal was just promoted to program director, replacing Ken Stewart, who is now station manager. Another air personalities at the station include Ron Lewin, Ron Johnson and Jim Wade. KFIR serves the population centers of Oregon's mid-Willamette Valley.

WCJW-FM Livens Country Music With 'Live' Shows

CLEVELAND — There is more life now in country here. WCJW-FM, which has had tape victories to country music for two years, went "live" on a partial basis Jan. 26.

Al Moore, former country air personality on WATH in Athens, Ohio, and sales manager at WLGN in Logan, Ohio, is in the 1-5 p.m. weekday slot.

"We've reached the maximum audience on an automated impresario," says James A. Skelly Jr., WCJW-FM general manager. Early morning and late afternoon music hosts will be added if the live experiment succeeds.

The top 50 music list will be cut to 30 records with country classics. Plans call for broadcasting in stereo 24 hours a day in about two weeks.

DOOLEY SONG PUSH BY TRO

NEW YORK—In memory to the 100th anniversary of the hanging of Tom Dooley, The Richmond Organization is lining up a push on the song "Tom Dooley." Al Brackman of TRO said, "Dee Jay's are planning an airing of the song during the "Tom Dooley" on the anniversary—May 1—and we anticipate there will be one or two recordings available by April 15, in addition to the Kingston Trio record.
the new sound of
WAYNE COCHRAN
and his C.C. RIDERS

Vocal
"IF I WERE A CARPENTER"
King #6288

Instrumental
"HEY JUDE—ELEANOR RIGBY"
Bethlehem #3097
It all boils down to one simple word—RECORDS. I have been in this business for 10 years and I still fail to see why a station that is willing to look over its shoulder at any demands asked of them by record promoters cannot ask for a little, a lot, some or any kind of record service. I have written personal letters to EVERY major record company in existence, most of which are based in California and New York. A few of them sent me token singles once and I was then forgotten. I wrote some of them a second time and again got the same kind of treatment. Two or three of the smaller companies have continued to send me current releases. Of course, prior to this I wrote a minimum of letters that seemed to be handled as personal. I should have realized that this is a give and take business. I have been to St. Louis and Chicago and contacted some of them personally. Most of their output is still sent in a double of odd and back with one exception. That exception is Columbia Records. Their distributor in Skokie, Ill., has been good enough to send me a fairly pretentious and I am gratified to be given this opportunity.

Granted, we are in the small to medium market bracket; however, we take a look at the things in our favor. First of all we program a good portion of states due to our strategic location in our favor. All of our programming is of this kind as well. We have a very comprehensive format to include mostly forms of modern music not only what we are called jazz and blues. We have the very professional and well equipped staff and our station is run just as if we were a man and a woman.

As of late I have begun writing to publishers and music writers for letters and they are of a more cooperative type of people, the only problem being that they just don't have that much music for distribution. BUT, they do all in many times run out for us in spite of any obstacles.

Arthur E. Mann  
Program Director  
KOKX  
Keokuk, Iowa

It's been some time since we changed our programming to basically country and many good things have come our way like listeners and more business. I was reading an article in Billboard about taking the country out of country music... and I wholeheartedly agree! Country seems rather ridiculous for program directors to label their station because when a station is modern country... then play the best and play it only that way and let people define what they like at WHSL. The word COUNTRY is never mentioned. Just because a station is basically country doesn't mean that everything on should be screened-out and placed in file "13." The new modern country is actually the new AM/EASY SOUND... PLAYED TO AND FOR ADULTS. WHSL modern country means Dean Martin, Eddy Arnold, Connie Francis, Nilsson, Joe Jackson, Bobby Vinton, and Mary Wells. So South, Glen Campbell, Tom Jones plus the BEETLE OF the harder country artist. We play music that adults like... and now that music just happens to be music with a country flavor... mainly because rock has left the adult... not the adult leaving the rock. Rock has just progressed. I have been a music manager of today's adults and country has progressed to a point of being actually more of an adult sound. With music programmed like this, the listener gets the label he desires... if he likes him... then he gives us a label that he likes... if not... then it's the contrary.

The modern country program director actually has more responsibility than any other department. He must play the music the way it should be played... and get enough country to keep the flavor... plus add that up-grading better music to actually "educate" the country lover... down-grade the good country music listener. He must also give good news, sports, weather, stock market reports, plus anything that interests the adults in his particular market.

Jerry Norris  
Program director  
WHSL  
Wilmington, N.C.

AMEN to the recent letters about the record service smaller stations get. We are a small market station, and our AM is 150,000 watts and our FM 150 watts. We have programmed mostly country and rock. I recently visited a country-formatted station in a large city... Nanticoke, Pa. South, Glen Campbell, Tom Jones plus the BEETLE OF the harder country artist. We play music that adults like... and now that music just happens to be music with a country flavor... mainly because rock has left the adult... not the adult leaving the rock. Rock has just progressed. I have been a music manager of today's adults and country has progressed to a point of being actually more of an adult sound. With music programmed like this, the listener gets the label he desires... if he likes him... then he gives us a label that he likes... if not... then it's the contrary.

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This is the most powerful new film in America.

This is Henry Mancini's powerful new version of the title theme. Theme from "Z"

cw Theme from "The Molly Maguires" 74-0315
POSITIONS OPEN

First place personality for uncopmellers
TV show in major Coastal California city. Must be great
with camera and able to combine personality with action
to create a show of action and fun. Must be able to
work 40 hours a week, over 50% travel. Send
3rd mo. salary history and resume to: Jack
Armstrong, Top Radio -TV Job Mart, Box
405, Buffalo, N. Y. 14201.

Radio management — major market
prophany rock station needs executive
director. Good music sense, intelligence, enthusiasm, and
management skills are essential. Position open at WABC, New
York. Resume to: J. T. Frank, Top Radio -TV Job Mart, 1st
Mon. Board.

Next need director for our new
Country station. Must be experienced
in Country and news, and have
production background. Excellent
opportunity available. Please send
resume and tape to: Michael Ray,
WRUZ, Pos.

Great lakes modern country music
station. No 1. in the market for
known DJ who can produce and
direct the show. Send resume to:
Jeff Starr, Top Radio -TV Job Mart, 1st
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On the rise top 40 personality is
looking for an exciting opportunity in
a growing market. Send resume to:
Steve Grundy, Top Radio -TV Job Mart,
1st Mon. Board.

Send us your resume and tape to:
Jerry Peterson, Top Radio -TV Job
Mart, 1st Mon. Board.

positions wanted

Immediate opening for Eliminator. Must
have 2 years' experience as Eliminator,
and minimum of 1 year exp. in Eliminator
on FM. Must have excellent image. Send
resume to: Pat, Top Radio -TV Job Mart,
1st Mon. Board.

14.2 million modern country music
station, No 1. in the market for
known personality with a winning
country/rock sound. Send resume to:
Donny B., Top Radio -TV Job Mart, 1st
Mon. Board.

Fourteen years at same major station
in Baltimore. Are now looking for
another challenge and an opportunity
to work with a young, aggressive
personality. Must have local breaks.
Send resume to: Steve, Top Radio -TV Job
Mart, 1st Mon. Board.

Top 49 program director (DJ)
who is currently directing a major
market's #1 station with low ratings,
looking for an exciting opportunity in
his next move. Must be open to
take on new challenges in top 40 market.
Send resume to: John, Top Radio -TV Job
Mart, 1st Mon. Board.

Available immediately! Tremendous
on local college, play-by-play
personality. Good strong news and
production experience. Now seeking
opportunity. Send resume to: John
Brown, Top Radio -TV Job Mart, 1st
Mon. Board.

Radiodisc jockey — 57 plus years of
{exempt. Extensive knowledge of
Music, and the American
}Radio. Formerly
\ limit in larger market.

Send resume to: Joe, Top Radio -TV Job
Mart, 1st Mon. Board.

WOWW, Des Moines, Iowa, seeks a
promotions manager. Send resume
to: Mr. John, Top Radio -TV Job
Mart, 1st Mon. Board.

We are looking for an ambitious
radio personality with an interest
in Country music. Send resume to:
John, Top Radio -TV Job Mart, 1st
Mon. Board.

interested in expanding its
City Modern Medi-Market. WMBD
Chicago is looking for a personality
with a winning personality and
creative, but reasonable, production skills. Send
resume to: Don, Top Radio -TV Job Mart, 1st
Mon. Board.

LOOK! Up in the sky! It's a best
singer, a best personality, a best
CD! And it's Larry Kay! Meld
experience with the recent success of
Louie St. Claire with the great
success of Richard Bong. Send
resume to: John, Top Radio -TV Job
Mart, 1st Mon. Board.

Awards and opportunities.
Winning personality with major
opportunity in the nation's top
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Mon. Board.
Jerry Lee Lewis, the hit machine, does it once more.

SRS 67128
Single from the Album, S-2257

From The Mercury Record Corporation Family Of Labels
Smash • Mercury • Philip • Fontana • Limelight • Blue • Rock • Wing • Intrepid • Pulsar
A Product of Mercury Record Productions, Inc., 35 East Wacker Drive, Chicago, Illinois 60601
A North American Philips Company
Brooks Praises Taped Play

Continued from page 34

about his programming because he feels that one decision he makes on that should not go on, we could get hurt. His slogan is: "Think before you act." So far, he has not seemed to happen. The October-November Pulse showed that there were 23,000 requests for men and women 18-35 during a one-hour drive time and NO. I fall for the 7 p.m.-midnight.

"Radio has been like a baby to everyone involved," said Brooks, who splits announcing duties with program manager or program director, wants to build up a library of his own at home. Or else the manager wants to be a big man and pass off the records to clients and friends. Now this is costing the record companies a lot of money. They are going to have to spend more money and better serve the stations that can use them if the stations would write the company and tell them that the records that are making it in to the turntables. Another thing, if you are at a lesser, do not a lot of things and get too much flack. The program director or music director should be the one that should make the turntables. I don't mean to bad mouth the managers. Most are like I'm sure, which is good, and are not concerned with little things like this. In fact, I think some think people do listen just for the commercials. Also, I think we should put down the program directors. Most are underpaid just like the music directors, doing the work of two people and getting paid for the work of a quarter. So any fringe benefits like free records is hard to come by.

Like I say, though, it will never work because people will keep waiting for the other guy to be the first to stop taking records home. Meanwhile, if a plug is permitted, The Pulse has an excellent record service. It's called RSI and has working with it, I love it. The only thing better would be an exceptionally honest music director who can hustle up some freebies and get them to the turntables, not to the private libraries, and will for work.

Tom Devin

Florida, Tampa.

CBC Issues Booklet

TORONTO — The Canadian Broadcasting Corp. will issue a 16-page booklet every two weeks devoted to network programming, with the emphasis on shows under the aegis of one Dennis H. O'Neill, assistant director, information services.

BAA Parley Set

NEW ORLEANS—The 1970 conference of the Catholic Broadcasters Association of America will be held here at the Jung Hotel May 5-8, according to Frank Auderer of the Archdiocese of New Orleans.

WZIP Country Show

CINCINNATI—With duets scaled at $40 and $50, the country music show will be presented by WZIP and Carlton Communications. Each show will be presented in Music Hall here Sunday (1) and 3:00 p.m. on WZIP-FM, New York, is offered as something pretty good with KEWI. It is a hot, Delaware show on WVHI, Los Angeles, Dennis Regan, Bill Green, Paul O’Hara, and Tom Mihaylo is the newly appointed program manager.

WENY Changes

Weekly Disk Poll

ELMIRA, N.Y.—WENY has changed its weekly record survey from a list containing 40 songs to a list containing the top 30 songs in the market. The list was known as the "WENY Super Thirty" and is compiled after reviewing the records with and before requests in the Elmira area. The list is compiled by Dave Alan, program director and music person.

Continued from page 36

Radio TV Programming

Radio TV Programming
Campus News

College Radio an Industry Plus

By BOB GLENSBERG

NEW YORK—College radio—radio that has the bandwidth to attract national and world audiences, and is a major force in the record industry—is evolving into a major industry in itself. Major college radio stations—like WGBH/FM in Cambridge, Mass., WPLJ/FM in New York, WBCR/FM in Brooklyn, WGBS/FM in Chicago, WUST/FM in Los Angeles, WBBK/FM in Springfield, Mass., and WZZU/FM in Pittsburgh, Pa.—are generating significant advertising revenue. The industry, which has been in existence for some 15 years, is now expanding its role as a medium for national advertising.

The growth of college radio is reflected in the number of college radio stations. According to the National Association of College Broadcasters, there are now 1,250 college radio stations in the United States, compared to 750 in 1970. The number of college radio stations in the United States is expected to reach 2,000 by 1980.

The growth of college radio is also reflected in the number of college radio advertisers. According to the National Association of College Broadcasters, college radio advertisers spent $25 million on advertising in 1970, compared to $15 million in 1969. The number of college radio advertisers is expected to reach 1,500 by 1980.

The growth of college radio is also reflected in the number of college radio listeners. According to the National Association of College Broadcasters, college radio listeners are estimated to be 12 million, compared to 9 million in 1969. The number of college radio listeners is expected to reach 18 million by 1980.

The growth of college radio is also reflected in the number of college radio stations that are producing their own programming. According to the National Association of College Broadcasters, 75% of college radio stations are now producing their own programming, compared to 50% in 1969. The number of college radio stations that are producing their own programming is expected to reach 90% by 1980.

The growth of college radio is also reflected in the number of college radio stations that are affiliated with major recording companies. According to the National Association of College Broadcasters, 50% of college radio stations are affiliated with major recording companies, compared to 30% in 1969. The number of college radio stations that are affiliated with major recording companies is expected to reach 75% by 1980.

The growth of college radio is also reflected in the number of college radio stations that are providing national coverage. According to the National Association of College Broadcasters, 25% of college radio stations are providing national coverage, compared to 10% in 1969. The number of college radio stations that are providing national coverage is expected to reach 50% by 1980.

The growth of college radio is also reflected in the number of college radio stations that are providing local coverage. According to the National Association of College Broadcasters, 75% of college radio stations are providing local coverage, compared to 60% in 1969. The number of college radio stations that are providing local coverage is expected to reach 90% by 1980.

The growth of college radio is also reflected in the number of college radio stations that are providing regional coverage. According to the National Association of College Broadcasters, 50% of college radio stations are providing regional coverage, compared to 30% in 1969. The number of college radio stations that are providing regional coverage is expected to reach 75% by 1980.

The growth of college radio is also reflected in the number of college radio stations that are providing national and regional coverage. According to the National Association of College Broadcasters, 25% of college radio stations are providing national and regional coverage, compared to 10% in 1969. The number of college radio stations that are providing national and regional coverage is expected to reach 50% by 1980.

