CES Spotlights Product Breakthrough; 200 Show

BY RACCLIFFE JOE

NEW YORK — Conferences on tape equipment, audio components, and the roles of the government, manufacturers and retailers in consumer electronics, will highlight the Fourth Annual Consumer Electronics Show which opens Sunday 28 at the Americas and New York Hilton Hotels.

The show which marks the Golden Anniversary of the consumer electronics industry, has attracted a record 200 exhibitors, and resulted in an early sellout of the 145,000 sq. ft. of available floor space.

Jack Wayman, staff vice president of the Consumer Products Division, Electronic Industries Association (EIA), which sponsors and produces the show, said this exposition will be the largest ever, both in number of exhibitors and total exhibit space. He added that product exhibits and allied events which together will comprise Consumer Electronics Week in New York City, will provide an appropriate tribute to the industry during its Golden Anniversary year.

Activities get off the ground Sunday with an all industry reception and banquet to be held in the Grand Ballroom of the Waldorf-Astoria Hotel, and will be attended by both visitors and exhibitors to the show.

Entertainers Edie Adams and (Continued on page 26)

FBI Opens Large-Scale Attack vs. Counterfeiters

BY MIKE GROSS

NEW YORK—The Federal Bureau of Investigation has moved into the recording industry's anti-piracy campaign. It's understood that the FBI is now conducting investigations in 12 states to crack down on counterfeit rings. The FBI is working closely with Jubes Yarnell, special investigator on recording piracy for the Recording Industry Association of America, and the National Association of Merchandisers.

The FBI investigations mark the first involvement of a governmental agency in recording piracy. The investigations could result in arrests under Federal counterfeiting statutes and Federal conspiracy statutes.

Top Court Upholds Cap in Pirate Suit; Landmark Seen

BY ELIOT TIEGEL

LOS ANGELES—The U.S. Supreme Court has upheld a decision by a California Supreme Court that Phoenix Tapes illegally duplicated material from Capitol Records. It's a decision hailed by Capitol's president Sal Iannuzzi as a "significant victory, not only on Capitol's behalf, but on behalf of the entire recording industry..."

Sesame Street' Spurs School Of Disks & Three-Way Battle

BY ELIOT TIEGEL

NEW YORK—"Sesame Street," the award-winning National Educational Television children's series, has sparked an unprecedented disk barrage. Scepter Records made it a three-way sweepstakes last week with its entry, "Susan Sings Songs From Sesame Street," joining Columbia Records' original cast set, and Affinity Records' "Bob McGrath From Sesame Street." The three companies are mounting heavy merchandising and promotion campaigns to back up their product and to cash in on the audience in excess of 12 million pre-schoolers who've been watching the show (Continued on page 8)

Coming Next Week!

Atco's Exciting New Album Release

Summer, 1970

(Advertisement)
The Archies' new single
"Sunshine" (63-1009)
Produced by Jeff Barry
Music Supervision by Don Kirshner
© 1969, Archie Comic Publications

A DIVISION OF
KIRSHNER ENTERTAINMENT CORP.

Manufactured and Distributed by RCA Records and Tapes
Easing of CATV Rules
Seen Speeding Copyright

By MILDRED HALL

WASHINGTON—The Copyright
Revision Bill received a de-
сdive and helpful push last
week. The House Committee
on Commerce approved it and
sent it to the floor last week.
The bill, H.R. 3875, was intro-
duced by Rep. Robert Slaughter
(D-N.Y.) and is sponsored by
Rep. John E. Dowdeswell (D-
S.C.). The bill provides for
an extension of the copyright
period from 28 years to 56 years
and for the prevention of unau-
norized use of copyrighted ma-
terials.

The bill, which is being con-
sidered by the Senate, is ex-
pected to be passed by both
houses and sent to the Presi-
dent for his signature.

The bill provides for the cre-
ation of a new copyright term
for works created before 1923,
which would expire in 1979.

The bill also provides for the
extension of the copyright term
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for works created before 1923,
Alternative Media Project Offers Alternatives to Dissent, Disinterest

By BEVERLY HELLER

SPRINGFIELD, Vt. — Goddard College’s first on-campus record company, known simply as the Alternative Media Project, has been generating its own kind of music, characterized by new and innovative approaches to traditional media.

The Alternative Media Project is exploring innovative ways to distribute and promote music, with a focus on alternative and independent artists. It is an alternative to the traditional record label model, aiming to give artists more control over their music and its distribution.

The project is part of a broader movement towards alternative media, with a focus on creating a more inclusive and diverse landscape for music and other forms of expression. The Alternative Media Project is fostering a community of artists and supporters who are committed to supporting new and creative forms of media.

The project is also working on developing new tools and technologies to distribute and promote music. This includes exploring new distribution channels, such as streaming services, and developing new ways to engage with audiences.

Overall, the Alternative Media Project is an exciting example of how new and innovative approaches to media and distribution can create a more diverse and inclusive media landscape.

AFM Urges Fight vs. Record Piracy

WASHINGTON — The Musicians’ Union strongly urged an international fight on record piracy during its 73d convention held in Houston recently.

The music industry, led by representatives of the American Federation of Musicians, has been working to combat record piracy for many years. The union believes that piracy is a significant threat to the survival of the music industry, and is calling for a coordinated global campaign to address the problem.

The union has called for a strong international response to piracy, including the development of new technologies to combat piracy, and the enforcement of existing laws to hold pirates accountable.

The union is also calling for greater support from governments around the world, and for the industry to work together to develop new and innovative ways to combat piracy.

Atlantic Files Suit on CSGNY Bootleg LP

NEW YORK — Retailers in New York and California and manufacturer, Canyon Records (no relation in any way to Wally Roker’s Canyon Records) have sued Atlantic Records over sales of a bootleg recording of the 73d Annual Aria Awards that were allegedly sold by a New York City radio station.

The suit claims that the radio station sold the recording and that the sale violated copyright law. The suit seeks damages and an injunction against the radio station.

TMC Expands Area’s Service

NEW YORK — Transcontinental Music Corp., a subsidiary of Atlantic, has expanded its service in the area. The company now serves record stores in New York, Delaware, Maryland, Pennsylvania, and the District of Columbia.

As part of the expansion, the company will now sell records through 72 Aria House locations in Baltimore, Washington, D.C., Philadelphia, and the area.

Holzman Gives Press View To Dealer Group

NEW YORK—Jace Holzman, executive vice president of Atlantic for the last 6 months, has written a letter to some 40 record store operators in the New York area, to help manufacturers promote new artists.

Holzman’s letter, which was sent to a dinner hosted by Elektra at the Tavern on the Green, stated that Atlantic Records is an “ARM” that can become an essential force in keeping the music business healthy.

Since both films are X-rated, and both are being promoted through a joint effort with the industry, the letter is calling for a joint effort to promote the films and their message.
"Sesame Street" is probably the most popular television show ever created for children. It has already won three Emmys and a Peabody award.

Its primary goal is to teach preschoolers the alphabet, verbal concepts, numbers and reasoning skills. Although it's still too early to tell, tests indicate that "Sesame Street" is accomplishing its goal.

Recently the entire cast of "Sesame Street" recorded an album for Columbia. Also prepared were a 24-page song picture book and poster.

With the release of this package a kid will now be able to enjoy his favorite "Sesame Street" songs and characters again and again.

And you'll quickly find out who the heavies are for the under 10 market (advance orders are already over 200,000). "Dylan? The Stones? They're okay, but they're no Big Bird or Kermit," we heard a five-year-old say.

On Columbia Records
**General News**

**CATV Seen Opening Vistas For Recorded Music Plgs**

By EARLE PAGE

NEW YORK—Transcontinental financial corporations will be reviewing ways of enabling shareholders to participate directly in the component companies and their various distributions of shares. TIC is exploring the possibilities of a distribution of stock to its shareholders.

"A part of the program," explained Richard R. Lipton, chairman of the board of TIC, before the annual meeting held June 26, "we will have in mind the sale of the American Bank of Commerce stock at a price which will allow us to repay the relative small amount of debt we carry. The makeup of TIC consists of The American Bank of Commerce, the Transcontinental Corporation, and the Corporation of Mortgage Investors stock. It owns, and Transcontinental Music Corp. The balance of the component companies, the individual part of real estate and other investments, will be shareholders that the individual parts that make up Transcontinental will submit to the market at the current market price of our companies."

Lipton said that those steps would lead Transcontinental direct to the market at the current market price of $16 million. It would also be an indication of an increase in the market value of the enterprises on the financial and land development.

He added, "The combination of TIC and TMC stock, which have been a part of our stock, offer as much as part of such a program, could have a much greater worth than today's market value."

**Okun Editor of '60's Songbook**

NEW YORK—Mike Okun, independent producer and arranger, has edited and compiled one of the 60's songbooks, "songs of the Sixties." The book, published by the New York Times, Book Division (Quadrangle Books), contains notes about a hundred hits, from nine of the six music categories, arranged for voice, piano and guitar.

The Doris Day column of the book is by Tom Wicker, Times editor associate.

Composers in the 350-page publication include Bob Dylan, John Lennon, Harry Nilsson, Burt Bacharach-Hal David and others. They are written by Abbe E. Lipton, president of Transcontinental Corporation and Tom Wicker, Times editor associate.

Executive Turntable.

Former national promotion man for LP's, Bell Records, Richard Dottor, has since left Bell to become a Bell-distributed line... Marvin Nobel named controller of Handler Company, Detroit. He was formerly vice-president, finance, at Handler for the last eight years. Nobel was a Bell-distributor in the 70's... Marvin Nobel was named controller of Handler.

Charles Schlag, appointed executive v.p. of Eastern regional rack operations, Transcontinental Music Corp. William Hall, senior v.p., placed in charge of rack operations for the Western region of the company. Richard J. Goodewill, appointed president of Transcontinental Distribution Corp. which handles distribution of the franchise record and tape labels. Schlag was also chairman of the company's merchandising company who in turn continue in charge of the company's promotion. Before joining TMC, Schlag headed his own merchandising company in Albany, N.Y. Hall previously headed up the company's executory position that he held in the West. He has held key posts with TMC since its founding.

Denny Zeiler is named prom master, Scepter Records. Zeiler is being used for distributor E. Barber, out of San Francisco. The new promotion man reports to Steve Nutting, assistant v.p. of promotion... Harri Jacobs, named East Coast sales manager, Chess Records, and Gay Cameron, named promotion manager for the Southern region for the company. Jacobs was formerly with David Rosen Distributors, Philadelphia, Pa., for five years. From a brief visit to start John Bobo, a recording firm, Cameron joins Chess with Singletone Enterprises, Nashville, where he was East Coast regional promotion manager. He is a former Bell Records man... Rick Hales is named manager, Wernon Publishing, Nashville. A partner in the firm, he will also manage 615 Music, Slipper Music and 615 Promotions... Robert D. Shaw named controller of the new controller of Color Records, Inc. Shaw joined the former controller of Monument, was also with Arve's Aerospace division as budget and financial analyst and also controller of 20th Century-Fox Records, prior to joining Color Records. He will continue to produce Kapp artist Roger Williams on an independent basis. [Michael Hyland, accounting executive at Mary Jane Public Relations, has...
From RANWOOD RECORDS, the instrumental hit!

R8076 • STEREO

A SONG OF JOY

The FOUR-SCORE Pianos

RAINDROPS KEEP FALLIN’ ON MY HEAD
O HAPPY DAY • LET IT BE
BRIDGE OVER TROUBLED WATER
COME SATURDAY MORNING
THE LONG AND WINDING ROAD
(LOVE THEME FROM) ROMEO & JULIET
CECILIA • A DREAM OF PEACE
A SONG OF JOY

NOW A SINGLE, #876 ‘A SONG OF JOY’ BACKED BY ‘A DREAM OF PEACE.’ FROM THE LATEST RANWOOD ALBUM HIT ‘A SONG OF JOY,’

RANWOOD RECORDS, INC., A SUBSIDIARY OF RANWOOD INTERNATIONAL, INC., 9034 SUNSET BLVD., LOS ANGELES, CALIF. 90069

www.americanradiohistory.com
**LABELS KEEP YOUNG HIP**

**News Sheets Surface Underground**

By BOB GLASSENBERG

NEW YORK—To keep the young record buying public interested in what's happening in the music industry on the artist level, Mercury, Elektra, Atlantic, Warner Bros., and Scepter records are now printing a news sheet for the youth market, or more specifically, the young record buying public. His paper, called Toach, deals with news about which artist is playing where, who recently wrote records for record company presidents, and editorials explaining relevant events in the music industry.

There is a journal-type approach in Naturally, the Capitol Record paper. They have two people touring the U.S. in a bus, taking pictures and talking to people in the underground scenes in cities across the country. Also included in Naturally are articles on music from other categories such as Fusion, Atlantic's paper is called Under the Logo, and is distributed to undertheologs artists. There is background information on new artists as well as new releases on the scene, as Gilly, Stills, Nash & Young. It is a general information sheet, in fact, only eight pages on the rock scene. It contains new singer Chuck Werner Bros. contributions. The paper deals with Warner Bros. Group, Brucy Rapper is Mercury's information sheet.

With the exception of Atlantic, all companies publish their papers on a regular basis. Distribution is mainly on college campuses and to people in the record and radio industry. Touch was first on the scene in 1968, suffered a brief hiatus for a few months, then returned. The other papers followed. All run along the lines of an underground paper, and Naturally sums up the intent of all the papers. "The intent is to help you keep informed about music. It will contain some useful information about our under- ground artists, you can also otherwise get lost among the monthly inundation of records which cross your desk, floor, whatever."
Sergio Mendes & Brasil 66 67 68 69 70
GREATEST HITS
TA to Supply Acts for TV Pilots

LOS ANGELES — TA Records will supply music names to TV pilots developed by parent Talent Associates.

One project for CBS, "On The Road," calls for the development of a quartet. Two TA Record acts, Eden Kane and Lance Leeds, are involved.

Colec Book Revised

CHICAGO—M.M. Cole Publishing Co. has issued a revised edition of the "Haskell Harr Drum Method Book II." Further information concerning the group may be obtained from the company at 251 E. Grand Ave., Chicago 60611.

Copyright Is Gaining

* Continued from page 3

ment from copyright owners on the use of the program, which warns that all actions and decisions in the copyright area will be made by Congress alone.

Congress will decide, for example (through the revision bill) on affirming CATV copyright liability and on the type of compulsory licensing, and whether tapes may be sold or graduated fees to cover local and/or imported stations. Statutory rates could be set in the revision bill, or fees could be decided by the new copyright tribunal called for in the Senate bill to oversee and advise all statutory rates such as it, but probably not the royalty and CATV royalties.

Studio Films

* Continued from page 3

commercial producers to this area. Scooply said the digital metrophone can be used in the recording of radio jingles when exact timing is required.

Commercial recordings at Woodland have increased more than 50 percent over the same period last year. National agencies as well as the local concerns have utilized the resources. They include J. Walter Thompson, BMI India, NBC, and many others.

The newly-installation equipment is the latest innovation in synchronizing sound with the action on a film. Rather than a conductor viewing a film and playing to what he sees, such music and the conductor keep track of the action audibly by a number of beats and equipment. The studio engineer in turn uses the synchronization generator to put a 1 kHz tone on the recording tape which enables the film editor to synchronize the sound perfectly with the film. This click method enables the composer to complete a soundtrack three times faster than the old method used in many Hollywood studios.

Don Kirshner

believes in him.

HITS are SCORED in Billboard

JULY 4, 1970, BILLBOARD

45 East 51st Street, New York, N.Y. 10022
(212) 688-3750

Stay tuned for more information about the new addition to the file.
It's your vehicle, baby.

the ides of march

VEHICLE

Ride it.
The early career of Cash and the Ramblin' Jacks. A double album with group testimonials also included. There's an amazing portrait of [people] between the earth and [people] of the present day. Shown out of the [people] with Cash's recent songs, [people] and Jack Clement taking care of the rest. Which shows the all around strength of this hot artist. Here's the core of Cash on [people] with everything [people] has built.

Some of England's top studio musicians from all over the world. And this August's hottest new [people]. And this August's hottest new [people]. This August's hottest new [people].

Poulter, a major Continental star and one of this year's best [people]. And this August's hottest new [people]. And this August's hottest new [people]. This August's hottest new [people].

[people]'s first album on [people] was well [people] the [people]'s first album on [people] was well [people] the [people]'s first album on [people] was well [people] the [people]'s first album on [people] was well. [people]'s first album on [people] was well. [people]'s first album on [people] was well.
THIS ALBUM CONTAINS NO MUSIC, NO SINGING, NO SPOKEN WORDS—JUST THE SOUND OF THE OCEAN...AND BIRDS.

And it's one of the Hottest-Sellers in the Underground!

