Stores See Sunday As Common 'Cents'

By BOB GLASSENEERG

NEW YORK—Blue laws and religious restrictions notwithstanding, there's a growing trend around the country towards record retailing on Sundays. According to a survey made by Billboard correspondents, the consensus holds that it's a plus business even though some contend that it's a tough job selling records six days a week to why take on an added selling day instead of using it for resting.

In New York, for example, King Karol's store has always been open on Sundays despite the law of the city of New York which forbids the Times Square merchants from doing business on Sundays. The store receives its share of police harassment and tickets because of the violation, but Ben Karol, the owner, refuses to close the store on Sundays.

"We provide for those people in the outlying districts of the city on Sunday," Karol said. "They come in from all over to buy records here. The fact that our store and several other (Continued on page 14)

Cap in Soul Market Drive

By ELIOT TIEGEL

LOS ANGELES — Capitol's campaign to gain a foothold in the soul market has resulted in the building of a black sales force.

There are four black salesmen in major markets. Reggie Laving, vice president of soul marketing, projects a force of 12. These 12 men will be located in cities with a strong black community. "For the first time Capitol has given blacks an opportunity to get involved in sales, honestly and totally," Laving said.

In the past, Capitol's black field representatives were doing "goodwill work," Laving said. In the past, the "structure" was not set up properly to give the black sales or promotion (Continued on page 74)

Videocassette in Systems Battle

By BRUCE WEBER

LOS ANGELES—Standardization headaches are beginning to plague videocassette manufacturers.

With five systems soon to be marketed, incompatibility easily could be the biggest impediment to the growth of the video recorder.

Sony is trying to induce other companies to accept a cassette concept for the video medium. It is working with both North American Philips and Grundig in terms of standards. (Philips and Grundig are developing systems that are similar to Sony's.) RCA's SelectaVision and Columbia-Motorola's EVR are different systems. In fact, each of the producers in the videocassette-cassette squabble is utilizing its own system, none of which is compatible with the other.

Kio Morita, executive vice president of Sony, feels that in (Continued on page 18)

CGC Spreading Overseas

By MIKE CROSS

NEW YORK—CGC Records, the six-month old label which emerged from the Crewe group of companies, is spreading its fledging wings in the overseas market. Rocco Sacramone, Crewe Group president, and Vito Samela, vice president and general manager of CGC, started the global ball rolling during the MIDEM meet in Cannes several weeks ago and wrapped up licensing deals for the label in virtually every major overseas market. Licensing deals for CGC were set with Pye in England; Les Compagnies in France; Carousella in Italy; Ekgo in Spain; Gallo in South Africa; Mico in the Philippines; and RCA for Mexico, Argentina and Brazil. CGC already had licensing deals with Quality in Canada and Festival for Australia and New Zealand.

Also during the MIDEM meet, Sacramone and Samela initiated talks for representation in Germany and Scandinavia. Sacramone said that talks have (Continued on page 8)

Janus Gets Rights to Pye's Product; Label Tie in U.K.

NEW YORK—Janus Records will get exclusive rights to all product from England's Pye Records beginning July 1. In addition, Marvin Schlaechter, president of Janus, will tighten his label's alliance with Pye with the introduction of a new label in the U.K. to be known as Janus-Pye. The new U.K. label will, for the most part, handle the release in England of product introduced on the Janus label here.

The deal with Pye is expected to open new areas for Janus. According to Schlaechter, Pye has a wealth of product in the classical and budget fields and he's mapping out programs for Janus' entry into these markets. Meanwhile, Janus is clicking with Pye's contemporary output like the Jefferson and the Flying Machine.

The first Janus-Pye's by (Continued on page 73)
Three Dog Night, Creedence Clearwater Revival, Plastic Ono Band, Led Zeppelin, Burt Bacharach and Engelbert Humperdinck, make room for "Just Plain Charley."

Dealers, move Charley Pride where he belongs: right up with the other top twenty-five selling albums in the nation. That's where "The Best of Charley Pride" is now. That's where his new album is going.
New York — CBS International and Columbia Records (U.S.) will present the "Sights of the '70s" at Royal Albert Hall in London April 17-18. The concert will showcase five of Columbia's top contemporary rock artists. Saturday night will feature the popular group Fleet and It's a Beautiful Day will appear in full-length concert on Sunday evening.

The concept for presenting Columbia's artists in five European concerts was initiated by Columbia Records vice president Mike Fenton, CBS International president, and Norman Weiser, vice president and general manager, have made extensive arrangements for a variety of professional activities, and directed the overall special project sales and exploitation.

Al Faltman will take over as director of special projects, while Stan Stanley, formerly general professional manager and representative of special project sales and exploitation.

Compo of Can. Musician Deal

New York — The Compo Co. of Canada has been set as the exclusive distributor of Musicor. Its initial distribution center is in Los Angeles, Redlands, Calif.

The deal was set between Art Talmadge, president of Musicor, and Lee Armstrong, managing director of Compo.

Fox Agency Attacks Music Box Violators

New York — The Harry Fox Agency last week directed its attention toward the National Association of Religious Arts & Sciences (NARAS) to initiate mechanical royalty claims against all music box sellers who do not have proper publisher authorization to sell music boxes in the United States containing copyrighted music works. According to Al Berman, American publishers are being deprived of substantial profits, while the sale of music boxes imported primarily from Japan and Switzerland.

The Harry Fox Agency has written direct mail order gift and novelty suppliers and retailers, extended retail gift and toy stores and retail music shops. The prices range from $3.00 to $150.

Coltition Acquires Youth Choir Disk

New York — "God Gave Me a Song," a record by the Interdenominational Youth Choir of Washington, has been purchased by Coltition Records. The master deal, concluded with John W. Fullard and Myrna Summerton of Coltition Records, Washington, also includes an album called "Save Thyself."

Philbin MC at Chi Grammy

Chicago — The local chapter of the National Academy of Recording Arts & Sciences (NARAS) has set the following procedures for its 12th annual Grammy Awards banquet March 11 at Guildhall in the Ambassador West Hotel.
NARML Names Panels For Florida Conclave

NEW YORK — The all-star panels have been set for 1970 NARML Convention which will be held at the Americana Hotel, Bal Harbour, Fla., March 20-24.

Panel members on the opening session, "The Challenges of '70," are Clive J. Davis (Columbia), Artie Ripp (RCA), Jerry Wexler (Atlantic), Amos Heilicher (J.L. Marsh & Heilicher Bros.), Cecil Steen (record store owner).

Police Commend Lawyer Lerner

NEW YORK — Max K. Lerner, entertainment business lawyer who has been awarded the Commendation Bar and a certificate of commendation for saving the life of a youth found bleeding at a subway station. While hunting possums by the lid, a "bleeder," was hemorrhaging profusely. Lerner lifted the possum, tied a rolled newspaper around it and a friend summoned an ambulance. Police sources said it was unusual that his prompt action had been crucial.

Certron Music Will Release 1st Record

NASHVILLE — The newly established music division of Certron Corp. will release its first record in approximately two weeks, with Rene & Rene on the label first. They formally recorded on Falcon.

"Certron now is totally committed to the music industry," said Aubrey Mayhew, general manager of the company's music division here. He said he has approximately 30 employees now, and he expects that number will swell to 250 in the near future.

"All the people involved in this division will be moved here," Mayhew said. He said the company is going to purchase some of all sorts, with emphasis on top 40, plus 8-track tape and cassette, and will be strong in racks and one-sops. A vast distribution complex is being set up, he said.

Mayhew said Certron would be the distributor for Columbia's Spanish line, in addition to its own product.

Staff members, some of whom already have moved here, are coming from New York, Los Angeles and Chicago.

The complex will include divisions for classical music, jazz, country and Western and show as well as top 40. Mayhew explained that this program already had been established which would bring about the production of classical immediately, working entirely with in-house talent. The producer will be hired by Certron as such, except that Mayhew will not be interested in himself. Jack Clement also will do a half-hour show of his own, and his new studio will be utilized by the company. An executive arrangement with Certron is Dickie Lee, organizer of "The Band." 

General News

Old Nashville Plant Is Sold

NASHVILLE — This city's oldest pressing plant, built to accommodate NARM convention records, has been sold for a price near $250,000.

Standard Record Pressing Co., once owned by Jim Bullett, was purchased by Albert Maloney, possibly for resale. Maloney has many holdings; he has been the owner of a baseball teams club at Ft. Lauderdale, Fla.

The plant was built after the Second World War to press the records of the late Frank Sinatra, whose "Near You" and "Beg Your Pardon" were high on the charts. When Sinatra's recording industry went into a brief eclipse here, Bullett sold the plant for a few thousand dollars to a group headed by Standard Records, who held controlling interest since that time. Renamed Standard, the plant has been in operation since 20 separate labels during the peak of its operation.

Ben E. King, Clark in Deal

NEW YORK — Ben E. King has teamed with Rudy Clark Music for writing-publishing deal. Under the terms, King and Clark, who'll collaborate with many other writers, will be allowed to form and sell for a profit which will be jointly owned, but administered by King. "Any profit the firm's name has not yet been eaten," Attorney Jules Kurz will oversee and handle all legal matters for the new enterprise.

KFN 'World's Only Label-Format Radio

LOS ANGELES — Call 213-766-4151 if you want to hear the latest in records on KFN, which is being billed as the "world's only label-programmed radio station.

KFN/WOF Radio offers "true label service, supported by clients such as Capitol Records, Columbia Records, RCA Records, and Discount Record Center Stores, is already there. There's a good call a week from people who want to listen to its music and music acts.

J. Orion Brunk, KFN executive, reports that the phone lines are constantly moving. "Our format, which is programmed by our own people, is a graduate of the Drake school of hard rock, almost never includes a complete cut. We use dual and triple montages of two and three cuts from each album we play. These montages are deep fried just as complete cuts are not listened to by most of our listeners.

Besides the programming line, the service also has a request line open around-the-clock, 213-766-5772. Through the requests, Brunk says, the producer can expose an entire album and get a good album in location of what his lead single ought to be.

The service has been operating about a month. Brunk expects calls to reach more than 55,000 a week. Average call length is 10 minutes.

Other labels involved include Dunhill, Elektra, Metromedia, Uni, and Warner Brothers.

With this added exposure, the telephone-company verified-call count on request. The music news segments cover all notable new albums and single releases, plus interviews with artists.

Sculptured busts in honor of work done for the Recording Industry Association of America are presented to John (Mike) Hamilton, second from left, and Irving B. Green, second from right, by Jarral McCracken, left, president of the RIAA, and Henry Brier, RIAA's executive secretary.

Marlo, BMI Director of Writer Administration, Dies

NEW YORK — George Marlo, director of the BMI's Writer Administration for Broadcast Music, Inc. (BMI), died at French Hospital here Feb. 5. He was 36.

Marlo's entertainment world experiences included early films, management of nightclubs, music publishing, song plugging and, for the past 22 years, counseling hundreds of aspiring songwriters.

Marlo worked in vaudeville in New York after World War II. He became professional manager for the firm of De Sylva, Brown & Henderson and promoted many of that team's Broadway songs.

He founded Marlo Music in 1931 with the song "Home," which introduced Ethel Merman, and several others. He later worked with Geoff Clarkson and Peter Van Heesd, orchestral leader, the song was simultaneously introduced on eight different network radio programs on Thanksgiving Eve, 1931.

Gold Awards

Simon & Garfunkel picked up a gold award album for their Columbia LP, "Bridge Over Troubled Water." It's their sixth gold album since they were purchased by Columbia. The band also sold more than 1,000,000 copies.

The Band received its first gold award for its Columbia LP titled "The Band.

Sly & The Family Stone received a gold record certificate for their Epic single, "Thank You Falettin Me Be Mice Elf Agin."

Fox Agency Attacks Music Box Violators

NEW YORK — The Fox Agency has moved against not only the violators of the music box, but also those who sell protection to foreign publishers upon the express condition that their uses of the songs will be restricted to the foreign territories.

These artists and those who sell the music box moves, anyone who resells them in the United States separately or assembly without prior payment of United States mechanical royalties, is guilty of infringement under United States Copyright Act.

To ensure that foreign manufacuters do not mislead U.S. importers. Berman recently reminded JASCAR of the U.S. containing copyrighted music, and that royalties are to be paid in the U.S. on the sale song of all foreign sales. The U.S. containing copyrighted music for re-sale in the U.S. containing copyrighted music, and that "we would appreciate your disseminating this information so that there is no misunderstanding on the part of publishers when the royalty claim is made." Berman said that in any event he would insist on prompt payment of all royalties due for any U.S. sales of the movements, and that infringement actions would be initiated against any sellers who do not fulfill their royalty obligations.

Muscier Acquires *Josephine* Master

NEW YORK — Musicor Records has acquired the masters to the classic R&B hit "Josephine," a song by Frank Wilson, as released by the Four Tops. The record has been getting heavy play in the New York Top 40 market in the last few weeks.

Art Talmadge, Musicor president, acquired the master from the Four Tops' label, the late Boz Tom and Charlie Byrd. Both are from Boston, where the session was recorded.

FEBRUARY 21, 1970, BILLBOARD
Johnny took a classic love affair and made it modern.

Now he has a song of modern love that may just turn out to be a classic.

Now Johnny Mathis has got a new single: "Odds and Ends," with music and lyrics by Burt Bacharach and Hal David. A love affair never had so much going for it.

On Columbia Records®
Billions for War But Pittance for Arts, Culture Group Tells House

By MILDRED HALL

WASHINGTON — Once again the performing arts pilgrimage has been made to the Hill to ask for funds in the fields of music, film, dance and drama, to plead for help for the country's cultural Biafra. A special House Edu-
cational subcommittee has heard testimony on the desperate needs of symphony, opera, ballet, and television programming for funds.

It is the administration's kind intent to prolong the arts aid program for another year with a promise for the entire Arts Endowment program of matching funds. For a $1 million investment in arts souls — this averages out to about 10 cents per person per year.

There was painfully documented testimony that it is no longer possible for opera, symphony, ballet or television to raise even half their cost through ticket sales.

New York Philharmonic pres-
ident Ames Amacher and Iza- ler Solomon, director of the In-
dependent Producers Group, con-
vened the dollars and cents facts: sym- phonies are operating in 24 of the 50 states. Contributions are helping to hold the line, but only 45 percent of costs are repaid through box office, conductor Solomon testified. Congressmen had been named board chairman of the Kennedy Center for the Arts, and former chairman of the Na- tional Endowment for the Arts, and compare their power and responsibility on the basis for government support of the arts in America. He scolded the private foundations for the miniscule 4 percent of their funds which they allot to the performing arts. Support of the arts, he said, should rest about equally on private contribution, government and project- 
ations — but the latter are in the back- yards in this country.

New York Times drama and dance industrial relations representative, the committee members with the information that the city of Hamburg gives more in one year to its opera house alone, than the U.S. provides for both arts and humanities combined. (The U.S. would give each $20 million for the fiscal year.)

Some witnesses bypassed the penny-pinching aspect, and pleaded for recognition of the vital role the arts play in al-
leviating soul hunger and the need for self-expression among the churning black and white youth of the country.

Choreographer Agnes De- Mille confronted government with its inexusable failure to provide the best kind of emo-
tional release and safety valve for a youth which is "turning to the happy pills in an agony of soul". She urged the legislators to see the "abso-
olute essentiality" of the arts to their civilization, that "without their unsurpassed power to open up communication, they carry a sense of kinship among peoples.

James Shaw appointed manager of single record sales, Command/Probe Records. He will also be in charge of regional sales... Chris Tinling. has been named manager of DistCount Records & Tapes, Westwood Los Angeles, and Alex Levy, manager of the Santa Monica, Calif. Discount store system... New administrator for MGM Records for three years ago,

He will now head the entertainment group of the Celebrity Systems and also directed business affairs of MGM Records for eight years. Joan Brown promoted to ad
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OK... MIAMI, CHICAGO, DETROIT, BALTIMORE, WASHINGTON, SAN FRANCISCO, LOS ANGELES, NEW YORK, PHILADELPHIA, CLEVELAND, ST. LOUIS, NASHVILLE, DALLAS...

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A DIVISION OF MOTOWN RECORD CORP.
General News

WB's Ostin: Exec for All Musical Seasons

LOS ANGELES—Mo Ostin, Warner Bros. Records' president, now spans many musical worlds. Today, the executive is looked upon by young musicians as a mentor figure. Yesterday, Ostin was a major figure in the jazz and standard pop music fields.

For the past two years, Ostin has been working with a number of record producers who are helping attract important contemporary artists to the Reprise line. His driving desire to keep abreast of new thinking and sounds taken him to the major creative centers of the U.S. Ostin has worked hard to develop WB's catalog after the company was purchased by WB in 1963. While Sinatra, DeLorean and Sammy Davis Jr. remain key figures in the Reprise catalog, Ostin has added names such as Jimi Hendrix, Jethro Tull, David Blue, Fats Domino, Ramblin' Jack Elliott, Family, Kenny Rogers & The First Edition, the Kinks, Arlo Guthrie, Little Feat, Trini Lopez, Miriam Makeba, Joni Mitchell, Joe South, Cass Elliot, Tom Waits, Newman, the Pentangle, Nancy Sinatra, Tiny Tim, Neal Young, Graham Nash and many others.

The latter artist is quite significant since she recorded for Verve, the company in which Ostin got into the record business in 1953 as its secretary.

Ostin's move to the leading position with the Warner records was followed by three years' promotion to vice president and general manager of Reprise. His background in the creative end symbolizes a shift from the toward naming business affairs of legal experts to lead record companies.

Ostin's experience is tied to the discovery of acts, the signing of the development of musical expressions. In short, he knows the artist and his temperament well enough to understand the way a musician's mind works and how to apply creativity to the commercial marketplace.

The magic seems to spark his energies. But he has also got excited over the breaking through of a Frank Sinatra single on a top 40 station in the breaking of a Dean Martin song in the country market.

Ostin is now handling many of the administrative functions formerly assigned to Mike Maitland, WB's previous president whom he replaced. And he is still determined to continue working with talent and keeping his ear open for new sounds.

Record Plant a Studio Network

NEW YORK—To be able to record an LP for today's rock groups, one must be willing to travel and be capable of setting up facilities in the areas where rock groups perform. This is the opinion of Chris Stone, who conceived the philosophy behind The Record Plant, a series of recording studios in Los Angeles and New York that will make a great deal to make personal appearances. It is very difficult to keep them in one place for long enough to record and mix all the songs in one session. So, I got the idea of setting up identical studios on both coasts. We will be able to record with our studio in New York, we can lay down the tracks in New York, for instance, and if they have to go on tour, we can wait until they get to our studios in New York, where we have the exact same equipment as in New York, or they can record on the final mix on the record. We don't turn them down, we don't refuse any artists. They can even get the same engineer.

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For the week of February 21, 1970

CGC Spreads Into Europe

• Continued from page 1

been narrowed to two companies. The final decision on the Scandinavian company is still open.

Samantha also noted that Japan is the only major market where exploratory talks have been held. However, she added, that a Japanese deal will be concluded in the next two months. She added, that Olive, CGC's top artist, to extend his Australian tour.

Schroeder Spreads Wings Worldwide

NEW YORK—A Schroeder Music Corp., a music publishing company, has established wholly-owned companies in all major world markets. These foreign companies, according to Aaron and Abby Schroeder, who run the firm, are separate entities which spearhead local activity and are more flexible in licensing and licensing outposts to police royalties originating from the U.S.

The Schroeders are also deeply involved with new recording and writing talents and have geared their operation so that it permits the company time to give full attention to the nurturing and development of long-term relationships with its staff. Among its staff writers are Al Kooper, Tony Ma-Coy, Jef MacDoni, Randy Newman and John Stewart.

In addition to its wholly-owned Foreign Music Corp., and Sea-Lark Enterprises (BMI), and Arch Music, the Schroeders represent other publishers including Kooper's newly-formed Coconut Records, and Jimi Hendrix's Bells Godiva Music, Noel Harrison Music, Emm-Jay and Cat Mother.

Other activities in which the firm is involved are artists management, through MAINTAIN MANAGEMENT: Past, Present and Future Productions, which produces the music for the NBC TV series "The Banana Splits," and which has signed a number of major artists, as well as, own record company, Aurora International. In addition, the Schroeders are now involved in the PR/CMU and administers music incorporated in motion pictures and television.

In line with the company's expansion, the Schroeders have added Irving Rubin to its New York staff to handle copyrights and licensing.

As Krueger, to coordinate international and interdepartmental activity. In England, the Schroeders have appointed Arthur Crisford as general manager, and Griffin Rigby as copyright manager. A professional man, Ken Bowes, has also been added to the London staff.

Cap's "Visual" Disk as Promo

LOS ANGELES — Capitol is using see-through plastic for promotional records. The label has created a promotional run of 1,000 copies of "Wild Is Love," which encompasses clear plastic vinyl superimposed on "I Can Help" on the regular LP and manufactured and packaged conventionally.

A special visual disk is also being used to promote two blues albums, with eight tracks packaged in a special 3,000 unit run of the promotional disk. Music is by Mississippi Fred McDowell and Guitar Junior.

Cap's "Visual" Disk as Promo

NEW YORK—In an unusual move, Capitol Records last week issued two singles of the same song, but with different-colored vinyl. The regular LP was "Come Sunday Morning," the tune featured in the film "The Hawaiians." The regular LP was issued in two versions: one black, the other clear plastic vinyl superimposed on "I Can Help" on the regular LP and manufactured and packaged conventionally.

COLUMBIA DISKS OF SAME SONG

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The singles are by Peter Nero and Andrew Martin. The song, which is published by Famous Music, was written by Fred Karlin and Shirel Reis.
The Beach Boys' new single is on Reprise, where it belongs. It's "Add Some Music To Your Day".

(This new single this week will go onto leading radio stations. Where it belongs.)
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Manufacturers Chart Predictions

Listed below are the new single records (those not set on an ear chart) selected by their manufacturers as having the greatest potential for short-sale action in the coming weeks. These singles have been sold in the U.S. as a programming and buying guide for new product.

CBS Income Rises 24%  

NEW YORK — CBS Inc., for 1969, which includes the division, was up 24 percent, after a 53 percent rise in 1968. CBS major businesses had record revenues last year. For the year 1968, the year was $71,944,000 on sales of $19,151,925. In 1969, CBS reported net income of $58,187,000 on sales of $991,428,000.