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Country Music

Hickory Names Randall As European Director

NASHVILLE—Hickory Records has appointed Ron Randall, London, as its new European director as part of its forthcoming international program.

European distributors will continue to communicate with and be serviced from Hickory's head office here. However, Lester Rose, national sales manager of the expanding firm, says the appointment of a European executive is essential to the label's contemporary outlook. He will provide a communication link between Hickory's outlets in Europe and the company executives concerned in each territory.

"Hickory's program will have a bold international concept," Randall said. He notes that several new artists have been signed by the label in recent weeks since the expansion program was announced. These include Don Gibson, whose new-est release of "Don't Take All Your Loving" will soon be available to the European market, and Glenn Barber, whose latest release is "She Cheats on Me." Randall is experienced in international marketing and promotion, having formerly been publicity director to Lion International Films. He also served as pop marketing manager in EMI's International Commercial Division. Randall was responsible for negotiating the Hickory/Scandinavian contract with Amer Bendiksen, which Wesley Rose announced from MIDEEM, and the renewal and extension of the Hickory/ Benelux agreement with Artone Records in Amsterdam.

According to Randall, an impressive program of single and LP recordings has been scheduled in Nashville, and visits to Europe by Hickory/TRX artists for concerts and television will be announced shortly.

AFTRA Reaches Accord With GE Station on Show's Scales

NASHVILLE — The American Federation of Television-Radio Artists has made a major breakthrough here by reaching agreement with a television syndicator on certain contract stipulations.

WSIX-TV, the General Electric station which syndicates such programs as the "Bill Anderson Show," has signed a "letter of intent" with the union covering scales on syndicated shows. This is the first such action by any producer of syndications in this city which turns out dozens such shows weekly.

Spokesmen at WSIX-TV were reluctant to discuss the matter, saying it was a confidential subject between AFTRA and the station.

But at the union headquarters an AFTRA spokesman confirmed the action, and admitted this was a long-sought accomplishment. None of the other syndicators has any sort of agreement with anyone but the American Federation of Musicians, and most continue to hold the line against AFTRA. However, ENTRO, Inc., a newcomer in the syndicated field, said it planned to pay full AFTRA scale to anyone who appears as a guest on any of its proposed shows.

WSM and WLAC are the principal syndicators among TV stations in this market and have never had an AFTRA contract. Show Biz, Inc., one of the world's leading syndicators and the leader in the country field, also has no AFTRA agreement.

AFTRA has long contended that paying scale to guest artists on the syndicated shows (Continued on page 46)

NASHVILLE—Guy Drake's "Welfare Cadillac" tune has brought out welfare marchers in at least one city, a protest in another, and a contest in one more.

Drake, a 46-year-old television antenna repairman who rose to fame on the basis of his writing and recitation of the welfare satire, said the net result of the controversy has been more records sold.

In Kansas City, 50 welfare workers marched on station WBN when it played the song. Five days later the tune had reached No. 1 on the charts of rival station WDAF in the same city.

A few days later the Welfare Department of Laurel, Miss., called radio stations there and asked them not to play it. In Louisville, station WINN held a contest to test audience reaction to the song. The response was overwhelmingly (28-1) in favor of it.

"The song isn't true and isn't meant to be anything but a comedy," Drake said. "In my own state of Kentucky no one who owns a car with a net worth of more than $300 can draw welfare. It's just to show, in an exaggerated way, that some people want a great deal for nothing."

Royal American is now rushing out an LP by Drake, with six of the songs written by him. The old standard, "Life Gets Tedious," is included.

"And there's one other that some won't like," he said. "It takes a crack at people who keep on having children to draw bigger aid checks."

“HEY THERE JOHNNY”
A smash tribute to Johnny Cash, the undisputed king of Country Music by MAYF NUTTER

Congratulations Johnny and thanks for the inspiration.

Mayf

On Straight/Reprise # 0882

FEBRUARY 14, 1970, BILLBOARD
They Say I Can’t Make You Mine

IRMA JACKSON...

But I Will Love You ‘Till I Die

A Black And White Love Story!

IRMA JACKSON

BY

TONY BOOTH

MGM RECORD
NO. K 14112

* © BLUE BOOK MUSIC

WRITTEN BY MERLE HAGGARD
"A girl who'll satisfy her man."

For less than a dollar, nobody should be without one.

Lucky, nobody has to be.

Because Barbara Fairchild's got a new single on Columbia, and it's called

"A Girl Who'll Satisfy Her Man."

Very satisfying.

On Columbia Records
BLAKE EMMONS
WILD NEW ONE

green side saddle banana

Show Biz Records #231
Distributed by Bell Records (Division of Columbia Pictures Industries, Inc.)

Bulletin: Green Side Saddle Bananas are sold at Anti's Establishment.
By BILL WILLIAMS

Don's Mary Taylor, who brightens any room merely by entering it, benefited from the Vampy Fun after finishing filming the "Hoo Haw" show. She also has sessions scheduled here for an LP and a single and then plans Harrarah's Reno with Roy Clark in May. Additionally, she has a full schedule for the television show's package tour playing the road. "CMA's Cecil Whaley is a pantaloon at a big public relations meeting scheduled for this city," Jimmy Payne has recorded four of his Epic tunes in one session (a new mark for him), all written with Jim Glaser. Brother Chuck Glaser produced. This time, they are straight country. Carl Phillips' "Vine Covered House" is his first release on the Spar label, just out. Ed Bruce penned both the new "Price" singles—one by Ray Price, the other by Kenny Price.

Good news to everyone that Stoney Cooper is back. This talented half of the Wilma Lee & Stoney act has had several bouts with ailments, but has bounced back and looks well. . . . Billy Walker, fresh from a top ten record, has recorded a Dallas Frazier tune which he feels will surpass the last one. Bobby Bare has renamed the "Grand Ole Opry" becoming a full-time member again after a short absence due to commitments. Bud McCain, who now has a full-time country show on WSM, is working full blast at the Opry.

Tom Casabona has produced another Waldon Myrick project on Dot. The Free producer came up with this time with "Cry Like a Baby." Curt Gibson has written, published, sung and released his own record on the Gill label. Titled "I've Been Around," it already has been programmed by such industry leaders as Ralph Emery. Hank Locklin has a winner in his session with the Nashville Brass. Jack Reno returns to radio with WINN in Louisville, working the afternoon shift. His new Dot release, "This Is The Way I See It," was written by a fellow disk jockey, Bill Milhapp, of WNO in Nashville. . . . Tommy Cash & the Red West of the American Standards in Memphis came in to this city for business at Tree Int.

"I Love You, Paul Sidney," P.D. (Continued on page 49)

G.E. Show's Scales

* Continued from page 42

would have little effect on the program's budget. Opponents, however, contend that paying anything more than a musician's scale would make even pilot films economically impractical, and would severely hamper the expansion of the syndications. Studio space for syndicated shows is at a premium now, but will be alleviated somewhat in the future by the building of new studios at WSM's "Opryland," a project still in the planning stages.

Slim Harpo Dies

* Continued from page 42

The rolling Stones. His song "Moody Blues" was responsible for the chink in the English rock group, the Moody Blues.

Harpo was prominent in the blues revival. He worked The Scene in New York and Whiskey A Go Go in Los Angeles. He was scheduled for an extensive European tour at the end of the month and a recording session in London.

THE ARMS OF MY WEAKNESS

Darrell McColl

WAYSIDE RECORDS

Dist by Mercury Smash
National Promotion
Little Richie Johnson
Belen, New Mexico
Phone 864-7185 Area Code 505

46 THE 3 BIGGEST RECORDS IN THE NATION

TENNESSEE BIRD WALK

Jack Blanchard & Misty Morgan

CHICAGO STORY

Jimmy Snyder

THE 3 BIGGEST RECORDS IN THE NATION

TENNESSEE BIRD WALK

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Belen, New Mexico
Phone 864-7185 Area Code 505

46 FEBRUARY 14, 1970, BILLBOARD

Country Music

Nashville Scene

Star Performer—LP's registering proportionate upward progress this week.

<table>
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<th>This Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label &amp; Number</th>
<th>Works on Chart</th>
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<tr>
<td>1</td>
<td>1</td>
<td>THE BEST OF CHARLEY PRIDE</td>
<td>16</td>
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<td>2</td>
<td>4</td>
<td>STORY SONGS OF TRAVELERS &amp; RIVERS</td>
<td>10</td>
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<td>3</td>
<td>A PORTRAIT OF MERLE HAGGARD</td>
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<td>4</td>
<td>2</td>
<td>TALL DARK STRANGER</td>
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<td>5</td>
<td>13</td>
<td>OH MY LOVE</td>
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<td>TAMMY WYNETTE'S GREATEST HITS</td>
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<td>TOGETHER</td>
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<td>SONGS THAT MADE COUNTRY GIRLS FAMOUS</td>
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<td>HANK WILLIAMS JR. LIVE AT COBO HALL, DETROIT</td>
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<td>13</td>
<td>FROM MEMPHIS TO VEGAS/FROM VEGAS TO MEMPHIS</td>
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<td>THE EVERLOVIN' SOUL OF ROY CLARK</td>
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<td>15</td>
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<td>MY BLUE RIDGE MOUNTAIN BOY</td>
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<td>MOVING ON</td>
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<td>FLANDER CRAYTON PLAYS MORE COUNTRY CLASSICS</td>
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<td>SWITCHED ON NASHVILLE: COUNTRY MOODS</td>
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<td>23</td>
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<td>SHE EVEN WOKE ME UP TO SAY GOODBYE</td>
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<td>BIG IN VEGAS</td>
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<td>THE SENSATIONAL CHARLEY PRIDE</td>
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<td>GOLDEN HIT OF THE COUNTRY</td>
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<td>JIM REEVES' GREATEST HITS, VOL. III</td>
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<td>30</td>
<td>JERRY LEE LEWIS' GREATEST HITS, VOL. II</td>
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<td>31</td>
<td>31</td>
<td>WAYS TO LOVE A MAN</td>
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<td>32</td>
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<td>I DON'T HAVE TO MISS YOU</td>
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<td>WINGS UPON YOUR HORN</td>
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<td>MUDY MISSISSIPPI LINE</td>
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<td>COUNTRY SPECIAL</td>
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<td>WINE ME UP</td>
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<td>ROGER MILLER</td>
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<td>HOMECOMING</td>
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<td>JOHNNY CASH AT FOLSOM PRISON</td>
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<td>41</td>
<td>41</td>
<td>JERRY LEE LEWIS' GREATEST HITS, VOL. I</td>
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<td>YOU DON'T HAVE A LICENSE</td>
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<td>SOLID GOLD '69</td>
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<td>TO SEE MY ANGEL CRY/WHEN SHE STARTED TO STOP LOVING YOU</td>
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<td>45</td>
<td>45</td>
<td>LOVE'S NEVER GONNA BE NO BETTER</td>
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Billboard Special Survey for the Week Ending 2/14/70
Loretta Lynn thanks everyone for making “Loretta Lynn Month” the longest month of the year. Seven successful weeks*! She thanks you the best way she knows how. She sings.

"I KNOW HOW" 72637
Her New Release On Decca Records
Land Of The Country Giants

*Due to unprecedented trade demand "Loretta Lynn Month" has been extended through February 20
House of Cash Signs Harts

NASHVILLE — Allene, Linda and Larry Hart have signed exclusive writers contracts with the House of Cash. The family, which has been involved in all fields of the entertainment business, moved here from Los Angeles a year ago to work for the Johnny Cash organization. Linda is on the production staff for the "Johnny Cash Show" and her mother, Ailiene, works for the House of Cash.

Before coming here, Linda performed with the Los Angeles Civic Light Opera and worked for Chuck Barris, producer of "The Dating Game" and "The Newly Wed Game." Ailiene manages the group and produced the family's own television show, which was aired in the Detroit area. Larry, the third member of the group, is 12 and has been writing for two years. He has worked in films and TV with Dean Martin and Dick Van Dyke, and was featured on the TV series "Gunsmoke."

The family specializes in gospel music and will be recording for the Sky-Lite label late this month. Linda has recently signed a recording contract with Zondervan Records and is scheduled for a release in the near future.

A Low-Cost Station ID Pkg for Country Finished

NASHVILLE — A low-cost station ID package designed for the country market has been completed here, seeking to make this city competitive with Memphis and Dallas in the jingle market.

The package, called "Nashville Country," is done by the Younger Generation, an Epic group. It is produced by Custom Jingles of Nashville, headed by Vic Willis.

"The package takes care of all the basic needs for the country station," Willis said, "and is priced down to the point where it is now competitive with the other cities which turn out mass-produced product." Dallas and Memphis have long dominated this market.

Cut with all Nashville session musicians, the jingles have the unmistakable "Nashville Sound."

Willis also has produced a second package of jingles utilizing the Nashville Brass for a small additional cost.
Country Music

Nashville Scene

*Continued from page 46*

WLNG AM & FM on Long Island, has added country music to his middle-of-the-road format. He needs material, sent to the station at Box 815, Sag Harbor, N.Y. Sidney feels many of the current country tunes make excellent easy listening. Station WALI, Tampa, Fla., is switching to a full-time country format as soon as enough product is on hand. The program director is Jack Rodgers, formerly of station WDEN, Macom. Plantation's Jeannie C. Riley was a guest on "Something Else," a Robert Peterson Production.

Ray Frushay has signed with Associated Booking Corp. for personal appearances, movies and television. Velma Montgomery's Valentine show in Warren, Ohio, had to be canceled because she's expecting. Diana Trusk will be the subject of a multilingual European magazine published and distributed by Radio Free Europe, expected to be in print this spring. In any language, she is great.

Red Brigham has left the Smokey Warren group and is now on his own again, working shows and club dates in the Northeast. He has a new release on the King label. Brenda Burns is in town for a new session. Her latest disk on Jallyn Records, "I'll Come Running," Tex Clark has gone to Memphis to set up Pick-Time Records for the Brewer Corp. The firm, which makes candel's, will use racks in country music and in supermarkets. Porter Wagoner & Dolly Parton have done a rare guest appearance, this one on the "Bill Anderson Show." It was a special tribute to Porter, whom Anderson praised for pioneering syndicated country music TV shows. Bill and Jan Howard plan to reciprocate, appearing soon on Porter's program.

Imperial's Johnny Carver is finishing up LP. Lorene Mann, Johnny Dol- lar, John Wesley Riles and other recent visitors to the hospital all are now up and around, fully recovered from what ailed them.