Environments
new concepts in stereo sound - disc 1

Syntonic Research Series

SIDE 1: THE PSYCHOLOGICALLY ULTIMATE SEASHORE
SIDE 2: OPTIMUM AVIARY

"Environments, Disc One" is a new type of stereo record based on psychological sound. Playable at any speed, 45, 33 or 16 rpm, in full stereo, it recreates a highly realistic feeling of the ocean on side one and an aviary on side two. The sound produced neutralizes distracting noises and soothes the listener to an amazing degree. Designed for continuous playback (the eight track stereo tape is a continuous loop) the record plays for a full hour on each side at 16 rpm.

Now On Atlantic Records & Tapes
SHOW AND SELL

Ampex, the Number 1 name in stereo tape, gives dealers every merchandising aid in the book. And the book.

We believe in show and sell advertising. Show your product, sell your product. And we spend millions of dollars a year to make it happen exactly that way for Ampex dealers.

Ampex developed the carousel system for cassettes..., a single, pillar-proof display where customers can browse through your selections..., where all those beautiful impulse sales are made..., and where you get maximum dollar profit per square foot of floor space. Ampex dealers are supplied with a steady stream of ad-builder kits, window banners, artist posters, mobiles, and unique point-of-purchase materials, packed and delivered with their tape orders. Special promotions, too, like this year's BIG DEAL. The 2 TO GO innovation..., two 8-track carriages merchandised around totally new display and packaging techniques..., is an overwhelming success.

New packaging concepts provide dealers with bigger, more profitable sales. We're putting complete operas and extended performances like "Woodstock" in 2-pack cassette units. Our specially packaged language courses mean sales of five cassettes to a customer..., with full profit in every sale. Ampex pre-selling begins long before tape buyers are ready to buy. We sell Ampex Stereo Tapes with newspaper and national magazine advertising. We showcase our products on radio..., Top 40 stations FM, and the new underground AM and FM stations. People who buy stereo tape know Ampex..., the artists, the complete choice of tape configurations (4 and 8-track carriages, cassettes, micro-cassettes and open reel), and the incredibly huge selection Ampex offers.

THE BOOK. The Ampex Stereo Tapes Catalog. It's all here..., over 7000 selections, more than 650 top recording artists on over 70 different recording company labels..., all available on Ampex Stereo Tapes. It's all here..., rock, soul, pop, folk, jazz, classical and the spoken word. We put hundreds of thousands of these Ampex Stereo Tapes Catalogs in tape buyers' hands every year. Ampex dealers get the best service, too. Our cross-country network of warehouses guarantees the kind of delivery that puts the Top 40 on display in your store while they're still the Top 40. If you're not selling the Number 1 name in stereo tape, contact Ampex or your nearest Ampex Stereo Tapes distributor. Or get the story from us at the C.E.S. Show, New York Hilton, Booth H126A, June 28, 29, 30 and July 1.

Ampex unveils this year's greatest merchandising innovation... the new 8-track cartridge carousel display
Booth H126A – C.E.S. Show – June 28-30, July 1
Honolulu Makes Waves Vs. Rock Fests; Security Is Rule

HONOLULU — Recent gate-crashing and disorderly crowd conduct at the Waikiki Shell has spurred Mayor Frank P. Fasi to institute new rulings regarding rock concerts in the city's outdoor arena.

Rock concerts will be permitted, but only if promoters follow strict security rules, according to a recent announcement.

Excessive noise problems, boozing, drinking, and gate-crashing have caused some controversy on the booking of rock acts in the Waikiki Shell. At a recent Chambers Brothers show, several hundred non-paying fans knocked down a fence, burned a grass but nearby which is used in the world-famous Kodak Hula Shows, and created touchy security problems.

Honolulu off-duty policemen hired for security reasons have been wary of accepting the job on overtime pay.

Under the new provisions, the city asks the promoter to provide 50 off-duty policemen at the night concerts, to be stationed inside and outside the Shell. Such personnel usually gets $5 an hour pay, so it will cost the promoter $250 an hour.

The promoter has been asked to supply sufficient lighting outside the perimeter area of the Shell. The promoter will buy a performance bond for $5,000 guaranteeing that he will follow the new rule.

Tommy March Into Act, Disk Promo

NEW YORK — Tommy March has gone into independent artists and record promotion. March previously had been affiliated with Famous Music.
4-Channel Cassette
To Spring Via Ampex

NEW YORK—Ready or not, here come the 4-channel, two stereo-renal cassette tapes and developmental 4-channel stereo cassette.

Ampex's tape division is planning to introduce a 4-channel prerecorded cassette and open reel tapes, when the company's consumer-equipment division will demonstrate its line of 4-channel stereo cassette and open reel systems.

Both tapes and equipment are demonstrated at the Consumer Electronics Show in Chicago this week.

Ampex's marketing plans for 4-channel tapes will not be announced until the fall, according to Don Hall, vice president of Ampex. "There will be a market developing for 4-channel product, which will take off in the fall, but right now we want to learn what the industry reaction is to this concept."

While confident of the 4-channel cassette concept, Hal was talking to retailers and buyers here at the show to obtain feedback on possible timelines for a future 4-channel prerecorded tape release.

In addition to 4-channel tape and equipment, Ampex is introducing a compact stereo phonograph and tape system. The receiver, model ASR-4, features automatic controls and 76-watt power at under $250.

The unit consists of the ASR-4 receiver, Micro 54 cassette deck, and an automatic changer/mute auto-reverse feature on the cassette.

Other manufacturers offering automatic reverse units are Bell & Howell, Michigan Magnetic, GPO, and Zenith. Ampex, a subsidiary of General Tire & Rubber Co., is in the fourth month of sales to distributors.

"All cassette manufacturers need to do is satisfy Detroit to take advantage of recordable capability," they were told.

Thus, a year later, more than five manufacturers have recordable cassette players with a reversible capability, and Detroit is responding.\n
Detroit Responds to Cassette Reversible

NEW YORK—What a difference a year makes. 1974's Consumer Electronics Show that Detroit had its eye on introducing cassette recording equipment for car manufacturers introduced automatic reverse features on cassette players.

"All cassette manufacturers need to do is satisfy Detroit to take advantage of recordable capability," they were told.

A year later, more than five manufacturers have recordable cassette players with a reversible capability, and Detroit is responding. General Motors and Chrysler are rumored to be installing cassette equipment as optional items in their '77 models, according to an industry source that Pontiac, Buick, Oldsmobile, Cadillac, Chrysler and Chevrolet will offer cassette models in addition to 8-track players.

For the next few years, anyway, Detroit is likely to be a two-track market. After all, that is the way the consumer will decide which way the Big Three will go.

The appearance of automobile cassette units began to abound, and according to an industry source, an endless loop cassette. A general producer, who listens to the consumer and his buying pattern will use the Star load principle.

The addition of a switch (Awa) introduced model TP-1028 which plays both cassette and cartridges through the same Star system slot with out adaptors or control adjustments. Additionally, the TP-1028 is an auto unit offering an auto-
Come see Honest Al Kovac in the Certron Suite at the Consumer Electronics Show, maybe you’ll win an Acapulco Vacation, Color TV’s, Mini-bikes or Carry-on luggage.

Boy! Does Big Al have a deal for you. Stop by the Certron Suite at the New York Hilton Hotel anytime during the Consumer Electronics Show June 28-July 1 and get in on the action.
Chi Retailers Favor Units

- Continued from page 16
said that any new tape players with AM-FM radios should be priced lower than existing types.

He feels that consumers are not interested in the quad-8 players, with many saying, "we already have enough trouble with two speakers."

"Hal Mullinger, buyer for Polk Bros. with 40 stores in the Chicago area, is at the Consumer Electronics Show looking for tape players with AM-FM radios," he said. Polk Bros. stocks names in all categories. Mullinger also is interested in whether Detroit will install cassette units in cars saying, "companies are dumping auto cassette units, but 8-track models are selling extremely well."

"He also is interested in seeing quad-8 models, saying there is dealer interest, but the consumer just isn't aware of 4-channel sound. "The quadasonic sound concept will have to be heavily promoted by manufacturers," Mullinger added.

Bob Probst of Stern's Cameras and Sound Center in Winnetka, Ill., does the bulk of his business in the cassette market, with no real-reel sales and only a few 8-track players.

"Most of our cassette equipment sales are in the $40 to $110 range," Probst said. "The home stereo cassette combination, with AM-FM radios do well, but portable players with radios aren't selling so well." He said the stores sell about 10% to 15% of the 8-track models.

"This is only out of convenience for the consumer, but it isn't a large portion of our overall business."

He said that 8-track probably is years away from mass consumer acceptance. "Only the player who can fill a variety of tape equipment would be interested in adding the quadasonic concept to his system," Probst stated.

8-Track Hot In Nevada

LAS VEGAS — Eight-track tapes are veritable king in this area, free from competition, according to one over anything else in this area," reported Jerry Toppler, manager of Transcontinental Music Corp., which distributes products in Nevada, California and Utah.

Cassettes are next in popularity, while 8-track tapes hardly moving, he claims.

In the California-Nevada desert area radios are difficult to pack up. Consequently, many cars are equipped with automatic tape players. Eight-track tape accounts for 99 percent of the car units sold, said Toppler.

Garwood Van's MusiLand has the largest selection of tapes in Las Vegas. The company has found the consumer is buying Craig's 4 and 8-track compatible units.

Marcus Krause, tape buyer for MusiLand, said many consumers don't even get involved with compatible units.

Of tapes sold, he said, more than 50 percent are rock, about 20 percent are country, with background music, show and classical dividing the remaining 30 percent.

Tape CARtridge
275 Manufacturers Show Electronic Wares at CES

NEW YORK—More than 275 manufacturers are exhibiting in the fourth annual Consumer Electronics Show this week at both Hilton (H) and Americas (A) Hotels, including the following:

EXHIBITOR BOOTH
Acouson A-505
Adel A-344
All Times A-323
Ampex H-510/H-511
Apex Rendezvous H-125
APP Electronics A-207
Arvin Industries H-124
Atlantic Rand A-120
Audio Devices A-334
Audio Dynamics A-156
Audio Magnetics A-224/A-225
Audionetters A-511
Audio Metal A-242
Audiovox A-322
AutoMerchandising PHONO M-850
Bargain A-406
Bates Corp. A-503
Benjamin Electronic Sound H-520/H-521
Bogens A-406
Bomount Leasure Industries A-507
British Industries A-131
Broadmoore Industries A-114/A-115/A-116
BSR USA A-109
California Auto Radio A-311
Capel Art A-208
Car Tapes A-221/223
Castinga Electronics A-540
Castle Lighting A-508
Certron A-340
Cisco Displays A-326
Channel Master A-336
Channel Master A-336
Chiyoda Corporation A-508
Clarion Electronic A-350
David Clark Co. A-119
odo Import A-331
Consumer Products A-349
Concord Electronics A-129
Consolidated Merchandising A-229
Craig H-205/H-206
Curta Mathematics A-103
Data Processing A-226
Deejay Industries A-350
Delmonico International H-101/H-102/H-103
Accel-Opto A-326
Duxtone A-220
Dynaco H-524
Dynavox Electronics A-104
Dyn Electronic A-219
Eastern Specialties A-508
ECC Electronic Equipment A-115
Electro Radium A-124
Electro Brand A-313
Electrohome A-204/A-205
Elite Electronics H-201
Elpa Marketing Industries H-516/H-517
Empire A-313
Epicure Products A-401
The Electronic Movers A-206/F-206
Fanon Electronics A-208
Fisher Radio A-123
Fortune Star Products A-524
Game Industries A-341
General Electronics A-122
Gibbs Special Products A-406
GRT A-312
Grand Carbo Electronics A-406
Gusdorf & Sons A-305/A-306
Hallidays A-402
Harman Electronics A-513/A-514
Hegeman Laboratories A-536
Hershey Broadcast A-536
Hitachi A-119
Hitachi Sales Corp. A-536
Ideal Electronics A-119
Industrial Suppliers H-110

(Continued on page 74)

Detroit Responds to Cassette

- Continued from page 16
as compared to 8-track is fourfold. Compactness, rewind and fast forward, recording capabilities and automatic reverse.

Looking into the future, the popularity of cassette changers also hinges on the development of automatic reverse capabilities.

July 4, 1970, Billboard
HOT MARKET.

With the 8-track stereo market showing the most profitable growth rate in the industry, it's about time somebody jumped out of the ticky-tack player age and into a quality unit designed around the needs of modern entertainment.

Qatron has invented the world's first fully automatic, fully programmable 8-track stereo tape changer for home and auto. It holds twelve cartridges and plays them automatically, one by one in sequence.

Which is no big deal by itself. But if you'd prefer a little more variety, it'll play the first program of each cartridge in sequence, then the second, third and fourth. If you're picky, you can dial any program of any cartridge and the Qatron will turn to it and play it automatically. Or should Mantovani be your bag, the 'repeat' mode will play just that one tape, over and over, until you're cured. That's four different ways to program the changer. Which makes it at least a medium-sized deal.

Built-in solid state stereo amplifiers let the Qatron act as the nucleus of a home audio system. Or a 'pre-amp' switch lets you feed its output into an existing system. An input jack lets you add AM/FM tuner or record player. Which now makes it a somewhat bigger deal.

See why the Qatron changer's good looks, practicality, and novelty aim it right at the heart of a big and booming market. See why its $329.95 retail is attractive to your customers, why its excellent price structure is profitable to you. And see your nearest Qatron Distributor to get fast delivery on what is going to be this year's hottest deal.

For Sound Ideas... QATRON CORPORATION
12000 Old Georgetown Road, Rockville, Md. 20852
Telephone (301) 881-1810

HOT PRODUCT.

The Qatron Automatic 8-Track Stereo Tape Changer

If there isn't a Qatron distributor near you, write us. There probably is by now.
Who's Who & What's What Of New Equipment Offered at CES

NEW YORK—Manufacturers are responding to the tape boom with a flood of new product, and are feverishly pursuing breakthroughs in sound quality that will soon pay off at the cash register.

Regarding internal trends within the industry, it is clear that tape equipment has found a mass market.

New products recently introduced or being offered at the Consumer Electronics Show include:

NORELCO

Four cassette recorder/players including model 1570 at $90, model 1330 at $65, model 1220 at $45 and a miniature recorder, model 1440, at $100. Model 1570 includes an AM-FM radio. All four models feature automatic record level controls, are equipped with microphones, have remote stop-start switches, and are able to record from another tape recorder, radio, TV or phonograph.

TELEX

Two 8-track recorders and a reel-to-reel 4-channel stereo tape recorder will be marketed this summer. The 4-channel tape system, which also plays two-channel conventional stereo tapes, will be delivered in July at $249.95. Two 8-track recorders will be available in August. One, model 814S, combines a 100-watt amplifier, AM-FM stereo receiver and two speakers with the recorder at $349.95. Model 812 is comparable to the 814S, but is without the AM-FM tuner at $299.95.

CRAIG

Four models including an 8-track recorder, model 3303, with an AM-FM stereo receiver and features automatic level control, program select switch with individual lamps and phone, microphone, headphone and speaker jacks. Other new products include the model 3124 8-track car stereo with FM radio at $179.95, model 3123, the same as the 3124 but without the radio at $119.95, and model 2609 AM-FM stereo cassette recorder featuring automatic FM stereo switching at $189.95. The company also will show an expanded line of floor-mounted car stereo versions including an 8-track pushbutton FM unit and a cassette with an automatic re-winding capability.

WOLENKAS

Three 4-channel stereo units and three cassette models will be introduced. The 4-channel stereo units include the model 6154 reel-to-reel playback deck at a fair trade price of $495.95, the model 526 reel-to-reel 8-track tape deck and amplifier fair trade price at $599.95 and the model 1644 4-channel reel-to-reel recorder and player for which pricing is not yet available. The cassette models include model 4400, a portable monaural recorder at $49.95 fair trade, model 4001, a portable recorder with AM-FM radio at $99.95 fair trade, and model 4510, the same as the 4500 but with the addition of AM-FM radio at a $99.95 fair trade price.

FISHER

A 4-channel stereo receiver which is fully compatible with conventional 2-channel stereo, and the 505, which features a built-in cassette tape deck, two microphones and bookshelf speakers at $699.95.

TOSHIBA

The Georgetown, model RT-221F, a battery or plug-in cassette recorder and AM-FM radio at $99.95. Model KT-248, the Cambridge, is a new home cassette recorder featuring AM-FM stereo radio at $269.95, while the Oxford, KT-401, is a new cassette deck recorder at $199.95. Toshiba also introduced a car stereo cassette player and monaural recorder, the Astro, CT-412, at $119.95. In 8-track, the Phoenix is a new home unit KIT-87, at $179.95. The KT-94, the Hampton, is a home 8-track stereo deck at $69.95.