Infonics’ Sales For Year Soared

LOS ANGELES — Infonics, manufacturer of cassette duplicating equipment, reported sales of $1,082,363 for the year ended Dec. 31, 1969, as compared to $322,479 for the year before ended, but net income was $40,098 for 1969 as compared to $9,927 as reported in 1966. Earnings before taxes amounted to $185,472 compared to $62,999 for the period ended Dec. 31, 1968.

Koss Electronics 6-Mos Sales Up

MILWAUKEE — Koss Electronics, manufacturer of high-fidelity equipment, reported sales for the fiscal six months ended June 30, 1970, of $1,424,000 up 15 percent compared to $972,465 for the same period a year ago. President John C. Koss plans to announce plans for new year quarters in the near future.

Vibrator Reed Is Bitten by MICA

SYOSSET, N.Y. — Musical Instrument Corporation of America has acquired a vibrator Reed Co. of Hanover, Pa., for an undisclosed amount which will be made in vibrator’s operation or distribution channels.

ABKO Lists $6.5 Mil Income

NEW YORK — ABKO Industries, Inc. reported gross revenues of $6,538,421 and net income of $241,492 in net income for the fiscal year ended Sept. 30, 1969. The net income included extra-ordinary items of $476,628.

The earnings represent net income of 71 cents a share, including 43 cents applicable to the extraordinary items, which consisted of a gain of $5,746,000 from the sale of 573 on the purchase of a long-term liability; a loss of $139,945 on the sale of marketable securities; and a reduction of federal income taxes of $445,000 arising from a carry-forward of prior year losses.

The operations of ABKO include the operations of Allen Klein & Co., Inc., whose acquisition by ABKO was completed in 1968. ABKO, for the 15-month period ended Sept. 30, 1970, on a pooling of interests basis with Klein Inc., on gross revenues of $7,792,758, reported earnings of $467,713, including an extraordinary gain of $280,688, applicable to the sale of a real estate contract. These earnings represented net income of 42 cents a share including 25 cents applicable to the extraordinary items.

For the three-month period ended Dec. 31, 1969, the company, on an unaudited basis, reported net income of $793,505 on gross revenues of $3,136,888, compared with net income of $344,663 for a reduction of federal income taxes arising from carry-back of prior year losses. This represents earnings of 77 cents a share. ABKO, Apple Corp., Ltd., and Apple Records, Inc., have reached an agreement whereby ABKO would receive certain royalties under agreements recently renegotiated by ABKO with Capitol Records on behalf of Apple Records and with EMI on behalf of Apple Corp. ABKO will continue as the exclusive business manager of Apple, the Beatles, and the Beatles group of companies.

Bally Holders OK 3 for 2 Stock Split

CHICAGO — Bally Manufacturing Corp. (OTC) stockholders approved a three for two stock split. William T. O’Donnell, president of the coin-operated amusement games firm, said 1969 earnings are expected to be substantially higher than those reported last year. Earnings in 1968 were $1.06 per share and sales were nearly $200 million. O’Donnell expects 1969 sales to be approximately $27 million.

Palmer Back in Disk Business

NEW YORK — Palmer Records, the Detroit-based subsidiary of Handelman Co., has been reactivated. Under the new setup, Joel Welz is acting as artists & repertoire topman. Palmer is already lined up 17 distributors around the country, ready to handle its new action.

Flying Dutchman

• Continued from page 3

including Duke Ellington’s “My People,” “Play Your Waggon,” a jazz rock excursion by the Tom Scott Quartet, and Oliver Nelson’s “Blows Against the Wind Beautiful,” all on Flying Dutchman; and Eddie (Cleanhead) Vinson package on Blue Note and a package of songs by Marcel Valentinno on Amsterdam.
Announcing the smash follow-up to the Tokens' first commercial hit single in 9 years:

Their first non-commercial hit single in 9 years.

If you've been wondering what the Tokens have been doing since their hit, "The Lion Sleeps Tonight," this will interest you.

They've been making commercials. Successful, lucrative commercials, like, "Pan Am makes the going great...", the Chesterfield 101's "Silly Millimeter" commercial, "Great Shakes," Clairol's "She Lets Her Hair Down...", and others.

If "She Lets Her Hair Down" sounds familiar, it's because that's the name of the Tokens' hit single, taken more or less straight from the commercial.

Their latest hit, "Don't Worry Baby" (BDA 159), does not come from a commercial.

If it sounds familiar, it's because it's an old Brian Wilson tune, done in a style that the Tokens originated some 9 years ago.

To Buddah it sounds terribly commercial.

Soon to be released, the Tokens' new album, "Both Sides Now" (BDS 5059).
Yoko Ono

Who Has Seen The Wind?

Produced by

John Lennon

Apple Records 1818
JOHN ONO LENNON
INSTANT KARMA!
(WE ALL SHINE ON)

PRODUCED BY
PHIL SPECTOR

APPLE RECORDS 1818
PHILADELPHIA—“Business is bad enough on six days of the week,” said Robert F. Tharp, manager of Korvette's Lion Rock store in Philadelphia, “but the seventh day is what really gets you.” That comment by a center-city record store manager is being repeated by a half dozen record retailers in the area. For this final New Jersey law, state laws do not permit retail establishments to operate except for the sale of food and drugs.

Even in retail shopping districts like South Street and S. 57th St. where some of the city’s best furniture establishments doing a large business, the record and related goods are not available on Sundays. Record merchants in these areas do not feel that there’s a market for buying records on a Sunday.

Moreover, even if they tried to promote Sunday sales, the extra cost for keeping open on Sundays means that only a few doubles or triple pay would help, and they would not be compensated by sales on that day.

The negative attitude toward Sunday sales is a result of both the general public’s preference, according to local retailers. All they have to do is point to the situation across the river in New Jersey where Sunday sales are legal, but many large discount centers and merchant malls — including stores like Korvette's and Two Guys — do a large business on that day.

While Sunday is a big day for appliance, furniture, and other forms of merchandise, record sales have never been more than a ripple if anything. No effort has been made to develop Sunday sales or is there any interest in the market for promotions. All effort on Sunday, both in advertising and promotion is for the benefit of the big dollar sale by New Jersey merchants. Even giant stores like Dee's on the Jersey side, in advertising their Sunday specials, look for the big dollar from a color TV set or a refrigerator, rather than from the sale of a record of a few singles.

The general feeling is that if there is no limit to record sales demand, they could sell enough in six days. For the others, even if they tried to promote the idea, they would not be able to open for seven days a week, it wouldn’t mean a thing.

San Francisco May Open Its Sunday Gate Wider

By GEOFFREY LINK

SAN FRANCISCO — Music Box, with 14 outlets in the Bay Area, is considering a move into Sunday selling, but is considering the move. "There's nothing on the boards yet," said Jon Barnett, president of the company. "But we're starting to think about it this year, and there may be a change in policy in the near future."

San Francisco has long been a leader in the record business, and its stores have been open on Sundays. However, the city has recently started considering a change in policy, and the company is now exploring the possibility of opening on Sundays.

They have not yet decided whether to open on Sundays, but they are considering the idea. "We're looking at the possibility of opening on Sundays," said Barnett. "We're looking at it as a possibility, but we haven't made a decision yet."
NANCY SINATRA
sings
“I LOVE THEM ALL
(the boys in the band)”
b/w “HOME” on Reprise
**Boman Adds 2 Portables**

LOS ANGELES—California Auto Radio's Boman astronomic division is planning to add two stereo portables (BM-1500) at $99.50. The two new portables will be priced below $100.

The new BM-1500, CAR also markets a monaural 8-track portable (BM-500) at $30.

**PicATape in Major Move for Outlets in the West and South**

By ELIOT TIEGEL

LOS ANGELES—PicATape International Stereo Centers is making a significant line-up move in the West and South this week.

The Oklahoma headquartered firm already operates six locations in Oklahoma, Kansas, and Texas. Two stores are in the Oklahoma City area, with single outlets in Fort Worth, Oklahoma, and Hayes, Kan., and Ft. Worth, Texas.

Gordon Borlaug, the national franchise director, claims the firm plans operating two franchise directors, two franchisees in three years in the Oklahoma, Kansas and Texas areas and one more store at the South as a virgin territory for tape business," he added. The PicATape chain is operated by Communications Electronics Inc., an Oklahoma City based wholesaler of tapes and tape players. Communications Electronics Inc. is in turn owned by Rainbow Photo Color, Inc., an over-the-counter chain.

Communications Electronics Inc. acts as the central billing office for PicATape stores. It also services 450 retail accounts in Oklahoma, Kansas, Texas, and Nebraska.

Stores in the two-year-old chain order directly from the manufacturer, but gain a reported 20 percent discount because of the link up with Communications Electronics, according to Borlaug.

In seeking to open new stores or convert existing tape stores into franchises, PicATape has a financial program to assist applicants, Borlaug points out.

Franchise operators pay PicATape a franchise fee of 3 percent of their gross, depending on their size. For that fee they receive store signs, a two-week training program, operating manuals, plus PicATape designed bridal registration displays.

These patented browsable cases are hooked into a system of electronic lockers. The customer can "feel" the 8-track or cassette tape through holes in the glass. When he decides to withdraw a tape, he presses a button near the glass. At a central counter press a switch which opens the lock on the tape. The store personnel then release the tape and customer can then shake the display system virtually eliminates pilferage. PicATape is looking for a store's employment force by 30 percent and increases business by 15 percent. Borlaug spent four months preparing the operational manuals based on research done at the first PicATape stores.

Since cassette sales can be withdrawn through their displays in the display, the company has designed its own die cast plastic case which enforces the case's dimensions. This larger cassette cannot be taken from the bin. Thus if cassette music only accounts for 5 percent of the chain's business, but the cassette business is just barely getting started in the Oklahoma case. Borlaug told members that display systems greatly cut operations of the cassette business. A salesperson can discuss all aspects of the cassette business in one stop.

Local Los Angeles tape buyer adds that discounting of tapes "hasn't been a problem"—yet. A big problem, one observer concedes, is the potpourri of material in budget, economy, and price categories.

Budget tapes are selling for $2.98 and $4.98, Ampex and Liberty/UFA offer four-track tapes at $1.98. Regular reprints run the gamut between $4 and $7.

Stories which record sales as tapes loss leaders won't be doing it for long, according to Charlie Scott of Ampex. "The tape business, once they take a look at their profit structure. With the present money situation, stores are very sensitive to the larger margins. There is no more big deal about a department store running $4.95 or $3.77 sale on a hot album. Simms feels adding "People take it as a matter of course to have the lowest price in town.""

The word "low" sometimes can have the wrong connotation. When Bell & Howell decided to launch its own line of pre-recorded classical cassettes, it set a $4.95 price on the music. "We are building an economy line," not a budget Sachs Rubenstein states. Sachs Rubenstein recommended prices div. said in January. B&H's $5.50 price was also meant to appeal to the classical huff, not the impulse buyer who buys a tape without any consideration to its qualities.

Eight-track tape in Southern California are being peddled for between $1.00 and $5. While Ampex, Emi and the rest of the companies are running out, while trying to maintain a 200-250 percent mark up on the cost of new releases in 4-track has been greatly reduced. The 4-track business is going strong, but it's worthwhile," notes Charlie Simms. The chain's 4-track is priced at $9.25. Pricewise, the tape business is confusion.
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Standardization Problem Hits Videocassette Manufacturers

Muntz Compatible Recorder/Player

LOS ANGELES — Muntz Stereo-Pak has developed its first compatible 100-minute home playback unit with a record feature. Jim Muntz, a company official, reports that orders for the unit which will retail for $300.

The compatible recorder/player (model 512) is the highest priced cartridge unit in the company's history. The younger Muntz acknowledges that this compatible recorder is his two masters; a person interested in duplicating 4 track tapes or someone with an eye for 8-track material.

Also scheduled for domestic unveiling is a compatible deck with a record feature, the MR3, selling in the $59 to $109 range. The 512 has integrated circuitry and boasts 100 watts per channel, according to Muntz. It, and a previously released home playback unit, the model 150, are Muntz's first two units with integrated circuits. All previous models have come through with printed circuits. Also scheduled for release should be a 4 track recordable compatible (99$) with built-in AC converter and self-contained record features. A two-track version for the Muntz line of compatibles are three car units and four home units. Tests on the 512 first unit combining record capability for two of the three major cartridge configurations.

The 512 upgrades the company's previous record player, the model 300, which made its debut in early 1965.

The line of compatible units, Muntz is readying a 6-track player, the 800MPX with built-in FM multiplex and a $99 price.

There are two cassette units, one automotive, one portable, which have not been selling well, according to Muntz, but which will be relisted in the catalog.

Muntz claims price dumping in the Los Angeles area has affected movement of his cassette equipment. “Prices have kicked the hell out of the equipment,” he’s always in stock of being too low. The vendor insists that you have been using low priced lumped cassette units as loss leaders.

Muntz’s unit, the 9200, sells for $99 and can record on one channel. The portable CAV9203 has a phono playback/recorder. Both of the cassette units are made for Muntz by Maruwa, one of the company’s prime equipment suppliers.

The company has discontinued selling players to its own Muntz line. The Audio-Stereo product line was made with advertising effectiveness, Muntz said, so the emphasis is now on the Muntz line. The company continues private labeling equipment. In other companies, there is no longer supplying its own dealers with its own brands of tapes.

Muntz has stepped up its sales and promotion efforts. In January, Jim Muntz estimates the company’s blank business this year will exceed $2 million. This year’s recorded music last year. People claim music is not available in a number of counties going to their neighborhood du- (Continued on page 59)

Double Longevity to Better Cassette Number

WHEATON, III. — Sometime this year, Double Sixteen Co., Ltd. will be offering blank cartridges to consumers. But right now Tom Cannon, co-manager, thinks that it’s not the kind of ball game he wants to be in. He is instead moving in another direction, including manufacturing a product for Ampex.

“Everybody is experiencing problems with the quality of their cassettes and people are too price conscious. Until people have had experience with cassettes they continue to buy on price alone. Some of the product being offered is definitely a cost failure factor. Some of the company’s manufacturing cassettes shouldn’t even be in the business,” he said.

Cannon and his brother, Jim, organized Double Sixteen in 1956, to manufacture and sell a variety of commercial and recording photography company. It has carved out a niche in the audio marketplace. The company markets blank cassettes to 2,000 book stores through Standard Publishing Co. The firm manufactures 20, 60 and 120-minute cassettes, so it is researching the possibility of a better quality 120-minute package.

“Anybody who thinks their 120-minute cassettes will find it hard to sell them. Even 90-minute cassettes are a problem. With 120-minute cassettes there are several problems yet to be worked out. The tape is going to be on the Ontan, that’s a friction bearing, so it’s going to have a humidity problems, he contends.

There’s just too much volume of tape going back and forth. It’s best, I think, that we have a jam-proof 120-minute cassette by the end of the year.”

Muntz Compatible Recorder/Player

WHY PAY MORE?

Get Pfanzlth's Cassettes

Cassettes at Low Prices

(Continued from page 1)

compatibility will be very serious as the industry grows. We would like to eliminate a serious problem before it continues too far," he said. "That is why we’re working with Philips in the development of video recording technology to meet worldwide standards."

Confusion Solved

The existence of so many formats is bound to cause confusion at the retail, production and duplication levels. Look at the confusion between cassette and stereo-8, says one retailer, and multiply that when we have five different video systems.

"We believe the company that produces the best machine (system) will generate a standard," says Bill Muntz.

Most manufacturers, however, are going their own way. Some manufacturers use a cassette (8x8x1/4) which slips into a playback unit like most cassette models. The player, to retail around $350, is a two-headed helical-scan system that operates at a speed of 3 ips.

The cassette itself contains 900-feet of 1/4-inch tape which

provides 90-hours of program reception. Sony would like to market the videocassettes simultaneously with its playback equipment.

RCA’s SelectaVision uses a new tape and hardware that utilizes holography and lasers. The CBS-Motorola unit uses photographic storage.

Although the Sony, Matsushita and Avco systems are based on standard video recording technology, each system is different in terms of operating and cartridge size. Again, it’s standardization.

"Can be Connected"

The Sony unit can be connected to any standard color TV set or black-and-white model, simply by plugging in. After RF TV programs from the air into videocassettes form.

The standard plans to use dubbing stations (across the U.S.), where consumers can take home blank cassettes duplicated with a movie, play, music or anything else. The cassette contains two channels of sound information, explains Muntz, one for audio and one for stereo sound. Or, in the case of foreign films, one track could be accessible in 4 tracks and the other an English version.

$30-45 Cassette Unit 'Hotter Than Pistol'

WHEN YOU Can't think of exactly what kind of product you would like to have recording before, it – and you, order your copy of the TAPE CARTRIDGE – it may not even be a plastic cassette," he explains. As tape fosters product entering the religious field, the tape is the only one telling the cassette what to do when something goes wrong. "We have literature in each package for cleaning and sticking."

Recently, Double Sixteen offered to the manufacturers a new style clear cassette which measures 3 1/4 inches by 5/8 inches and includes a dispenser for standard 8-track tape. Leaders and splicing tape made separately and with a single motion. It costs $18.95 and can be used in conjunction with most recorders now on the market, Canon said.

Cannon assert that photography from photography and audio/visual into developing its first con-

mation of General Electric's Show and Tell television like electronic. The company has 100 such audio/visual programs which will continue to be sold in the audio/visual field, but prefers not to reveal the price. It is not good for this kind, or just what kind of product will be manufacturing for Ampex.

"The cassette configuration will definitely be the one of the future," he feeds, "Do you know what I think about when I am thinking about with wire recording. After all, you can’t edit. You have no beginning, no end, no one can understand what is going on in the cassette will be EOM that’s the day when 8-track will have reached its peak."

2. **FOURTH WAY**, c. 1975. Roots going back and forth. CHANGES called Fourth Way a "REAL super group." "They're devoted musicians. Between them, they've played with John Handy, Roland Kirk, Charles Lloyd, Maynard Ferguson, Herb Alpert, Buddy Rich, Stas Getz, Gary Burton, Drummer Eddie Marshall has been called a "magician." Mike White, violinist, was Downbeat New Jazz Star, 1967. The music is not jazz or rock, but somewhere in between. Or beyond. Bob Palmer, reviewer for CHANGES: "one super superlative will do: in times of glut in the record industry, this is the rarest bird of all.

3. **CHRIS SPEDDING'S BATTERED ORNAMENTS**, c. 1975. Originally fronted by Pete Brown, who wrote most of the Cream's hits. He's also responsible for much of the material on this album. The group now belongs to Chris Speeding, veteran 21-year-old sessionman and guitarist on Jack Bruce's "Songs For A Tailor." Voted most likely to succeed Clapton as super-hero-cult figure. Battered Ornaments have been called the most unlikely band since Bill Haley and the Comets. Sure, but the sound lies somewhere ahead of us.

4. **KEVIN AYERS**, born 16 August, 1944, Horsey Bay in Kent, early morning. "German flying bomb exploded in neighboring field ensuring a certain deafness, which I am fortunate enough to possess to this day." We haven't noticed. Kevin was former lead singer with SOFT MACHINE (who provided some impressive arrangements on this album). Nonetheless, the album is Ayers. Oboe, piccolo, flute, trombones, electronics, cello, numerous guitars, and kazoo. One English reviewer said: "What Ayers does is find the essence of all 'pop' music and polish it to a high degree at the centre."

5. **FOREST**, post-renaissance. Three prolific musicians. Martin Welham plays 12-string guitar, organ, harmonium, piano, pipes, percussion. Derek Allenby plays mandolin, harmonica, pipes, harmonium, percussion; Hadria Welham plays guitar, harmonica, pipes, cello, electric harpsichord, harmonium, percussion, organ and mandolin. All 12 tracks composed by members of the group. Something like Incredible String Band. Not like them at all. These are modern musicians, combining contemporary harmonics and medieval polyphonics. Ah, magical. Without parallel in the U.S.

**ALSO:** PINK FLOYD, EDGAR BROUGHTON BAND THIRD EAR BAND, PANAMA LIMITED JUG BAND SHIRLEY & DOLLY COLLINS.

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BASF SYSTEMS INC
Bedford, Massachusetts
BASF, Lubspeicher am Rhein, West Germany

Low-End Closeouts
Seen Hurting Trade

By BRUCE WEBER

LOS ANGELES—It is only 10 a.m. on a Saturday, but already people are crowding the doors of the J.C. Penney store in the San Fernando Valley.

The reason: The nationwide department store chain was "dumping" a monaural cassette playback-only unit for $13.88. Listed as a "closeout," the unit previously sold for $19.95.

A few miles away, at Akron, a discount chain, a crowd of young people gathered around a counter fully stocked with tapes.

The attraction? The store was offering 8-track tapes for $1.69. Although advertised as major "name" artists, product offered included "cutover" and budget-oriented repertoire.

Both stores attracted business all right, but many industry spokesmen see danger in exploiting low-end products.

"There are inherent dangers for retailers, including pitfalls brought about by a rash of low-end equipment," said one spokesman.

While Japanese manufacturers remain quiet on "dumping" product, the result of an inventory backlog is clear to most American companies. A great deal of product is likely to be dumped on the American market—most of it will be low-end.

But the end may be near for Japanese produced cheapies. Japanese manufacturers, always skilled in mass producing low-end products, have been aiming higher priced lines at the U.S. market.

Now, many Japanese companies are shipping low-end orders to Taiwan, Hong Kong, Korea, among others, for production. Japan, too, is turning to videotape recorder equipment and components.

Craig Corp., for instance, sees it this way.

Lauren Davies, general sales manager, sees a large market in low-cost cassette playback units, but prefers to take the "high-ground" and concentrate the bulk of Craig's line in the $30-$40 range, leaving the under $30 equipment to others.

"Young buyers today are too sophisticated to purchase cheap equipment," he said. "They want stereo sound, good equipment, combination units and better quality."

A retail problem also can emerge from Japanese producers shunting its low-end work to other nations in the Far East and Asia.

Factories in those countries are not equipped to produce sophisticated players, and their manpower lacks skills generally found at major Japanese plants.

Inexpensive equipment, especially players priced below $30, is giving life to budget tapes, priced at or below $4.95. While retailers are expecting a "dump" of low-priced hardware, software producers can be expected to benefit from the increasing appearance of "cheap" equipment.

"There's a great surge of consumer interest in budget tape, both cassette and 8-track, since low-end equipment became more readily available," said Harry Kelly, tape sales director of Mercury Records.

In addition, budget tapes (Continued on page 21)
Audio Magnetics to Hold First Meetings

LOS ANGELES — Audio Magnetics, cassette and reel-to-reel tape manufacturer, is holding its first annual sales meeting and convention here in Palm Springs, beginning Tuesday (17).