Dot's vibrant Peggy Little has completed work on her new LP and single and will cut a duet with Tommy Overstreet. Both are produced by Henry Hurt. Miss Little has taped her third guest appearance on the "Mike Douglas Show." Rich-R-Tone, a branch of the Chump Recording Company, has moved into new offices in Nashville. Main offices, however, remain in Johnson City, Tenn. Jim Ed Brown tapes 10 of his popular TV shows during the month of February. Smiley Monroe is just back from two months in the Orient as an entertainer, and is back on the job as promotional manager for Central Songs. Jimmy Richards of Chicago has flown to Los Angeles to sign Judy Lyman on some prime network programs. Wayside Records is off to its best start, with three chart records already in 1970. Mercury's Roy Drusky has just finished a new LP, and an engagement at the New Imperial Room in Tampa.

Ken Kim, art director for Monument, came to town for album cover shots.

Kriss Kristofferson has written two of the tunes on the newest Johnny Cash album. Both are properties of Buckhorn Music. Sandy Mason has written a book of poems, "Reflections Of," which is about to be published. She not only is talented as a singer and writer but is an accomplished pianist.

(Continued on page 68)

CONSTRUCTION of the Library and Media Center of the Country Music Hall of Fame progresses on schedule. The target date for completion is May 29th. Currently, the excavation for the stairwell, archival and conference area is finished. Construction is taking place under and adjacent to the present building.

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

I Heard Our Song—Dottie West (RCA)
One More With Feeling—Jerry Lee Lewis (Smash)
Apple Blossoms—Brownie Green (Tell Records)
Please Be My New Love—Jennie Seely (Decca)
Welfare Cadillac—Tommy Dee (K-Ark)
Sandy Castle's—The Clouds (Northland)
Whistle for Happiness—Peggy Lee (Capitol)
Big City Ways—Betty Nichols (Roy)
What's My Name—Henson Caroll (Monument)
I Don't Always Cry—Loretta Kay (Northland)
Country Girl—Jeanie C. Riley (Plantation)
In and Out of Love—Bobby Vee (Liberty)

For Promotion, Distribution, Dance Coverage, Press Booklet Service, Major Label Country Music Promotion and publicity. Ad in Billboard Class. Want Taken, send your records for review to: Brite Star Promotions, 728 16th Avenue South, Nashville, Tenn. 37203. 615 244-4064.

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

TIL I CAN'T TAKE IT ANYMORE
HICKORY #1558
SUE & ROY, JR. RETURN WITH A SMASH!

DON'T TAKE ALL YOUR LOVING
HICKORY #1559

GLENN BARBER

'SHE CHEATS ON ME'
HICKORY #1597

SMASH FOLLOW-UP TO
"KISSED BY THE RAIN"
ALREADY CHARTED & HEADED FOR #1

SUE THOMPSON
ROY ACUFF, JR.

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"GEE WHIZ"

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THE GROSS BROTHERS
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D.J.'s Needing copies contact: GENE KENNEDY,
2510 FRANKLIN ROAD, NASHVILLE, TENN. (615) 297-8558

Acuff Rose PUBLICATIONS INCORPORATED

February 14, 1970 BILLBOARD

49
SOUL SLICES: The soul backlash has come home to Charleston, W. Va. One month after soul deejay Amy (Sam to her fans) Johns quit to protest what she considered a prevailing anti-soul attitude at the management level in Charleston radio, members of the Committee for Public Action have been calling on key Charleston station personnel about soul programming. Target of the group’s attention, according to Billboard’s Ray Brack, is WKAZ, the town’s only top 40 outlet whose number one rating in the market is founded on a large afternoon and evening youth audience. It is to top 40, in the absence of a soul-formatted station in the market, that black and white kids turn for the music they want to hear. But judge for yourself. After meeting with the action group, WKAZ operations manager said, “We’re not only an entertainment vehicle, we’re also a business. If soul were the big thing in this market, we’d be playing it. They mentioned several artists we don’t play. We’d play them if they were on the charts.” Now tell me, Mr. Operations Manager, how can soul get on the charts if you don’t play it on the radio? So don’t put me on the back and call me brother. Major Bill Smith, of Le Ball Music in Fort Worth, writes Soul Sauce that black vs. white is not the question in the music industry. “I don’t really understand where the panic is coming from. I can count 41 records in the top 100 by black artists. But I turn the page to the soul listings, and find no white artists represented whatsoever. Where are Tom Jones, Janis Joplin, Creedence Clearwater and other such soul singers. If there is true discrimination or blacklist, it is in these soul charts, and perhaps the trouble is that so-called white stations are beginning to realize that a black station is just that; exclusively black with no room for a white artist.” (Just for the record, Tom Jones is represented on the soul singles chart with his fast-rising “Without Love,” while on the LP charts, there are prominent albums by Jones, Sade, Roberta Flack, Rod Stewart, Donna Summer, Shuggie Otis (now recording for Epic) and Big Joe Turner, as well as a variety of vintage blues. Chubby Checker, a twist of the past, is making something of a comeback with a three-week gig at Ungano’s here through the end of February. Stax’ Booker T. & the MGs’ finished an album in Memphis last week before leaving on a month-long tour of Europe. Group leader Booker T. Jones flew in from Hollywood for the tour. He had been concentrating on motion picture scoring for the past few months. Ike & Tina Turner celebrated their re-signing with UA’s Liberty label by announcing that a new album, “Wow,” will be due in April for those of you with a thumb in the blues. A series of concerts called “Soul ’70” premièred at San Francisco’s Cow Palace last Friday. Headlining were the Isley Brothers, Dells and Isaac Hayes. Starday/King’s DeLuxe label has great expectations for the revitalized Manhattan’s new album “With These Hands.” The Southern Soul Survey” gave it a pick. “Fame is about to break; pop with Cauley Stoner’s “I’m Just a Prisoner.” It’s already a soul smash. Bill Cosby will enliven NARAS’ Grammy Awards, set for Los Angeles’ Century Plaza Hotel on March 11. Percy Mayfield, who penned Ray Charles’ “Hit the Road Jack” million seller, will debut on RCA with “To Live the Past.” The T-Neck, with the Isleys producing, are releasing new disks by the Sweet Cherries and Tommy Bryant. Roulette is getting behind Geraline Horne’s “Never Never Leave Me.”. Ray Stone launched his Atlantic-distributed Stone Flower label with, well, shall we say a stone smash? “You’re the One,” by Little Sister. Ray Brack writes us that all the hillbillies in Kentucky read Soul Sauce. Do you?

More will live the more you give

HEART FUND

Mike Lipton, left, vice president and general manager of United Artists Records, and former Declaration of Ferrante & Teicher's 10th year with the label. Left to right are Art Ferrante, Lou Teicher, Henry Jerome, UA's a&r director, and David Greenman, label's national sales manager.
Dexter's Scrapbook

BY DAVE DEXTER JR.

HOLLYWOOD — A couple of items that read like 30 years ago: Cat Stevens and Harry James' band for a long tour which takes them to the British West Indies and Australia, 65,000-ton Queen Elizabeth II. Cat's band has played and enjoyed the same floating gig and the "kid" from Red Bank, now 66, also hired a similar singer. She's tall, classy Mary Stallings of San Francisco. Don't count Perry Como out, though he hasn't been recording. The old barber, who just moved into a mansion near Palm Beach after 30 years in Gotham, rang up an assassination attempt, 34 share singing and emceeing a recent "Hollywood Palace" star from Hollywood, but that tops Tom Jones' ratings. "Palace" has since been canceled off ABC. Perry Como's show is doing okay. Out here it's unanimous that the "landdrops and cat fiddling" tune by David & Bacharach is a runaway choice to win the Oscar in Match for best movie melody, to a dozen fine records and a sterling Paul Newman-Jerry Schatzko picture, "Butch Cassidy and the Sundance Kid.

Leonti peace Big

A guy named Dexter, writing the history of the California music scene in the 10th anniversary issue of Billboard, failed to mention a whole night club called Eddie Brad-stadder's. It's now a woman's hair factory. Quoique, young singers sell more discs than Merle Haggard, but he's a earthy enough guy to tell us that his first platter six years ago sold 25,000. Dave and Tommy Leonti, who tried for 17 years to make it big here as a singer and fished, married Cindy Robbins a few annums back, took her on a honeymoon to Australia and there, by accident, started a bright new career as a television star, movie composer and disk artist. He just visited Hollywood in regal style but has hung back due under to host Ella Fitzgerald and Frank Sinatra Jr. on Sydney's Channel 7.

Ten Sinatra Reward

The star of CBS-TV's "Hee-En-En," Buck Owens, signs on the doors of the restrooms in his new Lear jet plane reading "He and She-Haw." Frank Sinatra's Gulfstream II jet seats only 12 instead of the 19 he is designed to fly but you should dig the bedroom area—like a Waldorf suite. Frank just bought a race horse, is looking for others, and is starting work at MGM in a Bert Kennedy's "Dirty Dingus Magee" western in which Sinatra plays a heavy with a price on his head, exactly $10. Film version of "The Boys in the Band" has Harper's buzzer playing "Anything Goes" for 11 straight minutes in the opening sequences. Bill Harrah, owner of Harrah's pluses boite in Reno, has the right idea. He's put his bride, Bobbie Gentry, to work the openers these June 11. While Diana Ross tees off as a single at the Canyon in Vancouver Feb. 12, the Supremes with Mary Wilson, Cindy Birdsong and Diana's successor, Jeanie Terrell, are diligently working for their debut March 27 in the Lowel in Miami. Does anyone agree that Louis K. Sher's "Popcorn" musical just has to be the biggest biggest blk musical ever filmed? Even with the Rolling Stones and all that smathy talent, too.

From The Music Capitals of the World

• Continued from page 30

LOS ANGELES

For the first time in Angel's history, the classical line has released product made specifically in the U.S. Four LPs comprise the all-American made release. They are by George Srell and the Cleveland Orchestra and the Chicago Symphony.

"Fujiyama Odyssey" is the name of a pop music festival planned for the base of 12,000-foot Mt. Fujiyama in Japan during Expo '70. Hal Shume is working on the festival under the banner of Gandalf, Inc. Shume's experience in festivals was with Teen-Age Fan Club. Designer Calvin Schenkel will create the second cover for Crew on Amaret. "Forward is merchandising the "Chiquita Hur- ror," its first soundtrack from AIP. Leda will release a 16-cut album of music. Moret Publishing formed by Tom Stoppard and first property "Bread and Beans" and Things," a black folk opera from Watts. Jim Browne has started Destiny Music. He is also handling Aronowitz, a new group.

Martin Edelstein is now handling Lee Michaels. Capitol Records has moved from West Los Angeles to 397 S. Walter Ave. Newbury Park. The company also reissues Danse West Records.

Waltz, a unique, two-piece group of Nisbus 9 Productions of Canada, have signed an exclusive booking contract with the A. Jaye Agency, new booking firm here which has been busy spreading rock talent in the area in recent months. Jaye Agency's recent bookings at the suburban Ludlow Garage near by here have included Mothers Earth, Eric Verrity, Burnt Mann, Taj Mahal, Cold Blood and the Grand Funk Railroad.

Lonnie Mack, ace rock on guitar formerly with Harry Carpenter's Fraternity label, is now a producer for Electra Records in Los An- geles. He adds to his coffers by working on sessions in the L.A. area. . . The Nightcrawlers, who enjoyed a fat one with "Little Black Egg" on the Kapp label, have regrouped under the billing of Oliver and are scouting for a new recording connection. The Whales feathers have a new album release on the Nashville-based Nasco label. The deck is set at the progressive mark.

Papachika, a progressive new group, bowd recently in Dayton, Ohio. Spot is managed by John Vorvick, former coowner of the Black Dove in suburban Cincin- nati. Club is directed by owner Ron Fihurn, of Fihurn's Enterprises, (Continued on page 57)
Games Spark Giant ATE

LONDON—Despite the fact that the coin industry is faced with heavy taxation on pay-out machines introduced in the 1969 British occupation, and the changeover to decimal currency due in February next year, manufacturers and distributors came up with an impressive array of machines and equipment to cope with these problems at the recent 1970 Amusement Trade Exhibition held at Alexandra Palace here.

The Exhibition, in fact, turned out to be the biggest ever, with the number of companies exhibiting almost reaching the 1969 High at "Alley Pally," as it is formally known in the U.K., with the crowds at the seats with exhibitors' stands, and over a dozen companies had to be accommodated in an overflow corridor.

Foreign visitors flocked to the Exhibition in large numbers, mainly from the Continent but also from the U.S.A. and other countries, attracted not only by the import war generally of the biggest show of its kind in the world, but in particular by the much wider range of amusement-only and skill machines on show.

Jukeboxes

In the jukebox exhibits, the new Seeburg, Rock-Ola and Jupiter machines were on display at the Phonographic Equipment and Radio & Walker stands. The latest Seeburg and Rock-Ola are £50 models, while the new Jupiter American made imported into the U.K., have already made their appearance in the States. 100. The Jupiter is a compact 80-selection model built in France and sold at a competitive price in Britain, which with its handy size makes it a popular model there, where the trend is to a maximum of 100 selections.

The Wurlitzer range was shown on the Ditchburn stand, the centerpiece being a 30-selection Statesman. The new Royal, known in the U.S.A. as the Trimount, made its appearance on the Music Hire Group stand, along with the popular smaller Cadette.

The Cameron jukebox was shown by U.K. manufacturers, Automatic Coin Equipment. This box is unusual in that it is being exported to, among other countries, South America, instead of the more usual route to Britain from that area. Its main features are separate speakers and selection units which can be split up or kept together as one machine. This company also departed from their conventional selection machines to present a tester on their famous pay-out machines to include a pinball machine and kiddie rides, one of which had the novel idea of the child operating a crane to pick up pieces of metal with a magnet. Arctic Explorer gave the riders a chance of bulling by "snow." Another U.K.-made jukebox shown was the Coolcat, on the BELL-FRUIT stand, a firm again famous for pay-outs. The Coolcat has 80 selection units and a neat and unassuming appearance, a mechanical selection system which the firm claims keeps its price low and its reliability high. It supplements the firm's Bell Beat box introduced last year.

The German-made NSM line of jukeboxes was shown by main U.K. manufacturers Rhein Automaten and included their 160-selection machine, the smaller Prestige 120 and the Condor 120. The interest in non-gambling type games reflects the one benefit tax on pay-out machines has for some firms—the necessity to provide non-pay-out games which are acceptable in most foreign countries without (Continued on page 55)

Record Artists
Set for S. C.