BELAIR ENTERPRISES

Automotive line of four models, including a 4 and 8-track compatible stereo, BA 259, at $89.95, a mini 8-track stereo, BA 261, at $69.95, a mini 8-track stereo with AM-FM radio, BA 277, at $89.95, and an 8-track stereo with FM multiplex, BA 284, at $109.95. Also a six unit home and portable line, including an 8-track deck, 590, at $59.95. The new portable models are, all stereo 8-tracks, a promotional, 123, at $69.95, model 333 with AM-FM radio at $89.95, model 410 at $99.95 and 412 with AM-FM multiplex at $139.95. The home line incorporates two-piece 8-track, 810, at $109.95, a two-piece 8-track, 812, with AM-FM multiplex at $149.95.

MUNTZ STEREO CORP. OF AMERICA

An automatic reversible cassette at $119, a 4 and 8-track portable combination, the Apollo, for $109 and a cassette adapter for an 8-track player.

PACKARD-BELL

Built-in 8-track and cassette record/replay decks include TPK-25, a 8-track, at $69.95 and a second model TPK-42, at $79.95. One cassette unit, TRA-27, is at $69.95, while the other, TRA-41, is at $99.95.

AUDIO MAGNETICS

A series of product promotions including a cassette 1-cent sale, a Gemini Twin-Pak, Happy Storge case, a springloaded cassette rack, open reel baker's dozen, a canister, for $99.95, the addition to the promotions, Audio is offering 8-track blank cartridges, two-packs, packaging, and a Philip-type plastic box for 5 and 7-inch open reel tapes.

MOTOROLA

Most of 12 console stereo introduced provide for a drop-in cassette tape player or 8-track (Continued on page 30)

*Schweizer

design of America inc.

Minneapolis, Minnesota 55416
3546 Excelsior Ave. So.
(612) 825-2666

JULY 4, 1970, BILLBOARD
Bright Picture Is Painted For the 8-Track Recorder

NEW YORK—Judging from many product dossiers of manufacturers exhibiting at this week's Consumer Electronics Show, 8-track recorders would seem to have a lot going for them. Many feel that the emergence of 8-track recorders enables that configuration to invade a province dominated by cassette systems. Just as many feel, however, that 8-track recorders are no peril to cassette players. They say it's a gimmick item—that the potential market for 8-track recorders is small.

The fact is that seven manufacturers are producing 8-track recorders, and at least three major blank tape producers are making 8-track blank cartridges available. Thus, while cassette manufacturers are claiming that 8-track recorders are "window dressing," others claim the development signals a response to the cassette boom and may temper predictions that the cassette is destined to kill the market for 8-track.

While the 8-track configuration has not exactly suffered from the lack of a recording capability, this deficiency has developed into a major drawback since the successful emergence of the cassette recorder-player in 1965.

The problem is few consumers are aware of product availability, and manufacturers producing 8-track recorders have been remiss in propagandizing the public to its equipment.

Are 8-track recorders, initially introduced more than a year ago, a fact or a gimmick? Panasonic, Viking-Telex, Sony, Roberts, Craig, Muntz and Lear-Jet, which introduced both an auto and home 8-track recorder, all believe there is a market for 8-track recorders, however small. They say:

"The 8-track recorders are gaining in popularity. This year, sales will improve as consumers become aware of its availability and capability. It will provide an entirely new marketing area for equipment manufacturers." Software producers also see a future for 8-track blank cartridges.

Suppliers

The 3M Company, Audio Magnetics and Audio Devices all are supplying blank cartridges. "We feel there will be a great response for blank tape to complement the prerecorded music market," said Ray Allen, sales vice president of Audio Magnetics.

Audio is manufacturing 36-minute and 72-minute tapes, while 3M is introducing a 40-minute tape for $2.95 and an 80-minute tape at $3.40. Audio Devices, which first manufactured blank 8-track cartridges several years ago, is marketing 32, 49, 68 and 80-minute lengths.

Other blank tape producers, including Certron, are certain to follow an industry trend. As manufacturers introduce 8-track recorders at the show, and buyers and retailers contemplate merchandising and promotional plans, three points come to mind:

—Although 8-track recorders will have a fast forward capability, they will not have the flexibility in recording that cassette systems do.

—8-track recorders with AM-FM radios are in direct competition with cassette recorders with AM-FM combinations in the home entertainment market.

—Availability of 8-track blank cartridges allows consumers to make their own tapes, thus avoiding the expense of high-priced prerecorded cartridges. Many tape retailers are expressing concern over 8-track recorders at retail. Many manufacturers now realize a major merchandising-marketing campaign will be needed to stimulate sales.

A year ago, several producers felt the emergence of 8-track recorders was not a dollar threat to cassette configurations. That was a year ago.

Today, Ed Campbell, Lear Jet vice president, said that "8-track recorders show the market that 8-track can do anything the cassette can do."

Charles Klein, marketing vice president of Roberts, feels "the 8-track recorder market has been soft because no consumer marketing effort was made in its behalf." He said: "Product availability has been poor, and no concerted effort was made in promotion and merchandising at the retail level."

Klein feels that "the market is virgin territory," said Klein. "I'd be surprised if the market were less than 500,000 units industry-wide," he feels. "When first introduced several years ago, the manufacturers forgot to properly introduce it. It may be a supplemental market to the auto 8-track, but what's wrong with exploiting all avenues of equipment growth."

Pricing High

One of the major disadvantages to the 8-track recorder is pricing, since the average manufacturer's list of $179.95. One cassette model, a car unit, has direct record capability from a radio and has a suggested list of $99.75.

(WB, Technicolor in Film Cassette Program Link

LOS ANGELES — Warner Bros. Pictures is associating with Technicolor in developing programming for Technicolor's TK Cassette Sound Film Motion Pictures.

WB is the first studio to lease Technicolor 50 films which are duplicated into 8mm cassettes and offered on a lease basis to service groups and community organizations.

If an organization signs with Technicolor for the WB films, it receives free a sound film cassette machine, which will retail for around $550 with remote speaker.

Technicolor has been working on its film cassette system for several years. It has around 2,000 educational films already duplicated into 8mm cassettes through its commercial and educational division in Costa Mesa, Calif. To enter the WB program, an organization has to rent the 50 films during a four-year period.

The 8-track player with speakers, model KT 87, has a suggested list of $179.95. One cassette model, a car unit, has direct record capability from a radio and has a suggested list of $99.50.

Pricing High

One of the major disadvantages to the 8-track recorder is pricing, since the average manufacturer's list of $179.95. One cassette model, a car unit, has direct record capability from a radio and has a suggested list of $99.75.

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The 8-track player with speakers, model KT 87, has a suggested list of $179.95. One cassette model, a car unit, has direct record capability from a radio and has a suggested list of $99.75. These films are available in 16mm prints and rent for around $300 per showing. In the super 8mm cassette configuration, the rental fee breaks down to $40 per film. The films are all popular releases like "Bullet," "Bonnie & Clyde" and "Cameron." Each cartridge holds 30 minutes of film. A full length feature is stored in four cassettes. The film is automatically rewound in the cassette.

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ELIGIBLE CLASSIFICATIONS

- RECORD MANUFACTURERS
  Budget Labels
  Independent Record Producers

- MUSIC PUBLISHERS
  Music Publishers

- SHEET MUSIC JOURNALS
  Record & Tape Wholesalers

- RECORD & TAPE WHOLESALERS
  Distributors
  One Shot
  Rack Jobbers
  Importers & Exporters

- SERVICES FOR THE MUSIC-RECORD INDUSTRY
  Associations & Professional Organizations
  Design & Artwork

- SUPPLIES FOR THE MUSIC-RECORD INDUSTRY
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JULY 4, 1970, BILLBOARD
CES Shifts Accent To Breakthroughs

- Continued from page 1

a high-ticket, high-margin home entertainment item.

Each time the tape industry upwings shows signs of tailing, something comes along to feed it pep pills. A few years ago, it was 8-track vs. cassette and a flood of low-end equipment. Today, the manufacturer emphasis is shifting to high-end as more and more consumers go for the self-contained stereo-tape-radio and phonograph "recording studio" package.

Manufacturers, too, are exploring videotape, be it RCA's SelectaVision, electronic video recording from CBS, or video-cassette systems from Japan and Europe. And what about the struggle developing over quadrasonic surround sound?

Regardless of internal trends within the industry, it is clear that tape equipment has found a mass market. Tape is popping up everywhere: In cars, in coins, in portable recorders, compact systems, data recording installations, telephone answering devices, electric organs, portable radios and vending machines.

It wasn't too many years ago that everyone walked around with a portable radio attached to his coat. Today, the ubiquitous "transistor," it's tape. Coinciding with this is the movement of more tape equipment into the home as part of family entertainment systems.

And while the cassette 8-track cartridge race continues, there are indications that manufacturers are improving and adding previously lacking features—like the Dolby system—to each that will result in a common equipment denominator.

A startling array of tape equipment will contribute to a consumer dilemma: What to buy. The mass of products also opens a Pandora's box to retailers:

What to sell.

The product mix is rather large, and the prices range from monaural cassette units at under $20 to high end home entertainment systems at above $400. Whether you're buying or browsing, there's something to confuse everyone, like:

- The appearance of automobile cassette units is beginning to abound as manufacturers are delivering the industry's first units with an automatic reverse feature for both cars and home.

- One manufacturer, TDK Electronics, is offering an endless (continuous) loop cassette in short play versions for commercial and educational use.

- More tape equipment into the home as part of family entertainment systems.

- An improved sound quality—particularly on cassette products, where the improvement was most needed—which is enabling retailers to sell cassette and cartridge equipment for the home at price tickets ranging up to $100.

(Continued on page 39)

ATD Uses $2.99 Weapon as Line Of Defense Vs 'Power' Suppliers

LOS ANGELES—ATD Tapes has come up with its own weapon for combating the power-house catalogs of major music suppliers.

The new prerecorded 8-track and cassette line from American Tape Duplicators is priced at $2.99. But there is a significant difference between this economy-priced merchandise and other low-priced tape lines.

"Eighty-five percent of our repertoire is newly arranged and recorded," said Stan Harris, ATD's director of consumer marketing and sales.

Planter Phil Moline and Emil Chalik, newly joined member of the ATD repertoire staff, are writing arrangements for songs which are then recorded in Europe and the United States.

One of ATD's 16 releases is a new recording by the Kenny Clarke-Francois Boland jazz band which has been the hottest large aggregation in European jazz circles.

European musicians are called to interpret the arrangements commissioned by ATD to "receive a fresh master and we mix it down in our own recording studio," Harris said.

ATD's 4-track studio is designed for non-competing sessions, and the Phil Moore Trio recorded ATD's Tape "Promises," Program, "No Loser." ATD's own duplicating lines have been reproducing the tapes which will be shown this week at the Consumer Electronics Show and next month at the Hardwares Show in Chicago.

ATD is able to offer newly recorded stereo tapes at $2.99 because of the company's in-house production and manufacturing capabilities.

Explains Harris:

"We felt that by not getting involved in top 100-type material we would have a long shelf life. As a result, our costs can be amortized over a long period of time."

Studio in Action

ATD's studio will be utilized whenever possible in the creation of material for the tape line. This material will be exclusive to the cartridge medium and will not be geared for albums.

The $2.99 price also allows the average person to buy the music, Harris points out. "A lot of people would like to buy cartridges but don't like to pay $5.95 or $6.95. And they also resent the fact that it's more expensive to buy a tape than a record. We've priced our product for the average person to afford while giving him high quality music and reproduction."

ATD Tapes, the executive says, "will offer the best possible products to the broadest expanse of individuals."

Packaging-wise, tapes in both configurations are being offered optionally to dealers in either the long box or standard box. Harris favors the long box, which is white, with a display window through which the customer sees the graphics of the plastic case. Below the graphic presentation are the song titles.

Depending on the classification of music, the titles appear within a color coded area. The entire 34-40# release is printed on the other side of the carton. Both the long box and regular pack are shield-wrapped.

Besides thwarting pilferage, the long box allows the customer to feel the inner shrink wrap or bin. Point-of-purchase dispensers are being built to hold long boxes, with the corporate slogan "ATD Is Where People Are" prominently displayed. This slogan will be carried over to ads provided the company's sales representatives for distribution to accounts in their areas.

In addition to Phil Moore and the Clarke-Boland Band, other artists represented in the 85 percent newly recorded club include: Art Dale Orchestra, Reg Owen Orchestra, Dave Ross Combo, Rick Norris Orchestra, Enchanting Strings, Don McGinnis (interpreting 14 a.k.a Thermes and Eddie Arnold hits), Pedro Martinez Orchestra, the Veral Majority, The Embased Brass, the Banana Bunch, London Pop Festival Orchestra, the 36-36-36 Orchestra, the Vocal Majority, the Swingin' Swingers, the International Symphony Orchestra.

Leased material spotlight Glen Campbell and other acts, Mason the Great and the Earl Paul Orchestra. (Continued on page 36)
WITH KUSTOM KREATIONS CAR STEREO ACCESSORY LINE,
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PATENTED UNIVERSAL STEREO LOCK MOUNT
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PREVENTS THE THEFT OF CAR STEREOS
MAKES ANY CAR STEREO REMOVABLE
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MAKES ANY CAR STEREO PORTABLE
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ADJUSTABLE AND ADAPTS TO ANY
CAR STEREO, RADIO OR CB UNIT
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ELIMINATES COSTLY CAR STEREO SPEAKERS
(USE EXISTING SPEAKERS YOU HAVE IN CAR)
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At Booth A107: nine completely new Lear Jet Stereos 8 products including 4-Channel Surround Sound, tape recorder decks, consoles, digital clock players and many more new sound ideas for 1971! Come see the unveiling at Booth A107!
Music doesn’t have to be dead just because it isn’t live.

RCA tapes put life in your recordings. And we have whatever kind of tape it takes to do it.
Low noise mastering tape for the pros. In ¼-, ½-, 1- and 2-inch widths.
Back-lubricated tape for Stereo 8 or 4-track cartridges.
Duplicating tapes for cassettes and reel-to-reel.
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These tapes don’t miss a note.
Your music sounds alive on RCA tapes.

Sound us out. Write RCA Magnetic Products, 201 E. 50th St., New York 10022.
By RADCLIFFE JOE

NEW YORK — The advent early next year of Cartrivision on the U.S. consumer market is expected in many ways to trigger a new dimension in the relatively unexplored field of consumer-oriented audiovisual systems.

Cartrivision, the new cartridge-type see-beam system developed by Avco Cartridge Television Inc., plans a number of innovative approaches to this medium which the company hopes will put and keep it ahead in the quickening pace of the audiovisual race.

One of the more original ideas in the works to date lies in the area of programming for the system. Programs of a widely diversified nature is the object of all major companies involved with the development system, and many of the firms working on audiovisual systems for the consumer markets are backing heavily on the film archives of movie companies for software product.

Although Cartrivision is also working towards this goal and has just entered into an agreement with United Artists for some 50 of the top movies in its own copyright to produce with the cooperation of other film studios as much of the non-fictional, educational type programs which will be offered to its viewers. The company will also encourage independent producers to develop packages of innovative, offbeat, artistic quality.

According to Sam Gelfman, executive vice president of Avco Cartridge Television, this move will give forward-looking film makers an ideal opportunity to test their talents. "It will offer tremendous scope for the innovators," he said.

He added that although the details of this plan have not yet been completed, he would look forward to independent producers approaching him with ideas for cartridges, preferably in a package deal.

He assured that his company would react favorably to any worthwhile ideas and suggestions forwarded, and would work alongside the producer in the development of the package.

Cartrivision's extensive range of programs will stretch from do-it-yourself films, educational documentaries, concert and theater recordings and feature films. In addition to the agreement already reached with United Artists, the company is negotiating with four other major movie companies for product from their catalogs.

Out at San Jose, Calif., Avco has acquired a 128,000-square-foot plant on 11 acres of land for the development of its own line of prerecorded cartridges.

Gelfman assures that by the time the first Cartrivision sets go on the consumer market in the spring of 1971 the company will have at least 10 film titles in its catalog. Of this number at least half will be full-length movies.

Gelfman also disclosed that Avco's San Jose plant will have facilities to transfer product from 16mm film and two-inch broadcast tape to its own masters. "We hope eventually to transfer from 8mm film as well," Gelfman added.

Initial Cartrivision sets will be manufactured by the Admiral Corp. on a non-exclusive basis, and Avco hopes to encourage a number of other hardware manufacturers to adopt the system. "At present we are conducting negotiations with five other manufacturers," said Gelfman.

The first consumer set will be a console model with an 18-inch screen in combination recorder/playback cabinet. Later in the year an adapter type model will be released that can be played through any standard television set. Portable and other models are also in the works. Its sets will list at a price between $300 and $150.