The company is planning product orientations and technical sessions at its manufacturing complex in Gardenia, Calif.

More than 30 manufacturers representing from across the U.S. will headquarters at the Century Plaza Hotel and the Riviera Hotel in Palm Springs for the weeklong meetings.

Seminars will be held on equipment and techniques, joint ventures, credit, advertising, public relations, tape manufacturing, sales, research and development, quality control, among others. Tours of the manufacturing facility will be conducted.

The technical and marketing meetings will be conducted by Audio management personnel, including Irving Katz, president; George Johnson, sales vice president; Ray Allen, sales vice president; Georges Abitboul, sales vice president; and president of Audio Magnetics International Inc.; Elliott Basch, vice president; and Robert Harris, director of special products.

The tour will include the blank tape facility, plastics, marketing, packaging and assembly.

The itinerary includes a cocktail party Tuesday (17) at the Century Plaza Hotel, product orientation and technical sessions at Audio Magnetics Wednesday (18) and Thursday (19) and a golf tournament and awards dinner Saturday (21) in Palm Springs.

Frankford in Mail Test

DETROIT — Jack Frankford, president of Michigan Mobile Radio, Inc., which has just opened its third installation and retail CARtridge sales center here, is testing-mail a new mail order operation. 10,000 copies of an 80-page custom catalog are now in the mail. Frankford who buys the catalog for 20 cents each, feels that he can achieve a 5 percent result on the catalog "and I can make money at that level."

Each catalog features six pages of pictures of hardware. The catalog is full of articles on artists and lists of product.

Frankford is also exploring possibilities of franchising a series of stereo tape cartridge installation houses. In addition, two new MMR outlets are planned for 1971.

Low-End Closeouts

*Continued from page 20 should also spur equipment sales. Since a flood of low-end players have been appearing on the market, several record manufacturers and tape duplicators/merchants are making more budget tapes available.

Why not? There's a big market for cheap product.

One manufacturer, however, urges the industry to remember Playtape. One day it was selling between $12-$15, and the next they couldn't give it away in the toy department at Sears, Roebuck for $4.

FEBRUARY 21, 1970, BILLBOARD
LOS ANGELES — GRT is releasing its first budget tape catalog for distributors-rack merchandisers to use as an order form. The brochure will have more than 250 cassette and 8-track titles listed, including classical, jazz, pop, soul, country and children’s product. The catalog also can be used as an inventory sheet, according to Larry Finn, GRT national sales promotion manager. Titles are listed alphabetically by record manufacturer. All GRT budget titles are $4.98, with children’s repertoire selling at $3.98. Finn said the catalog easily can be utilized as a checklist for inventory purposes by retailers, rack merchandisers, distributors and GRT sales personnel.

GRT, which has been releasing budget tapes for some time, (Continued on page 59)
IKE & TINA TURNER
& THE IKETTES
"Come Together" #32087
b/w "Honky Tonk Women"
is the most together single
on the charts today.
Produced & Arranged by Ike Turner

If you can listen to this record and keep together, you're out of it, baby!
Talent

Personal Involvement With Talent Stressed by New Dawn

By MIKE GROSS

Glickman, who is 24 years old, began running New Dawn about three weeks ago. He is the managing director of New Dawn Artists Management, which he founded with John Denver and Paul Glickman. Glickman has been with New Dawn about a year ago. Glickman has now his own management, the first in the industry to do so. He has taken over the management of the band and is planning to release their new album, "The Great American Songbook," on March 17.

One of the mainstays of Glickman's New Dawn opera-
tion is its deal with Red Bul-
et, a Dutch production firm. Glickman has first refusal on any act that is offered to Red Bull, should he decide to sign them. Red Bull is not interested in releasing the band's album, although the band is currently touring Europe.

Between aides to each other and the audience, they have been performing nightly to packed houses. The band's recent performance at the Royal Albert Hall in London was a sellout success.

The band plans to release their next album, "The Great American Songbook," on March 17. The album will feature material from the 1920s and 1930s, including songs by George Gershwin, Irving Berlin, and Cole Porter.

The Glickman Gershwin, who is the band's manager, has worked closely with the band to create a successful album. The band's sound is a unique blend of jazz and pop, with a strong emphasis on vocal harmonies.

The band is currently touring the United States, with stops in New York, Chicago, and San Francisco. They are scheduled to perform at the Greek Theatre in Los Angeles on April 10.

Talent In Action

IRISH ROVERS
Bitter End, New York

The Irish band, who recently released their first album, "The Great American Songbook," have been playing to enthusiastic audiences across the country. Their performances have been described as "rousing capers," and "the band's music is a mix of traditional Irish music and contemporary rock.

The band's latest single, "The Great American Songbook," was released in March and has been a big hit on the charts. The band's lead singer, Pat O'Brien, has been praised for his powerful vocals and his ability to connect with the audience.

The band is currently touring the United States, with stops in New York, Chicago, and San Francisco. They are scheduled to perform at the Greek Theatre in Los Angeles on April 10.

CHUBBY CHECKER
Ungano's, New York

Chubby Checker, now 39, is known as the "King of the Twist," and his famous dance moves are still popular today. He recently released his first album, "The Great American Songbook," and it has been a big hit on the charts.

The band is currently touring the United States, with stops in New York, Chicago, and San Francisco. They are scheduled to perform at the Greek Theatre in Los Angeles on April 10.

GRAND FUNK RAILROAD
Chicago Civic Opera House

Grand Funk Railroad are currently touring the United States, with stops in New York, Chicago, and San Francisco. They are scheduled to perform at the Greek Theatre in Los Angeles on April 10.

The band is currently touring the United States, with stops in New York, Chicago, and San Francisco. They are scheduled to perform at the Greek Theatre in Los Angeles on April 10.

SURFERS
Latitude 20, Torrance, Calif.

The band is currently touring the United States, with stops in New York, Chicago, and San Francisco. They are scheduled to perform at the Greek Theatre in Los Angeles on April 10.
"THANK YOU DJ’S OF AMERICA FOR THE HEAVY TOP 40 AIR PLAY."

Jay & The Americans
"Walkin’ In The Rain"
#50605
b/w “(I’d Kill) For The Love Of A Lady”
produced by Sandy Yaguda and Thomas Kaye
for Jata Enterprises, Inc.
arranged by Thomas Kaye
Over 700,000 copies sold!

Little Anthony & The Imperials
"Don’t Get Close"
#50625
b/w “It’ll Never Be The Same Again”
produced by Bob Skaff with the assistance of George Butler
and Little Anthony & The Imperials
arranged by Horace Ott
Getting Top 40 air play in Chicago, St. Louis, Charlotte & Pittsburgh

Ferrante & Teicher
"The Theme From ‘Z’"
#50646
b/w “Lay Lady Lay”
produced by George Butler
arranged by Ferrante & Teicher

Bobbi Martin
“For The Love Of Him"
#50602
b/w “I Think Of Him”
produced by Henry Jerome
arranged by Don Tweedy

Over 11,000 sold in only 4 days! Getting Top 40 air play in Philadelphia on WFIL, WIBG, WPEN & WIP

Jay & The Americans
“Walkin’ In The Rain”
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b/w “(I’d Kill) For The Love Of A Lady”
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“Walkin’ In The Rain”
#50605
b/w “(I’d Kill) For The Love Of A Lady”
produced by Sandy Yaguda and Thomas Kaye
for Jata Enterprises, Inc.
arranged by Thomas Kaye
Over 700,000 copies sold!

Little Anthony & The Imperials
“Don’t Get Close”
#50625
b/w “It’ll Never Be The Same Again”
produced by Bob Skaff with the assistance of George Butler
and Little Anthony & The Imperials
arranged by Horace Ott
Getting Top 40 air play in Chicago, St. Louis, Charlotte & Pittsburgh

Ferrante & Teicher
“The Theme From ‘Z’”
#50646
b/w “Lay Lady Lay”
produced by George Butler
arranged by Ferrante & Teicher

Bobbi Martin
“For The Love Of Him”
#50602
b/w “I Think Of Him”
produced by Henry Jerome
arranged by Don Tweedy

Over 11,000 sold in only 4 days! Getting Top 40 air play in Philadelphia on WFIL, WIBG, WPEN & WIP

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Delaney & Bonnie, 
Clapton at Fillmore

NEW YORK — Not even a lot of help from their friends could make lead singers out of Delaney & Bonnie, rock's better background artists, whose re- nowned rock band with the brilli- ant Eric Clapton dressed up Fillmore East, Feb. 6-7, along with Mr. Kansas City" Wil- bert Harrison and TÁ Records' Seals & Crofts, a contemporary pop-gospel duo. Delaney & Bonnie feature the soulful harmony between the "country" in Delaney, and the high and mighty "gospel" in Bonnie Bramlett who, at the top of her voice, is still being a Sunday sermon in a Baptist church. Yet both Delaney and Bonnie fail to deliver what live rock demands, and their thin, small voices fail to distinguish them up front and apart from the band, who compete for the lead by their sheer excellence, together and the musical ex- citation that comes from the in- spired merging of the two.

Mistakenly by Clapton, the best "friend" a rock musician could possibly have, the band—Jim Gordon, drums; Carl Radle (bass), Bobby Whitlock (key- board, vocals), Jim Price and Bob Keys (born)—played to capacity, everything-wise open and nothing held back. The re- sult was a magnificent assort- ment of rock rhythms, energized by Clapton's impeccably taste- ful guitar work and driven to the point where sitting down vs. listening or dancing in the aisles becomes a serious issue. Both the band and Delaney & Bonnie hit the evening's highs on "Where There's a Will, There's a Way" and Clapton's own "I Don't Know Why." The group's first album for Atco is called "On Tour," and features songs recorded live on a recent European tour.

Wilbert Harrison, a one-man rhythm and blues machine, came to play Fillmore on the strength (Continued on page 44)

RIMROCK RECORD MFG. CO.
OFFERS
COMPLETE MANUFACTURING OF RECORDS AND FOUR COLOR JACKETS
NATIONWIDE DISTRIBUTION OF 7" SINGLES
FULL DIMENSION AMPX ELECTRONICS STUDIO
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Rimrock Mfg. Co.
Concord, Ark. 72323

From The Music Capitals of the World

(CINCINNATI)

The Julian (Cannonball) Adder- ley Quintet and Lee Mingo, WCWS- TV, Music Hall Sunday (15) as special guests with Frankie Ford, and the present Arnett Quintet are Joe Zawinul, piano; Herbie Hancock, keyboards; Ron McCurdy, drums; Can- nonball Adderley, trumpet; and flautist, and featuring Nat Adderley on cornet. • Local country sta- tions, "Where There's a Will, There's a Way," as well as JCL's 12-hour bus to Nashville for its listeners for March 11. Package includes round-trip fare, admission to the "Grand Ole Opry" and breakfast with "Opry" stars—all for the sum of $53. WZIF F.D. Wes How- ard is handling the details. • Jerry D. Allen, record promotion man and head of his own label, Allen Records, is still under a doc- tor's care for care for injuries sustained when the car he was driving was struck by another here early in January. • Chuck Chelton, who formerly worked on country promotion for Decca, Monument and King, was a hurry-up visitor here last week- en en route back to Music City from his job in New Orleans. Chelton now operates his own firm, C.C. & Company, and serves four accounts on both pop and country radio in Illinois and Southeast. • Opera 65 Produc- tions of Denver is putting on a ses- sion for 20th Century at Rusty York's Jazz Workshop here Co- here last week. Others who put in their laps at the studio last week included saxophonist Cal Collins, who completed an album for a local jazz artist, former- ly with the Vivienne Della Chious TV on WLCW, who cut a session produced by Dominic Palazzolo Evangelist Jerry Arthur and Perry Duet, both of whom completed gospel albums. • The Heywoods, who have toured with the Rascals, Paul Re- verse and the Raiders and Herman's Hermits, leave here Feb. 22 for Hol- land where they will make a TV and pilot TV for Gene Autry. The lads, whose top songs are adding pop-country for the Coast session. The group, which is led by Buno Donaldson and Jim Pits, of the "Big Creek Band," has the Heywoods' lineup is Bono Donald- son, organ and trumpet; Mike Gibbons, trumpet and cymbals; Corky Pickering, bass and trumpet; Max Martin. trumpet and vo- calist; Dale Lewis, guitar, trumpet and vocals; Joe Briggs, drums; Dave Anderson, sax, flute and pi- ano; and Jere Schreiner, trum- pet and piano.

(MONTREAL)

The original group, which includes banners trailed by planes, is $250,000, of which Arlo's share is $75,000.

JUERGENS BUST'S RECORDS IN 222-CONCERT TOUR

MUNICH — Udo Jürgens, the 35-year-old Austrian-born singer/songwriter, is breaking all records as he works his way steadily through the most massive tour schedule ever organized for Europe and Germany.

Jürgens began the tour in September and when he finishes in June he will have played 222 concerts in Germany, Austria and Switzerland in 10 weeks.

Jürgens, who is commanding an unprecedented (for Germany) $5,000 a night for his two-man stage show, is playing to capacity audiences everywhere and since the tour started his record company, Ariola, reports 300,000 sales of his albums.

In Montana, the company which manages Jürgens and publishes his songs, has done massive promotion for the tour, too. In Radio Luxembourg, for instance, the company has used 15-page spreads in the magazine in a series of coordinated promotions and exhibitions.

Montana, which produces the Burda publishing group which is sponsoring the tour.

The entire publicity budget, which includes banners trailed by planes, is $250,000, of which Arlo's share is $75,000.

Jürgens will continue his marathon tour in the Waldshow in Berlin before 25,000.

Talent

Toronto Hotel Name Policy

TORONTO — The Royal York Hotel will continue book- ing big-name acts into its Im- perium Room for the rest of the season. The hotel initiated the policy of booking big names last autumn. At the time, a hotel spokeman felt that it was a risky move especially since some of the stars were to be paid $5,150 for each one week engagement. The figure was the most the hotel ever paid for talent. But the gamble paid off. Elsa Fitzgerald, Count Basie & His Orchestra, Trini Lopez, and Earl (Pie) Shanks, Jr., started a new era or near-capacity crowds.

Bookings for the rest of the season are: The Vogueus, Feb. 6- Saturday (14); Tony Sandler & Ralph Young, (Feb-28); Dana Verlai & the Holidays, March 2-14; Duke Ellington & His Orchestra (Feb-16-21); Little Rich (March 23-April 4); Kay Starr (Feb-18); Peggi Lee (confirmed yet) April 20-May 9); Matt Monro (11-21); Al Martino (22-30).

Aznavour Creates His Own New Wave

NEW YORK—If it’s possible for an artist to surpass his al- ready formidable stature, than that’s exactly what happened at Charles Aznavour’s opening of a three-week engagement at the Manhattan Theatre, Feb. 4. His program was not only a tidal wave of past showstopping songs in French and English, but evoked his special incandescence in the breathtaking “We’ll Drift Away,” a new sinuous rhythm and metaphysical image for the artist, called from his latest Monument album.

Other notable projections of (Continued on page 28)

Fields, Bernstein In London Talks

NEW YORK — Billy Fields and Sid Bernstein, producers and personal managers are stopping off in London to meet with John F. Kennedy Jr., assistant entertainment director on behalf of Rhinoceros and Ten Wheel Drive to line up personal appearances in London and tours of the Continent for both rock groups.

Fred Bernstein will first be in Amsterdam to inspect the final site for the upcoming World Peace and Music Festival in Holland which Bernstein will produce.
Liberty Records is pleased to announce the signing of one of the Record Industry's all-time great talents. DEE CLARK "Where Did All The Good Times Go." Produced by Buddy Buie & Robert Nix; arranged by Emory Gordy, Jr.; a B.B.C. production. Liberty single #56152 2:33 minutes of prestige soul!
From The Music Capitals of the World

DECCA CUTS COUNTRY DAN
HOUSTON — A dance-sponsored by country music station KJKK in the Astrodome on March 14 was recorded by Decca Recording artist Ernest Tubb and his group, Conway Twitty and Peggy Sue. Drew Sadowski, Decca's Houston office, handled the arrangements, and Larry Goldman, handling sales for Decca, produced the album. The dance was attended by more than 12,000 fans.

GEORGE KNEEMER
NEW YORK
Elektra's Paul Stiebel opens a three-night stand at Lema's Sakura's Spring New York, (Friday), 20.

For Peer Southern's Library of Recorded Music, has released "The Good Word," the first album in a new contemporary series for library users. Polydor's Ambrose Duke is appearing at the Astrodome, Bay City, Mich., Saturday, Sunday; Cleveland's Rock shop, Pittsburgh, Pa., Saturday and Sunday; and the Chicago Stadium, Birmingham, Mich., Friday, and Silver Belt, Pontiac, Mich., Saturday, 28. Al Kooper has supplied the score for "LoveSong," a new Norman Jewison film starring Pearl Bailey and Diana Sands. His, He, & Me, which is managed by Chapell & Co., will return to the St. Regis Montreux this spring.

Michael Baca, manager of Peer Southern's Hollywood office, moved to Los Angeles after a heart attack in his Los Angeles

CHICAGO
The Moody Blues had to cancel their March 1 appearance here for 22nd Century Productions and have been replaced by San Francisco's Cold Blood and Elektra's Renaissance. Appearing recently for 22nd Century have been Grand Funk Railroad, Delaney & Bonnie and Friends featuring Eric Clapton, and the Doobie Ban & Sylvia and the Great Speckled Bird. Recent concerts included two weeks at Mister Kelly's. Ramsey Lewis and his trio also completed two weeks at the London House. Richie Havens was in for one show. For Stargate Productions, "Charlton's Flock," a local and national tour, returned home for a weekend stint at Lily's. Bob Seger System played one night at the Cellar... Bangor Flying Circus played a midweek gig at George's.

Buddy Guy now appearing at Therese's.

Dexter's Scrapbook

BY DAVE DEXTER JR.

HOLLYWOOD — It was little more than two years ago, amid the incongruous sound of jangling seashells, a pounding blue Pacific surf and flying golf balls of Monterey, that it was possible, and for the first time, to record a musical, sad little introvert little girl from San Francisco to the stage of a London ballroom. For twenty-five years, "The New York Times" has been reporting New York's music, "Earl of Rostov," a country-folk opera by Peter Link and C. C. Courtyn, composers of the current off-Broadway hit, "Salvation," will be brought to the New York stage in October by the existing teams on both the Decca and Capitol Records. It has not yet been decided whether the show will be produced by either a Broadway or an off-Broadway theater.

Contrary to the usual procedure with New York musicals, "Earl of Rostov," has already been recorded for Capitol Records by Big Sandy Productions. The label, which scored Countney and Link with a $30,000 budget for the recording, will release the album April 6, six months before the premiere of the stage production.

The stage version will employ a cast of 12 and several musicians, the number to be determined by whether the show aims for the Broadway or off-Broadway theater. Featured roles will be played by Countyn, Link, Yolandé Bavan, Joe Newton, Miss Ten, Annie Rachel and Marta Heifin, all of whom perform on the album. They comprise "The Salvation Company," artists from "The Salvation" show who have been signed to exclusive recording contracts with the writing team's Big Sandy Productions.
"WHY SHOULD I CRY"
THE GENTRYS
SUN 1108
NARAS members are now voting for this year's Grammy Awards in 45 categories. Winners will be announced at NARAS chapter awards ceremonies on Wednesday, March 11. Many winners will be starred on the Academy's TV spectacular, "The Best on Records," over NBC on Wednesday, May 7, from 10 until 11 p.m.

These nominated covers are printed and published as an industry service by Billboard, which urges every active member of NARAS to vote very carefully and to mail his ballot so that the return envelope is postmarked on or before Wednesday, February 25, and received by the accounting firm of Haskins and Sells by February 27.
I Am Curious
(Greenbaum)

Formerly known as Blood, Sweat & Greenbaum.

Thanks totally to the fact that SPIRIT IN THE SKY is a neat record, we're proud to add the following news notes:

Bill Gavin, in all honesty, reported it as his Hot Tip, mentioning "KLIF reports huge sales gains in Dallas, where it charts #3! KJR also confirms big sales in Seattle. Sales starting in San Francisco."

We rush in to add that SPIRIT IN THE SKY is also a-wail on the following lovelies: WLS, WCFL, KYA #39, KFRC, KHJ #30, KRLA #29, WHBQ, KNUZ, WHLO, KROY, KRIZ, WYSL, and other nice ones.

Having made our point, we trust, we turn now to the source of it all, Norman Greenbaum's album titled, luckily enough, SPIRIT IN THE SKY.

If you, too, are curious, you've now been told.

By Warner Bros. Records.
Wis. Station Changes
Call Letters, Format

WAUSAU, Wis. — “You can appeal to the adults with a classical and middle of the road format, but in our situation this format could not support the station,” said Dick Dudley, president of Forward Communications Group that operates WIFC-FM. For 12 years the station was known as WSAU-FM and played classical and MCA records, but was not attracting advertisers. Throughout the Wausau area, businesses, banks, hotels, restaurants, hotels and clubs used the station as background music for their cafeteria and lounges. It was popular with these institutions, but none of them gave the station badly needed financial support.

In September WSAU-FM changed its name to WIFC-FM and began programming rock music. It immediately attracted new advertisers. In fact, it received 41 requests for advertising space. It also recruited many letters criticizing the station's format. After a short period of time the new WIFC-FM began to get letters of praise. These were from its new audience, the youth of the Wausau area who were listening to the station and liked the format as much as the advertisers. "The rock music has a real impact on the young people and the advertisers who want to appeal to this crowd,” Dudley commented. The format change seems to have not only increased the advertising but also the audience. In a recent give-away contest the station received over 25,000 letters from all over the state. Now the compliments letters exceed the letters of complaint.

THE RECORD AND RADIO industries turned out Jan. 28 in New York to honor WMCA music director Joe Bogart at a testimonial luncheon. Among those present, from left, Herb Rosen, independent record promotion man; Harry Harrison, radio veteran Bertha Porter; sport: Frank Costa of Buddah Records; WABC program director Richard Sklar; Pete Bennett, independent record promotion man; and Bill Spitzak, independent record promotion man.

WROK-FM Shuts to Country

ROCKFORD, Ill.—WROK-FM, 50,000-watt stereo station here, has switched to a country music format, reports president Vernon A. Nolte. Program director Ron Anderson says the music will consist of current country hits—based on local sales as well as the national chart—combined with a heavy portion of country oldies. In addition, Anderson will make room for what he considers outstanding singles and cuts from albums that will probably never reach hit status. "There's a lot of good music released today that just never makes it because it is overlooked by busy programers or the record promotion and timing is wrong for the market," he said.