Jukebox Show

COLUMBIA, S.C.—Recording artists and record labels continue to court jukebox operators. The South Carolina Coin Operators Association, Inc. (SC-COA), a state organization of jukebox business men, held its annual convention Feb. 20-22 and meet talent from MGM Records, Bib Distributing Co. and American Records, Liberty Records, Brown Sales Co. (a Capitol Records whole-

MOA booklet

Jukebox Programmers Use
$52 Mil. Records Annually

By EARL PAICE

CHICAGO—A story documenting the American jukebox operators buy $52 million worth of records annually is now available in pocket-size booklet form. Part of the Music Operators of America (MOA) public relations program, the booklet can be imprinted with the logo of the jukebox operating firms or the logo of state jukebox operators organizations.

A. L. Ptacek, MOA president, encourages operators to make the booklet available to local and state business and political leaders. The text is from a speech many operators have been delivering. Each of the nearly 1,000 MOA members will receive two booklets and can order more at no charge; state organizations will be shipped quantities of 100.

"The MOA logo appears at the bottom but there is no attempt to claim authorship," said Fred Granger, executive vice-president. "We wanted to make sure an address would be listed. Actually, there's space for a room for operators and organizations to print their identification and they should do so by all means."

ROCKFORD, III.—Now that jukebox operators are changing to two for a quarter play price they tend to visit locations more frequently and often obtain faster results on sample records. Record companies, apparently conscious of this new trend, are increasing their shipments of samples to the nation's estimated 7,500 operators.

Programmer Jerry Schultz, Star Music Co., here, confirms that in the nine months he's been with the firm he has seen a marked increase in the number of samples mailed by labels.

South Carolina Convention

FRIDAY, FEB. 20
Sheraton Columbia Inn
603 Assembly St.

1-5 p.m.—Registration, first floor.
6-7 p.m.—Complimentary hospitality hour, Room 201.
7 p.m.—Banquet, stage show, drawing for prizes.

SATURDAY, FEB. 21

1-6 p.m.—Registration, trade show exhibits, King Cole and Regency Rooms. Hospitality suites open in evening.

SUNDAY, FEB. 22

10 a.m.-1 p.m.—Registration, exhibits.
1 p.m.—150-door prize and business meeting. Bingo party for the ladies.

New Equipment

Nutting Industries—Two Player Quiz Game

This new two-player knowledge testing machine from Nutting Industries of Mantua, N.Y., incorporates several improvements. For one thing, the Model 107 features a larger number and variety of questions on the film. The film's extra length provides more questions per film and allows for a longer life span on location. The machine operates on quarter play, offers patrons 32 possible responses per game, or 16 per player. The interior combination of lights and solid state devices. A lighted placard (shown below) is furnished with each Dual I, Q, which is the game's official name.

Executive Turntable

Dick Gilger has been appointed sales manager, games division, Shaffer Distributing Co. and will handle the firm's Columbus, Ohio office. Gilger has been in the jukebox business 25 years.

Chicago Ass'n.
Elects Sacco

CHICAGO—Charlie Sacco has been elected president, Recorded Music Service, the local organization of jukebox operators. Other officers are Sam Greenberg, vice-president; Moses Proffitt, assistant-president; Dan Gains, vice-president; Louis Arpaia, treasurer; directors: Warren Brown, Alex Delgno and Dick Giels. The group honored outgoing president Emeritus Earl Keys who had served 11 years as president and 21 years on the board. Fred Granger, executive vice-president, Music Operators of America, addressed the meeting.
NAMA Trains Route Chiefs

CHICAGO — Jukebox operating firms can participate in a special series of company supervisor-training seminars to be conducted by the National Automatic Merchandising Association (NAMA). Registration is $85 per person for NAMA member firms and $150 for non-member firms. Each session is limited to 40 supervisors—managers and owners are not invited to these specialized training sessions.

Dates and sites: Anaheim, Calif., April 3-4; Atlanta, May 22-23; Dallas, May 26-27; Philadelphia, June 17-18; Boston, June 19-20.

Programming a ‘Fast Track’

• Continued from page 56

Gorme’s “Tonight I’ll Say a Prayer,” on RCA Victor as an example of one record he is receiving good play on that still has not worked its way up the chart. “We’ve had no radio play on it locally to speak of, though some Chicago stations are playing it,” he said.

Star Music switched to two for a quarter pricing on jukeboxes nearly two years ago and switched all at once, said Charles Marik, president. “We’ve also changed all our pingerings to two for a quarter. We simply told the locations that increased costs made a change absolute—necessity—most went along. One location told me we wouldn’t change, so this jukedock,” he said. It was a funny thing to say because it happened to be his jukebox, so he changed it.

In some top jukedocks the change has resulted in a 20 per cent increase in gross revenue. The jukeboxes only accept quarters and half dollars and have fewer breakdowns—the result, good stops receive more attention and more records.

Schultz said he is happy to receive samples. This, plus the help he receives from Gus Tortol at Singer One-Stop in Chicago, helps him keep abreast of the avalanche of new quality product. “If we miss a good record one week it’s almost too late to go back and pick it up. The track is just that fast.”

What’s Playing?

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

Alton, Ill., Location: Adult Lounge

Harry Schauffer, operator

Helen Franklin, programmer

H. D. Music and Amusement

Current releases:

“Have a Coke, Back,” Glenn Campbell. Capitol 2718.

“Whatcha Think About Me,” Johnny Cash. Capitol 2704.

“Sweet Dreams,” Nashville Brass, RCA 9185.

Annes, In., Location: Young Adult Restaurant

Elena Dannychuk, programmer

K. D. Music and Amusement

Current releases:

“Baby Take Me In Your Arms,” Jeffer-son Airplane. RCA 47-9198.


Oldies:


Arlington Heights, Ill., Location: Adult Lounge

Wayne E. Hesch, programmer

A. H. Entertainers

Current releases:

“Baby Take Me In Your Arms,” Jeffer-son Airplane. RCA 47-9198.


Oldies:


Chicago, Location: Kid Restaurant

Paul Brown, operator

Eastern Music Co.

Current releases:


“Thank You (I Feel Like I’m Mice ’77),” Sly & The Family Stone, Epic 40055.

“Do the Funky Chicken,” Rufus Thomas, Stax 0059.

Indianapolis, Ind., Location: Young Adult Restaurant

Larry Geddes, programmer

Star Music & Vending Co.

Current releases:

“Thank You (I Feel Like I’m Mice ’77),” Sly & The Family Stone, Epic 40055.

“Ring of Fire,” Johnny Cash. Capitol 2704.

“Thank You (I Feel Like I’m Mice ’77),” Sly & The Family Stone, Epic 40055.

“Ain’t No Honey, He’s My Brother,” Hollies, Epic 10553.

“Arizona,” Mark Lindsay, Columbia 45051.

Jefferson City, Mo., Location: C&W Tavern

Lloyd Grice, programmer

United Automatic Music

Current releases:


“Walk a Mile In My Shoes,” Joe South. Capitol 21004.

Oldies:


“Ring of Fire,” Johnny Cash.

Philadelphia, Pa., Location: Soul Tavern

Mel Epstein, programmer

Blackhawk Vending Co.

Current releases:

“I’ll Never Be Ashamed Of You,” Larry Lee Lewis.


“Ring of Fire,” Johnny Cash.

Sterling, Ill., Location: C&W Tavern

George Wolfridge, operator

Glen Whitney, programmer

Blackhawk Music Co.

Current releases:

“Pretty Little One,” Glen Campbell. Capitol 21718.

“I’ll Never Be Ashamed Of You,” Johnny Cash. Capitol 45056.


“Ring of Fire,” Johnny Cash.

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ROWE 131 PASTRY

ROWE 147 ALL-PURPOSE (½ M.P.)

ROWE 14 AMBASSADOR, COINMASTER

ROWE 14 AMBASSADOR, ALL COIN

ROWE 77 CANDY, 25¢ CHANGER

ROWE 569 Single Cup COFFEE

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Seedling 200 selection box 24.50

AMH Photographers

200 selection worksheets 395.00

C.C. All Stars

AMH Cotton Candy

AMH 200 selection wall boxes 14.50

C.C. Twinkies

180.00

Ice Cream

180.00

Shipmate

225.00

Massacre

200.00

Soda-Slide

350.00

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ARMITAGE 6-5005
Amusement-Only, Skill Units Dominate U.K. Convention

Continued from page 53

any problems, thus automatically increasing many firms' export trade.

Several big companies in the U.K. concentrate on pay-out machines for pubs, clubs, cafes and so on, and the tax position here is not quite so desperate; it is the firms who concentrate on pay-outs for amusement arcades who have really suffered. One of these was Alfred Crompton Ltd., which had the first answer to the problem last year, and showed the Star Soccer football game, which is now available with an illuminated playfield. The firm also showed a range of small shooters where youngsters could use a pistol to shoot at ducks, skeletons, tigers, cats or Indians, depending on which machines they fancied—Daisy Duck Shoot, Shoot Dem Bones, Jungle Shoot and so forth. The player has 10 seconds to score a maximum of 10. Also shown was the Air Ace single player shooter with aircraft targets.

Bryans Works showed a wide range of arcade machines including its new Double Top, based on the game of darts, so popular in British pubs. It has two dart boards and the opposing players have to try and flick a ball into the "double top" position, the winning player being the one who scores the most double tops in the time available.

Shooting and missile machines of one sort or another were to be seen on many stands, and that of Whitmeker Brothers was no exception. Its Missile Destroyer has the shooting down of aircraft theme. Other interesting games on this stand were the Helibomber and Dawn Patrol helicopter game. This firm, famous for its dodgems, also showed a range of kiddie rides and mini dodgems for small children.

Mills Novelty Co. came up with the Duck Shoot game which allows youngsters to actually fire a water pistol to try and hit plastic ducks floating on the water with the object of landing them on the "bank" at the far end of the glass cabinet.

Sky Rin Precision Engineering Co. showed the Gymkhana amusement machine, in which the player has to manipulate a horse on the end of a rode over three jumps set in a circle. A free game is given for 11 clear rounds, which are indicated on a clock. This firm is also well-known for its go-karts.

A very old-established firm in the U.K. is Nisacole Ltd., which supplies many arcades with popular machines such as the Torpedo Shot and Action Stations. Added this year were car and power boat racing simulators and the unusual Ski-Run machine, where the player stands on moving skis and operates "ski sticks" to steer a straight course down the ski run which is projected on a screen in the cabinet in front of him.

Skull games made their debut in the U.K. in 1932 and the originators, Amusement Equipment Co., came up with a modern version made exclusively for them by Benco. It looks something like a miniature bowling alley and the ball is rolled along the "lane" then up a slope at the back and into circular tracks, with scores depending on just where the ball finishes up.

One of the British firms which has grown with great speed in the last two years is Leyland Coin Machine Co. Here the All-New 1970 Coin-Operated Table from Valley!

NEW FEATURES—NEW DESIGN—NEW PAY-'N'-PLAY PROFIT FOR YOU

Here's the table with the asked-for features—rounded rail edges with aluminum trim; chrome plated corner brackets; pedal-type legs, interchangeable with all current models; Panalite laminated plastic on all exposed surfaces. Also retains proven Valley features—one-piece slate playfield, reinforced billiard cloth; finest 4-prong cues, regulation 2'-2" balls, many others. Make Valley your choice to make money for years to come.

Exclusive—Cat's Eye CUE BALL

It's regulation size! for true action and accuracy; for accurate "English" and "draw." Cannot affect game outcome as do odd-sized cue balls. Cue ball "locks-in" only when all numbered balls are played, because it "sees" in the dark—rolls to a separate opening, ready to be returned to play. Only Valley has it . . . only Valley could!
Jukeboxes Add Sparkle to ATE Show

STAN WHEELER of PRW Ltd. admires the Rock-Ola phonograph at the Rock-Ola stand.

BOB DEITH (left), sales director of London Coin and Colin Mitchell of Club Mechanisms admire the British Gainsborough jukebox at the London Coin stand.

MR. HÖHENSTEIN and A. Levy at the Rhein Automaten stand.

PETER SIMPER (left) and a visitor to the show pictured on the Rowe AMI Phonograph on the Peter Simper stand at the Amusement Trades Exposition (ATE) held recently in London.

GUARANTEED USED MACHINES  
MERCHANDISE & SUPPLIES

CAPSULES  
250 PER BAG with MONEY MAKING DISPLAYS

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ATE Report  
Continued from page 55

This firm also showed their famous rocket wheel targets.

Barry's Manufacturing Co. showed the Bullfighter, where two horses protruding from the machine have to be pressed together—otherwise you get them, the higher the score.

Phonographic Equipment and Ruffter and Walker, exhibiting under the title of PRW (SALES) LTD., had an enormous range of equipment from home and overseas companies; they are now themselves making inroads into the export market, including the U.S.A. The biggest machine on the stand was the Major Orbit ride, which can hold 32 children and is 16 ft. in diameter. At the other end of the scale was the compact two-seater Clown-A-Round kids ride. In between came the Bear Hunt shooter, Shoot, Super Missile, the highly successful Indianapolis drive test machine. I.Q. Computer, and many others.

Kiddie rides were shown on several stands by specialist firms such as Rollite Products, Robin- son Partners, and Edwin Hall, and Bingo equipment by firms such as Morris Shefras, Thomas Automatics, and others. Pay-out machines were of course out in abundance, and you could also find boats for small lakes and all types of coin mechanisms.

It was a vast show, and this report can only give some idea of what could be seen. The organizers, Amusement Trades Exhibitions Ltd., considered the attendance excellent, particularly the number of visitors from abroad, for whom the first time a special interpreter service was arranged. Catalog sales hit an all-time high.
NEW YORK—The Richmond Opera Treasures Galore in Richmond’s Treasury Series

now it continues to grow in this three-LP package on London’s low price open label. Mezzo- soprano Renata Scotto, baritone John Viscardi, and soprano Janine Micheau as Philein are exemplary. The latter’s “Je suis Tatiana” is a gem. Libero De Luca and Renata Scotto are also superb.

Conductor Ernest Ansermet’s feel for Debussy makes this three-record set of “Pelleas and Melisande” an exciting and musically masterful release. In addition to Pierre Mollet and Suzanne Danco in the title role, other fine soloists include Heinz Rehfuss as Golaud, André Tchaikowsky as Arkel, and Helene Bouvier as Genevieve. The flawless orchestra is Ansermet’s L’Orchestre de la Suisse Romande.