In addition to being able to buy Cartrivision film, television movies, and other documentaries, the Cartrivision owner will be able to record his favorite programs off the air, and, with the aid of a movie camera, also developed by Avco, shoot and play his own home movies through the set.

Said Gelfman, "We may not have been the first to develop audiovisual, but we think we have sufficient innovations and surprises up our sleeves to put us on top of the works."

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LOS ANGELES — Packard Bell's new line of stereo cassette recorders, including the new line of tape players, is a direct result of the company's focus on the music market. The company plans to introduce a new line of tape players, including the new line of cassette recorders, which will be available in the spring of 1970.

Like many companies viewing developments in the recording industry, Packard Bell is waiting for "soft" equipment standards to be established. Until then, the company is focusing on software and hardware developments.

Packard Bell is not the only company introducing new line of tape players, but it is one of the few that is focusing on the music market. The company's new line of tape players includes a variety of models, ranging from basic models to high-end models.

The new line of tape players includes the following models:

- **Model 8000**: A basic model with digital tape player and digital tape recorder. The model is priced at $99.95.
- **Model 8010**: A more advanced model with digital tape player and digital tape recorder. The model is priced at $129.95.
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The new line of tape players is expected to be available in stores by the end of the year.
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**8-MINIS AS LEAR PREMIUM**

LOS ANGELES — Liberty/UA Stereo Tape is creating five four-track 8-track mini cartridges as premiums for Lear Jet. The hardware company will use the tapes in a mid-August promotion.

The use by Liberty/UA of the folding 8-track cartridge marks the first use time four tunes have been programmed into the new device.

In the Lear program, the customer receives the tapes free when he buys a player. Lear is supplying Liberty/UA with the mini cartridges for its Omarka factory-To-load and label.

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**Premium Dept., Key Hardware Ties**

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Continued from page 16

tape rather than a cash reduction.

Capital tries to use five acts per premium. The most Dempster has used is eight. "It's a good opportunity to showcase an artist," Dempster said, and this thought is solidified by his premium department conferences at other labels.

Capital is preparing an equal number of cassette and 8-track samplers, indicating the turnaround away from a strict 8-track market. In the automotive field, every 8-track machine installed at the factory has a sampler, according to Dempster, "It becomes a universal thing in the automotive field."

The competition to win the sampler contract for an automotive company is very fierce. "Now the same kind of competitive environment is starting to develop with the makers of expensive tape players," Dempster notes. By expensive, he means $100 to $300 sets.

With much of the hardware manufactured in Japan, Liberty/UA’s sampler tape involves packing the music in the shipping carton. Dempster doesn’t believe this is a problem since quality equipment is inspected in the U.S. upon its arrival from overseas. There is an opportunity for someone to look at the unit and insert the tape.

Some set manufacturers make the sampler program available to their dealers who can buy the tapes and insert them themselves.

Cost on Shipping

Some record companies don’t like the idea of having to open boxes and place sampler tapes in the machines. Others don’t appreciate the thought of shipping samplers to Japan. "The cost to ship a cassette to Japan where it is loaded in a player, is prohibitive," says Dick Blane, Liberty/UA’s premium director.

Liberty/UA is developing a program for two hardware companies involving three cassette pre-packs. These sampler sets will be available in three different programs.

Norelco Tape/Player. When the store owner buys a certain number of machines he receives a commensurate amount of pre-packs.

Use as a direct consumer offer. When a customer buys a tape to the player manufacturer who sells them to the dealer who re-sells to the customer at a price.

Numerous high-grossing offers. The machine is taken out of its shipping carton, a coupon offering the tapes for $8.88 is found. The customer mails in the coupon for his tapes which have a $19.95 retail value.

A number of cassette equipment manufacturers are interested in acquiring premiums. Liberty/UA is offering set makers seven complete cassette sets, from which they can choose three for the pre-pack.

Seven artists, for example, are on one sampler titled "The Pop Power Pack." They include the Ventures, Jackie DeShannon, and the Imperials.

The number of tunes ranges from 10 to 12, depending on their length. When a player company buys a three pre-pack program he orders a minimum of 500 sets or a total of 15,000 pieces.

**Present Plan**

In working with a player supplier, the custom packager has to show him how his music can help sell that machine. "You have to go in with a plan," Blane asserts, "as well as creating a tape which does not create friction between distributors, dealers and record companies.

Last year, Liberty/UA created a cassette sales sampler for North American Philips to use with its Norelco machines. The three pack has been its first major premium effort in the cassette configuration. The company has indicated a good musical market, Blane claims, because the players were promoted for dictation or voice recording.

Liberty/UA is now getting more deeply involved with cassette samplers because the company bears good quality reproduction and because the automotive powers are offering cassette players in 1971 Cadillacs, Oldsmobiles and Buicks.

Cars, boats or planes have not swayed Warner Bros./Reprise from getting into the sampler market. "From time-to-time we get calls from companies saying that they are having a show in town and we supply them with our product," notes Dick Sherman, WB’s national sales director.

WB has provided some tapes to radio stations and to key manufacturer which apparently like it. Warner Bros. plans to get into the "radio sampler market this year.

"We are interested in sampler tapes, but not necessarily for hardware companies," Sherman continued. "We are thinking of the dealer. A sampler might give a tape company a way to get into the market without what the product is all about. We are thinking along the same line of providing samplers for in-store use because a person can listen to the quality of the sound.

(Continued on page 49)
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U.S. Presses Efforts for Jobs for Minorities

LOS ANGELES—The Federal Government, through the General Services Administr- ation, is beginning to become more involved in providing jobs for minority groups.

This was one of the main impres- sions received by Richard Allen, president of American Tape Duplicators, at the recent Minority Businessmen's Invita- tional Conference at the Western White House in San Cle- mente.

As a participant at the gath- ering which brought around 50 regional minority businessmen together with key officials of the Small Business Administration, GSA, and the White House, Allen was concerned about fu- ture opportunities for his duplicat- ing operation.

"One of my concerns is that most of the spoken word ma- terial controlled by the Library of Congress doesn't go through the GSA," Allen said. He raised the question of getting the GSA involved in making contracts with minority comp- any. He also wants GSA to add to its catalog the classifica- tion of tape duplicator. That way government agencies looking for this type of service can place their orders through GSA rather than go outside the government for a duplicator on a bid basis.

Allen said that the Small

By Richard Allen

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(Continued on page 40)

NEW YORK — What sort of sales impact will 4-channel stereo sound have on the audio industry this year?

"Very little," many contend. But there is considerable specula- tion that many manufacturers are waiting to capitalize on the 4-channel excitement.

The consensus appears to be that it has real virtues, but in which configuration — 8-track, reel-to-reel cassettes. Today, the 4-channel future, contem- many, is a question of direction.

In short, 4-channel stereo may be the talk of the Consumer Electronics Show, but it's a safe bet there will be very little buy- ing action. At this point, every- one is talking about the conflicting types of equipment.

The RCA-Motorola 4-channel, 8-track, tape recorder, which configuration with a promotional shoot-in-the-arm in its struggle with competition. Giving strength to the 8-track approach is Lear Jet Stereo's decision to introduce a 4-channel stereo home unit. Although no decision has been reached on price, according to Robert Kilenkam, Lear prod- uct manager, it will include an AM/FM stereo radio at about $250.

Open reel is favored by many con- sumers in the 4-channel race but most agree that the reel con- figuration will remain with the audiophile.

That leaves 4-channel cassette. Will it catch on and offer the popular 4-channel concept?

"Yes," said many industry spokesmen. "And soon, too.

The 4-channel concept has been generally accepted by the home electronics industry since last fall when experimental demonstrations of a reel-to-reel tape equip- ment began.

But North American Philips, which holds the basic patents on the cassette, has been less than enthusiastic about 4-channel stereo. Executives at Philips feel there's still work to be done on two-channel cas- settes that the market isn't ready for 4-channel.

Nevertheless, Philips' attitude hasn't discouraged some il- lusions from getting ahead on their own to see if 4-channel could be put into a cassette. They have feared 8-track might beat them to the punch.

They were right on both counts. Eight-track took the 4-channel lead, and 4-channel could be put into a cassette.

Amper is the first to prove it can be done by introducing 4-channel, prerecorded cassette tape and developing 4-channel stereo cassette systems. It also will exhibit 4-channel open reel tape and players.

Wollensak, which offers sev- eral 4-channel reel-to-reel units, also plans to demonstrate a "quadruplex" cassette recorder. It is known, too, that several Japanese companies have been experimenting with the 4-channel format, and it is probable that a prototype 4-channel cassette player may make an appearance at the Show.

What's important about all of the 4-channel talk is that it can stimulate sales of high-end equipment and offer audiophiles audible quality between cassette and reel tape and sometimes, as well, for the consumer market. The current trend is to offer music plus sound enhancement. The 4-channel concept allows for this and will appeal to the audiophile.

Avery Fisher, president of Fisher Radio and Electronics, has concluded that commercial 4-channel tapes, re- cords and broadcasts are an in-届毕业生hip to the traditional 4-channel program material still is in its infancy.

Oscar P. Kusisto, vice presi- dent and general manager of Motorola's auto products division, and Irwin Tarr, RCA Recorders vice president, agree.

"We could put the beginning of a major long-term market for the 4-channel 8-track concept," said Kusisto. Motorola, which introduced a 4-channel 8-track automotive unit, has shown its model to U.S. car manufacturers, and it is likely that it will be offered as a fac- tory option in the model year 1972 or 1973 models," Kusisto said.

Step System

Tarr, who said RCA plans to have two 4-channel 8-track units in its home recording line by fall, believes the system is a "first step into the market." The system, "Quadrasonic sound enables us to more nearly reproduce the true sound of the concert hall or theater—so many feel it's a very exciting system."

William J. Horn, vice presi- dent and director of marketing for Packard Bell, summed up this way: "Quadrasonic sound will be the consumer market like an explosion, it's not a gimmick. It works."

The hardware scene shapes up this way:

Motorola, Lear Jet, RCA, Car Tapes, with a home player, and Matsushita Communications, with its 8-track and "Amper," will have cassette and the equipment, while Sony/Supercorder and TEAC have reel-to- reel entries.

Sony/Supercorder's four- or four-channel recorder and players will be spaced out over a price range from $600 to $800. The TEAC will deliver its $249.95 4-channel reel stereo recorder in the fall. Sony also plans to market 2-channel conventional tapes.

Wollensak Unit

Wollensak's 2-channel reel playback deck is priced at 499.95, 8-track, and is compatible with conventional 2-channel stereo. TEAC also will offer a reel unit with a full deck and or reel. While the reel units are clearly distinguished from tape pro- ducers, software manufacturers are becoming more involved about their future. What direction will they go? Hardware manufacturers are confident that software pro- ducers—including record company- will jump on the sur- round sound concept since the total package will need a marketing effort to set it off and running at retail.

Vanguard Records jumped in early with a line of reel tapes, and RCA got involved with Quad 8. Amper is now producing 4-channel cassette software with plans to market a line of prod- ucts in the fall.

But where are the others? While some, like Liberty, are experimenting with reel and tape, and Capitol has made a one-track tape by contract to radio stations for broadcast. For the most part, though, record companies are still interested and are taking their time to evaluate their music repertoire for poten- tial expansion to quadrasonic sound eventually.

Just four or five years away in terms of it being a manufacturable product of any sig- nificance. And many are convinced that the number of manufacturers making in- channel—in whatever configuration—makes this year's Show a kick-off point for quadra- sonic surround sound.

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Helping Minorities Seen Top Challenge in 70’s for Trades

By ELIO TIEGEL

LOS ANGELES — A major challenge of the 70’s will be for the tape and record industries to "respond" to the business and employment needs of the minority community, asserted Richard Allen, president of American Tape Duplicators and a leading black businessman working closely with the government on economic matters.

Allen’s company, while black-owned, has an integrated staff which, Allen said, "reflects what this country is supposed to be about." Still, he believes the record industry is "one of the greatest untapped sorts of minority. Allen says it, is that the record industry is perceived much of its revenue and talent from the minority community, but does not funnel portions of that money back into the community.

The tape industry, since the blossoming of the 8-track concept in 1965, has not really aggressively thought about bringing blacks into its industry, but this area has changed.

Allen feels record companies—which have been associated with blacks on the article level, in more than anything else—should establish scholarships for entering minority youngsters. He also feels more concern should be given to having unions in the record industry open their membership to blacks. "And what about the black executive mid-executive positions? The record companies have not addressed themselves to these areas to bring about some exciting changes.

There have been some aggressive statements made by white executives, notably Stan Gornik (president of Capitol Industries, Allen acknowledges. And the recent move by the North American Philips complex to associate with Allen’s ATD in the formation of a joint venture in Washington, is a major step in black-white working relationships within the music industry.

So, too, is the recent alliance between the Muntz Stereo Corp. of America and My Soul is a Witness, a black music company, which is doing direct Muntz duplicators to get into the tape field.

Audio Devices, a subsidiary of the Capitol Industries, is hiring blacks and Indians at its new blank tape manufacturing fac- tory in Boston, N.C.

These are the recent moves by concerned companies who are more than just socially aware, but are moving to assimilate the races into action, Allen pointed out.

Philip Frazier

"Most of the industry people don’t appear to be as concerned about the future of the black race as they should be," Allen said. "Philip has shown a tremendous amount of concern about involving itself. It also has two other joint ventures with black firms which appear to be on the road to becoming highly successful."

Allen and his partner, Warren Gray, represent the contempo- rary type of black entrepreneur who is trying to funnel back some of that money into the ghetto area, while also expanding economic opportunities for minority groups.

RICHARD ALLEN, president of American Tape Duplicators, is concerned that the record industry is not responding to the employment needs of minority groups.

As board chairman of the Economic Resources Corp., a nonprofit agency set up to funnel federal money into an industrial park in the South Central Los Angeles area, Allen is co- actively aware of the employment pool which is available for white businesses.

Warren Gray, recently named president of ATD of Washington, D.C., the new joint venture company, also has to think clearly about the hiring of inner city residents.

In his dual role as owner of his own company and as a representative of Los Angeles’ black community within the federal structure, Allen is a regular guest on the nation’s capital to meet with governmental officials. He recently attended a conference at the Western White House in Chantilly, Calif., to meet with other minority business- men and government officials working with minority enter- prises.

Allen's past frustrations with record companies and the Tape industry has been based on a lot of rhetoric and not much action. "It's more, or less a matter of their social conscience being satisfied at the moment. But there has been a lack of sincere followup and review of any business ventures which companies have gotten involved in with minority firms."

"It's important that big business and minority business begin to warily identify with each other. The gap is too wide to expect the minority businessman to pull himself up by his own bootstraps. Often times blacks are guilty of being guilty in believing the rhetoric that you can pull yourself up by your bootstraps. All the rhet-

oric like work long hours and you’ll succeed."

"When a small black entrepreneur really wants to get in- volved in the record business, he finds himself incapable of be- ing effective because the big companies have the automation and distribution structures. To go and tell that little guy to work 20 hours and ‘He’ll make it is ridiculous!’"

Awareness

Over the years Allen and Gray have felt a growing awareness on the part of business to begin to respond to the various needs of the minority community. "But it hasn’t had enough substance to be as meaningful as it could be.”

The black businessman doesn’t have the chances to start off successfully, Allen points out. And he is not financially equipped to begin hiring un- qualified hardwood people be- cause that means lost production time which a client is not willing to accept.

"The black man wasn’t reared in an economic system. The busi- ness was discussed or it was a matter of his black community has to develop its own entrepreneurs, but they will have to start off with 百 kind of white companies, Allen asserts. "We have to develop an image of the black businessman who can speak with authority before white people. This is the kind of task that entering minority is important if we are to make any impact on our own community which isn’t in the general business system."

The black community will never gain political and social emancipation until it gains eco- nomic emancipation…” It’s imperative that a positive imagery becomes the life style of the black community. This is why it will happen when white so- ciety accepts us as equals and the proper level and they respond on a supportive role.”

Although ATD has the expertise in duplicating 8-track, cas- sette and reel tapes, acquired during its nearly eight years of operation, outside technological support becomes vital, Allen points out. He believes the tape business is a field of tape and "Where do we get that kind of money to pool up for video tape?" he asks.

The answer, Allen and Gray feel, has to be in turning "Brotherhood” into a realistic excise in respectable relationships, joined together by dollars and sense.

ATD Uses $2.99 Weapon

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July 4, 1970, BILLBOARD
BELAIR SETTING UP INT’L DISTRIBUTION

LOS ANGELES — Belair Enterprises, tape player manufacturer, is establishing international distribution for its 8-track stereo line of home, portable and automotive equipment.

Ed Mason, president of Belair, will set up inspection and warehousing facilities in Europe, Canada and South America. In addition to warehousing capability, Belair will form distribution and representative organizations to handle its line.

The company’s initial overseas move, other than establishing an inspection-warehousing point in Japan, was in Canada, where Mason named Gould Marketing, of Montreal, as Belair’s representative.