Billed as "Blue Ribbon Country," the station is using a station log package by Danny Davis and Bill McLellin of Nashville. The session was finished in December at the RCA studios in Nashville with Ander- son and Dave Wolfenden, director of FM operations for WROK-FM and WBNQ-FM in Bloomington, Ill., on hand to supervise.

The new format was launched with heavy promotion on the AM affiliate—WROK—and via billboards and TV spots. Prior to its country music format, WROK-FM featured good music 18 hours per day.

Knotts to Host
NBC-TV Hour

BURLINGTON, Calif.—Don Knotts, who gained fame on "The Andy Griffith Show," will host a new comedy-variety hour on NBC-TV network next fall. It was announced last week by Mort Werner, vice president, programs and talent, Yonge- street Productions, production firm of "Hee-Haw" and "other shows, will produce the new show. Nick Vanoff and Bill Harbach will be executive pro-
ducers.

WPGC's "CMile With Country at Night Pays Off"

FITCHBURG, Mass.—Nightly used to be a throwaway on easy listening-formatted WFGL so far as commercial billings were concerned. But a country music show that started out as a one-night-a-week affair grew into a seven-nights-a-week event from 7-midnight. And general manager John O'Day and program director Ron Morgan are considering expanding country music programming beyond midnight. The country music show is hosted by Gene LaVerne, who picks his own records. A country music performer as well as a deejay, LaVerne is so popular on the station that his show features a minimum of 200 spots a week.

LaVerne also prints and distributes 1,000 copies of a chart each week. He is in constant demand for remote broadcasts of his show, ranging from supermarkets to car lots, often doing three or four remotes a week. O'Day feels that other medium markets could also turn their night-time programming into a profit-maker.
Apple Records

BILLY PRESTON

ALL THAT I'VE GOT
(I'M GONNA GIVE IT TO YOU)

Produced by George Harrison  Apple 1817
Arnold Starr has been appointed vice president and director of Radio-

tee programming.

Radio-tee programming.

By CLAUDE HALL

radio-tee programming.

has just gotten himself engaged
to Matilda Harbey. Errol A. Falcon has joined Media
Research and Productions, Hilo,

being offered in Spanish

language music variety shows, reports

Alan Chandler, general sales man-

mer program director of WINX

is now with WENX in the suburbs of

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traffic show and serving as pro-

gram director. And he's been

over the programming duties of

WINX and Bill Vickers is music director. Over at WEDU,

Judie Kellar is the music director, who
takes care of the Spanish and
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Newest people to join WMO in

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IT'S POPPIN' FRESH!

ROY ORBISON

"SHE CHEATS ON ME"
c/w "HOW DO YOU START OVER?"

ON M.G.M. RECORDS
DISTRIBUTED BY TRANSCONTINENTAL RECORD CORPORATION
Radio-TV Mart

Billboard is read by nearly every air person in the country. Royalty is $1 per issue. send to:
Radio-TV Mart Job Box
147 W. 56th St.
New York, N. Y. 10019

POSITIONS OPEN

Nature voice for MBS station. We want someone who's experienced in air and news gathering, and who can deliver a strong voice. 25 yrs. exp. needed. Contact Paul Lancaster, Billboard.

Heavy stations in Seattle looking for a General-Morning Man. If you have the right stuff, we want to hear from you. Contact Paul Lancaster, Billboard.

WOUL, Brockton, Mass., seeks a 25-35 year old who can deliver a strong voice and can sell. Great position for young married couple. Drop resume to Box 35, Radio-TV Job Box, Brockton.

KLWV, contemporary station, seeks an experienced and attractive disk jockey with a good supply of keepers and mixes, who can deliver a strong voice on the home program. Interested? Send your resume to Box 45, Radio-TV Job Box, Baltimore.

Contemporary station in Allentown, Penn., seeks a very dynamic personality to anchor a daily 5-9 a.m. show. This position is for a young professional who desires the freedom of an independent station. Salary is competitive. Please send resume to D. Williams, Billboard.

Upmarket medium market adultconductor wanted. Fast-paced operation, attractive salary and benefits. Please include copy and resume with application to Box 20, Radio-TV Job Box, New York.

Program director needed fast for job in Midwest. Please include resume FM-AM operations. Experience preferred. Call D. Jackson, Billboard, Box 26, Radio-TV Job Box, Akron.

KJRT, Fort Wayne, Ind., is looking for a 26-30 year old who can deliver a strong voice and can sell. 25 yrs. exp. needed. Contact Paul Lancaster, Billboard.

10:00-noon modern country music station, No. 1 in the market for country, seeks a strong midday personality. We're serious about building. Please include resume to Box 50, Radio-TV Job Box, Dallas.

In a rapidly growing market, we're immediately opening for a promotions director. Twenty-five years' experience in promotion work, preferably with a major market station, is essential. Native of the home area preferred. Drop resume to Box 55, Radio-TV Job Box, Dallas.

VOCO, where you can have a great time in a great city. Excellent opportunity to join a progressive station. We're looking for someone to join us as a disc jockey. Please send your resume to Box 60, Radio-TV Job Box, Dallas.

DOOY Big Country Radio in Omaha, Neb., needs experienced disk jockey for afternoon drive shift. No minimum time needed. Must be able to work with a growing station which is interested in progressive music. Drop resume to Box 35, WOOW, Omaha, Neb.

One of the nation's top broadcast chains is looking for an experienced disk jockey. If you believe FM radio can achieve radio's potential, and can contribute to our success, we want to talk. Please send resume and references to Box 40, Radio-TV Job Box, Chicago.

KOOL, First country radio station in Florida, needs an experienced disk jockey for afternoon drive shift. Must have a minimum of five years of experience in country music. Drop resume to Box 50, Radio-TV Job Box, Naples, Fla.

Available June 1st. phone or letter. 5 years experience in all formats, currently seeking online broadcasting. Excellent position. Send resume and references to Box 45, Radio-TV Job Box, Charleston, S.C.

We need a good morning voice. We're a hot morning show. Must have a strong voice and be able to deliver a strong voice in all formats. Send resume to Box 55, Radio-TV Job Box, Chicago.

Radio position-mid ticket with B. Formerly AAB & WDAR personality. Looking for a career opportunity. Send resume to Radio-TV Job Box, Chicago.

TV position-working 10-558 S. Pacific, St. Louis. Must have a strong voice, experience in TV. Good writing and copy ability. Phone: 314-436-5000.

Your letter is our ticket. Now! Creative Top 40. 35 tickets available. Good working environment. Good to work for. Send resume to Radio-TV Job Box, Chicago.


Add a touch of "Tom Jones" in your career. Become a Disk Jockey in all time disks now available. Write: WOR, 1511 Broadway, New York, N.Y. 10036. Phone: 212-246-4040.

P-O air personality with ticket. Check out our market. Contact and explore our market. We're an up and coming market. Drop resume and interest to Box 26, Radio-TV Job Box, Dallas.

If you're looking for a time and temperature position, we have an opening for you. The job is a combination of both news and disc jockey. The market is growing, we're seeking someone with experience in both formats. Send resume to Box 35, Radio-TV Job Box, Dallas.

In small New England Market and seeking a disc jockey. Applicable to both HOM, optical, rock, and country. Phone resume to box 25, Radio-TV Job Box, Bridgeport, Conn.

KOOL, Big Country Radio in Omaha, Neb., needs an experienced and attractive disk jockey for afternoon drive shift. Must be able to work with a growing station which is interested in progressive music. Drop resume to Box 35, KOOL, Omaha, Neb.

就是因为这个原因，我们决定停止提供这种服务。如果您有其他的需求，建议您联系WMCN。WMCN,地址:

WMCN, 1450 S. 50th St.
Milwaukee, Wis. 53214

Professional only. We want a man who can deliver a strong voice, sells well, and has good potential for a career in radio. We'll pay what you're worth. Drop your resume to Box 55, Radio-TV Job Box, Milwaukee.

An opportunity exists at this adult music station for a good resource. A strong voice is essential. 25 yrs. exp. needed. Send resume to Radio-TV Job Box, Milwaukee.

LOOK! Is this the job for you? A midday job opening in a large market. The station is one of the best in the country. We're looking for an experienced, reliable, person who has a positive attitude and can make a difference. The opening is a part-time position. Drop resume to Radio TV Job Box, Milwaukee.

We're looking for a man who can deliver a strong voice and sell. Experience is essential. Drop resume to Box 55, Radio-TV Job Box, Milwaukee.

Now available for one of the major markets. A strong voice, sells well, and has good potential for a career in radio. Drop your resume to Box 55, Radio-TV Job Box, Milwaukee.

Ken Hawkins is congratulated by Cleveland Mayor Carl Stokes on his appointment as general manager of WJJO, Cleveland soul station. Hawkins was previously the director of special operations and special events. Hawkins and the station were fired. Picket lines were set up by the Southern Christian Leadership Conference. One of the demands was that a black general manager should be hired. It is reported that the SCLC plans to confront WJJO, Washington, WFTN-FM, Washington, WFTC, Rockville, Md., WTHD, Baltimore, KALI, Los Angeles; KXZV, San Francisco; WBINX, New York; WYFL, Miami, and WJMS, Manchester, N. H.

Continued from page 34

Jensen, production director Ron McFadden, Miller, John Ellison. Deborah Johnson handles continuity, Brenda Gatsby does traffic. Jay Reynolds got the job with WABC, New York. He's been with WIFE in Indianapolis. I guess we're talking about another of the most sought-after jobs of the past few months. It's an all-night gig.

Robert Fee, music director of WCBS in Rolling Ridge, N.J., has left the radio business to work with the Federal Aviation Administration; Bob Dean replaces him as music director. Dave Anthony is now doing a 10-noon Sunday progressive rock show called "Toni and Strawberries" on WNIC-FM, Columbus, Ohio. I'm sure Thomas Howard who used to manage radio stations in Kenosha, Milwaukee, and San Diego, is now with RTV International, New York-based management-consulting firm. Line-up at KROW in Dallas, Texas, now includes Steve Phillips. Mike Declue, who'd been with KACI in Denver, and James Kelly has been named director of radio-TV service for the programming consulting firm of True Hold Corp., St. Joseph, Mo.; he'll be promotion and assistant program manager of KFGE, St. Joseph.

Music director Michael H. Bow, KLUG, 120 N. Pennsylvania Ave., Crowley, La. 70526, needed a DJ to fill the new Top of the World position at the station. Ron Edwards, formerly of WAMS in Wilmington, Del., and WFIL in Philadelphia, has joined WMID in Atlantic City. WMID general manager Bob Bagder says that his advertisement in the Radio-TV Mart section of Billboard "had many, many replies and I have a good backlog of tapes to hold on to should another opening happen soon. Billboard outboards broadcasting by at least five-to-one."

In Wichita, Kan., Mitch Farrell has been named program director; he'd been with KPUB in River side, Calif. Former KLEO program director Don B. Williams has been transferred to New Orleans. Music director Jack Rogers says he's resigned his programming duties at the station. For experienced broadcast personnel.-consultant. Call or write: Tom Jones, Tom Jones/Music, Inc., 3615 S.W. 21st St., Oklahoma City, Okla.

Immediate opening for engineering director. Must have a 2-year degree in electrical or related field and 2-3 yrs. exp. as engineer in Western market. Knowledge of broadcasting systems and experience in studio and field engineering essential. Write or call: KDKA, 301 5th Ave., Pittsburgh, Pa.

WARY, WMYX & Wirth, St. Louis, Mo., are looking for a talented and energetic new personality to discover. We're a fast growing station with a wide range of programming. Drop your resume to Jim Fahy, Billboard.

Orlando, Fla., is looking for a disc jockey. Experience is essential. Send resume to Box 25, Radio-TV Job Box, Orlando.

An opportunity exists at this adult music station for a good resource. A strong voice is essential. 25 yrs. exp. needed. Send resume to Radio-TV Job Box, Milwaukee.

In a rapidly growing market, we're immediately opening for a promotions director. Twenty-five years' experience in promotion work, preferably with a major market station, is essential. Native of the home area preferred. Drop resume to Box 55, Radio-TV Job Box, Milwaukee.

In your career, there are few opportunities to work with a 13-year-old, top 40 staff. It's the chance of a lifetime. If you have a strong voice, experience in all formats, and a great personality, write to Box 40, Radio-TV Job Box, Milwaukee.

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Radio Mart

FEBRUARY 21, 1970, BILLBOARD
If someone asks you what Berio played and you say catcher for the Yankees...

brother, you're losing business!

Berio...Luciano Berio...conceived and played many of the new electronic forms that have influenced students of modern music for the past decade.

Berio, Stockhausen, Cage, Maderna, Boulez, Earle Brown, and perhaps two dozen other disciples of change recorded a historic series of explorations and experimentations that have become cornerstones in the libraries of major music schools everywhere. These names...and the music...are legendary for everyone who studies, follows or just digs modern classical music. This is where the electronic sound began. It's become the framework for the rock, jazz and pop sounds you're selling today.

Now this entire series is issued on Mainstream Stereo LP and on Ampex Stereo Tapes, and we've already scheduled full page underground newspaper ads announcing its release.

This is a whole new ball game for dealer profits, so contact your Mainstream Records distributor and your Ampex Stereo Tapes distributor now.

Mainstream
1100 Broadway New York, N.Y. 10019

Ampex Stereo Tapes
2201 Lunt Ave. El Grove Village, Ill. 60007
The 2nd Annual International Music Industry Conference

Sponsored by Billboard and Record Retailer

April 26-May 2, 1970

Palma de Mallorca, Spain

HOTEL ACCOMMODATIONS

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

- ARRIVALS & DEPARTURES. Greeting and assistance at our own Special Airport Registration Booth, and private coach transfers to and from your allocated hotel. All baggage tips provided for, at airport and hotels.

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

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

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

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

- FASCINATING "CORTIJO VISTA VERDE" (The "Little Bull Ring"), Unique open-air suburban restaurant-night club. See miniature bull-fight. You may also try "fighting the bull" yourself. Transfers to and from all hotels.

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

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

For complete information, write to the Conference Coordinator, International Music Industry Conference, 300 Madison Avenue, Suite 900, New York, New York 10017.

REGISTRATION FORM

The following information is for the 2nd Annual International Music Industry Conference sponsored by BILLBOARD and RECORD RETAILER Registration Fee: $200 (U.S.) per person or £133.66 in sterling.

If you wish to pay in dollars, add 5% to your check payable to THE BILLBOARD Record Retailer, 300 Madison Avenue, New York, New York 10017.

If you wish to pay in sterling, add 5% to your check payable to International Music Industry Conference, Suite 900, New York, New York 10017.

Register here or write to R. Friday, International Music Industry Conference, Suite 900, New York, New York 10017.

The following information is for the 2nd Annual International Music Industry Conference. Check is enclosed for all registrants. PLEASE PRINT THE FOLLOWING INFORMATION:

Name of Each Registrant:__________Title:__________Address:__________

Your Name and Title:__________Company:__________

Please pay your registration fees by certified check or money order only.

If check is in sterling, send to: International Music Industry Conference. Suite 900, New York, New York 10017.

If check is in U.S. dollars, send to: The Billboard Record Retailer, 300 Madison Avenue, New York, New York 10017.

Printed in U.S.A.
Programming Aids

Programming guidelines from Key, packetizing radio stations, including Best Pick, Best Leftfield Pick, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100


CHIEF AUDIO ENGINEER

Established record label seeks capable engineer for mixing, mastering, editing, design and assembly of studio electronic equipment. Candidate would have worked for major recording studio 3 years. Salary $15,000 plus generous commissions. All employee benefits, hospitalization, pension, etc. Excellent opportunity for future.

Write in confidence. Box 7744, Billboard 1440 E 82nd St New York, N.Y. 10036

FIDELIPAC® NAB BROADCAST CARTRIDGE

- Smallest, most reliable unit.
- Lengths for every broadcast requirement.
- Fits any NAB-approved tape deck.
- Affordable, compact, durable, and finest sequential command cue.
- Made in the USA, 11th floor Tech. Assisting

Radio-Television programming

EASY LISTENING


Top 40 Profiles

EDITOR'S NOTE: Each week we will profile some of the key Top 40 stations in the nation. These stations are participating in Billboard's Top 40 radio survey and are being conducted in association with the The Council of the U.A.S.

WNCI-FM

P.O. Box 44, New York, N.Y. 10036

General manager is Phil Sheridan. Program director is Charlie Pickard. Air personnel includes Bob North; Greg Campbell; Dave Anthony, E. Karl; Don Ryan and John L. WNCI-FM is 185,000 watts at 97.9 on the dial and operates 24 hours a day, 7 days a week. Special FM station featuring the fall’s playlist and album reviews. Top 40 station by the end of the year for each station with distribution to department stores. One channel exclusively from the list.

WMCR

1911 Broadway, New York, N.Y. 10023

Owners and general managers Bill and Vivian Warren; program director is Dave Krape. Air personnel includes Bob Sprouse; Greg Campbell; Dave Anthony, E. Karl; Don Ryan and John L. WMCR is 160,000 watts at 97.9 on the dial and operates 24 hours a day, 7 days a week. Special FM station featuring the fall’s playlist and album reviews. Top 40 station by the end of the year for each station with distribution to department stores. One channel exclusively from the list.

WYAF

Box 2538

Daytona Beach, Fla. 32620

President and general manager is William Hunt. Program director is Dave Krape. Music director is Rap Adams. Operations manager is F. Paul San, studio manager is Tom More, sales manager is Ed McCaroll. KXOK has been on the air since 1949. Features single and album cuts, plus a progressive rock show.

Selling Sounds

- Continued from page 34

cored at Fine Sound. Volkswagen for DD&K Producer was DON TREVOR, arranger/producer was ANDY MARSALA. It was recorded at Media Sound.

Aco Records' New York Rock & Roll Ensemble have just signed with Stacy Man Agency, 335 East 55th St., for commercials. Group is comprised of David Schell has been hired as manager of WSPR, Springfield, Mass., producer for Ted Bates. music for Arnold AIDUS.

The band chose to play and perform in the MGM feature "The Magic Garden of Stanley Sweetheart" has been again tapped by David De Wolfe's "Vicks Snos Nasal Spray spots, composed and aranged for the contemporary vehicle STUDIO, as well as for BBM and TV." The group is preparing an LP with David De Wolfe, producer, for JCM/AAC. Film was Becker Productions. John Duchene is producer.

Week of 2-6-67

DUO CREATICS, New York, 838-4290, Larry Rosen and Shep Meiers, producers of Duo/Creatics, have signed Stanley Bronstein to compose and arrange music for commercials & films.


WES FARRELL ORGANIZATION, New York, Lt 2-6175. Steve Kargman reported that WBEU-WBDU/WBIC/WBIS/WDTS made electronic music for 30-second Buick dealer TV spot. McCann-Erickson was the agency and it was recorded at A&R studios.


FRED MIRIK of Soundville Records needs a good engineer to work in beautiful studio on rock product, contact Mirik by phone: 713-731-6300 in Houston, Texas.
NEW YORK — Sales of LP's on the college campus are up this year from last year's level as a result of increased popularity in rock and hip music. Some students at the University of Wisconsin—Madison, for example, do not have enough leisure time to listen to campus radio, said Charles Lunde, manager of the college store, located on the campus.

"They stay indoors in the winter because of the cold all of the time. Consequently, they listen to music. It is mostly rock and hip music. Students buy LP's to listen to when they are studying. Our album sales have increased 20 percent because of the increased interest in music. Many radio stations play rock and hip music to the everyday pressures in college life," Lunde said.

Victor does not run sales promotions because their stock of 15,000 albums usually runs out to 90 percent by March 1. Carl Glenn, who oversees the Quick sale record department located in a closet off the music room at his high school. Rock is the largest type of album sold here and the discount of the sale of an album. Glenn attributes his interest in records to the show the record department sponsors on the local college station. He is the heart and soul of an album or a cut from an album on the radio show we sponsor on Friday and Sunday nights and are in here the rest of the week. We get great response from the show," Lunde calls the University of Wisconsin "the third coast" because of the musical awareness of the students. He attributes the sale of records to word of mouth. "Students here just know what is going on musically. We have had some albums sell out in less than an hour. It is difficult to go on careers in music," Lunde said. He gave Steve Miller as an example of a performer who has written LP's for children. "Steve has a great ear for music."

Word of Mouth

At the State St. outlet of DISC, professor in但他or, Michigan, Dale Watermuler attributes the increase in sales of albums to the advertising done by the Dis- cision station over many of the local underground stations. WABX-FM and WKNR-FM. "Rock is the Marmatude, or "We Love Rock and Roll," says Dale, and regardless of the fact that many of the LP's are of inferior sound quality, in fact, he feels that some of the LP's have been taken out of context. They take the rock music but our LP sales are not rising. The initial cost of the albums, the cost of the tapes, but we are reaping the bene- fits of the advertising. Our record department is from the tapes," Richard Glenn at Quick sale said that 90 percent of the sales are made by keeping the tapes the people who are looking at them in the store. A special rack has been installed at the door for this purpose. "We realize that LP sales are generally limited to damaged records but if we have a store, if there is an accompanying record, if the store has a display, it is worth it. We want to return a record, there is usually some leeayway in the general manager to change the college store to the store and the store is dedicated to radio. They are only concerned with learning the business of record sales.

They all realize one thing, however. After college and all of the college music in the world, all their respective college stations will still be playing rock music terrifically. album is not only a form of the album, but also a form of the album, and the people who listen to it will be the ones who enjoy it. We are not judging by the standards of the college music in the world, but by the standards of the college music in the world, and the people who listen to it will be the ones who enjoy it. We are not judging by the standards of the college music in the world, but by the standards of the college music in the world, and the people who listen to it will be the ones who enjoy it. We are not judging by the standards of the college music in the world, but by the standards of the college music in the world, and the people who listen to it will be the ones who enjoy it. We are not judging by the standards of the college music in the world, but by the standards of the college music in the world, and the people who listen to it will be the ones who enjoy it. We are not judging by the standards of the college music in the world, but by the standards of the college music in the world, and the people who listen to it will be the ones who enjoy it. We are not judging by the standards of the college music in the world, but by the standards of the college music in the world, and the people who listen to it will be the ones who enjoy it. We are not judging by the standards of the college music in the world, but by the standards of the college music in the world, and the people who listen to it will be the ones who enjoy it.
LeFevre to Build a New Studio In Atlanta As Demand Increases

ATLANTA — Maurice LeFevre has purchased a 75-acre tract of land in the Westside area of this city for the purpose of building a new studio to accommodate the growing recording demands at his current location.