Mozart’s “Die Entführung aus dem Serum” is in expert hands with conductor Joseph Krips, aocoa sopranos Renata Scotto and Eva Marton, a brilliant Konstanze with her “Marten aller Arten” breathtaking. Other excellent principals include Emssy Logan, Walter Ludwig, Peter Klein and Endre Krics. Krips admirably conducts the chorus which adds to the Vienna State Opera and the Vienna Philharmonic.

FRED KIRBY

Col’s Copland Stravinsky LP’s

Fine Performances Spark ‘Cavalleria’ & ‘Pagliacci’

NEW YORK—Fine performances added to the elocation of the New World Zeffilli productions of Mascagni’s “Cavalleria Rusticana” and Leoncavallo’s “Pagliacci” at the Metropolitan Opera, Jan. 30. Grace Bumbry and Franco Corelli in the former, and Richard Tucker, Franco Corelli and Teresa Stratas in the latter, were excellent vocally and dramatically.

Leonard Bernstein’s conducting of ‘Cavalleria’ was as its best in the ‘Intermezzi,’ but often seemed slow in the vocal sections. Tucker, a dependable artist, was in vocal difficulties. Corelli, who recorded for Columbia Records, was boosted in the program ad as Miss Bumbry and Corelli. The two vocalists also received Angel prou stats. Corelli, who has recorded both operas for Angel, gave one of his finest performances as Turiddu, while Miss Bumbry’s Sussi greatly adds to her operatic luster. Judith Forst and

Carlootta Orsandy were capable as Lola and Lucia respectively.

Tucker, who has added Cavalli to his lengthy Met repertoire this season, handled the verismo with verve and demands expertly. Tucker recorded the role many years ago for Columbia Records as part of a series of Metropolitan Opera Association productions which are not now in the catalog. If this set were available at budget prices, both the Met and Columbia probably could have reaped a better return on this season.

Fausto Cleva, also the conductor in the Columbia set, conducted the operas in excellent form. Strauss, always a top-notch interpreter, fit Nodda perfectly.

Baritone Dominick Cosa, making his Met debut, displayed a good lyric voice. Tenor Andrea Vébels was a capable Tebaldo. It was a new Met role for him in this season.

FRED KIRBY

Menuhin Shows Strong Hand As Conductor

NEW YORK—Yehudi Menuhin, one of the greatest masters of the violin, again demonstrated at the Feb. 8 American Symphony Concert at Carnegie Hall that he also is a superlative conductor.

The richness of Schubert’s “Symphony No. 9 (The Great)” was magnificently captured as Menuhin’s first LP recording of it in complete symphonic form. It continues to grow in this three-LP package on London’s low price open label. Mezzo-soprano Renata Scotto, baritone John Viscardi, and soprano Janine Micheau as Philein are exemplary. The latter’s “Je suis Tatiana” is a gem. Libero De Luca and Renata Scotto are also superb.

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FRED KIRBY

FEBRUARY 14, 1970, BILLBOARD

Top Classical LP's

Billboard SPECIAL SURVEY for Week Ending 3/14/70

Week Last Week TITLE Artist, Label & Number

1 1 TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SHILOH ISRAELI SONGS Webster, Collomb, Columbia NL 1179

2 TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SHILOH ISRAELI SONGS Webster, Collomb, Columbia NL 1179

3 NEW YORKER: A SPACE ODYSSEY Agnon, Don't ST 13

4 MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Andras Schiff, Solo; Session Orchestra, Westminster WST 323 (S)

5 DONIZETTI: ROBERTO DEvereux (3 LP's) Beverly Sills, Vlaevich, Orch. (Maxirass), Westminster WST 17163

6 BACH'S GREATEST HITS Various Artists, Columbia, Columbia M 7501

7 MY FAVORITE OPERA Beverly Sills, Vlaevich, Orch. of Philadelphia, Westminster WST 17163

8 ARIAS & SCENES FROM FRECH ORPHEA Beverly Sills, Westminster WST 17163

9 BERIO: SINFONIA Swingle Singers/New York Philharmonic (Berlin), Columbia M 7268

10 MASSONET: WERTHER (3 LP's) De la As Los Angeles/Vienna, Orchestra de Paris (Perret), Angel SCI 3736

11 IN MONODY'S OLD HERITAGE Beverly Sills/Vienna Volkoper (Lonan), Westminster WST 17143

12 SALOME (2 LP's) Caballé/Vienna/Symphony (Leinfelder), RCA LSC 7053

13 LIAR'S CANABIN (5 LP's) Berlin Philharmonic Kajani, DGG 43212

15 MISSA LUBA Van Cliburn, RCA RD 2195 (M; LSC 2573 (M))

18 STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Beeth), DGG 136001

21 POWER RIDGES GREATEST HITS Various Artists, Columbia M 7269

22 SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orchestra (Ormandy), Columbia M 5947 (M)

20 STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orchestra (Ormandy), Columbia M 7176

20 MOONLIGHT NEW YORK, Columbia M 7335

25 STRAUSS: GREATEST HITS Philadelphia Orchestra (Ormandy), Columbia M 7302

28 VAUGHAN WILLIAMS: SEA SYMPHONY Sheila Armstrong/John Casual/London Philharmonic (Sander), RCA LSC 7053

26 SONATA PRODUCTIONS PRESENT MOOG STIRCHES BACH Hartman Wurman, RCA LSC 3125

24 STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Sera), RCA LSC 2609 (M; LSC 2609 (M))

24 BEETHOVEN: THE NINE SYMPHONIES (8 LP's) Various Artists, CBS 815

26 MOZART: COMPLETE PIANO MUSIC (11 LP's) Walter Gieseking, Sonya 6487 (M)

27 BEETHOVEN'S GREATEST HITS Various Artists, Columbia M 7504

28 TCHAIKOVSKY, PIANO CONCERTO NO. 1 Various Artists, Columbia M 7252

12 BEETHOVEN FESTIVAL (2 LP's) Royal Opera, London OSA 1382

31 IVAN REBROW Takacs Boulangerie Ensemble, Columbia M 7733

33 VAUGHAN WILLIAMS: THE TRUMPET TE London Symphony Orch. & Chorus (Davis), Philips 3724

35 WEVER: DER FRISCHGUT (2 LP's) Nilsson, Geddol, Bavarian State Opera Orch. & Chorus, Angel SCI 3748

37 CAVATINA SINGS MOZART ARIAS RCA LSC 3131

38 OXONO'S GREATEST HITS Various Artists, Columbia M 7504

38 DVORAK: CELLO CONCERTO Various Artists, Columbia M 7504

36 BERLIN'S GREATEST HITS Various Artists, Columbia M 7504

37 ORGAN IN SIGHT AND SOUND Various Artists, CBS 6265

38 STRAVINSKY: SACRE DU PRINTEMPS Various Artists, Columbia M 7293

38 TRIBUTE TO GERALD MOORE Various Artists, Angel C 36442

40 MOONFLEET: L'ORIEU (3 LP's) Various Artists, Concentus Musicus, Vienna (Honeymoon), Telefunken TFL 27

(Continued on page 58)
**Musical Instruments**

**Design Sound System For 'Rock Festival'**

BY GEORGE KNAEMEYER

MARIAH, III.—"If you're going to build a sound system, build it right. If you can't make the best, why bother building it at all?"

So spoke Bob Heil, owner of Bob and Judy Heil’s Olde Music Shop in Nashville, who had just finished plans for the public address system to be used for the May Day Festival in nearby Carbondale on May 8-10. The system will contain 108 speakers built in house.

It took nearly two months of constant work to properly think out the system. "Every type of amp has its own characteristics. Some are good at reproducing low tones, while some are better at medium-range frequencies, and then there's just a question of fitting the right amps together," Heil said.

The system is using amps made by Sunn, Fender, Gibson and Altec-Lansing. Sound systems will be used exclusively.

**AMC Program; Bixby Resigns**

CHICAGO—Jim Bixby has resigned as president of the American Music Conference (AMC). Bixby will stay with the AMC executive committee as director of directors, pending the selection of a new president.

Heil has served as AMC administrator since 1965. The AMC executive committee designated Heil last December as an administrative committee to seek Bixby's successor. His resignation was accepted by the AMC executive committee at its Jan. 29 meeting.


The AMC also approved and endorsed a new, comprehensive public relations program. The program is based on an in-depth audit completed this fall which included members of the music industry, leaders, educators and members of the press. The AMC board will present details as various segments of the program are implemented.

**Air Rule on Instruments**

NEW YORK—Recently enforced airway rules for all Civil Aviation Administration on cabin baggage in airplanes means that many musical instruments cannot now be carried on board.

Those that are too large to be placed under the aircraft seat must be checked as baggage.

There is a problem with the unit that will be used for the mixing of the instruments through the amps. "I'd like to use a larger unit until the unit is built," Heil said. "Since this is going to be a permanent site for many things, we'll have to use the mixing system of the festival, it would be good to have the best quality of the amp available," Heil also pointed out that with a large mixing board, recordings of groups playing could be made just by plugging in tape recorders. No other recording medium was needed. The mixer will be housed in a room just off the stage.

The speaker system will be set off the stage, about 40 feet above the ground. Electricity will be supplied through a direct tie in with the power line that runs to the speakers and the festival will be held on.

"The system was difficult to figure out from the start, the amount of watts which amps used less cords. We want to keep the system as simple as possible, as there will be no sacrifice of a bit of the sound," Heil said.

He pointed out that in case of inclement weather, the instrument amplifiers could be repositioned to make the system work even better but the sound system would be impossible to move. The system will be covered when set up, he said.

The amplifiers that the groups will plug their instruments into will be housed in two rooms off the stage. As the groups go on, they will be able to select the type of amplifiers they want to use and the speakers will be up. A revolving stage is being used so that one group can set up while another is playing.

**64 Exhibit at NAMM West**

CHICAGO—A total of 64 companies will exhibit at the western seminar of the National Association of Music Merchants, to be held in Los Angeles. The exhibitors include:

- Acoustic, LNE Corp.
- ACO, Chicago
- Acrosonic Inc.
- The Armor Co., Inc.
- Baby Grand Piano Co.
- Bamberger & Otis Inc.
- Barr and Otis, Inc.
- B.C. Enterprises Inc.
- B.C. Instruments Inc.
- Bicep Ltd.
- Bixby & Sons, Inc.
- Brinell & Jones, Inc.
- Burgundy & Lefrancois, Chicago
- C. F. Lessig Piano Co.
- Central Music Instruments Co.
- Century Music Co.
- Cervantes Music Co.
- Chicago Musical Instruments 
- Chicago Musical Organ Co.
- Cliff Carl Musical, Inc.
- C. E. G. M. Co.
- C. F. LeClerc Co., Inc.
- Charles Egan Co., Inc.
- C. E. G. Mueller Co.
- C. F. Mueller Co.
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Continued on Page 66
Everyone who's going to hear Andy's new album loved it!

Obviously, because it's got
Moon River
Days of Wine and Roses
Dear Heart
Can't Get Used to Losing You
Happy Heart
Born Free
Almost There
Charade
The Hawaiian Wedding Song
More and May Each Day.
Which gave us a great idea for an album title.

ANDY WILLIAMS’GREATEST HITS

On Columbia Records®
Cry," This production of music Might he Tex's soul magic closer, Here's LP Year This everything, "May Roses," Victor STRINGS 8 THINGS POP part of Roses," LSP "Dear [Image 0x0 to 786x1072] [33x37] COUNTRY THE BEST OF DON GILLET Hits, Vol. 1– RCA Victor LSP 4281 (5) This LP doesn’t mean Gibson offers a "Little Betty axe," "We Live in This Bool World," "The Country 3042 (5) world," "3000 (5) 4273 (5) A very strong album—for more than "Our Love Song," "He's the one who starts the charts on top line, now with his big hit "The Electric Chair," perhaps it's back on top again. This album follow up, includes "I'd Rather Believe," "Easy Rider," and "Benton is at his best with his fine treatments of "My Way," "Can’t Take My Eyes Off You," and "I’ve Gotta Be Me."
"I'll Be Home," sung by Harry Nilsson,
Written by Randy Newman, #74-0310,
"I'll Be Home," from the new Album
"Nilsson Sings Newman."
LSP • 4289.
RCA
Records and Tapes
SANDY NELSON—Groovy. Imperial LP 12451 ($). Sandy Nelson's band is right in the groove with an LP of current hits, supplemented by two great solos, "The Swingin' Shepherd Blues" and the novelty hit "Happy Whistlers." The newer items include top instrumental treatments of "Groovy Goochoom," "Tracy," and "Sugar, Sugar." This ain't hit board.

THE BEST OF ACHIEVEMENT—Juke Box. Imperial LP 12670 ($). Capitalizing on his regular appearance on the "You Bet" television show, this album presents on one side some of the comedy routines of Archie Campbell such as "The Cockroach" and "Bridal Veil," while the flipside has such of his hits as "The Dark End of the Street" with Lorrie Mann and "Warm and Tender Love.


THE FABULOUS CHARLIE RICH—E Pride. Epic LSP 15058 ($). Based upon his performance in this debut LP, Cox deserves much attention. Visual presentation and arrangement of this LP are all new. With the lyrics of Lomand and McCartney's "My Guitar Weeps," and "Hey Jude," and Geller's "Baby Love." It's a must. "Just Like a Woman." "Riviera Mama Wop Mama." No more. It's a must with its powerful improvisation, another highlight.

THE DIVERSE YUSEF LATEF—LATEF. Atlantic SD 15485 ($). Yusef Latef interacts with both on flute, and at last the usual flute master downshifts. This LP is an interaction of positive, not to mention vocal highlights by the due-latimi. The mood is serious and swinging, at least heads a right course that includes Blue Brooks on drums and Hugh Lawson on piano. A switch quarter plus good Latef'srendezvous sound "A Long Time Ago." And "Children.

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DANNY COX—Heaven Accomplished. Together S/1013 ($). This North Carolina group here shows it has what it takes for major attention in the present. This LP is strong in such modern blues standards as "I Ain't a Man's World," and such original blues, rock material as "Let Me Down Easy," "Lil' Stevie Fonsome," and "Set Me Free." "I Have Nothing" is another super solid song with its powerful instrumentation.

GARY LEWIS & HIS PLAYBOY BAND On The LSP 13253 ($). This album is supplemented by Imperial's LP 12670 ($).

LIQUID SMOKE—And Their Faces Are Always. RCA Victor LSP 14345 ($). The High Priests of Soul sound hauntingly that black is not only beautiful, but will forever be so. This is the LP of Joe Jackson's "Busted.

JIMMY LOVE SCULPTURE—The Black Angel. Imperial LP 12670 ($). The Black Angel ventures into his own kind of serious blues. Trio is Redding's "Set Me Free." "I Have Nothing" is another super solid song with its powerful instrumentation.