Mason will visit England, France, Germany, Holland, Belgium and Sweden to set up a distribution network. He will travel to South America in the fall to appoint manufacturers representatives in that market.

Rod Pierce, Belair’s marketing and sales vice president, is working on merchandising, promotion and marketing programs for Europe and Canada.

3 More Companies Enter The Videocassette Race

NEW YORK — Three more companies have joined the video-cassette bandwagon.

Teletronics, a New York-based video tape production company, and Audio Communications, of New Jersey, a tape manufacturer, have jointly formed Emex International to distribute videocassettes and cartridges.

In Hamburg, Germany, the first commercial use of videocassettes in West Germany will be to supply the medical profession with programs on medical science. The Axel Springer Publishing Group will produce and distribute the videocassettes. Delivery is expected in early 1971.

Emex International will manufacture and distribute videocassettes in the world market “in all formats and for every TV standard,” said George K. Gould, president of Teletronics.

The new company will distribute a broad range of software, from feature films to “how-to” shorts, produced either on film or video tape.

Emex is negotiating with film producers for new and existing product and also is speaking to retailers for point-of-sale marketing programs.

Tape CARtridge

Auto Sound’s Friedenberg Relies On Beliefs Make the Difference

By EARL PAIGE

CHICAGO—Gordon Friedenberg is modest about giving his views as a tape retailer because he believes his thinking is different.

For example, he believes more auto tape retailers should move into home equipment sales (including the hi-fi component field).

He believes there is more interest in quality equipment (he isn’t afraid of a $329 price tag on certain units).

He believes too many tape retailers ignore open reel (and are not planning for when most car tape players will be factory installed).

“Tape retailers should look in many directions. Someday cars will come equipped with stereo players. This may be in 10 years, but we have to prepare for it today,” he said.

With this kind of thinking it’s not surprising things are different in Auto Sound Inc.’s four outlets, like: one store does 70 percent of its business in hi-fi components and home music systems. On the other hand, stores concentrating more on auto hardware are doing a substantial business in cassettes (over-all Auto Sound is moving 8-track and cassette on a 70/30 ratio).

“We sell more cassette auto units than we do portable. I can’t get enough of the Bell and Howell 3700 with automatic reverse. Auto Sound also stocks Sony’s auto cassette unit.

“I don’t think record capability is the feature people want in a car cassette. They might want record feature if they have stereo radio, but people wanting to voice-record will use a portable. The big feature of auto cassette is ease and convenience.”

Friedenberg, whose average car stereo sale is $100, and often run up to $160-$170, believes the combination 8-track cassette player is a good idea (he will stock Car Tapes’ unit). “There are many consumers with 8-track who want to get into cassette without losing the ability to play their 8-track library.

“Look what happened when 4-track phased out and how people went to the compatible 4- and 8-track player. Look at Panasonic’s cassette adaptor for 8-track players. People will buy features if they really mean something.”

“Consumers are tired of poor quality equipment. There’s a return to quality equipment, a better sound and more features. The boom is over for the $69 and $79 players.”

The trend toward quality equipment is causing Friedenberg to think about such units as Qtron’s home music system featuring a carousel that holds 12 8-track cartridges. It will retail for $329, but his average sale at the Downers Grove outlet, where he is featured, is between $400-$500.

While Friedenberg is optimistic about the swing to quality tape and hi-fi equipment, he does not feel the retailer needs to be a pioneer. “I’m trying to find second guess what the consumer wants. I’ll try to provide it and try to stock what I think they’ll want, but the pioneering is up to the manufacturers.”

In this regard, he is cautious about quad 4-track concern the installation problems: “It means installing four speakers and this could be a problem in some cars. It’s going to mean a double 4-track inventory, too.”

On the subject of whether manufacturers add too many player features, Friedenberg has mixed feelings. “Features help sell. Features such as program indicator lights definitely are wanted. People want to find a particular song on a particular program.

He also has mixed feelings about 8-track record feature and thinks it’s a more desired feature for home players. “Why do you need it in a car if you don’t have stereo FM? We’re selling a Tele-Viking model, a Sony unit and a Panasonic model.”

(Continued on page 39)
Tape CARtridge

Cassette Sales Are Tripling

COPENHAGEN — Sales of cassettes will be trebled this year compared to last year, claims new Norlisk Polyphon managing director Joergen Frisch, who admits that Denmark is still in the pioneer stage where cassettes are concerned. "But," declares Frisch, "the cassette is about to be accepted in this country."

Phillips Radio Industry started a sales campaign on March 30 for various cassette players, with full page advertisements and display material. This campaign was followed by Norlisk with a special drive for the cassette itself. It is expected that by the end of the year, 150,000 cassette players will be in use in Denmark, whereas today there are only about 2,000.

Norlisk has also launched the double-cassette, with the playing time equivalent to two LPs, and retailing at 69 kr. ($1.35). Single cassettes cost around 45 kr. ($6.50)—equal to the price of one LP.

Most cassettes are sold by record retailers, many of whom report that for some recordings cassette sales have been larger than those for the corresponding disk LP. The Danish repertoire on cassette is, however, still very limited.

Sales figures for the first three months of 1970 have not yet been released, but it is estimated that cassette sales are three times as high as 8-track sales during the first quarter. Reason for the larger sales of cassettes is mainly that a wider selection of cassette playing equipment is available, including home, car and portable models.

Last year, a number of record companies cooperated on an introductory brochure relating to cassettes, but this year Norlisk Polyphon has issued its own brochure as part of its promotion campaign.

If you Care Enough to sell the very best

Featuring exclusive golden lifetime service, a full line of the finest 8-track, cassette, 4-track and combination stereo tape players for auto, boat or home. From Car Tapes U.S. engineering laboratories, the most up-to-date, in tune equipment available... anywhere. Plus a complete tape program including special bubble packaging for increased sales and profits. No wonder Car Tape is the sound choice of selective retailers everywhere.

Tape CARtridge

BEST SELLING

Tape Cartridges

8-TRACK

(Listen only for labels which do not distribute own tapes)

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See us at Booths A-222 and A-223
CAR TAPES, INC.
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Tape CARtridge

July 4, 1970, Billboards

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TOGETHERNESS URGED ON EVR SYSTEMS

BY GEORGE KNEMEYER

CHICAGO—Unless the various companies in the United States and Europe that make Electronic Video Recorders (EVR) get together to standardize their models, the Japanese economy will continue to be caught behind the times as it was with the cassette players.

That thought permeated the speech given by John Thompson, director of the service to management program of Arthur D. Little, Inc., at the Electronic Video Systems Association (EVSA) meeting June 8-11. The panel discussion in which Thompson made his remarks was entitled "The Japanese Economic Challenge."

Thompson said that experts predict that EVR can be a $1 billion industry in the U.S. by 1980. "There are at least 17 different companies developing EVR systems in this country, and each one is taking a separate approach," he pointed out. "Meanwhile, the various overseas companies, such as Sony and Philips, are seriously thinking of getting together and standardizing the models before they are finely developed. Standardization of the EVR is something the industry must also do in America so we do not have completely different systems," Thompson implied that the Japanese and European countries might be able to flood the U.S. with essentially the same models and thus hurt consumer interest in the U.S.-made products.

Arthur A. Fischer, vice president of international operations for the electronics components group of the Rockwell-Remo Corp., said that there should be cooperation between government, labor, and industry in order to develop a "seamless thinking" so that the competing companies do not destroy one another and pave the way for foreign made EVR units in the U.S.

CES DRAWS RECORD


Frank Stanton, Audio Cartridge; Robert E. Brockway, CBS-EVR; Lloyd Singer, Motorola Corp.; and Herbert Meryman, H.H. Scott, Inc., will deliver the panel of video systems.

A presentation on "Tape Equipment Purchases—A Market Profile," will be delivered by Casper Penneck of Time Magazine.

VANGUARD'S QUAD TAPES

NEW YORK—Vanguard Records will release additional 4-channel reel-to-reel tapes in the fall, according to Herb Cor- sack, director of sales and distribution.

With new consumer interest developing in quadraphonic prod- uct, Vanguard is preparing a detailed promotion for its Sep- tember, 4-channel release.

The new titles will be in the classical and easy listening areas and will retail at $14.98. Vanguard already has 15 4-channel packages in its library.

BELIEFS MAKE THE DIFFERENCE

Taped on recorders, the speeches by the speakers on the panel recording conference for September 14-15, 1976, will be released by Vanguard Records, Inc., according to Herb Corsack, director of sales and distribution.

The panel discussion will focus on the future of the electronic video recorder and its impact on the music industry.

CES SHIFTS ACCENT TO BREAKTHROUGHS

"More 8-track players with recording capability and blank tape 8-track cartridges," was the conclusion of a panel discussion at the Consumer Electronics Show in Chicago.

"A struggle over 4-channel stereo and the conflicting type of equipment: 8-track (RCA, Leek Jet and Car Tape), reel-to-reel (TEAC, Wolfenak, Sony/Supercassette and casettes (Am- pers)."

"The crush among electronic giants in the videotape war, where cartridge players can play movies on home TV screens. Will it be EVR (Motorola/CBS, SelectaVision (RCA), Cartridge (Avco) or videocassette (Sony)."

"The Dolby system which has a noise-reduction circuit built into both record and playback functions."

"A large number of 8-track and cassette models each has a combination with AM/FM radio and record changers as well as cassette and 8-track home decks.

"Cassette changers will appear in more product lines in both Norelco vertical stack-on type in which the cassette are horizontal and the Starr-type units with the cassettes stacked vertically on a horizontal rack."

When the automatic reversing recorders are matched with changers, many feel, it will enhance the acceptance of players.

After all is said, the tape industry is generating more excitement, and potentially more profits, in the world marketplace than any electronics product since color TV.

AMPX CANADA, U.S. TIE ON MIO

NEW YORK—Amplex will produce 8-track, cassette and reel-to-reel product for Mio International Records in the U.S. and Canada.

Initial release of 20 tapes, 10 on Mio International and 10 on an economy line, Universal S-5000, will be issued in Sep- tember.

The + IS ORBIT

8 Track & Cassette

America's #1 Budget Line

featuring:

Bill Cosby, Kingston Trio, Beachboys, Guess Who, Paul Revere & The Raiders, Wilson Pickett, Deep Purple, Anthony Newley and more.

SCEPTOR'S SESAME STREET Merchandising Support

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Everybody's Out Of Town

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JULY 4, 1976, BILLBOARD

39
Bright Picture For Recorder

- Continued from page 21

The Tape Recorders- The Savvy Buyer. By Fred Weintraub. December 1966. National Electronics. "This is the only issue of the tape recorder industry that I have seen that is so well done. It is a must for anyone interested in the field." - IEEE Spectrum

The new look in low profile components, with welded enclosure, black cassette deck, and chrome track-light indicators. Trimmed in wood. Just look at its ability to provide a total of four recordings on one 8-track tape.

The new look in low profile components, with welded enclosure, black cassette deck, and chrome track-light indicators. Trimmed in wood. Just look at its ability to provide a total of four recordings on one 8-track tape.

Tape CARTRIDGE

Premium Dept., Key Hardware Ties
- Continued from page 32

Sherman has a key to the sale of audio equipment and stereo products which could become the nucleus of a major tape recorder chain.

While many manufacturers are seeking to establish customer acceptance of the equipment, there are enough that feel sales can be achieved.

And what many see as a disadvantage on a cartridge record player is not as much of a problem as it seems. By some as an advantage because it eliminates the need for forced-air cooling. The cartridge may tend to confuse the neophyte tape equipment customer.

The problem of size and convenience (cassette vs. 8-track) is compounded by the faster playback speed of the cartridge—twice that of the cassette—and the greater flexibility this results in.

A software problem, or disadvantage, is the availability of cassette tape in a greater variety of playing lengths than 8-track blanks. And fewer brands (of 8-track) are available, too, making for a less promotional exposure.

This does not deter hardware manufacturers from entering the field with confidence in the viability of their products, according to Russ Mallory, Tales executive, the major problem in the area of software has been the appearance of cheap, often defective, tape. Most retailers feel the product definitely needs more exposure and promotional effort behind it if the 8-track recorder is going to take any sales inroads against the firmly established cassette recorder.

The "8-track got a late start in recording just as cassette got a late start in prerecorded tapes," one industry source said. "It is estimated that sales of 8-track tapes are far below those of cassette units."

While some retailers feel that tape customers are finding storage of 8-track blank software too difficult and that it would be for the smaller-sized cassette tapes, others contend that the greater width of 8-track cassettes less jamming than the smaller- width cassette tape.

If 8-track recorder producers are serious about opening a new avenue for equipment, retailers are listening. They should be armed with merchandising aids, co-op advertising, promotions and marketing programs.

U.S. Presses For Jobs
- Continued from page 34

Business Administration's handling of a program known as "RA" allows minority firms to obtain contracts on a negotiated basis rather than on a normal bid basis.

The gathering was termed "fruitful" by the executive. "The government is showing concern and appears quite willing to do all that is humanly possible to bring about a greater participation in GSA contracts."

Allen will be going to Washington, D.C., next month to discuss his proposal for getting the government more involved in tape duplication with minority firms like ATO.

The "RA" program is relatively new, according to Allen, who feels that it has the potential of "millions of dollars back into the community and create many new businesses."

Allen was the sole representative of an entertainment industry committee to attend the invitational meeting. Recently, Allen's firm and North American Philips announced the formation of a joint venture, ATC of Washington, to secure tape duplication and record pressing contracts from governmental agencies.

Allen is also the board chairman of the Southern California Film Corp., a local nonprofit federalally funded agency working to locate a studio complex in the industrial park in North Central Los Angeles.
Wayman Sees Quad-8 Spurring Electronics

NEW YORK—Will the new quadraphonic sound concept play a major role in the growth of consumer electronic products during the decade of the '70's? Jack Wayman, staff vice president, Consumer Electronics Division, Electronics Industries Association, says it will.

In his opening remarks to the fourth annual Consumer Electronics Show, Wayman hailed 4-channel stereo and FM stereo as dramatic innovations that will assure consumer electronics products of a strong growth in the '70s. He noted that magnetic tape also is playing a major role in the growth of electronic products. "Magnetic tape equipment has become the fastest growing major product in the consumer electronics industry," he said.

Wayman added that although tape recorders have been available for 30 years, their new versatility and portability have elevated them to importance and universal appeal. "In the last decade unit sales of tape recorders have leaped from 200,000 in 1960 to over 12 million in 1969," he said.

Wayman continued, "Tape recorders are now being teamed with television, the industry's largest product in dollar volume, to produce the electronic video system, the glamour product of the '70s. The CES chief coordinator predicted electronic video systems are destined to revolutionize the future entertainment and teaching habits of the American public.

Recapping the 50 years of the consumer electronics industry, Wayman said consumer electronics, in the 50 years of its evolution, has become the accepted label for an industry which has outgrown several names, including "radio" and "home entertainment." It is a field that has broadened from the crystal set to include radios, phonographs, television and tape equipment," he said.

Wayman also added that within four years of the first crystal set was produced, the industry had grown significantly to feel the need for a trade association. This was formed as the Radio Manufacturers Association (RMA)," he said.

He continued, "After World War II the organization became the Radio and Electronics Manufacturers Association (REMA) and was finally shortened in the early 1950s to its present name.

"Thus the EIA Consumer Products Division has its roots in the Radio and Electronics Manufacturers Association, and today is the single entity representing consumer electronics manufacturers."

Wayman said the scope of the Consumer Products Division's activities includes marketing statistics, and disclosed that these statistics are compiled reflecting U.S. manufacturers, distributors and retailers inventories and sales. "In the last few years domestic and foreign manufacturer sales statistics have been consolidated to provide total U.S. consumer electronic sales statistics," he said.

Wayman told his listeners that much of the industry's technical coordination has been the result of the Division's committees within EIA's Engineering Dept. "This department has since 1929 issued and maintained hundreds of engineering standards which are voluntarily compiled with by the great majority of the industry," he said.

He continued, "The Consumer Products Division has been in the forefront of responding industry on congressional legislative matters. It also has a close working relationship with the federal departments and agencies, including the FCC and the Federal Trade Commission."

"In the past few months the Division has given testimony or submitted statements on such matters as TV X-radiation, TV simulated picture advertising, product quality and class action as well as franchise agreement legislation and license fees."
Grell's & Garry Buy
Club; WB Backs Act

LOS ANGELES—Two personal managers, Greff and Garry, have bought the nightclub with their own club and are soliciting record companies to underwrite the new venture by their acts.

The first club to get into the program with support for the Watts 103rd St. Rhythm Band which opened last week at the Greff Club, WB has guaranteed the club a pay for any profit Joba (due) to the group doesn't draw enough customers.