The LeFevre Sound Corp., now operating approximately 16-hour days, and for the first time is involved in night work, Buddy Blie, formerly with the Lowery Sound Co., is moving in along the night production work.

The LeFevres have given up all promotion and sales records to concentrate entirely on publishing and recording. LeFevre is producing about 75 LP's annually on a custom basis, and rents the studio to other producers for the additional work.

Percy and Maurice LeFevre bought the former family-run studio some time back, and purchased the studio musicians, and record the songwriters who otherwise could not reach the publishers and the ad men of Nashville, New York or Los Angeles.

Among the first of his discoveries was Darrell McCall, who was working in a garage across the street from LeFevre's new studio. McCall, after McColl cut a demonstration session in Angel's basement studio, was introduced to Donny Young who was instrumental in bringing McColl to Nashville. Now Darrell's sister, Dianne, is enjoying early success, and has just signed with Loretta With Capitol and Charlie Louvin.

Marie Haggard's demo of "O Holy Night," the Christmas song that she has done in the Angel label. Most of the Johnny Paycheck tunes have been done there, as well as those by Earl Richards and Snuffy Miller.

LeFevre's studio has been sometimes a thing with Angel, whose engineering work appears to be a good part of the time. However, he plans soon to construct new facilities and make recording a full-time operation.

The Tammy Wynette around about our operation here," he said, "and the demands are becoming greater.

Angel feels that this town is a logical place for cutting demos and such, and is far more centrally located, and yet out of the heavy traffic. "It's the perfect place to come and get things done without pressure," he said.

Small Town Studio in Pace With Big Time

GREENFIELD, Ohio — The easy pace of this town of 8,000 and its ready access to good musicians has brought about the success of a demonstration studio for country artists far from the demanding schedules of big city studios.

Johnny Wilson, who can call on "30 to 40" good musicians at any time for a session, said he looks forward to very interesting songwriters who otherwise could not reach the publishers and the ad men of Nashville, New York or Los Angeles.

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Sound of Figaro Disk Takes To Religion as Peace Hope

NASHVILLE — A religion-patriotic approach to some of the problems of today's youth is the theme of a new record, released by Sound of Figaro Productions, a country company founded by former navy officers, to promote peace and record the two sides.

The recording is done by Mike Figlio and arranged and conducted by Cliff Parman, feta- tor of the Le-Brite Star's recording company. An excerpt from "The Baptist Hymn," roan by Ken Schoen, a religious layman, who said he hopes to offer man "the hope and peace of Christ."

In an all-out effort to get his record released, Figlio has worked out an arrangement with 50 independent distributors to give publicity to disk jockeys in virtually all major markets, place the record in the Double- day Book Store in New York and Chicago, and in 200 university book stores across the country.

"The university approach may be the answer," Schoen explained. "The recitations suggest that the answer to some of these frustrations may be found in faith and cause us to remember the record to a memory of a friend."

"The most expensive jacket for the record has the religious-patriotic approach. The titles of the two sides are "Quest for Life" and "What Is My Purpose?". On both sides, Mike Figlio and Cliff Parman have also authored the verses as an ASCAP writer.

Although Sound of Figaro is concerned with this single now, the company has expansion plans. In the near future it will be a full-time recording operation.

Houston Growth As Studio Center Soars

HOUSTON — The growth of this city as a recording center is evidenced by the operation of five large studios and plans for even more. Those plans include the opening of Produc- tions in suburban Deer Park, where Hickory artist Glenn Barbier, served as the production company, publishing firm and turns out his own compositions.

Other full-time studios are those of Jimmy Duncan, Jones Sound, Andrus and Gold Star.

"There is a great deal of emerging talent here," Barber said. "The most outstanding artist is Gene and Debbie, who rec- ord for (FRX, and Mickey Newbury, who records for Nash- ville and records for Mercury.

"Hickory announces that they have been given a great deal of R&B and pop product in Barber," said, "but now he'd like to see a different coming into its own as well.”

Barber plans expansion in the future of his Log Cabin track studio. Although he said he plans to build a further own recording in Nashville at the Hickory studio.

' Opry' Boxoffice Up 30%—Bigger & Better Shows Cited

NASHVILLE — Despite some of the problems with the Grand Ole Opry already are up some 30 percent over a year ago when all-time records were set. Bud Wendell, manager of the "Opry," points out that sell-out crowds appeared from January, and continued through February. He cited artists that there were hundreds waiting outside for late entrance into the program.

"There is no way to explain it except for the popularity of Opry music and the 'Opry' itself," Wendell said. "I have no idea what it is, but apparently that's what is happening,"

Since Wendell instituted a liberal policy of appearances for regular members and opened the "Opry" to more country stars of the future, the "Opry" has been generally sold out, and there seems to be a past when only a handful of names was on hand to perform, the show is full of leading performers each week now. Wendell's shows will now be recording.

Earlier this year, Wendell announced the regular appearance of Sally Todd and double performances. They will continue this year from April through November, and another new record in crowd attendance. Wendell announced the Friday Night "Opry" is drawing larger crowds than in the past. Wendell's shows as the Saturday night performance, it has now matched the Saturday night crowd size. Tickets generally are available for Friday night, but seldom for Saturday.

Country Music

Two Different Country Sounds With Lonnie Holt

TWO DIFFERENT COUNTRY SOUNDS WITH LONNIE HOLT

Brite Star's Pick Hits... Brite Star's Pick Hits...
1. Heard Our Song—Dottie West (RCA)
2. One More With Feeling-Jerry Lee Lewis (Smash)
3. Monkey Business—Mack McMillion (Big Mark Records)
4. My New Love—Jenny Sale (Decca)
5. Welfare Cadillac—Tommy Dee (K-Ark)
6. Sanger Garter—The Clouds (United)
7. Whistle for Happiness—Peggy Lee (Capitol)
8. Honkey Tonk Love—Ernie Brend (Winchester)
9. I Don't Always Cry—Loretta Kay (Northland)
11. In and Out of Love—Bobby Vee (Liberty)
Brite Star's Pick Hits... Brite Star's Pick Hits...
12. Be-Echo Records—Canadian Service, Major Label
13. Folk & Old Time—Capitol
14. 1. Overton Hanging—1 Lot Like It at a Time
15. Breakdowns—Lee Williams #22
16. 1. Forever Is Such a Long Time—Cheryl White
17. Will It Mean a Broken Heart—Cheryl White
Brite Star's Pick Hits... Brite Star's Pick Hits...
211 North Church St.
Lennon, Tennessee 38570
LONNIE HOLT

Country Music

February 21, 1970, Billboard
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The view from tomorrow of yesterday is a haunting new single.

Today.

Lord Is That Me

732631

Written By: Dallas Frazier
Song & Shaker
Published By: Blue Crest Music, Inc.
506 Gatlin Road
Madison, Tenn. 37115

DECCA RECORDS

LAND OF THE COUNTRY GIANTS

Jack Greene

DECCA RECORDS

LAND OF THE COUNTRY GIANTS
Wade, last NARAS, Ray.tial scholarship for producer Jack Clement 'Bring 44 Clement, president Dean John admissions in the show last year, and to "Bring the show back to noon in another room in the hotel. 

Bobby Enriquez, who once played the piano for Don Ho, is a frequent guest on the Room of the Royal Hawaiian. Hawaiian won't be in town this week, he says, because Leondelle Anderson is as- vocales—

Nashville

From The Music Capitals of the World

The Sun Spots are doing mili- pany gigs... . . . The Surfers have been back in tour in Japan. They'll play in the Sky- on Puka club. They plan Main- tain the show at their room in New York City through the end of the month. 

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<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
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<tr>
<td>1</td>
<td>Take Care of My Heart</td>
<td>Jean Shepard</td>
<td>Columbia</td>
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<td>2</td>
<td>I'll Never Fall in Love Again</td>
<td>Mel Records</td>
<td>RCA</td>
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<td>3</td>
<td>Green Green Grass of Home</td>
<td>Tammy Wynette</td>
<td>Capitol</td>
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<td>4</td>
<td>Rainbow Road</td>
<td>Ray Price</td>
<td>MGM</td>
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<td>I Know You're Mine</td>
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<td>That Lonesome Cow</td>
<td>Lefty Frizzell</td>
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<td>When I Sweep the Floor</td>
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*Note: The chart includes songs that were popular during the specified week.*
FORT MADISON, Iowa - The一次性 product of multiple musical instrument dealers doesn't recognize that a record department is the key to influencing young customers, who will come to personalize the store for years to come.

"From the time we opened 20 years ago we have always carried records. We're one of the few full line music dealers that still allows customers to try before they buy in a demonstration unit. We watch this area and cut off the record distribution that doesn't maintain a minimum of 20,000 long plays or tape automobiles."

Rempe Music stocks such instrument brands as Selmer, LeBlanc, Olds, Baldwin, Wurlitzer, Fender, Gibson, Martin guitars and Custom, Fender and Gibson amplifiers. The store, in the southwestern corner of the state, maintains the 1,000 home entertainment line and maintains a stock of 2,200 long play titles, plus the major brand cartridges and 700 titles of cassettes.

"We carry the Billboard "Hot 100" singles in depths of from 25 to 200 copies. A large inventory of sheet music books and oldies and other categories is also available.

Rempe notes that the young people listen to all types of music they can.
Hers is a rippling film track that should quickly become a popular "sound" hit, and its many variations, many of which include completely different rhythms or guitar licks, as well as an added trumpet. Drayton offers "Rock This Way" and "Come and Go in". (Especially designed for Barry). A Perfect Stock Treatment Record. (It is worth the price of the album.)

LAWRENCE WELE GOLDEN 60-—
Rammed R 8068 (S)

Lawrence Wele gives his fans plenty of feeling, and his "Rock 60's music" is resoundingly received by his fans. "Today's" best is to be expected, and songs like "We're Playing," "My Heart" and "Rock-n-5 Day" are easy to remember. (S)

BUT KAEFFERT ORCH.—
The Kappartouch 71271 (S)

The touch of Kauffert is sure and practi-

able in this combination of contemporary hits. "Baby, I Want You to Know," "The Strawsman," and "Harvest Time," all of which are included in "Boxing Hymn," are all included in this album. A few of the hits make their way back to us. "We Call Our Country Home," "We Can Make It Work," and "This Woman Is Home." Have strong possibilities. (S)

WILLS SING SKEWJER —
RCA Victor LSP 4297 (S)

Nilsson's vocal abilities meet the ex-


In addition to a heap of big hits, Nilsson has his own hit with "Summer," "Sweet Baby," and "I'll Be There," and Nilsson's current single. (S)

JERRY REED—
Cookin'/ RCA Victor LSP 4201 (S)

Jerry Reed is a powerful talent. His per-

formances on this album are compelling and full of excitement. He is his own songwriting, and his work is as "Turn It All Over in Your Mind." "Flint Tilt" and "Alabama Jubilee." The package is sure to appeal to listeners and discovering buyers. (S)

COUNTRY

MILDRED BROTHERS—
Lip. Reed: Down the Street
RCA Victor LSP 2971 (S)

Topical Mildred Brothers—and that's good. An exceptional recording, however, is the title tune "Little Johnny Knows Down the Street," which peaks impact and power over the existing hits. "Black's the Wrong Side" and "I Live at the Edge of the World" are good, the latter and the second tune feature lyrics right in tune with today's times. (S)

CAHPTON BROTHERS—
Harmonica House-Chet Brown, Delier LSP 2974 (S)

Top performance. The package includes the top three singles, "Harmonica House," and "Charlie Brown," plus additional solid per-

formances such as "Brown-Eye Harriet" and "Slippin' Loon. The Com-

pas' style is full of individuality. (S)

COUNTRY

BEETHOVEN—
SONATAS
No. 8, 14, 23—
Walter Kolmver, DG 239 300 (S)

This is a superb recording of popular Be-

ethoven sonatas. "Moonlight," "Pathet-

ique," and "Appassionata" are the main works. (S)

RODRIGO: CONCERTO DE ARMONIA/FANTASIA
Yepez, 3rd Piano Concerto "The Night Star," and "Tales from the Vienna Woods," and the audience should be open for the包装的风格. (S)

JAZZ

THE NORMAN BARBOUR ORCHESTRA
PHILADELPHIA ORCH., (Orneck.)
Columbia M 7294 (S)

Here's another striking example of the skill and readiness that this extraordinary group is capable of. Their arrangements around that are so beautiful as those recorded in "House on the Range," "Sheer Heart," and "Deep River," it is important to mention a few.

THE NEW STRAVINSKY—
Phonograph Vocalists - Phonograph Vocalists & Columbia Symphony Orchestra
Columbia M 7262, C 7264 (S)

The second performance on this LP is a startling beauty. "Allegro Non troppo," and "Introduce Me" are as beautiful as the rock takes on a different character, and highly original. (S)

FEBRUARY 21, 1970
If you were a record manufacturer, and could advertise in only one record or music trade paper, which paper would you choose?

When RACKJOBBERS were asked this question,
54% Selected BILLBOARD.*
13% Selected Cashbox.*
2% Selected Record World.*

RACKJOBBERS RELY ON BILLBOARD

PLUGUE Units’ Tour Clicks

PRAGUE—The opera ensemble of the National Theater, Prague, completed a successful four-week tour of Italy, Jan. 6-17, with performances in Rome, Milan, Turin, Genoa, and Milan. The production, directed by Karel Adol showed the Prague National Opera’s “The Barber of Seville,” a new production by director Vojtech Jasny. The set design was by Jaroslav Vacek, and the costumes were by Anna Prochaska. The opera, which was given in Italian for the first time, was conducted by Karel Ancerl, who was accompanied by the Prague Philharmonic Orchestra.

LOS ANGELES—Angel Records this month is releasing its fourth album to U.S. orchestras, with a program of works by Richard Strauss, “A Boy, Crowned” with violinist David Oistrakh and the cellist of the Slovak Philharmonic and Josef Kubelik. The cover of Czech opera ensemble (Continued on page 5)

DANIEL BARENBOIM autographs copies of his 14-record Angel package of Beethoven’s “32 piano sonatas at a session at E. J. Korvettes Fifth Avenue store in New York. His wife, cellist Jacqueline Du Pre, looks on. The entire Korvettes edition is promoted.

HAMBURG—The new year's concert, celebrated by the Hamburg Philharmonic Orchestra, directed by Pierre Boulez, was a success. The audience was enthusiastic, and the conductor was praised for his interpretation of the works. Boulez conducted with a firm hand and produced a vivid performance of the music.

DGG Wins Magazine’s Awards in 4 Categories

HAMPSHIRE—The Gran Premio Dei Rioni, an annual series of awards made by the Spanish magazine Orfeus, has been awarded to Decca/Gramophone recordings in the following categories:

Contemporary Music: “Song of the Men”, which includes “Kantata” and “Stockhausen”; Contemporary Opera: “Lulu” by Alban Berg, with Evelyn Lear, Dietrich Fischer-Dieskau and the Berlin Opera Orchestra under Karl Böhm; Concerto: Prokofiev’s “Piano Concerto No. 3” and “Ravel” by Mstislav Rostropovich.

Jephtha on Vanguard

NEW YORK—Vanguard Records’ Cardinal Series is issuing its first recording of Handel’s “Jephtha,” one of four multiple sets. The three-record package features soprano Kari Grist, contraltos Maureen Forrester, Helen Watts, and tenor Alexander Young. Bass John Lawless, baritone Simon Wolf, the Antioch Chorus, and the English Chamber Orchestra, with John Somary conducting.

Helsinki Fest

HELSEINKI—Highlights of the Helsinki Festival, May 14-30, will include a concert of the Finnish Symphonia with David Oistrakh as soloist and guest conductor (11); concerts by the City Orchestra of Helsinki with pianist Emil Gilels (12, 22, 25); concerts by the Festival Strings of Lucerne (27, 28) and recitals by Artur Rubinstein (23) and Friedrich Gulda (26).

Young Finnish conductor Okko Kamu will conduct Verdi’s "Requiem," as well as the New York Philharmonic's "Tchaikovsky" with Reri Giulini leading the orchestra. The festival will feature a wide range of events, including opera, symphony, and chamber music performances.

DGG Names Bums

NEW YORK—Brut Internationale Records Corp. has signed producer and record executive Brut Bums to a three-year contract with the company. Brut Bums will be responsible for the management and production of new music releases, as well as the development of new recording artists and acts. The deal marks the first time that Brut Bums has signed a recording contract with a major record label, and reflects the company's commitment to expanding its roster of artists and expanding its reach in the music industry.

(Continued on page 51)
Soul Sauce

BEST NEW RECORD OF THE WEEK:

"THEM CALL THE WIND MARY"

ARTHUR CONLEY

(ATO)

By ED OCHS

SOUL SLICES: Sty's Family Stone and the Temptations have upped psychedelic-soul to the top of the charts, adding the wah-wah and electric riffs to the new hip vocabulary of soul. Sty's "Thank You" is due for gold treatment.... Hit-wise, Ike & Tina Turner are "back" on Mint for the time being with "Come Together." The mint Records has issued a "festival" of the duo's live performances before their tour with the Rolling Stones sold them to the major market. And speaking of the Stones, their "Let It Bleed" masterwork is selling regardless of race, color or creed, and moving up the soul charts behind Santana, an old Italian cow. Motown's newest Earth outflow is benefiting from the label's mix of rock and soul.

Joe Tex's new single is "You're Right, Charlie," and if "Is" is telling the truth then Charles' recent re-aging with Alfa could boost his sagging track record. The genre is recording a two-record set titled "Ray Charles Sings and Plays the Beatles" and "Ray Charles Sings and Plays Ray Charles," planned for release later this year as part of the label's 15th anniversary. His new single is Sam Cooke's "Laughin' & Crying."

Laura's talent was "in" again. So is the album. Lou Rawls is off on a month-long tour of Europe. He left Feb. 14.... Wilbert Freeman is still playing Fillmore East, is broadening markets with his "Let's Work Together" title song from his Sae album. Slim Harpo, the country blues singer who gained recognition for such works as "Rainin' in My Heart," "Baby Scratch My Back," and "I'm a King Bee," died in Baton Rouge Jan. 31 of a heart attack. He was 50. Motown has five of the top ten soul LPs. The rest are split between Atlantic, Enterprise, Parrot, BluesWay and A&M with Quincy Jones' fast-rising "Walking in Space." Only the top soul album, the Jackson Five's "I Want You Back," is listed among the top 20 pop albums. Stax has signed the Chuck Brooks Trio, a Los Angeles band. King's Arthur Prysock opens Feb. 17 at Harlem's Baron for two weeks.... Oracle Records is bidding for chart action with Jimmy Helms' version of Dorsey Burnette's "Magnificent Sanctuary Bird."..... New Bobby Vancoc, "Arkansas State Prison," on Mint. Allen Klein, most recently national sales director for Motown, has his own label. He'll announce his plans soon.

Dex's Scrapbook

* Continued from page 28

You're never bored with

Billboard SPECIAL SURVEY for Work Ending 2/21/70

BEST SELLING

Soul Singles

<table>
<thead>
<tr>
<th>Track No.</th>
<th>Last Week</th>
<th>Title Artist, Label, No. &amp; P. No. of Wks. on Chart</th>
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<tr>
<td>1</td>
<td>1</td>
<td>1 THANK YOU (Faleti Me Be Mine)</td>
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<td>2</td>
<td>2</td>
<td>2 PSYCHEDELIC SHELL</td>
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<td>3</td>
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<td>3 I WANT YOU BACK/WHIPS</td>
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<td>4 HEY THERE LONELY GIRL</td>
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<td>5</td>
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<td>5 RAINY NIGHT IN GEORGIA</td>
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<td>6 DO THE FUNNY FEATEN</td>
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SPECIAL REPORT:

STARS Performance-LP's registering greatest proportions upward progress this week.

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<td>40 NEW LOVE, PART VII</td>
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Thanks to the Billboard Staff for all the information.

You're never bored with

February 21, 1970, BILLBOARD
**The “IN” side View of Musical Instruments**

Radio Ad Campaign

NEW YORK — Some 1,600 radio stations and networks will be involved in broadcasting "Do It on the Radio!" the 1970 on-air campaign to sell radio by the Radio Advertising Bureau (RAB) to the rest of America. Miles David. He estimated that the campaign would reach more than 90 percent of the business advertising leaders in the 13-week project, which was launched at the beginning of February.

Backbone of the campaign is a series of radio jingles promoting radio produced by Chuck Blore Creative Services, Hollywood. Of the 1,600 stations that have been sent an album featuring the spots.
**PUBLISHING SERVICES**

**NATIONAL RECORD PROMOTION**
Box 504, Cuthbert, Ga. 39840

**RECORD PROMOTION**

**PROFESSIONAL SERVICES**

**FOR SALE**

**SCHOOLS & INSTRUCTION**

**WANTED: PRODUCTION EQUIPMENT**

**WANTED: MAINTENANCE COLOR**

**WANTED: PRINTING, MAKING, MARKET EQUIPMENT**

**RECORD JUKEBOX AND GAME REPAIR**

**SCHOOLS & INSTRUCTION**

**INTERNATIONAL EXCHANGE**

**RAI I**
The executive market really has never been approached effectively.

Admitting that Airtown contradicts his skepticism about the need for take-overs in the marketplace, maybe we'll call our label "One-Stopper" or something. We already use a '10' price for our numbering. We're doing things exactly opposite from the way we worked when we first started. In those days we went after airplay first, then chart position and then store sales. Now I realize that if we could make airplay really effective, everything else will fall in line.

Wills, a saxophone player still working every weekend, said he just returned from a 5,000-mile tour which allowed him to visit some distributors. "One distributor had 1,900 of my records on the chart and I hadn't heard from him in four months. We settled up and before the tour was over he had ordered 35,000 records—just by visiting a few one-stop distributors. Some distributors just have too much product and are not that interested in a specific Jukebox oriented label. I am going to tell the jukebox market and this will lead to a line of direct one-stops then I will." Wills said that the apathy on the part of some distributors has hurt the record industry toward the Jukebox market and had nothing been done early enough.

**Jukebox Operators Rant to Longer Singles**

**By GEORGE KNEMEYER**

CHICAGO—With the increasing release of singles longer than three-and-a-half minutes, jukebox operators may have cause for alarm.