JOHN WILSON—Sail on. RCA Victor LSP 4257 ($). This is an unusual and highly entertaining album. It is in good unit of the popular group, "Sail on." It's a gospel LP, and there is a professionalism about the dressing up of Joe Magna that demands attention. Definitely one of the better gospel units of the week.

GRACE SADDLE—Heaven Accomplished. Together S/1013 ($). This North Carolina group here shows it has what it takes for major attention in the present. This LP is strong in such modern blues standards as "I Ain't a Man's World," and such original blues, rock material as "Let Me Down Easy," "Lil' Stevie Fonsome," and "Set Me Free." "I Have Nothing" is another super solid song with its powerful instrumentation.

PETER SCHUMER—Give Me Love. RCA Victor LSP 4257 ($). This is a gospel LP, and there is a professionalism about the dressing up of Joe Magna that demands attention. Definitely one of the better gospel units of the week.

OBRAHNS—Groovy. Imperial LP 12451 ($). Sandy Nelson's band is right in the groove with an LP of current hits, supplemented by two great solos, "The Swingin' Shepherd Blues" and the novelty hit "Happy Whistlers." The newer items include top instrumental treatments of "Groovy Goochoom," "Tracy," and "Sugar, Sugar." This ain't hit board.

THE REST OF ACHIEVEMENT—Juke Box. Imperial LP 12670 ($). Capitalizing on his regular appearance on the "You Bet" television show, this album presents on one side some of the comedy routines of Archie Campbell such as "The Cockroach" and "Bridal Veil," while the flipside has such of his hits as "The Dark End of the Street" with Lorrie Mann and "Warm and Tender Love.


Randy Newman—Live at Fillmore East. Capitol S/1013 ($). High profile of the week is this LP of Randy Newman's songs. As usual, Newman's style is unique and highly entertaining and it's clear that he is masterful as a musician and composer. It's a strong unit.


Randy Newman—Live at Fillmore East. Capitol S/1013 ($). High profile of the week is this LP of Randy Newman's songs. As usual, Newman's style is unique and highly entertaining and it's clear that he is masterful as a musician and composer. It's a strong unit.

LIVE WITH REED—Heard the Black Angel. Imperial LP 12670 ($). Reed's magnificent work is foremost on this LP. His version of "Coral Keys." Highly recommended. Reed's version is his standard with the help of Jim Smith, Jackie Dennis, Benny Maupin, and Louis Hayes.

JAZZ LITTLE SONNY—New King of the Ska. Imperial LP 12670 ($). A habitation is the word of the week. The listener spin the LP over and over. The flavor is jazz, blue, but driving drums give it heavy teen appeal. "Not Patasmas." "For Tomorrow." Blues Today are excellent examples of progressive rock in a harmonica vein. "Elly's Pork Chop" is funky jazz, a long unit.

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POPPY'S BAND—The Sounds of Love. A/1 ($). A happy unit of the week.

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LIVERPOOL SCENE—Beneath the Night. RCA Victor LSP 4257 ($). Unprotected is the story of one night.

GOSPEL—The Return of the Sacred (S). RCA Victor LSP 4257 ($). Unprotected is the story of one night.

BIG BROTHER—Groovy. Imperial LP 12451 ($). Sandy Nelson's band is right in the groove with an LP of current hits, supplemented by two great solos, "The Swingin' Shepherd Blues" and the novelty hit "Happy Whistlers." The newer items include top instrumental treatments of "Groovy Goochoom," "Tracy," and "Sugar, Sugar." This ain't hit board.

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LIVERPOOL SCENE—Beneath the Night. RCA Victor LSP 4257 ($). Unprotected is the story of one night.

GOSPEL—The Return of the Sacred (S). RCA Victor LSP 4257 ($). Unprotected is the story of one night.

BIG BROTHER—Groovy. Imperial LP 12451 ($). Sandy Nelson's band is right in the groove with an LP of current hits, supplemented by two great solos, "The Swingin' Shepherd Blues" and the novelty hit "Happy Whistlers." The newer items include top instrumental treatments of "Groovy Goochoom," "Tracy," and "Sugar, Sugar." This ain't hit board.
Ferrante & Teicher Play
The Theme From

Z

#50648

Remember what Ferrante & Teicher did with “Midnight Cowboy” in 1969?
Watch them in 1970 with The Theme From “Z”!
The Ferrante & Teicher phenomenon continues into its second decade with United Artists Records.

b/w “Lady Lady Lay”
Executive Producer: Bob Skaff
Produced by: George Butler
Arranged by: Ferrante & Teicher
Orchestra conducted by: Nick Perito
BERT KAEMPFERT = $31,417,000.00

A SIMPLE EQUATION. THE MUSIC OF BERT KAEMPFERT AND HIS ORCHESTRA HAS ACCOUNTED FOR RECORD SALES TOTALING $31,417,000.

WE’RE PROUD OF BERT… HIS MUSIC… AND HIS SALES. SO PROUD, WE’RE GOING TO HONOR HIM BY DECLARING FEBRUARY “BERT KAEMPFERT MONTH.”

IT WILL BE HIGHLIGHTED BY POINT-OF-PURCHASE DISPLAYS, CONSUMER ADVERTISING, RADIO TIME BUYS, AND A GREAT NEW RELEASE “THE KAEMPFERT TOUCH,” FEATURING CURRENT HITS AND KAEMPFERT ORIGINALS.

BERT, DANKE SCHÖN!
It not only looks like the best album Eydie's ever done, it sounds like it, too.
**A&M Opens Wing in Canada; New Distrib**

TORONTO — A&M Records has opened an office here and will set up a new distribution network. The label had previously been distributed in Canada by Quebec Music, Ltd. However, Jerry Lacoursiere, new managing director of A&M for Canada, has appointed Capitol Records of Canada, Ltd., to distribute for the areas of Toronto, Winnipeg, and Calgary; London Records of Canada Ltd. will distribute in the Quebec area. Canada Assemblies Ltd. will handle the label in the maritime area.

The first product under the new office will be a “Greatest Hits of...” series with albums devoted to Herb Alpert & the Tijuana Brass, Wes Montgomery, the Baja Marimba Band, the Sandpipers, and Phil Ochs. This series will be released in the U.S. around Feb. 15 and in Canada about March 1. Lacoursiere said that a massive promotional campaign would be launched behind the series, including point-of-purchase displays, AM and FM radio spots, and cooperative newspaper advertising.

Plans for the new office eventually will include a whole record production operation. For the first year, however, Lacoursiere expects only to be buying masters for both Canada and U.S. consumption. A&M also intends to release product in French for the French-Canadian public and intends to acquire a major established artist. In addition, French language records by Lisa Minnelli and Claudine Longet will be released in Canada. Lacoursiere said that most of his activities for the first year will be devoted to boosting sales of A&M product to a level proportionate with the U.S., which should be about 10 percent of U.S. sales, he said.

Lacoursiere intends to employ five people in the next few days. Pressing will be done by RCA of Canada. Quality control will continue to distribute cassette and 8-track CARTRIDGES. Radio and retail promotion will be imported for the time being.

**Nimbus 9’s Product Set**

TORONTO — Nimbus 9 has completed production of an ambitious new release in Canada and in the U.S. by RCA. Copper-penny's new single, "Swing," is set for a February release and will be followed by an album in April. New Canadian Bob & Debbie Dobson LP's are scheduled for release this month along with a single by Tynne and a Half.

**From The Music Capitals of the World**

**TORONTO**

"I Must Have Been Blind" by the Teenage Dance Band is the most requested record. "John Leeman's "In His Own Words" gets the reverse chart. "I'd Rather Be Rich" by Buddy Miles was a big hit for Decca's "Soul Connection" label. "Ain't No Mistaking Him" by the Beatles was a hit for Capitol. "3/4 of a Heart" by Butch Trucks & The Allman Brothers Band was a hit for Columbia.

**Canada Executive Turntable**

Yvanne des Chenes appointed RCA of Canada's Vinyl City Manager for all English product. Ackland, Millar, Reed Division in Alberta, distributors for Compay's pre- recorded tape and record product, have added William Anderson to their sales staff as Southern Alberta sales representative in Calgary. Company has also appointed Gene Chow their Northern Alberta representative and relocated him in Edmonton.

**Talent Library**

Add 2 LP's, Subscribers

**Billboard's Canada's Top Singles**

**Billboard's Canada's Top Albums**

**Talent Library**

Add 2 LP's, Subscribers

**Billboard's Canada's Top Singles**

**Billboard's Canada's Top Albums**

**Talent Library**

Add 2 LP's, Subscribers

**Billboard's Canada's Top Singles**

**Billboard's Canada's Top Albums**
**Fruin Move Sparks Realignment at EMI**

LONDON — The surprising resignation last week of merchandising director John Fruin to become managing director of Polydor, precipitated a swift internal realignment at EMI.

Fruin’s responsibilities for sales and distribution activities will be handled by Cliff Busby, who is promoted to general manager, distribution and sales division.

Busby, an EMI staffman for 20 years, was previously manager of the market planning and services division. He has experience in export, promotion, ad, sales force and administration.

An official company statement said, “The areas of the company in which he has been employed during the past few years were specifically planned to fit the requirements of his new position.”

**Chess Maps London Office—Plans Soul Image Change**

LONDON — The American Chess label is planning to open up its own London office in May according to Chess president Marshall Chess. The office would serve as a pick-up center for new U.K. talent and would enable the company to handle promotion on its release.

Chess is issued here by Pye under a deal which came up for renewal recently. Hollywood, who had talked with a number of record companies but the acquisition of Chappell seems to have been prompted by the likelihood of a massive expansion of the cassette market so that mechanical royalty payments would come back into the group.

Another development which has acted against the small pub-
in connection with the Canadian release of his RCA single, "Going Down." CFOX introduced a con-
test with winners getting an all ex-
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cently launched in Montreal is on the

international reports

**From The**

**Music Capitals of the World**

- **Continued from page 70**

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**Want to hear the world's best jazz in pressing compounds?**

*It's on the flipside.*

The flipside of the world. Australia. The last place on earth you would expect to find top quality, pure, virgin vinyl. Vinyl that's available in biscuit, Biscuit, platter or dry bed. The world's best pressed vinyl — compounded by Australia's leading plastics organisation. And if you're pressed for time, don't worry — we can get it to you just as fast as you ask.

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**HITS OF SPAIN**

**BIGGEST IN SALES DURING CHRISTMAS SEASON**

LA ROMERIA

EL ABUELO VITOR PAXARINO

Recorded by

**VICTOR MANUEL**

(BELTER RECORDS)

Published by

**EDICIONES MUSICALES BELTER S.L.**

Gomis 1. BARCELONA 6 (Spain)

WALTER MALIN

months after J. J. Jackson played a Madrid club Houston releasing "Blues All Right, Rain-

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Sour Note Struck for U.K. Writers As Revision Bill Is Withdrawn

By BRIAN MULLIGAN

LONDON — Hopes of the Songwriters' Guild that the government would support its campaign for a revision of the 42-year-old method of royalty payments on records took a setback in the House of Lords last week when Lord Willis withdrew his private member's bill.

At the suggestion of the government spokeswoman Baroness Philips, Willis agreed to withdraw the bill, proposing a change from the fixed royalty system to one based on a record's playing time, to allow further consultation with interested parties.

Baroness Philips emphasized that if copyright owners or the record industry felt the rate should be revised, the correct procedure was to ask the Board of Trade for an enquiry. No request had been made, but there was no reason to ignore the machinery.

She pointed out that on a 40-minute album costing $1.74 the royalty was 9%. Under Lord Willis' Bill it would rise to 60 cents. Even on a $4.80 record, which currently pays a 30 cents royalty, the increase would be 100 percent.

"A Crumbl"

However, Baroness Philips did offer one crumb of comfort. She said that Board of Trade officials had been consulting both the Mechanical Rights Society and the British Record Producers' Association about a possible change in the wording of the Copyright Act.

"It is true that since resale price maintenance came to an end, the wording of regulations framed under the Copyright Act may not be quite apt for enabling the royalty to be calculated because the connection between the marked or catalog price and the actual selling price cannot any longer be relied on."

The government thought some change in the wording of the regulations might prove to be desirable and the Board of Trade was awaiting the replies of the organizations consulted.

Introducing his bill Lord Willis explained that his proposal to change to 6% percent royalty rate, fixed in 1928, to a ½d per minute of playing time on each record sold, was made with the average songwriter in mind and would remedy an injustice recognized by Parliament in 1955, but on which no action had been taken.

In 1957, although the government was sympathetic, all that was done was an amendment in the Copyright Act to provide for a public enquiry if the Board of Trade considered the royalty rate had ceased to be fair. He added that the Songwriters' Guild had not pressed for an enquiry because it would cost up to $24,000 to brief counsel.

Some years ago the Guild had tried teaming with other organizations to seek a public enquiry, but at the last moment most of them had dropped out due to failure to reach unanimity on the need for a hearing.

Asking what other section of the public had its income pegged to the 1923 value of the pound, Lord Willis said that the income from the sale of 100,000 singles amounted to $86,700. Of this, $1,800 was shared between songwriters, composers and publishers. Since a song was often written by a team, it was possible for the writer of a hit to earn $600 from sales worth $86,700.

The government's purchase tax cut was 50 times more than the writer's and the record company and artist between them took 60 times more.

He suggested that on the great mass of records, the composers' remuneration was "dersitry." On a 12-song fullprice album, writers would have just over $8.40 to divide among themselves for each song for every thousand records sold.

Before withdrawing the bill, Lord Willis stressed that there were powerful vested interests who were not concerned and did not want a particular change in royalty. They would be able to deploy the best legal brains and accountant which

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In any language. EMI means record business

EMI broke the language barrier long ago. Today EMI's global record marketing network comprises manufacturing and distribution centres in 30 countries, licencee arrangements in some 20 more.

The important market in France, for example, has for many years been dominated by Pathé-Marconi, one of the oldest-established of all the EMI companies. (It was founded well before the turn of the century by the brothers Charles and Emile Pathé — in a bistro just off the Place Pigalle as a matter of fact.)

EMI knows the world record market like nobody else. That's why — if you're one of the record people — you need EMI.

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Wood & Hurley Form Companies

LONDON — A production company, Hurleywood Productions, and a publishing company, Hurleywood Music, have been formed by Andy Wood and Peter Hurley.

First production will be a record by the vocal duo, the Reflections. Offices of the companies are at 94 Richmond Rd, Kingston, Surrey, but a move to central London is scheduled shortly.

Wood also has his own management company handling Bobby Huna, Will Gaine and the Reflections.