Record companies which have invested a lot of money to promote an act's opening night at a club have been "stupid," Greff asserted. "You can't showcase an act in one night. You need a
whole week to show an act off."

The Greff Club is available for showcasing new or established acts, but record labels should lay out the cash for various entertainment expenses, Greff said.

The two managers have entered the nightclub field as an extension of their own business. Greff Club, which is a sure-


Funk Railroad To Make Concert Tracks

NEW YORK—The Grand Funk Railroad, Capitol Records, has lined up for a summer string of concert dates guaranteed to gross a minimum of $275,000. The 20 summer dates will bring the group's potential for group's potential for act's

Seventy-four arrests were made during the marathon, which

Damage to Crosby Field facilities

Promoter Quatro faced the unflinching criticism from

In a television appearance

Quatro agreed to create a minimum of $300 no matter how many people attended the show; $750 if the show pulled 18,000, and $250 for any additional 2,000 above that figure.

The second marathon at Cincinnati Gardens two months ago was a sellout and the head was run off without incident.

'Sam' Cuts His 'Tie With 'Dove'

NEW YORK—Sam Moore of the Sam, Dave, and Solomon, a 10-year relationship with Dave Porter and will no longer work with him. Moore is said to have been offered a new package called "Sam's Soul Together 1970 Review" which will make its debut at the Cheetah in New York Tuesday (30). Songs in the show will be written by John Harris and 16-piece orchestra.

Talent In Action

BRIAN AUGER & THE TRINITY

Ungurrah, New York

Ungurrah with George France and the best of the British organ scene in accordance. The organizers got his group and his recording career (he signed with RCA) together and plan to cut the split from Julie Driscoll.

Auger can still turn on the "shaun-of-organ" techniques, run-

"I've Got a Right to Sing." The album artist on MediArts with "On My Way to Where," "Chicago," and "Yes, Chicago," has been signed with an album or single with something for everyone. Fitzgerald also signed with 

Then the group's Blue Hour Productions for management and production. The leading man is due on Blue Hour label.

Carolynes

Karen Wheeler and Sonny Throckmorton signed with Pickwick International's Hilltop Records, . . . Richard Boone, for-

The cheerers at the huge arena weresystematic, precise and ex-

"I'm Getting Away from You" is a

one more, with long improvisa-

The cheerers at the huge arena were
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Carolynes

Karen Wheeler and Sonny Throckmorton signed with Pickwick International's Hilltop Records, . . . Richard Boone, for-
The Long and Winding Road.

For Wayne Newton, the road led back to his first home... at Capitol.

Now THE LONG AND WINDING ROAD is the title of Wayne's newest Capitol album... and it's a reunion to celebrate.

ST-474

Wayne Newton... on Capitol... where he's at home.
Dewey Martin as Innovative Producer

LOS ANGELES—Dewey Martin, drummer with the former Buffalo Springfield, is using recording techniques he's adeptly associated with cutting small rock bands in his new role as producer. Of his own new group, Muscle Ball.

Martin, the last of the Springfield to be associated with any new musical group, is using past recording techniques—drumming, steel guitar and strings—on the new Uni LP.

But he's more than a producer. Martin also bows as the lead vocalist with the Muscle Ball.

Martin is mixing all the tracks and creating a new rhythm section for the group in the control room. He also plays drums on the dates.

The pan effect allows an instrument to move from one channel to another and this technique is utilized in key spots during arrangements. The L.P. is being released next week and will release the follow-up of a single, "Indian Child," which is a remake of the film "Angie in Hard." Martin has been cutting up the tunes in a flat mode with no echo.

"We have been trying to get the effect of a live show," he said. Bruce Palmer, the original bassist with the Springfield, performs on one track, "Recital." Martin sings on all the songs.

Martin signed with Uni as a solo artist in September of 1969 and tried to establish a new Buffalo Springfield, but the group didn't work out.

Now, he reveals, he has been "very careful" with Muscle Ball. Martin feels. Young and Steve Stills are with the group and Poco and Palo has not joined up with any major act.

Muhich has put together a country-flavored rock band for Uni, with J.D. Martin playing steel guitar, Poco, with Muscle Ball, has a strong country music background.

Martin selected all the songs for the L.P. "looking first at the lyrics," he said, since the album is his first vehicle as a singer.

From the Music Capitals of the World

DOMESTIC

Continued from page 44

Dick was produced by Bob Arch-

bald. ... Look was on a major California record company is picking up a major tape by the Beb- be- by.

Alarius, produced by Bobbi Dukoff, and Yvonne Kay Van- Dyke, former Miss America, taping at L.P. at Dukoff Studios.

The First Edition and Pat Paul- eno into the Indies House, Marcel Polo, Friday (1), "Switzerland Walks" appeared at the Hollywood Sportsc- orso in concerts Crossing With the old band for a concert tour.

If it happens, it will happen at one of the clubs that have con- sulted. Martin tells. Young and Steve Stills are with the group and Poco and Palo has not joined up with any major act.

Mountainlade Fest Collides With Randall's on Booking

NEW YORK—The Mountainlade (N.Y.) rock festival has run head on into a booking clash with the concerts scheduled by Brave New World Productions at the Randall's Island park this week and over the course of the booking of Joe Cocker, Jerry Butler and Jethro Tull, Mountain and Ten Years After.

Mountainlade has been notified that the talent would not be available because of the Ran- dall's Island concerts July 27-19. The Randall's Island pro- ducers have been able to secure a clause for concert within a 100- mile radius. Mountainlade is in the process of moving its tenth concert promoter Bud Friberg has moved his Mountainlade 105 miles from Randall's Island but the talent is still in demand during this period. Corner Talent has a $22,000 check for the talent which has not yet been returned. Mountainlade is kicking off its summer series with Van Cliburn Tuesday (7).

Iron Butterfly to Fly to Europe in 1st Foreign Tour

NEW YORK—The Iron But- terfly, who are in Europe for their first tour of Europe Friday (10) in Covent, England, five nine new dates the "Iron But- terfly Live," will be released through the next week, their concert with their three-week tour.

Following Croydon, the Iron Butterfly will perform at the St. John's Club, Birmingham, Saturday (17). Other dates are at Salford, July 17; London, July 12, 12, 13; Cologne, Germany, July 18; Hamburg, July 13, 13, 13; Paris, July 27, 27, 27; and a variety of smaller clubs in the region. The concerts will be live and the group plan future concert and TV dates on the Continent and in England during their visit.

##Continued on page 30##

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Audio Fidelity's Vocalist "in the Top 10" at the Raleigh Hotel in the Catskills, appearing as "Dona Cooper." The title song of "Dona Cooper," performed by the recently recorded Electronic Recording of A.C. Phillips for the album "Lupus for Mercury." The recording was done a three-week engagement at the L.P. of the Town June 25... At the National Talent Show at Don's Wootton's Turnaround Tuesday (7) for six miles. MIT Lerry, director of A.T.V. De- signs properties with agencies that will represent

(Continued on page 30)
WASHINGTON — Commissioners Robert E. Lee of the FCC was about to take a radio station which plays a record with suggestive lyrics to court to test the U.S. Code Title 14 section 1464, regarding use of obscene language on the air. "Originally," said Lee, "the FCC had in its act a section pertaining to obscenity. A statute was proposed and put into the Criminal Code. We have since changed the Department of Justice, however, they hesitate to take these cases to court. This station is one that is listed in the First Amendment."

Lee then continued on about radio broadcasting. One is needed so that we can set up guidelines.

"I wish to make one thing clear. At this time, the FCC has not lined up to control any radio station or anything that goes out over the air of a radio station. According to section 326 of the FCC act, we are required by law not to interfere with the radio stations. Anything that can be done comes under the First Amendment."

In 1968, according to Lee, he began warning the radio stations about obscenity. "They keep telling," said Lee, "that if we want to know what the legal position is, we should ask the three lawyers."

"They cannot be fined up to $10,000 and willfully allow or subject to polluting the airways with obscene-type language." As defined by the department, "Obscene language as being without redeeming social value." Lee added that he was in jeopardy only if there was a conclusive proof. "There are those," said Lee, "isolated instances are really too hard to prove on these subjects and people make mistakes. There are those typical rock daddies, the meanings of which are not easily recognizable to the station or to the listener."

Lee continued that this song and feels it has "redeeming social value," for its listeners, it would be very hard for the commission to prove a case against them." Lee cited the case of the recent Berkhamstead song of "Te A" from Moir of then-FCC. The commission was not offended and took no action. "I believe," Lee said, "we are in almost every Western Country, according to Lee."

Lee does not object to the sale of dope, sex, and the rest. The problem lies in the present society. It is not something the FCC can understand all of the meanings. It is in this reason, I have corded a law student from Georgetown University, to see just what would be legal and illegal and to see if he can give us some help at interpreting lyrics. Here are a few interpretations of lyrics. This is a step in the right direction."

"I would like to see them be out of touch with today's social values," and wished that the commission had been young people as he had talked with them. "I think the FCC should do in the future to the young people who have young people problems, but I am not, so I have hired young people to fill in their place."

Lee was very clear on the point of censorship. "I feel that it is not up to the commission to decide his judgment, not us. Values vary with location. What can be played on the air in one city, may not be suitable for another."

Lee then proceeded to propose a committee to meet with industry experts to determine what type of standard for the industry. "There should be a uniform standard," Lee said, "for what can be played on the air. I am in the position because of the fact that I am concerned with the younger mind, the nine year old through his interpretations of lyrics. We must be certain that the facts are not misrepresented to these people."

While the Commissioner is (Continued on page 50)
DO IT NOW, BARRIS TEAM ON NON-PROFIT TVer

HOLLYWOOD—The Do It Now Foundation and Chuck Barris Productions are cooperating to put together a one-hour rock musical television special called “Do It Now.” The program will be a non-profit venture with everyone working for minimum union wages. Emphasis for the special will be a low-key drug abuse pitch, stressing that the fact that hard drugs are dangerous to life. The emphasis, however, will be on music with efforts to get the participating artists maximum artistic freedom. The Ace Trucking Co., the Foreign Theater and Computer Image will fill in the gaps with low-keyed drug educational messages in a non-sermon type form. Thus far, Steppenwolf, Three Dog Night, and John Sebastian plan to offer their services to the show. The special is expected to be completed by late summer or early fall.

‘Upbeat’ in Gains

CLEVELAND — “Upbeat,” the syndicated bandstand television show syndicated by Hemisphere Spero, is now in over 85 markets. Just added were WVTV-TV, Columbus; KPLR-TV, St. Louis; KVAR-TV, Big Spring, Texas; WLBC-TV, Mun- tin, Ind.; and KOMO-TV, Odes- sa, Tex.

KAYQ to Make Bow

KANSAS CITY—A new full-time radio station—KAYQ—will be going on the air here as soon as a facility can be built, according to Ev Wren, program director of KLAK in Denver. Owners of KLAK also own the new station. The format of KAYQ has not been revealed. KLAK is a country music station.

CONGRATULATING MAYS' general manager Stan Kapila on a succes- sful station birthday celebration is Chess Records national promotion director Chester Simmons, Chess southeastern promotion director Don Cameron, and Chess southeastern regional sales manager Jim Stevens. From left, Simmons, Kapila, Cameron, Stevens. The celebration drew 35,000 fans to see Bobby Sherman, Bobby Vee, Mel & Tim, Stearns, the Jagger, the Spiral Staircase, the Dallas, the Novas Nine and the Flares.

Radio-TV programming

Something that no one can do is to be without the new "Crusader Series" on "America's Most Wanted" each week featuring female and air personalities such as Bobbie Seymour, WKMV, Detroit; 1955; Joe Nogura, WILH, Philadelphia, 1955; John Carter, WIL, St. Louis, 1958; Henry T. West, KDFJ, Los Angeles, 1959; Dick Biondi, WKBW-Buffalo, 1960; Arnie Ginz- berg, WAXT, Boston, 1961; and Russ (Weird Beard) Knight, KLIF, Dallas, 1962. None of those guys are with those stations anymore. What the record/tapes were, of course, are their shows in those particular years—completed with music. They were produced exclusively for distribution by Chess GRT by Ron Jacobs, former program director of KAH in Los Ange- les. The records have everything, singles, commercials, and even Arnie Ginzberg’s cowbell or whatever. It’s inevitable to listen to them and hear those hits of yesteryear and what radio was all about. I recommend you listen to some copies someday.

Johnny Bee has left KAFY in Bakersfield, Calif., in order to do a 10 a.m.- 3 p.m. show at CKPX in Salt Lake City and rumor is he may take over the late-night slot after sum- mer’s over. KAFY in Bakersfield, formerly with KDKD in Salinas, Kam in Ogden, etc., is now KAFY in Salt Lake City. Bobby Bob, who’s been with KAKC in Tulsa, is going to KAFY in Bakersfield. WIBG in Philadelphia is not getting Chuck Williams from WHEC in New Haven. I don’t think. Some Drake people heard Chuck’s tape and bought him away. Chuck Drake station will put him hard to say at the moment. I heard that some tape and Chuck is good; has one hell of a lot of talent.

Ginol Hobbs is no longer at WRFP in Norfolk; ship over to WFOG-FM, programming and selling time. WFOG is modernizing its format from background to easy listening. Ginol is one of the few former WFOG personal- ities. Robert W. (Wild Chicken) Drake is now assistant operations manager at KROG, Edina, Calif.; he’d been at WJPC in Broadhead, Ohio. Says KROG, which is a true gospel music station that has been progressive rock at night, needs a couple of personal- ities.

Jim Rose writes: "Thanks for the plug, but it should be Jim Rose, not Jim Rhodes. Also, concerning the statement you made recently about the San Antonio market not ever leaving the city, only moving to another radio station—you said it was probably the Mexican food or something like that—well, you weren’t far wrong. Except for staying here is the fact that there is no such competition among radio stations and jocks that it gives one a huge motivation and.

in my estimation, that’s what the whole thing should be, anyway. I worked at WFAA in Dallas prior to moving to San Antonio and feel it is one of the great stations in America today, but there has always been a longing down deep inside to give it a try here due to

the high competition. And look at me, I’m just like the rest. I didn’t leave the market, just moved to another station. It looks as if old Jim Rose is a San Antonio for life." He also said that KBAT is

(Continued on page 48)

MAKE THE CONFERENCE SCENE THAT MATTERS

A few registrations are still available for the first annual International Radio-Music Conference to be held at the Niagara Falls Ontario Brock Hotel, July 16-17-18-19, 1970. Register now while there is still time.

CONVENTION AGENDA

Thursday evening July 16 7:00-9:00 PM Cocktail Reception (Optional)
Friday morning July 17 10:00 AM "THOSE OLDIES BUT GOODIES" (Roy Wil) 11:30 AM "COPYRIGHT"
Luncheon (Penthouse) 1:30-2:00 PM
Friday afternoon July 17 2:15-3:30 PM "TODAY—THE RECORD OUTLOOK FOR THE YEAR & THE FUTURE" (Mike and Cindy Matson)
3:00-5:00 PM "HITS ARE A HAPPENING" (A panel of outstanding producers)
Saturday morning July 18 9:30-11:30 AM Radio Day "BARNIT IT OR DAMN IT—A Discussion of Musical Lyrics"
11:30-1:00 PM "FM—WHAT DOES IT REALLY MEAN IN THE SEVENTIES?"
Luncheon (Penthouse The Foodcast) 1:00-2:00 PM
Saturday afternoon July 18 2:15-3:30 PM "TODAY'S RADIO"
3:30-5:00 PM "RADIO'S BIG QUESTIONS"
Saturday evening July 18 7:00 PM Scenes '70 Banquet (Optional)
19:00 PM Scenes '70 Banquet (Optional)
Saturday evening July 18 10:30 PM Poolside breakfast of Foodcast (Optional)
11:30 AM Outstanding male beauty contest before an outstanding panel of female judges

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VISITING KDAY in Los Angeles is Rare Earth on Rare Earth Records to discuss the taping of the station’s "Story Behind a Hit" series with personalities from the band. From left to right are Rod Richards, Gil Bridges, Ed Gusman, O'Neill, and Pete Rivers.

JULY 4, 1970, BILLBOARD
The grand finale of the Intercollegiate Music Festival to be held at the Edwardsville Campus of Southern Illinois University August 13-15 will feature guest appearances by Bill Cosby, Frank Funk, Radio City Music Hall, and faculty, as well as a competition to determine collegiate national champions in pop and folk categories. Those competing in the pop finals include Funk, Inc., from New York, and the groups from Notre Dame, University of Colorado, New York University, and Fordham University. The folk finals will be decided between students from Southern Illinois University, and Phelps and Marotel from the San Diego Campus of the University of California. In the folk categories the finalists include the Kibbles from California, the Hoppers from Indiana University, and the Days from Texas.Rick Martin, mr., of WMAQ-TV, has been named director of the Festival. The event will feature posterity.

Newark.