Wayne Hesch, programmer for A. E. Entertainers in Arlington Heights near here, says that long singles will cut in the reproductions of chart hits due to the fact that the jukeboxs have a tendency to take the same amount of time to play a five-minute record as it does two, two-and-one-half minute records, but operators are only getting half the money if the five-minute record is playing." Hesch said. He is refusing to buy some big funkel single, "Bridge Over Troubled Water," because it is nearly five minutes long.

Hesch points out that a three-minute song will get played 20 times during an hour, while a five-minute song will only be played 12 times. At two plays for a quarter, the jukebox loses $0.05 per hour. Operators cannot control the minute records. If the jukebox record five, the jukebox operators lose five dollars a day, this is loss of $5 per day, $35 per week, and $1,750 per year.

A check of the Billboard "Hot 100" chart of Feb. 14 shows that 13 of the top 20 songs are three minutes or longer, and 10 of the Hot 100 are four minutes or longer.

The problem of the long single is not new to the jukebox operator. In 1968 "MacArthur Park" by Richard Harris on the Jukebox by the Beatles both were major hits and both exceeded seven minutes per playing time.

**Labels View**

Speaking at the recent seminar of Music Operators of New York, Mort Hoffman, Epic Records said that "The long cut is part of the freedom of creativity we're seeing in music today. A Blood, Sweat & Tears record will get more jukebox play than a 55-second record by some unknown group. Record companies cannot control that."

(Continued on page 54)
Jukebox Operators Rap Trend to Longer Singles

* Continued from page 53

artists’ creativity. If the Beatles feel they need four minutes in which to make an artistic statement this is what they want to do.”

Among record manufacturers who are conscious of the problem of long records in jukeboxes is Tommy Wills, a performer and president of Airtown Recorders, a firm dealing exclusively with operator. Wills is producing a series of medley recordings usually with two songs per side but sometimes using three tunes. “None of our medley recordings will go beyond three minutes,” he said. “They are actually blended together with the same key signatures—there is no break between songs. I have heard operators complain about long records so we guarded against this in our medley series.


March 4-7 — National Vendors Association Convention, New Orleans, La.

March 20-21 — Alabama Automatic Merchandising Council/ Mississippi Vending Association joint convention, Gulfport Beach Hotel, Gulfport, Miss.

April 3-5 — National Automatic Merchandising Association Convention, Anaheim, Convention Center, Anaheim, Calif.

What’s Playing?

Buchanan, Mich.; Location: Adult Tavern

Frank R. Fabiano, operator, Fabiano Amusement Co.

LaCrosse, Wis., Location: C&W Tavern

Jim Stansfeld, operator, Stansfeld Noveltv Co.

Minneapolis, Minn., Location: Young Adult Tavern

Norman Pink, operator, Advance Music Co.

Chicago, Location: Soul Lounge

Moses Profit, operator, J. M. Strong, programmer, South Central Noveltv Co.

Springfield, III., Location: Adult Tavern

Airtown Line Goes Direct to One Stop

* Continued from page 53

whatever is to do with the so-called Bonnie and Clyde image of the jukebox industry. "That’s strictly passe. The problem is that some record people view the jukebox market as an after-market; one where it can’t happen until the record is on the charts.

"I intend to disprove this kind of thinking. Wills originally became enthusiastic about the potential of the jukebox market while working under contract to Seeburg Corp. during the firm’s discotheque campaign. He exhibited at the Music Operators of America show in Chicago last year and commenced mailing samples to 1,000 operators. Over 50 percent wrote back to say they appreciated the samples.

Wills has seven artists recording for his label including trumpet player Spooky Young who works in the Johnny Carson Show band and was with Count Basie for 10 years. In addition to Wills owns "Man With a Horn" releases, he is releasing material by Dumpy (Piano) Rice, Billy (Hammond) Smith, Cal Collins, Sonny Hines and Gene May’s Rhythm Kings.

He plans to get into c&w and oldiesland and also hopes to start selling jukebox operators in Europe and Canada. Airtown singles are not extended play recordings, he points out. "The first song blends into the second and the whole recording is only 3:30 minutes long. The songs have the same key signatures so there is no break at all."

Examples of the medleys include "Beer Barrel Polka" and "Pennsylvania Polka" backed with "Air Root Blues" and "Sugar Blues"; "Crying Time" and "Release Me" backed with "Funny, How Time Slips Away"; "Don’t Know Why" and "There, I Said It Again." Sometimes only one longer song is used to back up another pair.

All current records are recorded in stereo.

Wills said he has 10 medley releases now and hopes to build this part of the catalog to 25-30 by the end of the year. He also is aiming at the specialty market by bringing out a new version of "Faster Pussycat" backed with "Irish Eyes Are Smiling." We’re updating the old specialty songs such as "Happy." (Continued on page 57)
When you are selling music, only the finest high fidelity reproduction is acceptable. Patrons expect to hear their selections with a true presence of the recording artists.

The Wurlitzer sound system with full stereo separation, individual bass and treble controls for each channel and automatic volume level control accomplishes just this.

When you install a paging system with the phonograph, you offer a location unmatched versatility. Another reason why Wurlitzer is the leader in automatic music.

WURLITZER
STATESMAN

THE WURLITZER COMPANY • NORTH TONAWANDA, N.Y. 14120
114 Years Of Musical Experience
Coin Machine News

Associations

• Continued from page 53

national) jukeboxes, Fischer, Bally, Chicago Coin, Brunswick and American Shuffleboard games; South Atlantic (Seeburg jukeboxes, Williams, United and All Tech games), Wurlitzer Dist. (Wurlitzer jukeboxes, United Billiards and Midway games), Le-Sturgeon Dist. (Rock-Ola jukeboxes, and U.S. Billiards games); ACA Sales (NSM jukeboxes); Chart Records.

KANSAS

WICHITA — The Kansas Amusement and Music Association is among those state groups opposing the Senate copyright bill S-545 and also supporting a state bill that would make breaking into jukebox and other coin-operated equipment a Class A misdemeanor. NAMA’s next meeting is set for April 4-5 but the site is to be determined.

FLORIDA

WINTER HAVEN — The Florida Amusement and Music Association’s (FAMA) officers have written their U.S. senators and are urging all members to write voicing opposition to the royalty proposal. FAMA’s annual convention is set for May 7-9 at Hotel Plaza, Miami Beach.

MISSOURI

TRENTON — Missouri Coin Machine Council officer Olin Welch said both Missouri senators have replied to petitions his company had locations sign in opposition to the royalty proposal. “We had every location sign a petition,” Welch said, “so have most of our members across the state.”

OHIO

FINDLAY — The Northwest Ohio Music Operators Association elected Maynard Hopkins, Galion, president; Omer officers: Lee Taylor, Findlay, vice-president; William Hollinger, Def- phouse, secretary-treasurer; trust- ees Karl Doffman, Tiffin; John Elkins, Findlay; alternate trustees Carl Ludwig, Findlay, and Gene Kelsoehn, Elyria. The group will meet March 1 at Fostoria.

(Continued on page 57)

Coinmen In The News

N. TONAWANDA, N.Y.

Many operators recently attended the American Jukebox and Vending School in Albany and Newark, N.Y. Attending the Albany school were Walter L. Rice, of Walt’s Muz- ic in Scotia, William Macarelli, of Macarelli Amusement Co, in Cats- kill; William Ogden, of Simons En- terprises, Inc., in Albany; Felice P. Caiozzo of CMV Novelty Co. in Schenectady; William E. Lewis, of John Albert Company in Al- bany; Donald Lamparielli, of Al- bany Amusement Co. in Albany; Richard Martin, of Bell Air Amusement in Schenectady, and Robert Sullivan and Cardinal Pien- hoff, of Sullivan’s Vending in Syra- cuse. Attending the Newark sem- inar were Tony Connelly, Cob- Hart and Harry E. Reiniers, of Brown and Reiniers, in Newark; Lloyd Hillman of Ace Amusements, Inc., in Newark; Henry Center, of Center and Brenn, Inc. in Brown- ville, and Robert Brogi and Cliff Krull, of Great Lakes Distributors in Buffalo.

PHILADELPHIA

Joseph Silverman, executive sec- retary of the Amusement Ma- chine Association of Greater Phili- delphia, will be honored by the Philadelphia Wurlitzer Service (AJA) in recognition of his efforts over a number of years in that major philanthropic cause. He will be cited as the first person sponsored by the AJA in coopera- tion with the Philadelphia Fair held on Wednesday evening, March 4, at the Bellevue-Stratford Hotel.

Many industry leaders are being selected to serve on planning and programming committees. Chairman of the dinner will be Lee Weiser, president of the American Vending Company in suburban Glemse, Pa., and a member of the Board of Directors of the association.

Have-A-Vend, Inc., was incor- porated here as a closed corpora- tion for the distribution and oper- ation of American cigarette vend- ing machines. The legal matters were handled by the law firm of Fineman and Fineman.

Klock Vending Inc., Inc, the newly organized Klock Cig- arette Service Co., now that the operation has been in- corporated ... It was a February 7 wedding for Sherry Paula Rosen, daughter of Rowe AMI distributor David Rosen. She mar- ried C. William Kaplan, an art student, in Harper Temple, where father-of-the-bride is a member of its Board of Directors. Vending machine operators report a decrease from 12 to 15 per cent in sales since the state added another nickel to cigarette taxes in mid-January. Most ma- chines have hiked the price to 50 cents with some selected loca- tions going up to 55 cents.

Martin M. Reper, president of Cigarette Corp. of America, appeared on WFLV-TV on the “Menorial” program in his capacity as chairman of Trade Council for the Allied Jewish Appeal. A West Philadelphia movie house has added an American cigarette machine at $130,000, to house PAL sports and cultural activities, in honor of Jack Kressen, who was discovered in the vending business as head of Oden Industries and then by, ABC Consolidated and Berjo Vending. . Maurice E. Groespeaker.

Bally

Galadh

Extra Action EXTRA BALL

Ball also into Extra Ball Lane, when top is lit, score is guaranteed until top is lit. Then scores add together till a hit. When hit, return to starting position.

* Mystery lighting through front.

Surprise 500

Right Side REEL normally scores 50 but in 2 out of 10 turns drops to 25 blue lights, to which any other REEL will add 75% of this score. Flippers on.

Mystery lighting through front.

Built Up Bonus 100 TO 500

Built-up Reel scores 100 or highest hit in 2 out of 3 turns, machine is operated in 3 turns, free ball bonus free ball bonus scores 300 on way back to starting up.

* Mystery lighting through front.

Drop Post FREE BALL GATE

Free ball bonus if pin is in position and when Gate is closed and Gate is closed in 3 turns.

4 Top Rollers score 10 or 10 when lit
3 Targets score 10 or 10 when 10*
2 Side Out Lanes score 100
4 Mystery Lighting through front

Galadh is turning in record collections in the 2-player class. Get your share.
Two-for-Quarter Jukebox Play Poll

ChICAGO

• Continued from page 53

the jukebox on the premises and then try to find the economic reasons for the change.

Western, however, puts in a different view that if prices decrease (neces-

tarily new when they changeover to two-for-25¢) unit, Kent Thom of Western explained that with a different machine the new prices might work out favorably to the customers and the patrons to accept something be-
sides a price change.

Schwartz said that the change-

over would result in a 20 percent increase in revenues, but the operators indicated that increases in revenues were close-

ly related to the neighborhood. Thom said that the revenues of the "good" steps were up as much as 18 to 30 percent, and the "average" steps were up approxi-

mately 10 percent. None of their customers, he said, had experienced a deep in revenues.

Frank Padula of Melody, and Warren Brown of Eastern said that over the last year but not in-

creased. Padula explained that revenues had increased or de-

creased between 5 and 10 percent, depending on the cus-


tomer, while Brown said that revenues had just remained con-

stant.

All three operators noted that even with revenues con-

stant, they realize an increase in profits because of the hidden savings in servicing expenditures. Brown and Thom put this savings at 30 percent.

All three operators also main-

tained that programming gen-

erally was not improved because there was little room for im-

provement. Any increase in spending for records is the result of price increases, rather than in the quantity of records purchased, they said.

Advertising

Schwartz pointed out, how-

ever, that increased revenues have not had to result in a raise in mainte-

nance their present level of pro-

gramming. He said that this might not have otherwise been possible. Thom, Padula, and Brown said that increased revenues have been absorbed by increased costs in records, equipment, and operating expenses.

CHARLESTON

• Continued from page 53

ginia operator has switched to

2-for-25¢ play.

"He's over in a county where there isn't too much competi-

tion. In the rest of the state I can't think of anyone who's changed over except in maybe a few select spots.

"Still, if they can't make the change in West Virginia it would be good for the business. I know that my costs are going up. During the past year my record companies raised prices, and it was generally done quietly."

Elkins has tried to absorb price raises but knows that for his in-

creases continue he'll have to raise the price to the operator. And increased take in jukeboxes from 2-for-25¢ pricing would enable operators to at least con-

tinue buying records at their current rate.

"Most of the fellows spend about 10 percent of the gross on records, though there are some exceptions I can think of. I think they spend less."

Without a jukebox play-price hike, Elkins increased his volume

—exclusively in singles—in 1969. "I did $20,000 more in sales last year. I don't think the singles business is dying." Elkins is one of the few whole-

salers around who exclusively deals in singles.

SAN FRANCISCO

• Continued from page 53

"We will never change," he said. "The business has hit the price ratio it should have and we intend to stay with 3-for-

25¢. I don't mind if the ma-

chines play more often. I'd rather have them playing than idle."

Howard Burton, manager of A. V. S. said about 10 percent of his machines have been switched to 2-for-25¢. Be-

cause of high operating costs, he said, he would like the switch to" wider spread but he finds there is sales resistance "particu-

larly by young people." So A. V. S. is working on new equipment for an account before making the change. "It hasn't increased the take that much yet," he said.

Jack Weiner, owner of J. I. Weiner Associates, has made the changeover "in a few ac-

countable machines with top-

less go-go girls—with good re-

sults," he said. "Revenue on such accounts is up 22-23 percent," he said, adding there is "no easy way this jukebox pattern grows."

"But when you move into a new account, start out with the new price." Weiner said he was still spending 8-10 percent of his gross revenue on record purchases.

Findlay conducted a jukebox school and the new Rock-Ola machines displayed at the show was a new football game being mar-

keted by U.S. Billiards. Bruns-

wick tables, among other equip-

ment shown.

Airtown Goes Direct

• Continued from page 54

Birthday, "Aniversary Waltz" and "Easter Parade." Some of this type of recording goes back to Eddie Howard and the Dandy band style. "We're going to use contemporary arrangements—not rock, but adult or easy listen-

ing stylish for today's jukebox audience."

Wills will appear at the South Carolina Coin Machine Opera-

VOLPE - **FOLK**

POUL HANSSEN - **JAZZ**

BILL CARLOTT - **LOW PRICE CLASSICAL**

DAVID MACKEE - **INTERNATIONAL**

CANNES - **Mogul Deal on “Pumping Water”**

SCEPTOR Aquires “Kangaroo” Master

NEW YORK - Sceptor Rec. has purchased the master of “Me Me Me” by Abraham & The Casanovas, which has broken in Shreveport and Memph.

Mike Mogul, who previously did the mid-range side projects made by Steve Tyrrell, Sceptor’s vice president in charge of product and promotion, and Dee Morain of Heads Up Produc.
How to Get Out of Rough Via Am. Sound

WARREN, Mich. — Golf enthusiasts can now take their golfing instructions with them when they tee off. The American Sound Corp., based here, has released, on cassette, golf instructions by golf pro Arnold Palmer. The cassette, accompanied by an instructional booklet, is packaged in a 4 x 12 inch clear thermo plastic vinyl jacket.

Frank Day, president of American Sound, said the decision to release the cassette was based on Palmer’s increasing popularity as a golf instructor as well as on the convenience and portability of the cassette as an instructional medium. Available only through direct mail orders, the cassette sells for $9.95. The company is also offering a portable cassette player at a $19.95 list price.

In other instructional innovations for cassettes, and 8-track, American Sound will soon offer skiing instructions on both configurations. In an agreement now being concluded, the company will feature Olympic Gold Medalists Ann and Claude Killy as the instructor. The package by the French ski champions, on which a world record will be set, “The Killy Way,” and is due for consumer release in January next year.

In March 1970, American Sound will offer another cassette and 8-track innovation of special interest to ladies, with the release of beauty care instructions on both configurations. Jean Shrimpton, professional model and actress, will conduct the program which is being directed to both the career girl and teenager market.

GRT Budget Catalog • Continued from page 22
is broadening its scope in the budget market in classical, country, jazz, folk and gospel repertoires.

With the price of players steadily declining,” said Finn, “there is more need to expose budget product.”

Tom Bosetti, GRT marketing director, feels there are two reasons to release budget product: "longevity and "name." There’s a strong market for select budget tapes from artists with name power over records. We see an excellent sales potential in this area but strictly on a selective product basis.”

Futterman in Pub Pact With Melodie

NEW YORK — Lew Futterman has completed contract arrangements for a three-year subpublishing arrangement with Germany’s Melodie Der Welt Music, for the I.F. Music group catalog. Futterman also renewed his publishing agreement for I.F. in Scandinavia with Stigander.

Jamie Gyeuden's Cohen Initiates Memorial Fund

PHILADELPHIA — An official memorial cancer fund, initiated by Larry Cohen, national sales and promotion director of Jamie/Greydon Record Distribution Corp., in memory of his wife who died at the age of 23 on Jan. 22, has been approved by the University of Pennsylvania Hospital in Philadelphia. The fund will be utilized to establish fellowships or grants in the field of advanced cancer research and surgery, and will be under the direct administration of the Department of Cancer Surgery at the Hospital.

Friends wishing to help expedite this fund can send mail contributions to: The Linda Cohen Cancer Research Fund, c/o University of Pennsylvania Hospital, 345th and Spruce Streets, Philadelphia, Pa., 19104. Attention: Dr. Horace Mac-Vaugh, III.

New Mercury Studios Set Up

SAN FRANCISCO — Mercury Records has established new recording studios here under the name Mercury Sound Studios West as part of Mercury’s office complex at 1340 Mission St. The studios are equipped for 8- and 16-track recording and bookings from outside artists and producers are being accepted, said Bob Sarenka, ad director; George Horn, new studio manager, formerly with CBS Records, and assistant Mark Helman, formerly with Amigo Studios, head engineering under the direction of John Eaglely, Mercury’s New York based engineering chief.

Recorder Player • Continued from page 18
placitor,” Muntz said. The young executive points out that there are still many areas which are good 4-track, recording areas and that the people who bought equipment are now turning to local duplicating sources for their music.

The warm climates — where stereo tape files get stuck — remain the last bastions of 4-track country. But Muntz feels the people are buying compatible units today, not straight 4-track.

With the introduction of the first compatible recorder, Muntz joins the ranks of cassette hardware companies promoting the do-it-yourself music habit.

30 ALBUMS IN SUN CATALOG

SANFORD — "How important was the Sun Records catalog?" Shelby Singleton, who purchased all of the old masters from Sun Phillips, said that before it was all over he had re-released more than 30 Sun albums. This is in addition to the many albums that Sun has released featuring such artists as Johnny Cash and Jerry Lee Lewis. Phillips produced the material 10-15 years ago in his Memphis studio. Singleton acquired distribution rights on everything except the Elvis Presley product. Phillips produced the material 10-15 years ago in his Memphis studio. Singleton acquired distribution rights on everything except the Elvis Presley product.

Jerry Schoenbaum, center, president of Polydor Records, maps out plans for a new Flamingos recording with Zeke Carey, left, group’s executive director, and Ted Cooper, of the Wes Farrell Organization, Flamingos producers.

tune in the world

1970 World Radio-TV Handbook

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TO...

59
The Frijid Pink's version of the song "I'm a Star" was released in Quebec by a motion manager, and John drainie was appointed as its promotion manager, but the album was not available in the Quebec market with a possible national release shortly. A Quality spokesman said that requests for the disk suddenly started late last month in the Montreal area. The company was trying to trace the origin of interest in the record.

"House of the Rising Sun" by the Animals is being re-released nationally this week, and the Frijid Pink's version of the same song is still picking up sales.

T miler Bros., astronaut general manager, said that the acts discovered would be developed with an eye to releasing their product either in the U.S. or in Canada on one of the WB-Atlantic labels. Middletown made the announcement during a sales and promotion meeting of WB product. The Atlantic meetings were held the following day, Feb. 1.

It was the first time that WB held a national broadcast in Canada. Besides the 25 Canadian representatives who gathered from Coast to Coast, a number of key U.S. executives were also on hand for the talks. A company spokesman said that their presence illustrated the growing importance of the Canadian market to WB in the U.S. U.S. representatives included Mo Ostin, president; Joe Smith, executive vice president; Phil Rose, vice president, director of international operations.

Clay Mcgregor, Canadian national sales manager, chaired the information meeting which began Saturday morning with a presentation of selected cuts from 25 new WB LPs.

Outlines Program

In the afternoon, Middletown outlined the talent search and bonus incentive program. He also said that because of the heavy advance orders for Gordon Lightfoot's new LP, his first for A&M, and the LP would have a 10-day dealer advance release over U.S. radio. The album, which is scheduled for an early March release, has already chalked up an advance order of 60,000 in Canada.

Middletown also announced that a "hot line" would direct all WB offices in Burbank would be in operation shortly. The service will enable all Canadian branches to call the U.S. head office for automatic information.

From The Music Capitals of the World

T miler Bros. will bring its new LP, "Blues Rock," to the world's leading booking offices and managers who are showing interest in the series. The album will be handled by A&M Records in Canada, and Canadian Quality Records will continue to duplicate tape product for the A&M label.
Nordsee Begins U.K. Beaming

By RODNEY COLLINS

LONDON—Commercial station Radio Nordsee International began its U.K. transmissions Feb. 13. From 5 p.m. to 1 a.m. the station is broadcasting daily programs in English on the 186 metre medium wave band. Roger (Twigg) Day, former Radio Caroline and Radio Luxembourg disc jockey, is hosting the English transmissions from the boat Mebo 11, anchored 25 miles west of Radio Veronica in the North Sea.

Originally, Nordsee intended to employ only U.S. announcers for the station, avoiding problems with the British Government's Marine Offences Broadcasting Act. The appointment of Roger Day as a senior announcer, however, seems to suggest a switch in policy.

The ship, Mebo 11, is carrying 30 days supply of food and water in case of any emergency. The station is understood to be taking these precautions in order to fight any possible opposition from the Dutch Government. The GPO, however, will not act in Britain against Radio Nordsee.

Radio Nordsee International offices are at Alsbach-Sternhausen 315, 8047 Zurich, Switzerland.