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Kruger to NY On Ember Bow

LONDON — Jeff Kruger leaves for New York on Sunday (15) to negotiate the launching of Ember easy-listening product under a new logo. Kruger will be talking with U.S. companies and also will discuss promotional matters with Buddah, licensee for Ember's pop material.

The Ember chief will then visit Toronto to complete plans for the launching of the label's logo in Canada through Transworld on March 1 with "Peace and Love Is the Message" by Black Velvet.

Kruger will wrap up his trip with calls in Hollywood and Jamaica, where he will have talks with Desmond Dekker's producer, Leslie Kong.
Dubbing by Dealers Making Big Dent in Lebanese Business

PARIS—The Lebanese record business is experiencing a hard time according to just-buck Eddy Adams, managing director of Liberty/UA Music, France.

Major difficulty in the crisis is a widespread practice among Beirut dealers: they custom-record raw tape for their customers, thus knocking a hole in the recording company sales. Even employers in local radio studios were getting in on this lucrative act until the authorities stepped in.

Adams—himself Beirut-born —says that retailers usually duplicate 2,200 foot spools (which cost $3.50) for a price of around $2.50 per one hour's listening. Hotel is often good customers. However, tape sales do not compensate for loss of disk turnover since clients frequently erase recordings and reuse the tapes.

The country's three leading disk firms, Philips, EMI and SLI (Societe Libanaise de Disque), have some half-dozen lawsuits going—but legal procedure in the Lebanon is very slow.

Another way to stop this sharp practice, said Adams, is to educate retailers in product knowledge which will show that retail profits could be higher from record sales than tape duplicating. And if disk jockeys and programmers were better paid they would...

(Continued on page 73)

Lib/UA's Tape Drive in Europe

LONDON — Liberty/UA Records is setting up a campaign to become involved in the tape business throughout Europe.

Lee Mendell, vice-president of marketing of Liberty/UA in America, is now on his visit to MIDEM that the company is "attempting to have a general overview policy with local outlets in Europe so that each market can participate in and utilize the salient characteristics of its own area."

The company's European tape concern is expected to be in operation by May or June. Earl Horowitz, general manager of Liberty/UA Stereophonic in the U.S., will come to Europe this month, following a meeting to be held in Munich, he will visit record companies throughout Europe in an advisory capacity.

According to Mendell, "the idea is to set up an American tape firm in each market, but to avoid growing pains in setting up all local tape operations with each distinct national market in mind."

"But each market will have considerable autonomy with product and other details. Over-all promotion will be linked to the local market to exist successfully within the overall framework."

The company will release tape in both cassette and 8-track configurations; Mendell feels 8-track to be particularly strong areas such as Scandinavia and Switzerland.

"We'll have to decide what stage the market is in here in Europe," Mendell said. "I feel it's just beginning, and penetration is slight. It's going to be a heavy emphasis on folk music in 1970."

Desjacques reported signings with Japan, with Gamma in Mexico and Vergara in Spain and added that Festival had agreed to terms with the Latin American group Los Incas, formerly with Philips.

Festival's policy was to approach many countries as possible for "genuine folk material," he said, adding that it was unfortunate that in too many countries, local music was being adapted into the modern idiom and losing its individuality.

Festival to Accent Folk

CANNES—As the smaller French record companies and publishers swept the board at the fourth MIDEM, Festival also made its mark.

Desjacques announced that the company would be placing a heavy emphasis on folk music in 1970.

Festival's policy was to approach as many countries as possible for "genuine folk material," he said, adding that it was unfortunate that in too many countries, local music was being adapted into the modern idiom and losing its individuality.

British Audio Federation Forms Co. to Push Exhibits

LONDON—The British Audio Federation has formed a new company, British Audio Promotions Ltd., to promote

Martin, Couler Catalog Deals

CANNES—Bill Martin and Phil Couler set a string of overseas catalog deals for their recently formed company Mews Music last week. The two have been busy in Lt. Tony Lewis, Shirley Bassey's and Malcolm Roberts' manager, as their business manager.

Mews copyrights will be handled in Britain by London-based Sam Mend, Mario Rapetti's independent company Numero Uno in Italy, Sonet in Scandinavia, EMI in South America, Leeds in Australia, Rank Wharfside in Germany. In France, Mews was already placed with ex-Tunti chief Jean Pietrani's company, Allo.

Mews will handle Montana material in Britain and America. "Montana has Udo Jurgens material and this is important to us," explained Martin, "as we are primary writers. Similarly, Numero Uno will give us material.

(Continued on page 76)
Bleak Picture Painted for Holland Indie Publisher

From the Music Capitals Of the World

Dubbing by Dealers Making Big in Lebanese Business

From page 71

dutch dealers who can sell the album to the ten-guilder (12.80) and still make a profit.

Look to Market

Countries such as Holland in the European Economic Community are looking to the Common Market eventually to eliminate the differential in price and tax structure which makes transshipping a profitable operation.

Wil Brandstetter of Inedol, the RCA and MCA licensees in Holland, told Billboard there is not too much of a problem at present. For example, Telede in Germany, who is distributing the albums, and can stop then exporting records. But we want to get a unified price structure in Europe in order to end this ahuse, because it could get bigger.

The major companies, Bo- vema among them, also want to develop a coordinated policy through the Common Market countries for international benefit, arranging tours, record releases and sales campaigns.

SAN FRANCISCO

Commander Cody and Joy of Cooking almost signed with Fillmore Music, but at the last minute the deal fell through and both bands are still looking for a music publisher. And so are not represented by attorney Reno Stahl, as was indicated in a story in Billboard two weeks ago indicated.

In the film, they play an outlaw band called The Crackers.

Attorneys for the Rollings Stone Janis, 30, filed $11 mil- lion damage suit against Fillmores for allegedly using its trademark without permission. The suit charges that Fillmores ran a "Rolling Stone" marquee at the Cow Palace.

There is a $20 million damage suit against Fillmores for allegedly using its trademark without permission. The suit charges that Fillmores ran a "Rolling Stone" marquee at the Cow Palace.

The suit seeks $100,000 in general damages, $500,000 in special damages, $5 million in compensatory damages.

The suit also states that Fillmores has installed a new $80,000 Quadrasonic audio system to compete with Fillmores' current 2-and-4 track mixing and recording system.

We are using it to work on a second LP for Commander Cody and Joy of Cooking, who recently signed with the company in New York, and who have a gold record for their "Volunteers" LP, filmed a Wetzel special about Commander Cody and the Family Dog. ... Herbie Ham- mond, producer of the Currents TV show and a club through Saturday (14). Ham- mond was recently named president of the Family Dog and will be out the end of this month, but he has announced that the Family Dog Music Mule is scheduled at Fillmore West Wednesday (11), featuring the Paul Butterfield Bluess Band, Michael Bloomfield, the Elvin Bishop Group and Buddy Gray.

"Country Joe & the Fish, who is scheduled at the Cow Palace on April 23rd, will be doing a new show."

The group consisted of several singles including the winning song of the Dominican Festival, "Habla Un Nuevo Mundo" from the Pablo Studio. On their return to Puerto Rico they recorded an album of traditional and popular Dominican artist Rhina Ramirez, recorded especially for the group of Mariachi Artists in Mexico... Primitive Sensation, a new band formed by Bermudez & Co. to play in Wash- ington.

FRAN JORGE

STOCKHOLM

Vannecke Rock (RCA) will tour next summer with Hayati Kafe (Bill) and East Meets West (Bill). A hit record "show flip" from "Juke box Jury" come back Jan. 17 with Jerry Williams Sondheim (Met- ronomie), and film editor Gunnar Olders staining the film "Mr. Smith Goes to Washington" (Chappell), the film will be shown in Keijel El Genberg

Soul Image Change

Continued from page 71

been signed to the label world-wide by Shaprio Bernstein's Geoffrey Heath. Heath also revealed that he has signed Chuck Berry for three years and has signed what he calls the "first black rock group." The act is based in De- troit and is working under the name "Thee Ferret." The company's publishing company, Blue Ribbon and Tris- tana, is handled here by ac- countant Vivian Harris, who ad- ministers the publishing for Harry Goodman, Chez's publishing man in London. The company's deal for its Jewel Music with Chappell is understood to have expired at the end of last week, although some copyright problems were returned by Chappell, most of the catalog has been trans- ferred to Blue Ribbon and Tris- tana.

Dubbing by Dealers Making Big in Lebanese Business

Continued from page 74

have less temptation to flout copyright law.

The government could also help by hiring the tax man on raw tape—which, Adams considers, would achieve more than increasing the duty.

Arab-language singles are $1, an "Anglo-Saxon" single costs $1.80, an extended play is $2.80 and LP's sell for $75.

Big Threat

There is another big threat to the country's major labels and four smaller producers—external price-cutting. In Iran there are five pressing plants ex- porting to the whole Arab world. An Iranian-made single which was there recently sold in 1967—cost just 20 cents (U.S. and all rights fees included), one-fifth of the Le- banese price.

These Iranian singles are in- variably copied from Western recordings, said Adams. A fre- quent practice is to say, the labels on one side and an Arab recording on the other side.

The political situation is no sales booster either. Good or bad news, the records have a daily influence on sales but barely money is scarce, especially among record-buying teenagers. The Lebanese—over seven million of them—are ready to place all ready cash in property or securities, leaving little for luxury items.

An exceptional Anglo-Saxon chart-topping single in the country would be to more popular than Ameri- can) would sell some 5,000 copies, although 3,500 is a more usual sales figure. But with 60 per cent of the population Arab, sales of Arabic material are much higher.

Adams concluded that, al- though Lebanon is caught up in the Arab-Israeli conflict and still poor, and despite the fact that the country is “not yet ripe to understand the basic character of advertising,” it is the Mid- dle East’s country of the future. “When political and economic problems are solved, and these are the basic difficulties of a developing nation, the govern- ment can step into other fields.”

PARDO IN 1st CONCERT SINCE DUO’S SPLIT

MADRID—Juan Pardo rec- ently made his debut as a solo- ist in a live performance—the first time he’s sung in public since the Juan & Junior duo broke up.

As a singer (on Nova-Fa- rina) he had two singles re- leased, one of which, “La Cha- ranga” (The Brass Band), made Spain’s Number One. He’s also had an LP in the Top Ten.

As a composer he’s provided several of the hits of his artists with hits. But his greatest impact is as a producer, perhaps the most successful independent in Spain. He created the label P.I.A. and has helped make some huge ones such as Amigos De Carlos, and Genle Feliz (all Movieplay), Musiel (Novo-Farina), Andres Do Barro (RCA) and Luis Gardiner (Fonogram). And he’s co-pro- duced several of latest recordings by Andee Silver and the Casals (both Columbia España) and the Satin Bells (Accord).

Listed below are the new single records (those not set on any chart) selected by their manufacturers as having the greatest potential for chart activity in the coming weeks. These singles have been submitted by the labels as a programming and buying guide for new product.

JANUARY

SHELL WILL BE RELEASED—Kyra Spanish, Jan 19 100
I GOT A THING, YOU GOT A THING—Everybody’s Got a Thing—Foodarbo, Mercury 100
MISSISSIPPI MAMA—Dale Evans, Jan 17 0

JEWEL/PAULA

NIGHT OWL-Bad Mamas, Paula 327 110/2 13
I CAME FROM THE WEST—Ted Taylor, Ron 47
WHAT YOU’RE LOOKING FOR—Al King, Ron 38

LUCINDO

DANCE & BURN—Larry Turrentine, Lucinda 100-001

RIPARIA D’OR

A TIME FOR US b/w THE SHOE YOU WEAR—Len Ritchie, Riparia D’Or 489 0
WHERE ARE YOU NOW b/w LEAF IN THE WIND—Len Ritchie, Riparia D’Or 489 0

SJS INTERNATIONAL

ROCK ISLAND—Johnny Cash, Sun 1113
GOLDEN GUITAR—Harold Wilcox & the Galaxians, Planetar 43 0
WIND & WANDER—Ray Barretto, Solar 344 0
THE DOJO—Shelby Durbin, Double 147 0

THUNDERBIRD

SONG—The Silver Stars

VANGUARD

ROCK & ROLL MUSIC—Fred Vangelis, Vanguard 33101
LIFE IS A BEAUTIFUL THING—Ted Vangelis, Vanguard 33102

WAHOO

THE SILENT SEA—Duo Thomas, Wahoo 12
How Do You Turn a Banana Into a Metromedia Hit?

Simple... buy a master, rush out promotion copies on original label, rush into production with Metromedia label. Then get people to listen to it.