Several stations will remain on the air during the summer. They would appreciate full record service from all distributors. KPPC (a new station receiving its licenses) will provide Portland, Columbia, Pennsylvania, with its first programming.

The station is a new one to the Portland, Columbia, Pennsylvania, market.

KPPC's Programming Director, John D. Smith, has been named director of the station. He will be in charge of all programming and marketing efforts.

KPPC's programming will include a variety of music formats, such as rock and roll, country, and top 40.

In addition to its regular programming, KPPC will feature a variety of special events, including concerts and music festivals.

The station's slogan is "Where you'll find the music you love!"

KPPC's programming is designed to appeal to a wide range of listeners, from teenagers to adults.

KPPC's programming team includes the following personalities: John D. Smith (Programming Director), Bob Johnson (Music Director), and Tom Green (Disc Jockey).
When the music is Henry Mancini's, the lyrics are Johnny Mercer's and the voice is Julie Andrews...
One release won't do.

So we did the logical thing...released more than one recording with music from the film score of Paramount's new spy-comedy:

DARLING LILI

Julie Andrews singing the songs of Mancini and Mercer, "Whistling Away the Dark" b/w "Smile Away Each Rainy Day" and "Darling Lili" b/w "Love Theme from Sunflower"
## BEST NEW RECORD OF THE WEEK

**“MY GIRL” by Eddie Floyd** (Stax)

By Ed Ochis

SOUL SLICES: Some people in the industry call it "the rock 'n roll revival" but the backlash reaction to the obvious soul booms in America by top pop stations has all but forced soul to go soft. Rock 'n roll is in its form, but for the soul, it's no more than a decay of dreams to distract listeners from some funky liberation. In come the Moments, Motown and Milky soul. As goes the economic base of the music industry, so goes soul, always following behind. — Dave Cook, 22, the younger brother of late Sam Cook, has signed with Uni. His first disk, produced by ex-Motown Andre Williams, will be "Does Anybody Know How to Pray."

Jesse Hayes picked up his second gold record for his "Rise Hayes Movement!" LP. — Hoose Wilson's Zea label, set for distribution by a revitalized Roulette, will make with Jesse James' "Don't Nobody Want to Get Married:" Others in the deal include r
guitarist David T. Walker and the Miretta who, like Wilson, were formerly with Uni. — Sonny Lester's Vision Productions has brought to the Capitol label Little Junior Walker, Jeremy Steg, Jimmy McGriff and all future artists. Junior Parker kicks it off with "Outside Man." — Dionne Warwick, a sure shot with her own "Paper Machine," has the Constellations on her Scepter-distributed Sunday label with "In Love Forever." — B.B. King is back with "Hummingbird," a real smash. — Epic's Johnny Otis, now billed as Atlantic.

Charles Wright, leader of the Watts 103rd St. Rhythm Band, has formed his own Wright Productions. Marvin Gaye has a giant soul hit with "End of Our Road." Likewise, Johnny Taylor, nearing the top of the soul charts with "Steele Away," is slow in the pop department. — The Carpenters had their Pride label is making smoke with McKinley Travis' "Baby Is There Something on Your Mind." — Douglas' Last Poets, without air play, is the disk story of the year.

And if you're playing the Poets, don't forget Elaine Brown's "Seize the Time" LP on Vault.

**TID-GRITS** Stan's Records new gospel department and Halliehah label is headed by L.C. Boyce. A big hit show in Memphis will introduce Stan's Croden Family, James Hendrix Singers, Gospel Junioriters and James Nicols. — Building to break: "When We Get Married," by the Lost Generation, is making fire. — A hit for the Lovettites, on Uni with "This Love Is Real."

Albert King produced his own "Can't You See What You're Doing," a chart number. — New from Atco: King Curtis' version of "Get Ready" and the Soul Survivors new one, "Still Got My Head." — New Dyke & the Blazers "Runaway People," on Original Sound. — New Maurice Williams & the Zodiacs: "I'd Rather Have a Memory Than a Dream," on the Monogram-distributed 440 Plus label.

Chris Jones, now CBS' regional manager of Jukebox Records, reads SOUL SAUCE. Do you?
From the Music Capitals Of The World

*Continued from page 45*

sent for television packaging, including Rocky Graziano and his daughter, Rosee; Lynn Anderson, Charlie Butler, and Your Father’s Mustache.  

FRED KIRBY

LAS VEGAS

Perry Como made his first supper club appearance in 27 years at the International Hotel, June 25. Backed by a 50-member orchestra directed by Nick Perico, this is Como’s first of three appearances in a long-term contract between Como and the International. While at the International, Como will record his first album in over a year for RCA. ... Dean Martin opened a two-weeker at the Riviera June 17.

LAURA DENI

Show Biz in ‘Dig’ Deal

*Continued from page 51*

“We are producing the show with a predominantly black guest list, but we are not staying to a strict rhythm and blues format.” ‘Dig’ is produced to go into fringe and prime time in any market, with the general appeal being toward the 18-to-35 age group.

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JULY 4, 1970, BILLBOARD
Country Music

Country Festival July 2-5 Will Feature 14 Top Nashville Acts

ESCOHEAG, R.I. — A “Country Music Festival,” featuring 14 of the top Nashville acts, will be held here at the Stepping Stone Gardens, an attractive outdoor recreational facility in this New England area.

The festival, running July 2-5, will present the Stonemans, the Osborne Brothers, Skeeter Davis, the Lewis Family, Red Smith, Jack Barlowe, Mel Tillis, Kenny Price, Johnny Dollar, Charlie Louvin, the Compton Brothers, Jim and Jesse and the Virginia Boys.

In addition to this professional talent, there will be a regional talent contest and a beauty pageant.

Stepping Stone Stables is run by a black man from Warwick and a white man from Ken- dall, Mass., who run the life and times at Red Harris calls it a “recreation ranch.” Three buildings costing $60,000 already are up or going up. One is a large barn filled with horses. The second is an old barn being extended into a shed which will house dinner parties and square dancing.

The last of the buildings is a stage set in a natural amphitheater. Seats for 8,000 are set in the slope for the festival and other events. Additional recreational facilities are being constructed. They range from swimming to picnicking.

Owner of the ranch is Henry Perlin, a New York businessman who has formed a partnership with Harris, who was formerly with radio station WHUM.

Harris said the future plans include a motel, children’s activities, “a shooting range” and all sorts of facilities.

The two plans to continue the country music theme, though on a lesser scale than the festival. Van Trevor was the first artist to appear at a ranch a few weeks ago. The next scheduled show is that of Faron Young Aug. 8.

Akins Guitar Fest Deadline Is Advanced

NASHVILLE—Deadline for entering the annual Akins Guitar Fest. Aug. 7, has been advanced 15 days to July 15.

Any guitarist between the ages of 14 and 25 is eligible to compete in the finals, scheduled for the municipal Auditorium.

The two nights of finals will be sponsored by a stage show featuring Pete Fountain and His Dixieland Band, Kenny Rogers and Alvin Crow, Jerry Reed and comic Glenn Ash, Archie, Boots Randolph and Floyd Cramer, and guest stars.

Winners of the contest will be entitled to enter major talent shows, will have the talent coordinated by Bonnie Bucy and Associates.

Ward Elected President of Country & Western Academy

HOLLYWOOD—Bill Ward, moving up from the Los Angeles chapter, has been elected president of the Academy of Country and Western Music and will be the fourth manager of the group.

The organization also elected Hal Southern, vice president; Donn Fong, secretary, and Ken Griffin, treasurer.

Ward, general manager of KBQB, Burbank, long has been involved in the promotion of country music, and is considered one of its leading spokesmen. He enjoys a following throughout the nation.

The new members of the Board of Directors are: Mickey Christiano, representing the clubs; Mrs. Eddie Dean, coming from the Los Angeles chapter; Bob Hurley and Dave Burgess, music publishing; Hugh Cherry and Ralph Hicks, publications; Del Ray and Pat Shaw, promotion, and Dick Pierce, record companies.

As elected to the board were Nudie, in the non-affiliated category; Gene Wood, representing motion pictures and television; Dick Schaffeld, afternoon; Corky Mayberry and Brad Melton, Dick jockeys, and Ted Garber, Ronnie Sessions and Judy Rose, directors-at-large.

There still are 10 vacancies existing on the board as a result of ties in the vote. Runoff balloting is scheduled.

Brite Star’s Pick Hits ... Brite Star’s Pick Hits...

One Song Away—Tommy Cash (Epic)
Heart Over Mind—Mel Tillis (Kapp)
Just a Kiss—Johnny Paycheck (RCA)
I’ve Got a Feeling—Merle Kilgore (Columbia)
You’re in Love—Bobbie Gentry (Columbia)
I Love You—Dolores Keaton (Columbia)
Pocket Full of Friends—I Don’t Know (Viking)
After All These Years—Lorna Gagliardi (Cambridge)
Rock & Roll Revival—Jim Willey (Columbia)

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Norma Jean

'ANOTHER MAN LOVED ME LAST NIGHT'
RCA 47-9854

Busting out like her biggest record to date—
this single or new L.P.
by the same title is a must—
HOLLYWOOD—You might expect “Mister Hawaii” to come floating to the mainland on his sporadic visits here in a luxurious state room of a deluxe Matson liner. But Wesley Ed- wards, make it, flies in like a hurricane, turns Filmintown upside down with his frenetic, shot- gun sessions with every conceivable member of the recording, publishing, film, radio and television industries, then scurries back to Oahu to oversee his unique enterprise empire built around the World’s Fair and the Islands.

Well into his sixties now and busier than ever before—he is celebrating his 35th anniversary in show business through July—Ed- wards is currently setting up new deals in four fields of entertain- ment: No longer tied to Capitol, for whom he produced, with W. H. (Bill) Miller’s assistance, more than 100 albums over two rewarding decades, Web is signing lucrative contracts with a different label “before Labor Day” and he also expects to begin production of a challenging new “Faded Hawaii” television series for syndication, before sensor expiration.

Edwards has an odd back- ground.

Born in Oregon, he not only became one of OSU’s finest football players, despite his diminu- tive physique, but a successful backfield coach for the Beavers at Corvallis. It was there, too, that he got his start in radio as a popular announcer and engineer. For a time he starred as a semi-pro football player in Honolulu. His fame as a smart, sly, skillful quarterback led him to $500 a month job with KG 20 on Oahu in 1939.

“T had worked up to station manager at KGMB by 1941,” he recalled the other night at Dodger Stadium as he watched the O’Malleys edge the Pirates 1-0. “Then came that bright Sunday morning in De- cember when it seemed that all of Honolulu was curing—massive explosions, smoke, a sky full of strange aircraft, pandemonium.”

“I quickly went to the station and took the mike. The town was hit and repeating U.S. military bulletins and instructions. When things got under control and the panic subsided, I asked him to move to the air. We didn’t want the enemy to use our signal as a guideline in case of enemy air attack.”

Everyone in the island chain knew of Wesley Edwards after the Pearl Harbor catastrophe. The fiery little football player went on to conceive and popularize his “Hawaii Calls” radio show, aired live from Waddi, with the actual sound of the soft- break surf available throughout the program. “Hawaii Calls” led him into recording. Television followed. True, it was “Mister Hawaii” served in the state legislature with distinction. Edwards has done more to popularize the Islands than any- one. He is known all over the world. He relaxes infrequently, preferring an evening at Honolulu Stadium with the PCL Is- landers (he’s on the board of di- rectors and a part owner of the club or a weekend up in the mountains at his country home with Mrs. Edwards. But he’s forgetting pleasures at the mo- ment as he scurries about setting up long deals.

That’s Web Edwards, one of the industry’s most versatile, versa- tilie figures. His kind won’t come down the pike again.

Continued from page 52

USA Today, a hot dog and beer party. . . . The Sounds of Goodbye,” a country hit of a year ago, is being used in a feature film presently in production in India. The film, enti- tled “Bombay Talkie,” will be shown around the world. It was written by Johnnie Ball and directed by Director Jim H. Bird.

Roger is recovering from surgery, and will return to action any day. Joe Wright handles his bookings. . . . Webb Pierce returns to Houston and the Astrodome for another special concert Friday.

Johnny Darrell has signed a personal management contract with Ronnie E. McEntire, Brenda Rogers, daughter of Roy Rogers, is working in the Jerry Reed office. Rogers directs the Colonial Invita- tional, an annual charity golf tournament, in which the world’s top golfers participate.

Harlon Wiggins has been set for on- stage appearances that will carry him through July. . . . Johnnie Maddux is looking over material for his next LP and single for plant.

The Gent for the Sun label, recently signed with Memphis from the round of personal appearances in Canada.
Music

'Settlers' to Thresh Country

MT PLEASANT, Ky. Country music's "Settlers" will be featured for the first time this year at the 19th annual Old Settlers and Threshers Reunion here.

The five-day show opens Sept. 22, and continues through Labor Day.

The giant steam engines will "play" against the background of country and folk music. America's only remaining traveling tent show, the "Settlers," will present a full program nightly.

Killy Wells and Johnny Wright will present an opening night show. The show includes "Round Midnight," "Bill Phillips," and "The Tennessee Mountain Boys.

The second day's activities will feature Tex Ritter and Roy Acuff and the Smokey Mountain Boys, and Leon Williams with Glen Applethorpe.

The Sunday show features Stoney Edwards and Jimmy Dickens, and Leon and Miss Williams again. A Catalina of Old Steam Engines will be brought in for the huge celebration. There will also be a checker tournament, horse shoe pitching contest, and a raffle contest.

From The Music Capitals of the World

DOMESTIC

NASHVILLE

After the opening of Burt Carson's new studio in Nashville this past year, the first-person he recorded was his three-year-old daughter, Tammy. Her song, "Sarah's MammaHahah," was written and produced by Tammy herself.

Carnac Records will be releasing a single from this new Nashville studio. The song was released a few weeks ago on the record label called "Sarrah's MammaHahah." On the label, which Gaithers and produced, he also plays a variety of instruments. The song Family reviewed by the record label, which is based in Nashville, played the Arkansas Club on June 12-21. Kris Keister is the new weekend to play the Troubadour Club June 23-30. He then went to England and in London on June 28, then he returned to the U.S. to do the "Sarrah's MammaHahah," in late July.

Tony Joe White who recently taped an "Everybody Brothers Show," has written a new song entitled "Save Some Sugar for Me." Chis Country has a new I.P. "Motor Mouth," with the band's label. Dennis Linde, after writing the song for everybody, has his "Sarrah's MammaHahah" single, with Bernan White left on for Texas Connection (July 3). B.J. Thomas (8), Ella Fitzgerald (10), the Modern Jazz Quartet and the Herbie Mann Quartet (15), and the top ten composers, and players of the "Sarrah's MammaHahah" show, in late July.

TOBY WILLIAMS

MEMPHIS

The Miller Brothers, Don Miller, and their twin, David Miller, 20, are working at Sounds of Memphis Studios to get a new single "Save Some Sugar for Me." Starting their first tour of the West Coast after a four-week tour around the country, the Golden Nugget in Las Vegas begin by June 24-25. Johnny Keeler is producing the session.

The Miller Bros. are the new duo "Sarrah's MammaHahah." The group, which is based in Nashville, Tennessee, has a new single "Motor Mouth." Dennis Linde, after writing the song for everyone, has his "Sarrah's MammaHahah" single, with Bernan White left on for Texas Connection (July 3). B.J. Thomas (8), Ella Fitzgerald (10), the Modern Jazz Quartet and the Herbie Mann Quartet (15), and the top ten composers, and players of the "Sarrah's MammaHahah" show, in late July.

Ravinia Pop Sets Dates

HIGHLAND PARK, III. - The Ravinia summer music season here features two rock/jazz/blues nights this week from June 26 to Aug. 7. The rock/jazz/blues nights will be begun this year to augment Ravinia's regular classical events.

Highlighting the pop series will be Frank Zappa (Wednesday, 1), Procol Harum and Crew (July 17), Dion (Aug. 7), and The Rolling Stones (Aug. 22). Miss Valley, and Savoy Brown are the "Sarrah's MammaHahah." The group, which is based in Nashville, Tennessee, has a new single "Motor Mouth." Dennis Linde, after writing the song for everyone, has his "Sarrah's MammaHahah" single, with Bernan White left on for Texas Connection (July 3). B.J. Thomas (8), Ella Fitzgerald (10), the Modern Jazz Quartet and the Herbie Mann Quartet (15), and the top ten composers, and players of the "Sarrah's MammaHahah" show, in late July.

Ravinia Park has nearly 2,000 chairback seats, plus room for several thousand more to sit on the lawn. Last year a concert by the Iron Butterfly drew nearly 20,000.