Pye Completes Wide Distribution Changes

LONDON—Extensive changes in its distribution patterns have been completed by Pye. It will take effect beginning March 1. From April 1, Phonodisc will introduce a revamped system of distributing Philips-Polydor product from a new depot in Ilford which will service the whole U.K.

Under the new Pye system, minimum orders are being raised from £12 to £24 and fewer dealers will in future receive regular calls. Those affected will instead have to order direct from their area depots.

The Phonodisc move, engineered towards an ultimate streamlining and rationalization of the Philips-Polydor distribution, will bring about the closure of the records section of the Croydon depot. The switch to direct distribution will coincide with a transfer to a computerized control of ordering and movement of product.

The moves focus attention on one of the chief burdens faced by the majors—that of recognizing an efficient distribution service in the face of declining profit margins.

With distribution reckoned to account for around 20 percent of expenditure, it is an area which attracts close scrutiny wherever economies are being considered. That suppliers to smaller dealers should be hit is an inextinguishable and a further indication of the trend towards concentration of sales in the larger high turnover outlets.

EVOLUTION IS NOW INDUSTRIAL

LONDON—Evolution Records, previously linked with Zel Records under managing director Mohammed Zachariya, has become a separate operation with offices at 83 Old Compton Street, London, W.1, under Mrs. Betty Wyndon.

Zachariya is signing new artists for Evolution to boost its competitiveness. A&R work will be handled by Chris White. Wise, also.

Meanwhile the company is making a bid for the old, established Novellos music publishing company. MSC is offering £60 for each of the 15,330 shares, which would give the company a value of $18,000.

Novello's directors, owning about 20 percent of the company's stock, have called in merchant bankers S.G. Warburg to advise them on the offer.

At present, most of MSC's pop material is handled in the U.K. by Eecox and the serious material is handled by Boosey and Hawkes.

Rahn Bows Co.—DGG to Handle

MUNICH—Independent producer Eecox Records has acquired his own label, Cuckuck (Cuckoo), which will be distributed by Deutsche Grammophon. Feature of records released under the label will be a duet in cuckoo cry at the end of each song.

First release is "Honey Hoeys," written by Chris Andrews and Michael Holm, and Rahn plans to release one single per month. Second single to be issued will feature Austrian-Cuban singer-songwriter Jack Grunsky.

Rio Tourist Dept's Contest Winners Hailed by Public

RIO DE JANEIRO—The winners of the Tourist Department's annual Carnival Song contest had sold public approval. Cheers greeted the naming of the five winners by a committee of critics and artists before a crowd of 18,000 jammed into the Maracanazinho basketball stadium.

"O Primeiro Claro" by Ciecias Caldas and Rumalio won first place. Performed by old-time samba singer Dirceia Balista, "Nao Me Deixe" by Oswaldo Nunes took second place. Nunes sang his own entry, "Bandeira Branca." For Marqueta Nunes and Lucio Alves, came third with Dalva de Oliveira singing.

Fourth was "Broco da Lua" by Luis Reis and Miguel Guevara, and another song by Clorinda and Chorus, and fifth was "Broco do Dodo Cristo" by Nilton Pass and Elvas and Pires, and sung by Marlene.

Marlene, who was asked by the judges to refrain from "buntings and grinds," won a prize for the best interpretation, in a judges' gesture of solidarity.

The first three prizes will be shared between composer and performer and all expenses will be paid by the Venezuelan government during the four-day festival.

First prize is $10,000; second prize, $5,000; third $2,500. A special popularity prize of $2,500 will be awarded, and prizes of $5,000 will be given for the best arrangement and for the best conductor.
**140 Reps Attend Philips’ 70’s Meet**

**AMSTERDAM** — Theme of the third annual convention of Philips Records was presented in Amsterdam Jan. 22 and 23 in the RAJ Congress Center, Amsterdam, with an emphasis on the Promising Seventeens as heralded by Coen Solleveld, president of PPI and Deutsche Grammophon, in his speech which followed the opening address.

The 140 delegates from 22 countries heard how the company had expanded in the past decade throughout the world and how music publishing activities had been strengthened by the acquisition of a music publishing house, in 1968. Delegates also learned how the group’s artist management and promotion division had been formed.

“Now we have a solid base to endeavor and hope to prom- ing new era before us,” said Coen Solleveld, who then related how much he was impressed by the figure published in the U.S. — “a dramatic development which is reshaping the picture of the music business.”

The two-day convention studied music publishing business, including direct marketing, in-store displays, much publishing, musicassettes, and popular and classical repertoire.

Among the top personalities present at the convention were Georges Meyersch, Maigret, head of the publishing division of the PPI-DGG group; Joop van der Velden, managing director of PPI, and group president Coen Solleveld.

**Leslie Gould**, third from left, at a reception announcing his appointment as director of international operations, Famous Music. His former position was the director of Famous Chappell for the U.K. Left to right, Frank Cosgrove, managing director, Chappell/London; Mort Haislip, publisher, Billboard; Bill Gallagher, president Famous Music; Gould; Jack Weiderman, executive vice president, Famous Music, and Andre De Veyrey, Billboard European director.

**New Hungarian Copyright Authors Rights Law Starts**

**BUDAPEST**—The new Hungarian Copyright Law of 1969 went into effect Jan. 1 along with the new law regarding authors rights.

Protected are literary, dramatic and musical works, ballets, pantomimes, official speeches, radio and television plays, films and all kinds of fine arts creations including photographs. The protective per- iod for all these works, except artistic photos, (15 years after first publication) and films (50 years after first publication) is extended from the law of 1921—50 years after creators’ death. In the case of co-authors the period starts with the next January after the last collaborator’s death.

Independently protections are the creators’ personal rights — i.e. obligatory mention of creators’ names or obligation, unchangeability of artistic creations etc. After expiration of the 50 years period, personal rights are guarded by the Hung- garian Bureau For The Protec- tion of Authors Rights (ARTISIUS).

Foreign creators from all countries can also benefit.Creators are protected by recipro- cal contracts and agree- ments, are also covered by the new law.

Already-published works can be used without payment and creators’ consent if they are used for educational purposes in schools or in scientific educational works. In both cases the mention of creators’ names and original titles is obligatory.

**Aquele Abraco’ Top Brazil Tune**

**RIO DE JANEIRO**—A con- sensus of six popular music critics classified “Aquele Abra- co” by Gilberto Gil as the best Brazilian song written last year. Four of composer Jorge Ben’s songs were among the first.

The nine other songs were, “Irene” by Caetano Veloso; “Be- co Do Mars” by Milton Nasci- cimento; “Pais Tropical” by Jorge Ben; “Que Pena” by Jorge Ben; “Se Voce Pensa” by Ro- berto and Erasmo Carlos; “Mundo Nova Vida Nova” by Luiz Gonzaga Junior; “Vasco Geral” by Cesar Costa Filho and Montejo de Souza; “Que Maravilha” by Jorge Ben; and, “Carolina Carol Bela” by Jorge Ben.

**Pye U.K. Rights To Ambassador**

**LONDON** — Pye has se- cured U.K. licensing rights to the U.S. Ambassador label, an established budget line. The deal is for five years.

Ambassador, which incorporates two subsidiary Mountain Dew and a catalog of children’s records, will be released here on Pye’s Marble Arch label.

**Rack Outlets In Holland Hurt Stores**

**AMSTERDAM** — Fears that ready-to-sell outlets other than record shops were beginning to have an adverse effect on record dealers, were expressed at a meeting or rec- ord retailers in Amsterdam.

M. A. Norden, owner of the Internettez Record Shop in Am- sterdam said that the real figures of record sales through the industry rack jobbing organiza- tion, Grammonseri, irregular rack jobbers and record clubs were greater than the record industry liked to suggest.

Norden claimed that in 1969, record dealers accounted for 79.7 percent of total industry turnover, with Grammonseri claiming 8.7 percent, independ- ent rack jobbers 9.4 percent and record clubs 2.2 percent.

Robert Oegs, assistant man- aging director of Polydor Ned- erlands, was quoted as saying that record dealers still had 95 per- cent of the total turnover and that Norden’s estimate of the Grammonseri share was much too high.

“Could what is an important factor, “said Oegs, “be the ac- tivity of the independent rack jobbers, because of their price-cutting policies.”

**New Indie Record Club Will Bow In U.K. on June 1**

**LONDON** — A new rec- ord club, totally independent of any manufacturing company, will bow June 1 under the ten- tative title of Record Plan Ltd. The club, run by Tim Ormiston, is being financially backed by a City firm and al- ready has the support of many record companies.

Ormiston, who resigned his post, with Rediffusion, RTM label in early January to de- velop the club, has already put-outed products from Decca, Pye, RCA, CBS, Blue Horizon, Reprise, President, Ember and Besco labels and has talks with EMI and Island.

The club will be inaugurated with a big advertising cam- paign in all national newspapers and weekend maga- zines and this will be supple- mented by a heavy direct mail effort.

Those who apply for an ini- tial catalog will automatically become members and receive the new catalog, outlining new product and of- ferings. There are no obliga- tions involved.

The club also plans to set up a house magazine to keep ‘members’ together. There will be an annual industry dinner, where important releases are made by key artists. And the new club will have a na- tionwide issue dates. Assisting in promotion and advertising con- cepts and media placement is Brummins advertising agency, specializing in direct marketing.
From the Music Capitals of the World

• Continued from page 60

March 15... "Cat Woman" by Armand mosquito, known as "Jessica Jones", is not getting any birdie out of her.  

Irish folk singer Danny O'Byrne (in town for the Golden Nugget, Feb. 2-Saturday Q111) was joined by Vocal Group of the Year Yellow Duck and Edward Bear for his first LP for Capitol... David Jensen, who died at the age of the Eighty Doctors, died on his 90th birthday, and singer's first single in the U.S. on the MGM label... Bobbin's Pete Schofield orchestra signed for a new album... Frankie Laine helped the First to begin a series of dance marathons to help publicize the opening of the club's new Nickel Room... Weekly winners of the marathons which are held daily from noon to closing, will complete in a 36 or 48-hour marathon... Bruce Bissell, Wiltshire Columbia producer notes that Fletwood Mac played to capacity crowds in two shows in Vancouver, according to the New Yorker... John Hammond drew large crowds to the Cafe Kennedy during his eight day engagement... "That's Where It's At"... the latest release of the Family Pop in the top spot at CKCM... "Little Green Men" by the Guess Who is the chart topper this week... "Tuckers Owen and "Hec's Hace" regular's signed for a concert at Maple Leaf Gardens on March 1... Bill Murray gave rave reviews for his February 5 concert... John Hart, CFGM music director, scheduled a bluegrass night at the Sound of Music... discs to coincide with his appearance... CBC Radio is now broadcasting 24 hours a day... London Records is distributing "Recreation Time"... "As Feelings Go"... second single from the Coast label from Vancouver...  

STOCKHOLM

Tom T. Hall (Thelma Phillips) visited Sweden recently to promote a new album "I'll Hold..." within the first week of release... This album... produced by Olle Helander and Karl Hanel... So Phillips is back in Sweden for his new LP "Tattoo on Tour"... U.S. bassist Red Mitchell has been engaged for a special TV orchestra in the Canadian TV series "Horn..." featuring Lennart Hyldan and guests... The soundtrack LP from the TV series "Pippi Langstrumpf" (Phillips) has sold more than 100,000 copies and Phillips will have more orders in... It may become the biggest LP so far in Sweden... Jethro Tull (Island) and the Clouds (Island) are touring Scandinavia... Jokkmokk-Jakobs (Jarvisell) taking a rest, after hectic year, in Canada Islands... "Love Affair in Sweden for concerts and no CBS is promoting a new single "Lincoln County."... Philip still handling a lot of CBS foreign catalog and are at present promoting The Gun's album "Gunsight"... They are also promoting an album CBS "Weirdos"... Waters Carol, "Switched On"... Two new signings for Sonet Grammofon All - singer Steven Stills and pop group Opus Trio... Folk group Diddlers (Sonet) signed on a new contract with Helga Information, the owners of Lour-Lert Helga... Dillers will not release a new album in Swedish this month... Sonet working on a new album and Finnish pop group for new Edel albums with artists-John Mazzotta, "The Soulful Strings and Marlene Shaw..."

WALTER MALLIN

Wellington, N. Z.

International Artists has completed five years of international tours for the nationally Fidelity, U.S., to release the full catalogue of the international Victrola and Victor lines... the arrangements... through RCA Victor Records... U.S., first... Single, "Fire," released on Pye by Cellophone... "Red Wine"... The Battle of the Bands contest... Bondo... Wellington with a live band currently with musicals andchar...  

RIO DE JANEIRO

Brothers Marco and Paulo Sergio... chose to sign separate LP's for Odeon... Films Regina and Mario sell their new LPs in São Paulo's province... The first "Juni Hernandez record has been released in Brazil... "The Juni Hernandez Experience"... Piyler... considered to be Brazil's greatest influence on popular... Most of the big records companies gave their employees paid holidays during the New Year's and Carnival... in the southern... Elizabeth Richard... The single has been contracted by Enrique Le...henry Johnstoun

PARIS

Barclay artist Alan Barrie has recorded a new LP "I'll Live..." Now That Love Has Gone Out..."... recorded by Gil King for Minor... release... "Practice"... release... "With The Boss..." and "Singers of New Orleans."... Barclay is re... released the song... the 60's music from the Eleno catalog... The release... "In Madrid..." Astrid Gilberto made a TV appearance on the ORTF show "Arpegges"... Philips is promoting five albums by Serge Gainsbourg... Goring... KDM... Bo... with Brigitte Bardot... is titled "Instants... Billy... some songs... release... "With The Boss..." and "Singers of New Orleans."... Barclay is re... released the song... the 60's music from the Eleno catalog... The release... "In Madrid..." Astrid Gilberto made a TV appearance on the ORTF show "Arpegges"... Philips is promoting five albums by Serge Gainsbourg... Goring... KDM... Bo... with Brigitte Bardot... is titled "Instants... Billy... some songs... release... "With The Boss..." and "Singers of New Orleans."... Barclay is re... released the song... the 60's music from the Eleno catalog... The release... "In Madrid..." Astrid Gilberto made a TV appearance on the ORTF show "Arpegges"... Philips is promoting five albums by Serge Gainsbourg... Goring... KDM... Bo... with Brigitte Bardot... is titled "Instants... Billy... some songs... release... "With The Boss..." and "Singers of New Orleans."... Barclay is re... released the song... the 60's music from the Eleno catalog... The release... "In Madrid..." Astrid Gilberto made a TV appearance on the ORTF show "Arpegges"... Philips is promoting five albums by Serge Gainsbourg... Goring... KDM... Bo... with Brigitte Bardot... is titled "Instants... Billy... some songs... release... "With The Boss..." and "Singers of New Orleans."... Barclay is re... released the song... the 60's music from the Eleno catalog... The release... "In Madrid..." Astrid Gilberto made a TV appearance on the ORTF show "Arpegges"... Philips is promoting five albums by Serge Gainsbourg... Goring... KDM... Bo... with Brigitte Bardot... is titled "Instants... Billy... some songs... release... "With The Boss..." and "Singers of New Orleans."... Barclay is re... released the song... the 60's music from the Eleno catalog... The release... "In Madrid..." Astrid Gilberto made a TV appearance on the ORTF show "Arpegges"... Philips is promoting five albums by Serge Gainsbourg... Goring... KDM... Bo... with Brigitte Bardot... is titled "Instants... Billy... some songs... release... "With The Boss..." and "Singers of New Orleans."... Barclay is re... released the song... the 60's music from the Eleno catalog... The release... "In Madrid..." Astrid Gilberto made a TV appearance on the ORTF show "Arpegges"... Philips is promoting five albums by Serge Gainsbourg... Goring... KDM... Bo... with Brigitte Bardot... is titled "In...
### HITS OF THE WORLD

#### BRAZIL

**SÃO PAULO (Courtesy Trope)**

- A NAMORADA QUE SOUHEI--(Geno D'Horta/Mário C. de) (Tea)
- 2 FENVE CHAT--Urbano (Carla)
- VENUS--Oscar (Paulo)
- CAMINHO DE DEUS--Antonio Marcus (Maria)

#### BRITAIN

**(Courtesy Record Retailer)**

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<td>1</td>
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<td>I LOVE GROWING--(Peter, Paul and Mary) (Peter Tork/Mario N.</td>
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<td>DO BROTHER--Arch--(David) (David/Marvin /</td>
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#### MALAYSIA

**(Courtesy Radio Malaysia)**

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<tr>
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<td>ARISE--(The Beatles) (Paul/M.</td>
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<td>DOWN ON THE CORNER--Clarence Carter (Clarence</td>
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#### SWITZERLAND

**(Courtesy Radio Zürich)**

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<td>1</td>
<td>ANNA NA HEY HEY KISS HIM--Nana Mouskouri (Jeffrey Farina/</td>
<td>2</td>
<td>DREAMS--Three Dog Night (David/Dave</td>
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### SINGAPORE

**[Radio Singapore]**

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### NEW ZEALAND

**[New Zealand Pop Chart]**

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### SWEDEN

**[Radio Sweden]**

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### WEST GERMANY

**[West Germany Music Charts]**

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## WB Sets Up System

- **Continued from page 50**
- on geographical sales patterns of the company. The introduction of the information supplied will assist brokers in planning sales and promotional campaigns here.

### From the Music Capital of the World

- **Continued from page 63**
Long Before Elvis Presley and the Beatles...

THE SOUND OF SOUL
By PHYLL G. GARLAND

Phyll Garland, an associate editor and the regular music critic of EBONY Magazine, has written a penetrating analysis of what is usually taken to be a new phenomenon: soul music. But of course, as Miss Garland shows, it is not a new phenomenon; it is merely newly discovered, and then only by white people.

Spirituals, the blues, hard rock, and their foundations—deprivation and discrimination—these are the stuff of THE SOUND OF SOUL. What emerges is an account, both entertaining and informative, of a cultural force that is also a multi-million dollar business. Aretha Franklin, Chuck Berry, B. B. King, the jazz greats, Mahalia Jackson—where does the foremost black form of cultural expression have its roots? How is it that what has always been there is only now being recognized for the powerful and authentic ethnic form it is? These are the kinds of questions Phyll Garland deals with. And for its incisiveness, wit, and pride, her THE SOUND OF SOUL is destined to remain the standard authority for years to come.

HardBound Edition 246 Pages, $5.95
<table>
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<th>Publisher/license</th>
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<tr>
<td>1</td>
<td>THANK YOU (Valentine's Day)</td>
<td>80s Christmas Orioles</td>
<td>Christmas Records</td>
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<td>2</td>
<td>BRIDGES OVER TROUBLED WATER</td>
<td>Gordon Lightfoot</td>
<td>Columbia</td>
</tr>
<tr>
<td>3</td>
<td>I WANT YOU BACK</td>
<td>The O'Jays</td>
<td>Cotillion</td>
</tr>
<tr>
<td>4</td>
<td>TRAVELIN' RAIN &amp; WE'LL STOP THE RAIN</td>
<td>Eddy Arnold</td>
<td>Capitol</td>
</tr>
<tr>
<td>5</td>
<td>HEARTBREAKER</td>
<td>Storybook</td>
<td>Gotta Gat</td>
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<tr>
<td>6</td>
<td>STAR PERFORMER</td>
<td>Janoray</td>
<td>Bells (Jobete, BMI)</td>
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<td>7</td>
<td>PSYCHEDELIC SHACK</td>
<td>VENUS</td>
<td>Raindrops Keep Falling</td>
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<td>8</td>
<td>RAINBOW NIGHT IN GEORGIA</td>
<td>Janie Fricke</td>
<td>Columbia</td>
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<td>9</td>
<td>ARIZONA WALK ME IN MY SHOES</td>
<td>utdown Brown</td>
<td>Cotillion</td>
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<td>10</td>
<td>WITHOUT LOVE</td>
<td>MAE WEST</td>
<td>TIME RECORDS</td>
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<td>11</td>
<td>THE ELI SHINE IS GONE</td>
<td>8 &amp; King</td>
<td>Sun</td>
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<td>12</td>
<td>THE RAPPER</td>
<td>The Champs</td>
<td>Columbia</td>
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<tr>
<td>13</td>
<td>GIVE ME JUST A LITTLE MORE TIME</td>
<td>The Crystals</td>
<td>Epic</td>
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<tr>
<td>14</td>
<td>HONEY COME BACK</td>
<td>The Four Tops</td>
<td>Epic</td>
</tr>
<tr>
<td>15</td>
<td>HE AIN'T HEAVY, HE'S MY BROTHER</td>
<td>The Delfonics</td>
<td>Mogul</td>
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<tr>
<td>16</td>
<td>WHOLE LOTTA LOVE</td>
<td>Lou Rawls</td>
<td>Atlantic</td>
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<td>17</td>
<td>BLOWING AWAY</td>
<td>The FiveHeart Brothers</td>
<td>Epic</td>
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<tr>
<td>18</td>
<td>OH BABY!</td>
<td>Dionne Warwick</td>
<td>Motown</td>
</tr>
<tr>
<td>19</td>
<td>BABY TAKE ME IN YOUR ARMS</td>
<td>The Four Tops</td>
<td>Epic</td>
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<tr>
<td>20</td>
<td>SOMEDAY WE'LL BE TOGETHER</td>
<td>The Four Tops</td>
<td>Epic</td>
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<tr>
<td>21</td>
<td>HOUSE OF THE RISING SUN</td>
<td>Dionne Warwick</td>
<td>Motown</td>
</tr>
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</table>

**HOT 100—A TO Z—(Publisher-Licensees)**

**Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.**
GET IT ON!

The Bells is another ringer!* from Soul Records.

(...in more ways than one.)
JOHN ONO LENNON—INSTANT KARMA (We All Shine On) (3:18)

[Producers: Phil Spector (Spector, Lennon, Weinberg, BMI). Solid beat rock's John Lennon (who turns it into a sing-along) can't miss a high spot on the Hot 100. Flip: "Who Has Won the World?" (2:02) (Columbia, BMI).]