"Keep A Knockin'/Get Back/Etc."

by BLIZZARD

MM-171

It's now Metromedia 171—and we're shipping it while you are reading this ad.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Producer</th>
<th>Label &amp; Number</th>
<th>Week Ending Feb 14, 1970</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>FANCY</td>
<td>Tom Jones (group)</td>
<td>AM 8000</td>
<td>18</td>
</tr>
<tr>
<td>2</td>
<td>GEORGE</td>
<td>Barbra Streisand, BMI</td>
<td>S 34013</td>
<td>18</td>
</tr>
<tr>
<td>3</td>
<td>LET’S WORK TOGETHER</td>
<td>Deep Purple</td>
<td>Capitol 2737</td>
<td>16</td>
</tr>
<tr>
<td>4</td>
<td>OH ME OH MY</td>
<td>Little Eva</td>
<td>ABC 8174</td>
<td>16</td>
</tr>
<tr>
<td>5</td>
<td>ONE TIME</td>
<td>Canned Heat</td>
<td>Capitol 2703</td>
<td>16</td>
</tr>
<tr>
<td>6</td>
<td>BREAKING UP IS HARD TO DO</td>
<td>Sweden's ABBA</td>
<td>RCA 14270</td>
<td>16</td>
</tr>
<tr>
<td>7</td>
<td>ALWAYS SOMETHING THERE</td>
<td>John Conlee</td>
<td>A&amp;M 11692</td>
<td>16</td>
</tr>
<tr>
<td>8</td>
<td>EVIL WAYS</td>
<td>The Who</td>
<td>Columbia 34005</td>
<td>16</td>
</tr>
<tr>
<td>9</td>
<td>JAM UP JELLY TIGHT</td>
<td>Del Shannon</td>
<td>Columbia 44006</td>
<td>16</td>
</tr>
<tr>
<td>10</td>
<td>LEAVING ON A JET PLANE</td>
<td>The Rascals</td>
<td>Columbia 34006</td>
<td>16</td>
</tr>
<tr>
<td>11</td>
<td>HOW CAN I FORGET YOU?</td>
<td>The Four Tops</td>
<td>Motown 1903</td>
<td>16</td>
</tr>
<tr>
<td>12</td>
<td>TELL MY MAM</td>
<td>The Four Tops</td>
<td>Motown 1903</td>
<td>16</td>
</tr>
<tr>
<td>13</td>
<td>I CAN’T HELP MYSELF</td>
<td>Elton John</td>
<td>A &amp; M 11468</td>
<td>16</td>
</tr>
<tr>
<td>14</td>
<td>CAN’T HELP MYSELF</td>
<td>Elton John</td>
<td>A &amp; M 11468</td>
<td>16</td>
</tr>
<tr>
<td>15</td>
<td>IDA DREAM COME TRUE</td>
<td>Barbra Streisand, BMI</td>
<td>S 34013</td>
<td>16</td>
</tr>
<tr>
<td>16</td>
<td>WHO CAN I BEAR IT?</td>
<td>The Righteous Brothers</td>
<td>Epic 1009</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>WHATCHA GONNA DO</td>
<td>The Band</td>
<td>Capitol 2705</td>
<td>16</td>
</tr>
<tr>
<td>18</td>
<td>IF HE’S GONNA GIVE HER ALL THE LOVE I COT</td>
<td>เนื้อเพลงUnused</td>
<td>Columbia 34014</td>
<td>16</td>
</tr>
<tr>
<td>19</td>
<td>WONDERFUL WORLD, BEAUTIFUL PEOPLE</td>
<td>Elton John</td>
<td>A &amp; M 11468</td>
<td>16</td>
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<tr>
<td>20</td>
<td>CAN’T I GET A DREAM COME TRUE</td>
<td>O’Jays</td>
<td>Atlantic 1121</td>
<td>16</td>
</tr>
<tr>
<td>21</td>
<td>OH WHAT A DAY</td>
<td>Del Shannon</td>
<td>Columbia 44006</td>
<td>16</td>
</tr>
<tr>
<td>22</td>
<td>JENNIFER</td>
<td>Judy Collins</td>
<td>ABC 8174</td>
<td>16</td>
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<tr>
<td>23</td>
<td>LIVE BONES</td>
<td>The Box Tops</td>
<td>A&amp;M 11469</td>
<td>16</td>
</tr>
<tr>
<td>24</td>
<td>SHE BELONGS TO ME</td>
<td>The Beatles</td>
<td>Apple 1808</td>
<td>16</td>
</tr>
<tr>
<td>25</td>
<td>THE TOUCH OF YOU</td>
<td>The Guess Who</td>
<td>RCA 14102</td>
<td>16</td>
</tr>
<tr>
<td>26</td>
<td>NEW WORLD COMING</td>
<td>The Guess Who</td>
<td>RCA 14102</td>
<td>16</td>
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<tr>
<td>27</td>
<td>YOU GOT ME HUMMIN’</td>
<td>Dynamite (group)</td>
<td>De-Lite 800</td>
<td>16</td>
</tr>
<tr>
<td>28</td>
<td>I’VE GOTTA MAKE YOU LOVE</td>
<td>Dynamite (group)</td>
<td>De-Lite 800</td>
<td>16</td>
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<tr>
<td>29</td>
<td>MOON WALK PART I</td>
<td>Living�</td>
<td>Epic 1009</td>
<td>16</td>
</tr>
<tr>
<td>30</td>
<td>MY WAY</td>
<td>Frank Sinatra</td>
<td>Columbia 34005</td>
<td>16</td>
</tr>
<tr>
<td>31</td>
<td>I’M JUST A BABY</td>
<td>The Four Tops</td>
<td>Motown 1903</td>
<td>16</td>
</tr>
<tr>
<td>32</td>
<td>WHY DON’T YOU FIND ME</td>
<td>Living�</td>
<td>Epic 1009</td>
<td>16</td>
</tr>
<tr>
<td>33</td>
<td>MONSTER</td>
<td>Felix</td>
<td>FM 15058</td>
<td>16</td>
</tr>
<tr>
<td>34</td>
<td>TRACES/MEMORIES/MEDLEY</td>
<td>The Guess Who</td>
<td>RCA 14102</td>
<td>16</td>
</tr>
<tr>
<td>35</td>
<td>HOUSE OF THE RISING SUN</td>
<td>Elton John</td>
<td>A &amp; M 11469</td>
<td>16</td>
</tr>
<tr>
<td>36</td>
<td>TONIGHT I’LL SAY A PRAYER</td>
<td>Barbra Streisand, BMI</td>
<td>S 34013</td>
<td>16</td>
</tr>
<tr>
<td>37</td>
<td>GOT TO BE BACK Home</td>
<td>The Persuasions</td>
<td>Philips 507</td>
<td>16</td>
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<tr>
<td>38</td>
<td>EASY COME, EASY GO</td>
<td>Del Shannon</td>
<td>Columbia 44006</td>
<td>16</td>
</tr>
<tr>
<td>39</td>
<td>CALL ME/SON OF A PREACHER</td>
<td>Del Shannon</td>
<td>Columbia 44006</td>
<td>16</td>
</tr>
</tbody>
</table>

**STAR PERFORMER—Sidelines registering greatest proportionate sales progress this week.**

**Record Industry Association of America seal of certification as million selling single.**

**BUBBLING UNDER THE HOT 100**

100. TEXAS LILY, Tobacco Road, Not On Label
101. TUPPERWHERB, The Truth, Not On Label
102. BILLIE JOE, Honky Tonk, Not On Label
103. DONNA SUMMER, Not On Label
104. BUNNY, Not On Label
105. DONNA SUMMER, Not On Label
106. BUNNY, Not On Label
107. DONNA SUMMER, Not On Label
108. BUNNY, Not On Label
109. DONNA SUMMER, Not On Label
110. BUNNY, Not On Label
111. DONNA SUMMER, Not On Label
112. BUNNY, Not On Label
113. DONNA SUMMER, Not On Label
114. BUNNY, Not On Label
115. DONNA SUMMER, Not On Label
116. BUNNY, Not On Label
117. DONNA SUMMER, Not On Label
118. BUNNY, Not On Label
119. DONNA SUMMER, Not On Label
120. BUNNY, Not On Label

**Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.**
IN ENGLAND
At your request special shortened
deejay promo copies en route

'REFLECTIONS OF MY LIFE'

the Marmalade

Arranged and conducted by Keith Mansfield
Produced by The Marmalade

LONDON RECORDS
1.1 VANILLA (Prod. BMI). (3:39) rhythm item on performances. Bell 860


2705 BMI).

TOP60 POP SPOTLIGHT

A. VINCENT EFREDS—Thanks (3:30) (Prod. Martin & Couler) (Writers: Martin & Couler- Glassman- R. Huff) Strong Potent Soul item. 2:10 Top material and wild vocal workout. Date 1-16-68

BOB DEBARRY—The Charts on Me (3:20) (Prod.WSC) (Writers: Burt Bacharach- Don Black) (BMI) The Top Group country item got a strong Pop appeal. Date 3-16-68

BEATLES—Help! (4:39) (Prod. George Martin) (Writers: Lennon- McCartney) (BMI) a top strength item. Date 9-11-64

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

Special Merit Single for January 16, 1970

BOB DEBARRY—The Charts on Me (3:20) (Prod.WSC) (Writers: Burt Bacharach- Don Black) (BMI) The Top Group country item got a strong Pop appeal. Date 3-16-68

BEATLES—Help! (4:39) (Prod. George Martin) (Writers: Lennon- McCartney) (BMI) a top strength item. Date 9-11-64

SILLY THIRD DOG NIGHT—CELEBRATE (3:02) (Prod. Gallop Mason) (Writers: Gordon Bonner- Kimmel- Londregan- Kimmel- Londregan) (BMI) The selected chart winner follows their Top item “Felling Along” (3:30) (Irving, BMI). Date 4-25-69


Buchanan Brothers—Rosanna (3:05) (Prod. Cannarsa- Foutz- West) (Writers: Cannarsa- Foutz- West) (Blink- Isley- ASCAP) These swinging “Sundown” Maro guys back with a picture that has all the appeal to go from Top with the Top 100 once again. Powerful vocal workout and arrangement! Flip: “A Sad Song with a Happy Face” (3:10) (Blending- ASCAP) Event 3009

“O. C. SMITH—MOODY (3:03) (Prod. Jerry Fuller) (Writers: Parash-Noticed) (Buddah, BMI)-This ballad beauty will put Smith right back in his strong selling bag of “Daddy’s Little Man” etc. Top material with a performance to match! Flip: “Isn’t Life Beautiful” (3:44) (Haven, ASCAP) Columbia 46830


THE TOKKINS—DON’T BABY ME (2:53) (Prod. The Tokkins) (Writers: Wilson-Clymore-Tokkins- Tokkins) (BMI)-Their “She can tear your hair down” brought them back to the charts, and this strong rhythm revival of the Beach Boys number will top the top ten and chart action of that item. Flip: “Some People Sing” (1:55) (Bright-ASCAP) Acore 178

JIMMY HENDRIX EXPERIENCE—WHITE LIGHT/WHITE HEAT (2:07) (Prod. Chas Zeil and John Chas-ASCAP) (Writers: Hendrix- Zeil) This giant! Date 10-16-67

NAMES THAT WILL BE MENTIONED

JIMMY DURANTE—It’s a Sin (2:49) (Prod. Jo Jones) (Writers: Jo Jones- Jo Jones) Columbia 38837

RICK JAMES—Shake a Tail Feather (3:09) (Prod. Paul Ibekwe) (Writers: James- Ibekwe- Ibekwe) (BMI)-R&B Top item. Date 1-19-69

DANIEL BROOKS—Learn to Live (2:36) (Prod. Joe Siosa) (Writers: Siosa- Siosa) (BMI)-R&B Top item. Date 1-26-69

ANN-MARIE BOGGS—I’m Trying (2:28) (Prod. Wes Resnick) (Writers: Resnick- Resnick) (BMI) Top R&B item. Date 3-2-69

LADY LAOB—Oldtime Town (2:38) (Prod. Matt Johnson) (Writers: Johnson- Johnson) (BMI)-Top R&B item. Date 3-9-69

JIMMY MILLER—For The First Time (3:01) (Prod. The Pinnocks) (Writers: The Pinnocks) (ASCAP) Top R&B item. Date 3-15-69

EDDIE HARRIS—Sad I’m Lonely (2:33) (Prod. Mark Metcalf) (Writers: Metcalf- Metcalf) (BMI)-R&B Top item. Date 3-22-69
Weaver of Atlantic. “We are hoping to get very closely with the three from Atlantic,” Smith said.

Nesuhi Ertegun and Rosalie Rose, WB’s international director, for example, have been discussing joint ventures overseas. Both companies have licensing agreements, however, which have about a year left to run, so there is nothing immediate contemplated. WB and Atlantic would get involved in a joint international venture “only if it made sense,” according to Smith. Atlantic and WB are handled by licensees on a country-by-country basis.

WB has a sales office in London, with Pye distributing WB and handling sales. WB seeks to develop acts from England to augment two groups it holds worldwide contracts on—Fleetwood Mac and Small Faces.

While Atlantic and WB retain separate U.S. distribution networks (although there are some offices that “hand off” tape lines), WB’s company-owned Canadian company has been handling Atlantic for the past eight years.

Burbank Branch

WB maintains a company-owned branch in Burbank, Calif., with Atlantic being serviced by Merit Distributors, although there had been discussions about moving Atlantic.

Ostin and Smith will continue to concentrate on artistic projects, which had been their forte under Kinney’s presidency. Don Schmitzer, who has been Ostin’s assistant for Reprise and Clyde Bakkemo, who has been Smith’s assistant for WB, continue in their support roles involving administrative details.

Marketing vice president Joel Friedman, sales chief Dick Sherman, executive vice president of the newly formed, and new, WB Records, a subsidiary of Warner Communications, is responsible for marketing and the responsibility for gathering and analyzing data on what the label is releasing, as well as maintaining a healthy line of relationships with the label’s artists and managers.

He will also build a rapport with record retailers and work with Steve Shulman of the promotion department.

Before joining the Ross team, Kennedy had been associated with Jamie/Guydon as national promotion director and was previously regional coordinator for Paramount Records. Bauch will be based in New York and will focus on the area between the Atlantic and Chicago, which does business with Kinney.

Cap Reshuffles: A&R Division

**Continued from page 1**

While WB continues to handle Atlantic for the next few years, Smith notes, “but that’s the way it’s been for the past year and one-half.”

Smith calls the WB Warners-Repertoire group a “hard taskmaster” for some companies in one. He classifies Frank Sinatra, Petula Clark and Rod McKuen as representing standard pop artists which are the “backbone of the company.” The other repertoire category, which includes such companies as Joni Mitchell, Bobbie Gutherie and Michael Williams, is handled by WB.

Signed to WB during the past several years are some well-known artists as the Beach Boys, Youngbloods, James Taylor, Wayne Newton and Liberace.

EVP Michael Medavoy, Warner Bros. vice president, said, “We feel it promotes a healthy interchange between the man in a large company and the man hustling on the street,” Kapp said.

"When the recording company did make a return payment to the TV show, almost invariably these amounts were deducted by the record company from the sums paid to the artist on records sold. So in effect, even when a check was paid to the artist, the artist was paying for his appearance on these TV shows."

The alleged kickback requirement is a reverse form of payola from the variety outlawed in the 1940s, when payola was paid deejays to play their records, the affidavit pointed out. But payola is an even worse form because it is not only forced on the label and talent as a condition to appearance on the show — but the record companies do not even get their own recordings on the show.

"Made No Effort"

"I would like to point out that both Ross and I would say ‘no networks made no effort to either see that the artists performing on our TV shows were actually recorded by the artists for the record companies. The affidavit mentions ‘The Della Reese Show’ and ‘Teddy Bong Show’ being involved ‘to the best of my knowledge” in the payola practices."

The challenging Community Broadcasting station told the FCC that they had heard of Parrell’s charges of kickbacks and asked him for an affidavit with specific cases. Community says the alleged kickback practices constitute payola, since both the old radio type and the current TV variety show are payments to a licensee’s employees for the inclusion of material in a program to be broadcast.

Mainstream’s Fare

**Continued from page 10**

According to Tom Martin, a key player in marketing and creative services, the network has sold $31,000 worth of product to WXLA in Columbus.

For February, Deca will emphasize the Las Vegas market. The network has sold over $3,500 worth of product to WXLA in Columbus.

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watch for our ad
next week

John Ono Lennon
"I hate to be a name dropper but..."

"Know them well...they're all on our stereo tapes!"