APRIL 17

THE BOX TOPS—YOU KEEP TIGHTENING UP ON ME (2:50)

[Producers: Tom Scott (Cuff), Steve Cropper (Writers: Cherry, Hart, Winfield, BMI). Solid rock hits group in their hit sound of "Cry Like a Baby" and "The Letter." group has a blockbuster item here that will take them right to the Top 20. Their best one since successful outing in a white. Flip: No Information Available. Bell 565]

CUFF LINKS—RUN SALLY RUN (3:27)


JIMMY CUFF—COME INTO MY LIFE (2:55)

[Producers: Larry Filling & Leslie Kong (Writers: Cliff, Ditting, BMI). Jamaican- born Cuff hits with solid sales and chart impact here and in England with his initial entry "Wonderful World, Beautiful People." This infectious rhythm followup will prove equally as potent for sales and chart impact. Top vocal workouts! Flip: "Viet Nam" (2:34) (Viking, BMI). A&M 1147]

THE NEWBEATS—LAURA (What's He Got That I Ain't Got) (3:25)


BILLY PRESTON—ALL THAT I'VE GOT (3:34)

[Producers: George Harrison (Writers: Preston-Tapia). (Apple, ASCAP). Preston made quite a chart dent with his "That's Me" and the Abbie Hoffman built "You Are What You Think You Are." This George Harrison production followup will fast surpass the sales of that recent outing. It's a swinger room from start to finish! Flip: "I've Seen Her" (2:43) (Apple, ASCAP). Apple 1397]

RICK NELSON—EASY TO BE FREE (3:09)

[Producers: Nick Nelson (Writers: Nelson, Miller). (Buddah, BMI). Nelson made a strong comeback with his "Dye Belongs to Me and" this talk ballad followup has all sales potential and more. Top entry cut from his hot "Ferrante" chart LP. Flip: "Come On In" (2:20) (Hillard, BMI). Decca 723526]

JUNE 17

LINDA WINKLESON—LINDA (2:40) (BMI).

[Recorded in Nashville, BMI).

WANDA LINDSEY—HAPPINESS (2:16) (BMI).

[Recorded in Nashville, BMI).

JUNIOR PARKER—THE BLOSSOMS (2:38) (BMI).

[Recorded in Nashville, BMI).

THE VENTURES—Swan Lake (3:08) (BMI).]
Apple Records present

MAGIC CHRISTIAN MUSIC

BY

BADFINGER

Twelve new songs, including *Come and Get It* from the soundtrack of *The Magic Christian*

Out Now APPLE ST 3364
<table>
<thead>
<tr>
<th>ARTIST/TITLE</th>
<th>WEEKS ON CHART</th>
<th>LABEL</th>
<th>CHART POSITION</th>
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<tr>
<td>JEFFERSON AIRPLANE</td>
<td>56-34</td>
<td>RCA</td>
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<td>PETER, PAUL &amp; MARY</td>
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<td>DAHA ROSS &amp; THE SUPREMES</td>
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<td>THOMAS HANSON</td>
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<td>CHIRLEY PROPP</td>
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<td>05</td>
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<td>LETTUCE MEN</td>
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<td>MILO MACHINES</td>
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<td>HANK CAIN</td>
<td>11-78</td>
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<td>DOUGLAS WOOD/STILL</td>
<td>33-42</td>
<td>RCA</td>
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<td>STEPHEN HOWARD</td>
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<td>CROSBY, STILLS &amp; NASH</td>
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<td>TAYLOR RICHARDSON</td>
<td>9-16</td>
<td>RCA</td>
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<td>9-23</td>
<td>RCA</td>
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<td>COUNTRY BAND/CAST</td>
<td>32-54</td>
<td>RCA</td>
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<td>DENNIS NOREY &amp; THE CLASSICS IV</td>
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<td>ZEPHYR</td>
<td>10-77</td>
<td>RCA</td>
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<td>SUNDAY NIGHT</td>
<td>15-70</td>
<td>RCA</td>
<td>21</td>
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<td>WALTER HOLT</td>
<td>32-60</td>
<td>RCA</td>
<td>22</td>
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<td>GUESS WHO</td>
<td>7-20</td>
<td>RCA</td>
<td>23</td>
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<tr>
<td>DICK JONES</td>
<td>44-11</td>
<td>RCA</td>
<td>24</td>
</tr>
</tbody>
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Continued on page 72
That's the name of the world's newest rock opera. The production is now under way in London. The original cast album will be on Decca Records.

It's only logical. The original cast album of the world's first rock opera, "Tommy," is on Decca Records.

"Superstar," 732603, is right out of the up-coming "Jesus Christ" original cast album and features Murray Head. The single is already well up on the charts. It's on Decca Records.

Jesus Christ. It's only logical.
<table>
<thead>
<tr>
<th>Week on Chart</th>
<th>Tape LPs Available</th>
<th>Top LPS</th>
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<td>12 131 137</td>
<td>THE NEW EASY PICKETT &amp; UNION GAP ALBUM</td>
<td>NA</td>
<td>7 172 149</td>
<td>TNL WHEEL DRIVE WITH TNL RAIN</td>
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<tr>
<td>5 138</td>
<td>ROY CLARK</td>
<td>NA</td>
<td>12 173 170</td>
<td>HEYTHA FRANKLIN</td>
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<tr>
<td>26 149 179</td>
<td>VERNON SHAUGHNESSY</td>
<td>NA</td>
<td>14 144 141</td>
<td>STEPHENFOLD</td>
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<tr>
<td>13 113 140</td>
<td>STEVE MILLER BAND</td>
<td>NA</td>
<td>12 167 174</td>
<td>VARIOUS ARTISTS</td>
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<tr>
<td>25 141</td>
<td>TAMMY WYNETTE</td>
<td>NA</td>
<td>5 166 165</td>
<td>JIM HARRISON</td>
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<tr>
<td>8 143 142</td>
<td>FLEETWOOD MAC</td>
<td>NA</td>
<td>12 156 176</td>
<td>SMOKEY ROBINSON &amp; THE MIRACLES</td>
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<tr>
<td>14 96 143</td>
<td>ANITA KERR/ROB MCNAIR/</td>
<td>NA</td>
<td>7 195 197</td>
<td>LAURA WYCK</td>
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<td>34 140 141</td>
<td>DORI MITCHELL</td>
<td>NA</td>
<td>67 177 177</td>
<td>BEATLES</td>
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<tr>
<td>42 147 145</td>
<td>BOB WYNN</td>
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<td>LINDY LOGIC &amp; HIS HEAVY</td>
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<td>DIANA ROSS &amp; THE SUPREMES &amp; THE TEMPTATIONS</td>
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<td>7 133</td>
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<td>9 191 191</td>
<td>PETER, PAUL &amp; MARY</td>
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<td>10 102 117</td>
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<td>26 182 183</td>
<td>MAN &amp; PAPAS</td>
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<tr>
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<td>GANNED HEAT</td>
<td>NA</td>
<td>6 203 203</td>
<td>SHA NA NA</td>
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<td>27 121 119</td>
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<td>NA</td>
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<td>NA</td>
<td>36 186 186</td>
<td>BAND</td>
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<td>37 128 122</td>
<td>PAT'S A BEAUTIFUL DAY</td>
<td>NA</td>
<td>38 181 181</td>
<td>WED</td>
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<td>20 125 123</td>
<td>MARA</td>
<td>NA</td>
<td>23 157 157</td>
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<td>74 124 124</td>
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<td>NA</td>
<td>3 240 240</td>
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<tr>
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<td>NA</td>
<td>3 241 241</td>
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<td>21 106 106</td>
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<td>JOHNNY MATHIS</td>
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<td>16 153 153</td>
<td>JOHNNY MATHIS</td>
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<tr>
<td>124 123</td>
<td>BILL CODY</td>
<td>NA</td>
<td>18 154</td>
<td>JIM HENDRIX EXPERIENCE</td>
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<td>BILL CODY</td>
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<td>RODGERS/QUINN</td>
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<td>138 134</td>
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<td>NA</td>
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<td>JERRY BUTLER</td>
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<td>BILLY JOE</td>
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<td>TOM JONES</td>
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<td>JERRY VALE</td>
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<tr>
<td>1 152 152</td>
<td>BILLY JOE</td>
<td>NA</td>
<td>1 1 —</td>
<td>BILLY JOE</td>
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</table>

**Top LPS A-Z (Listed by Artist)**

**Billie & the Kleenex** 131
**Billette Brothers** 173
**Billion Brothers** 176
**Billy Burnham** 176
**Billie Jones** 200
**Billie Joe Royal** 104
**Billie Richard** 97
**Billie Ray Cyrus** 195
**Billie Ray Cyrus** 195
**Billie Joe Royal** 104
**Billie Ray Cyrus** 195
**Billie Ray Cyrus** 195
California Takes Sunday As A Day-in, Day-Out Business

**Late News**

**Competition Is Chicago Word**

MILWAUKEE — Sunday opening is strictly a matter of local color in the record retail market. Stores situated in any of the area's large shopping centers stay open Sunday, with or without exception, stay closed on Sundays.

"We're not on Sunday and we're definitely not ever going to be on Sunday," said Stu Glassman, volume Downtown Radio Doctors. "We don't need to be. Our customers know we close on Sunday and they like it that way. If they feel they have to buy something, even if the entire downtown's closed, they'll stay open on Sundays, we wouldn't do it. It makes no difference to me if we do lose some business on Sundays to our competitors. We also take into consideration that our employees put in a pretty busy six-day work week. It's hard to see how a Sunday policy would work on Sunday—and neither am I."

Record World, recent newcomer to the downtown Milwaukee market, turns thumbs down on Sunday selling. "We don't cater to the same type of business that buys the impulse bargain records in the big discount stores on Sundays," said Joe Beno, manager.

"Our customers will wait until Monday to purchase a specific album from our shop."

Out on the outskirts near the giant Brookfield Music Center, but not a part of the downtown area, announcers from outlying locations, such as Rare Records of Glendale, have decided to stay open on Sundays. "We just wanted more business."

Janus Gets Rights to Pye's Product; Label Tie in U.K.

Janus has locked up Pye product, Schlachter will continue to deal with material from domestic sources.

Recently made a distribution deal with RCA of Detroit, and a production deal with Wes Farrell to be released on Associated Arabesque.

The Westbound deal is already in progress. Joe Bodo, MEN's rights manager, has also signed an agreement with ABC, "I Love Your Life." The push for Westbound now is geared towards the United Artists' dixie's single, "I Got a Thing." Jamas will introduce the group to the Westend, a black-blue specialty label.

And to further Jamas' move in the contemporary market, Schlachter will continue to deal with material from domestic sources.

Ohio Blue Law

**Continued from page 14**

The Federal Trade Commission has received the notice of a complaint from the FTC.

FTC Eyes Record Clubs

**Continued from page 1**

Don't seem to be too concerned about losing any business.

"These little head shops which sell themselves as record clubs, they'll be open on Sunday," explained Andy Anderson. "They go in there to save a buck have plenty of time from Monday to Sunday."

Two retailers who have been open on Sunday are Discount Records of Glendale, Discount has been open Sundays for two years, 5 a.m., 10 p.m., operating with three people. The manager of the store who runs it for his father, hurt his business, claimed Jim Gaggin. He's glad they went to Sunday schedule because it helps acquaint people with the idea of shopping on Sunday.

Andy Avery's has been open Sundays for three years. He said it was for his business. 'Much for staying open is to allow record collectors and jazz buffs from outlying locations to get to his store. Besides Stare, Avery's is the only other record shop in the area and he is the only knowledgeable. Sunday is comparable to a slow weekday," he said.

**White Front Chain**

The Westbound deal of 28 stores has been a Sunday store for many years. Record World is one of the few, if not the only retailer among those of other departments, reported Jo Schatz, regional manager. "Records are an easy item to shop on Sunday. Records are easy to group and easy to compare Sunday is usually the worst day of the week for record sales at the whole band gets a chance to look around."

Miss Schatz said that the few Sundays after the Christmas parade do not allow for an accurate graph on what effect all this new competition is having on sales in the store.

Juvenile delinquents opened on Sunday because the chains are temporarily open on Sunday because the chains are open.

The Westbound deal is already in progress. Joe Bodo, MEN's rights manager, has also signed an agreement with the ABC, "I Love Your Life." The push for Westbound now is geared towards the United Artists' dixie's single, "I Got a Thing." Jamas will introduce the group to the Westend, a black-blue specialty label.

Another group that Jamas will be pushing is the contemporary market, Eager Illusion and Shaky Vic.

**John and Mary**

To RCA Italona

"New York and Mary," a recent Decca Records production of the New York trio, has been placed by Mogull with RCA Italona. The project was also placed with RCA in Mexico, and with Smart Records for Argentina.

**WTB to Handle Youngbloods' Co.**

LOS ANGELES — The Youngbloods newly formed label will be distributed by Wally Mandel of Penney's pre-Holiday Sunday selling has continued to keep its stores open on Sundays since the start of the new year.

**California Takes Sunday As A Day-in, Day-Out Business**

**M'Media Acquires 'Knockin' Master**

NEW YORK — Metromedia Records, subsidiary of the parent company Metromedia, has purchased the assets of the "Keep a Knockin' Get Back," a "RCA-Philips" recording, the label of Bananarama Records. The disk stopped rolling out in the Charlotte, N.C. market via WAYS.

Tommy Noonan, general manager of Metromedia, started the label rolling last week with special shipments of 500 copies of the disk. Metromedia will keep the Metromedia disk which was to be ready Friday (6).

**GARNER'S 'SEA' NOW IN STEREO**

NEW YORK—Erroll Garner's "Concert by the Sea" album, originally released on Columbia Records in 1956, has been given a stereo release by Verve Records. The label has applied advanced techniques to create the stereo recording from the mono recordings made by Garner at a concert in Carlsbad, Calif.

**FTB February 21, 1970, BILLBOARD**
Executive Turntable

**Continued from page 6**

was previously with Kapp Records as national sales manager, a position he held with Decca Records who he joined as salesmen in 1957. . . . Roulette Records has named five regional sales and promotion men to the label: Ed Schreiberman is Midwest regional sales manager. He is a former creative sales consultant with Warner Bros. and will headquartered in Chicago. Irwin Mazur, former head of Mizer Associates, is Roulette's eastern regional sales manager. In the promotion department, Mike Milrod will—cover the near Midwest area, Lew Shapiro the Atlantic seaboard area and Richard Gurke the Midwest. Shapiro previously headed his own East Coast promotion office. Milrod was in radio and Gurke is a former Radio City Music Hall director. W. C. Doherty named to the newly created post of national promotion coordinator for country product, Decca Records. Based in Nashville, Doherty has worked for the last 20 years in the record business in New Orleans, Cincinnati and Dallas. . . . Tom Kasten, formerly working in print and television advertising, joins Ovation Records as artist-promotions director. Jerry Simon appointed professional manager, East Coast, Beechwood Music Corp. Most recently he was executive creative director, E.B. Marks Music. He began his career with Majestic Records in 1948, and his background includes professional manager of Doris Day's publishing firms, promotion director, Warner Bros. and head of his own label, RSVP records. . . . Candy Leigh named director of artist relations for American Art and with Atlantic/GWB Records and Grapevine Records. Miss Leigh was recently director of Eastern activities, Tetragrammaton Records.

**Howard Alperin** named manager of sales for all deleted Liberty/UA product. He was formerly national sales manager for the Sunner division of Liberty/UA. . . . Howard Siegel joins Audiomasters in Sepulveda, Calif., as vice president and marketing director. He was previously national sales manager of Crestone's Vivid Sound line. . . . Patti Wright joins Columbia's Hollywood publicity staff as assistant to Michael Ochs, department manager. . . . Chuck Huesman and Scott Ross have joined A&M as Miami and Los Angeles regional managers, respectively. Huesman was formerly with Mainline in Atlanta and Ross with Transcontinental Music in Los Angeles.

Ches Records named Joe Gowan as administrative assistant to Marshall Chess, president of the company, Gowan, former director of marketing for Colcord Records, will be in charge of business affairs relating to contracts. In other moves, Judy Feinsteing joined the Chess sales department and Herb Wolnuss was named regional manager for the Midwest. . . . Donald F. Smith named national sales manager for professional audio products with Ampex Corp. He has been with the company since 1960.

Al Klein resigned as national sales manager of Motown Records. Klein is negotiating with several other companies, and has returned to Dallas to assist in clearing up the estate of his father who died last week. . . . Aaron Wasserman appointed president and general counsel of Magnetic Media Corp., blank tape manufacturer. . . . Frank Clarke joined American Tape Duplilicata in sales. . . . Art Gaines rejoined Concord Electronics as general manager of the engineering division. . . . Tom Bonetti appointed vice president and general manager GRT Music Tapes, a newly formed division of the GRT Corp. Before joining GRT three years ago, Bonetti had been production manager for Mercury Records in Chicago. . . . Bud Stebbins named national sales manager for Ampex Records. Stebbins was formerly promotion manager for Summit Distributors in Stockton, Calif. Prior to that he owned Stebbins Enterprises, a management company.

June Sadowski named production assistant-writer at Jerry Veterans. . . . TV radio cassette production firm with general offices in New York and production offices in Morris County, N.J. . . . Corbett Evans named international music education consultant, with the office of the Juilliard School at Lincoln Center. . . . Pat Baird appointed managing editor of Peer-Southern's Music Leader, a monthly newsletter, and assistant to Andy Hussakowski. . . . Jodie Reinach appointed vice president of Rene Enterprises and general manager of its publishing division, Claro Music.

Capiot in Soul Drive

**Continued from page 1**

man forceful direction, he said. In addition to the buildup of the million-dollar-a-year ad campaign, the new promotion team is working with the ABC network as well. This year's promotion pacts with Invictus and Fame Records, two "Doo-wop" outfits, and it employs six black promotion men. Capitol's black salesmen are located in New York, Atlanta and Los Angeles, and are marketed by Harold Coston, who came from National Gen- eral Merchandising (Marty Mack, who came from NBC as one of the company's key men 10 years ago); in Detroit (Richard Sanders, who came from Motown last October); in Chicago (Lorenzo Marvel, who also joined the label several years ago) and has remained through several black music buildup at- tempts.

There is also a second black salesman in Los Angeles, but the Capitol's black salesmen are not in the black community, so he does not come under La- vong's jurisdiction.

Reinach appointed director of newsletter, and assistant manager for Ampex Records. Stebbins named national sales manager for professional audio products with Ampex Corp. He has been with the company since 1960.

**Gospel Music Showcase in N.Y. Planned**

**NEW YORK — Plans are under way to create a gospel music showcase at the Charity Baptist Church in Brooklyn, ac- cording to the Rev. Edward L. Wharton. The location, which was formerly the original First Baptist Church, 1515 Bedford Ave., seats 2,500 and is equipped with all necessary facilities.**

Rev. Wharton hopes to stage the first show in approximately three months. It will draw upon nationally-known talent, but will be designed as a first step in creating a series of gospel showcases in key cities.

In addition to gospel music prominence, the first showcase schedule at the Charity Baptist Church, Brooklyn, will include such top musical plays which are related to the gospel music idiom, Rev. Wharton said.

Double Sixteen

**Continued from page 18**

many advantages to cassette—"anybody can take over eventually." When it does, Carson says he will be ready with a quality, single cassette. His 30, 60 and 90-minute packages now will sell for $2.25, $2.98 and $3.98, respectively.

**Executive Turntable**

**Capitol in Soul Drive**

By ED OCHS

EVEN AMONG rock musicians it’s not only well you play but how you play and how you promote which leads to star-wafting, band-breaking and brief affairs with various wandering rock troupes. Today, "Friends" are so prevalent that they practically outnumber the Delaney and Bonnie, Mountains and Led Zeppelin, Buffalo Springfield and The Who’s new line-up of "ngoing" artists with others, breathing new life into rock and keeping before the public, both live and on record, some of rock's most creative gypsies. Perhaps now that companies are swap- ping musicians, it might not be too farfetched to say that some label men who handle other labels and mix their own libraries of material to develop the sampler.

Samplers are new-remember those oldie-but-goodie albums. "Early By" (I'd) said that the device—which referred to names and packaging. Yet almost every manufacturer uses the sampler—in one way or another, as a sales aid, extended-play jewel box disk, for a vault and vintage series, and for socio-geographical records. The Beatles "Stg. Pepper" milestone, cutting out into cut to cut into the record together under a single concept, plus the recent return to "concept" albums, literally revised, fast-fading blues partries, helped to excite the industry to reconsider the very phonograph record that the ever changing music is printed on. Whether Warner Bros., Capitol and Blue Thumb are already programming their best new and recent cuts, while crossing label lines to program choice cuts into albums is an open question. But it's a sign of the times that home tape buffs and their pirate fad, would further glorify rock with free competitions in music business, and because we love the music there is also a little deja vu in all of us. In fact, some of the best dejays are not on the air, making up the masses with rock and pop music for their friends. Some of these are artists in their own right and should be recorded.

**JACK NICOLSON, Peter Fonda's martyred sidekick-in "Easy Rider," recently accepted a gold record for the soundtrack album of the movie, and deservedly so.**

Despite the fact that Dunhill's own Smith (gasp) dared to sub for the Band on "The Weight" and Byrd-blain Roger McGuinn gives himself away as a rock star in stand of Ann Margret's, the music hit the market coming and going—at the box office and record shop, and the music pitched the movies, too. The success of "Easy Rider" bodes well for the significant low-budget rock films, budget movie houses (Bill Graham has only to pull down the screen) and high-profit soundtracks. And while we're on it, Graham has created post opening night premiere and Academy Award to the Lower East Side. . . .

**THE EMPIRE ROOM of the Waldorf-Astoria, for you out-of- towners, is one plastic fantastic phantasmagoria dreamt up by that much abused minority—the way-for-the-film business.**

In Los Angeles last week... . . . Universal's new black acts with the help of Dunhill's. . . . In San Francisco, the new black acts have "Look Both Ways" and planned for its second black album, in Los Angeles this afternoon.

**Gospel Music Showcase in N.Y. Planned**

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**Wet Soul, Double You to Be Distributed by Singleton**

**NASHVILLE — Wet Soul and Double You have produced two new labels operated by independent distributors, the former and latter respectively: Mesut—will be distributed by The Shelby Singleton Corp.** 

Wet Soul has an album on the shelf, and Double You has 12 albums on a year's contract. First release on Wet Soul will be "Look Around You" on April 11, with "If You Love Me" on Double You, Heather Black will have "Look Around You" as its first single and an album is already in production. Mesut has produced a long string of hit recordings, including product by B. J. Thomas, the Sir Douglas Quintet and the Cookies.

Meaux's Grigs & Gravy records recently opened in Jackson, Miss., within four months. The company will feature primarily the work of one man, James Meaux, who has hired one engineer and is looking for someone who, for the first time of recording studios in three states, each with its own personnel. Among others, songwriters, and musicians. Meaux recently signed a three-year contract with Ampex for tape rights on all product on his Wet Soul and Double You Records labels. The contract calls for a minimum of 10 LP's.
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