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CONSUMER ELECTRONIC SHOWGOERS COME UP TO THE CERTRON SUITE AT THE NEW YORK HILTON AND YOU'LL WIN A
Gospel Music

Natl Quartet Parley Set
Talent Guidelines for Show

MEMPHIS — Don Butler, acting chairman of the program committee for the National Quartet Convention, has announced to the Gospel Music Association a new listing of talent invited to participate in the 1970 event here Oct. 14-18.

A seven point guideline was used in evaluating the qualifications of those invited, it was explained. These guidelines ranged from acceptance to tenure to spiritual value.

"While some of these 

28-page program committee for the National Quartet Convention, in the past, they have been revealed at Fantasia Caverns, just north of here, on four consecutive Saturday nights, beginning Oct. 15. This year's program will be at the Orpheum Theatre of Detroit. This group is selected from a listing of those who have, in the past year, shown exceptional ability and received recognition on a national scale.

The program committee is composed of noted gospel music executives who submit, evaluate and vote by secret ballot on the merits of many gospel groups who have expressed an interest in performing. The members are: Jack Brock, James Black, J.D. Sumner, Hovie Lister, Pierce Turner, Laron Orman, George Harper, Jake Hess, Buck Rambo, Cecil Simmons, Donelles, John Mathews, Paul Downing, Bob MacKenzie, Don Light, Hershel Lester, Bill Golden, Len Beasley, Joe Whitfield, J. G. Whitfield and Butler.

Founded by J.D. Sumner, James Blackwood and Hovie Lister as a private organization in Memphis 14 years ago, the National Quartet Convention has been an annual event ever since. The convention brings together the leaders of the music and trade people for the five day activity.

All groups receive remuneration for their service, and all expenses for the convention are paid from the present owners of the National Quartet Convention.

At this year's gathering, Sounds of America will be in the recording room, complete with equipment, placed in an Audio Studio. Members of this group will join the quartets desirous of obtaining interviews or from the Cliff Jamison's Finest. The facilities will be small enough with Bobby Jean Kuffel, with special emphasis on Oct. 11.

A lounge also will be provided, with refreshments compliments of Skyline, Heart Warming Quartet, and the National Quartet Convention.

An attendance record is expected for the convention.

Gospel Song
For Sept. 12

SPRINGFIELD, Mo. — The third annual Mid-Continental Gospel Singing Contest will be held again at the auditorium of the Springfield Convention Center. The event is open to all gospel groups in the central area.

Full-time gospel music groups will not be eligible to compete. Following the amateur competition, which will be judged by three professional judges, the contest will be open to all gospel groups.

The contest is being handled by Gene Gilmore, 2102 East 8th St., Branson, Mo., 65616.

Rev. Joseph Robinson, pastor of the Greater Bethlehem Baptist Church and world famous quartet, will be featured on a 25-minute television show which will be shown worldwide via the American Force Network. Rev. Robinson, a member of the GMA, has recorded his records will be featured on the program. Larry Scott will be the host and taping will begin in July.

All-g的日 famous Caravans appeared in music, a number of nationalist, Mr. Norman Boyd, who took the past two years ago when the membership numbered under 50.

Director of press relations is Miss Beverly Nelson, who handles press releases and edits the Association's monthly newspaper, Good News. In the past nine months, the publication has grown from an eight-page paper to a 16-page publication, and circulation has doubled.

The Association currently is assisting radio stations across the land in securing the latest surveys, advising record companies of station record needs, and compiling a current list of stations programming gospel music. Plans are underway for the Association's fourth LP containing the top gospel music talent from all parts of the country.

The Gospel Music Association is governed by a board of directors, each of whom serves on a one-year term, and by an executive committee of four, each of whom serves on a two-year term. W.F. Myers, director of International Relations, is in his second term as president of the organization.

Gospel Fest July 10-11
To Get $25,000 Backing

NASHVILLE—The first annual International Gospel Music Convention and Gospel Music Association here July 10-11, will have a financial interest in the event. The GMA office is open to the Association's executive secretary, Mrs. Norma Boyd, who took the past two years ago when the membership numbered under 50.

Director of press relations is Miss Beverly Nelson, who handles press releases and edits the Association's monthly newspaper, Good News. In the past nine months, the publication has grown from an eight-page paper to a 16-page publication, and circulation has doubled.

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The significance the role the city plays in the music industry," Whitfield said. "The festival grows year after year, with an all-night program of singing immediately after the final performance," he said. "We plan to have the best music event in the world, and we'll be the place to go to see the best music," Whitfield said.

The festival will bring together black and white groups. A Canadian gospel quartet as well as a Mexican quartet will participate.

JULY 4, 1970, BILLBOARD
**Coin Machine World**

**Ptacek Sees No Merger of Kan. Music, Vending Assns**

By EARL PAIGE

MANHATTAN, Kan.—The jukebox operators and vending operators in this state will not meet to discuss joint operations although both will continue working more closely together, according to A.L. (Lou) Ptacek here. Ptacek said he is aware of industry discussions about joint groups merging in some areas—most notably the Kansas City area—but he stated that the two groups in Kansas recently worked together in an effort to secure extended warranty coverage.

Ptacek, a local distributor and operator and head of Music Operators Association of Kansas Inc. (MOA), the national organization of jukebox operators, is also a sales manager for the Kansas Tobacco Candy Distributors & Vendors, Inc., the state organization of vendors. He was also a guiding force behind the Kansas Amusement and Music Association (KAMA), the organization of jukebox operators.

Ptacek studied closely the rumored merger of the Florida Amusement and Music Association and the Florida Automatic Merchandising Association. He spoke at the recent joint session of the two Florida organizations where the merger was voted down. Noting the possible parallel between Florida and Kansas, he states that the proposed merger of the two groups will try again in 1971.

Rhinehart estimates that the 1971 session will have to find $200,000,000 in new tax money. The meetings which will be taking place soon around the state, will shape the future of our industry. It is at this time that our lobbying effort can be extremely effective in protecting our interest.

Rhinehart’s recent newsletter detailed several aspects of the concluded session.

**KANSAS**

TOPPEKA, Kan.—Various state and local organizations of jukebox operators have expressed interest in a law recently passed permitting the breaking of machines, games and vending machines. Both the new laws will (Continued on page 61)

**Mass. Jukebox Group to Hire Assn Manager**

HOLYOKE, Mass.—Jukebox operators in this state in a move to preserve an organization are interviewing professional association executives and will hire an executive director to run the group. According to Russell Maslowsky, Ros-kill, Inc. here.

Mr. Maslowsky is a supporter of the two organizations in the state, there were no press problems for jukebox operators but that unless an association executive was hired it groups would probably dissolve.

The state wide Massachusetts Coin Machine Association has been inactive several times although the local Western Mas- chusetts Guild has met regularly for 18 years. There are not just jukebox operators but many others who do not have the time it takes to keep an organization going. Maslowsky stated that “We have to hire a manager.”

**Mawdsley One MOA Chief Who Programs Jukeboxes**

HOLYOKE, Mass.—Russell Maslowsky is one jukebox opera- tor who has a strong interest in programming. “I have always kept a close eye on jukeboxes and when our regular programmer is sick or quits, I always take the one who jumps in.” This bit of information might surprise a number of exhibitors who complain that they see too few jukebox pro- grammers at the Music Opera- tors of America (MOA) con- ferences.

As a vice-president of MOA, Maslowsky agrees that it is extremely difficult for some MOA members to bring along their programmers (they often double as needed route mechani- cians or office helper, and the ex- pense involved in the trip to Chicago is another consideration).

While many jukebox company executives may not be as familiar with the task of programming, Maslowsky thinks record companies should exhibit to see the name of the label before the jukebox will take the record.

**Radio-Phone Hookup Keeps Routine on Constant Alert**

OMAHA—If K.D. Enterprises service assistant Jerry Hypp may be anywhere within a 15-mile radius of downtown Omaha, his boss Steve Chelin can reach him instantly via a push-button telephone as a transmitter. Chelin punches out a special three-digit number for K.D. mobile radio transmitter an- nouncement service. The transmitter will beep as if he would be calling any party on a telephone. He then pushes another button, a special number allowing him 12 seconds of air time in which he can talk to Jerry Hypp or any other K.D. Enterprises service assistant at the company’s special radio receiver.

It’s better than regular mobile radio because you’re not fighting car companies and everybody is always on the mobile radio today,” Chelin says. “For the 12-second limit, you can say quite a bit in that time. If you need more time, you merely hang up the phone and call again and you have another 12 seconds.”

Chelin’s small cigarette-size Motorola unit is worn on his vest and costs $24 a month. He can receive transmissions from the transmitter.

**Pinball Games in Big Clubs**

BY MAURIE ORODENKER

PHILADELPHIA—the pin- ball game has always been part of the entertainment picture, but recently its popularity has grown and its find its way into interesting places. There are now many pinball games as well as other coin-operated games in such places as the manner of an arcade only with subdued lighting and a definite nightclub atmosphere.

A new club, Chances Are, owned by Bob Spork, is open near the center city area on the site of a former jazz club. A jazz club and a dance club and young adult crowd, a whole area is devoted to pinball games and other novelty machines. A jukebox provides dance music.

**SHOW MACHINE TO VEND TAPES**

NEw YORK—At least three manufacturers are producing vending machines which dispense cassette tapes at the Consumer Electronics Show here at the Americana Hotel June 28-July 1. (For a complete story, see our management feature on vending machines see the Tape Cartridge.)

**11-Wk Truck Strike Hurts Chicago Firms**

CHICAGO—Some jukebox operators here are wondering if they can recover from a truck strike that has stretched into its eleventh week. Many manu- facturers are severely handicapped, too. For operators such as War- ren Linn of Mechan-Matic Inc. who is located on the south side, the business day on which the strike is compounded by racial strife in his tense neighborhood. "I sure hope we can get out of this," Brown said, not wanting to put a percent on how much business is off. "Right now, a street three blocks from our office is cordoned off because of a protest march," he said. Even outstate Illinois op- erators are affected, according to jukebox programmer Jerry Schultz, American Coin-Rent-a-Car, Rock- ford, Ill. "Business is easily 20 percent off," he said. Many dealers are questioning other strikes in the heavy construction and sheet metal in- dustry.

In suburban Arlington Heights, Ill., the Arlington Hts. Com- binator, Inc., echoed the complaints about how strikes have affected business. "I don’t think we’re going to get any reflective jukebox revenue. Jukeboxes and game manufactur- ers are at the point of "almost having to live with the long truck strike," too," said Les Reick. (Continued on page 62)
Coin Machine News

Routemen on Constant Alert

Continued from page 59

The radio works in conjunction with a push button telephone without involving the operator (with the telephone company's full cooperation). While searching through the Prom House here for such a telephone, Chelini indicated that he really wants a new telephone system when he is ready to make a 13-second broadcast.

The futile search (Omaha's telephone company is switching over to push button phones slowly) gave both the phone company to explain why they think so few young people are entering the coin machine business. They are both in their 20s.

Both agree it is not because of the so-called media image many people have of the coin machine industry. "Basically, young men just don't have the time to start in this business on their own," Chelini says.

"A lot of young men don't like the idea of working 14 hours a day," Hempy offers. After it was decided that the radio would have to be demonstrated on a regular dial telephone, Hempy said his only objection to the telephone combination was the fact that he can't send messages. "I can't talk back to my boss," he says.

Both men handle service calls on jukeboxes, games and vending for the fully diversified firm and rarely find that there is a problem themselves. "I once had a problem hearing, Steve," Hempy said. "I found out I was trying to receive from a basement that had been converted into a bomb shelter."

Pinball Games in Big Clubs

Continued from page 59

Manny Rubin, a new operator, located the 10 games in Changes and Spinak said he would like to have 10 if he had the room. "Changes is in line to play the games."

Mickey Fink, of center in city as well catering to the same age group, announced that it is setting up a game room with a variety of pinball machines, strength testing units and other coin-operated items.

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JULY 4, 1970, BILLBOARD
jukebox and vending operators' organizations pushed for adoption of the measure which makes break-ins of coin-operated equipment a class A misdemeanor subject to a maximum penalty of one year in jail and a fine of $2,500. Therefore, Kansas operators could only prosecute if a crime fell into the category of grand theft, involving more than $50.

The law's language:

Section 1. Any person who shall wilfully and wrongfully open, remove or damage any parking meter, coin telephone, vending machine dispensing goods or services, money changer or any other device designed to receive money in the sale, use or enjoyment of property or services or any part thereof, with intent to commit theft shall be guilty of a class A misdemeanor and upon conviction thereof shall be punished in the manner provided by law.

Section 2. Any person who possesses any key, tool, instrument or other device, or any drawing, print or mold of a key or other device or any explosive specifically designed for or suitable for use in opening or breaking into any parking meter, coin telephone, vending machine dispensing goods or services, money changer or any other device designed to receive money in the sale, use or enjoyment of property or services with intent to commit theft shall be guilty of a class A misdemeanor and upon conviction thereof shall be punished in the manner provided by law.

MINNESOTA

MINNEAPOLIS — Tommy Thompson of Sirvend, Inc., here was reelected president of the Minnesota Automatic Merchandising Council at its annual meeting. Other officers elected were Dave Bach of the Bell Vending Co., Rochester, vice president; Jim Patnode of Midwest Vending here; William Hunter of S&H Beverages, Inc., St. Paul, and Patnode and Thompson. Elected for two-year terms were Irv Linderholm of P&M Coffee Vending Service, Fargo, N.D.; Wes Koniger of Interstate Unifed Corp. of Minnesota, St. Paul; and Gene Glennon of Star Music & Vending Co., Austin. Bach was named to a one-year term on the board.

MONTANA

EAST GLACIER—Lt. Gov. Tom Judge will be one of the speakers at the annual meeting of the Montana Coin Machine Operators Association here July 10-12. Also recently added to the speaker list are Dave Smith, manager of Seattle Records One Stop, who will be accompanied by a sales representative from Columbia Records, and Leo Halper, a Seeburg engineer from Salt Lake City, who will speak on service problems.

Others slated to speak are A. L. (Lou) Placek, president of the Music Operators of America (MOA); Fred Granger, executive vice president of MOA; and Joe Barton, vice president of marketing and distribution for Rowe International, Inc.

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New ideas that create unique stereo products.
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New York Hilton
Gottlieb said: "We're having a lot of trouble—it's very erratic. We try to make some shipments from our Northlake plant and we later find that they can't be picked up there and we have to bring the goods back to our main plant. We're seeing all kinds of weird size vans and situations where we have to tractorload from our truck to the shipper's."

Teammate officials talk optimistically of an end to the strike, but its effect will be felt for some time, according to location owners.

Ptacek See's No Merger of Kan. Music, Vending Assns

Ptacek said that outside of his own operation and that of Harold Wingrove's, an MDA vice-president and KAMA leader, he doubted if any other KAMA members were involved in plant operating. Thus, the music and vending groups in Kansas are separated for the most part on the operational level.

However, the felony bill was one where both street and plant operators had vital interest. There are some other areas. "For example, we are exchanging details made available by each organization. Our KAMA stickers declaring that breaking into a machine is a Class A misdemeanor is being made available to the tobacco group's members and KAMA members are using a decision favored by the vendor's group for cigarette machines. Any violation is now by a minor is forbidden from using them."

Interest in the felony, or class A misdemeanor bill, has been expressed by operating organizations in other states and the language of the measure recently passed in Kansas is being published in this week in Associations Digest (nowhere in the Coin Machine World section).

11-Week Truck Strike Hurts Chicago

• Continued from page 59

Rock-Ola Manufacturing sales manager Reck said that the strike has resulted in his plant flying men to other cities for parts shipments where they are then returned here by a rented vehicle. "It's really increased costs and we can't add any more costs to our price for equipment."

Some carload shippers are helping the situation as far as large shipments of jukeboxes are concerned, he said. "But small shipments continue to be a problem."

At D. Gottlieb & Co., Alvin Gottlieb said: "We're not a lot of trouble—it's very erratic. We try to make some shipments from our Northlake plant and we later find that they can't be picked up there and we have to bring the goods back to our main plant. We're seeing all kinds of weird size vans and situations where we have to tractorload from our truck to the shipper's."

Teammate officials talk optimistically of an end to the strike, but its effect will be felt for some time, according to location owners.

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It fights under blacklight on star-molded black background, Moonstein in two directions. Light-up Target Zones change for each of 5 Flights per game.

Single Control Stick
Switches in all directions, permits the player to fly Modular with one hand.

Multiple Live-Voice Sound
Space-Go-Earth report, during Flight of Modular, thrilled players and awakens bystanders. Audio message is different every Flight, so repeat for 20 Flights. 2 Sound System reports success or failure of each Flight.

Light-up Skill Ratings OR EXTENDED PLAY
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JULY 4, 1970, BILLBOARD
NEW POPULAR RELEASES

ARTIST — Title — LABEL & Number

A

THE ARMAGEDDON EXPERIENCE — The Original Sin (RCA Victor VSP 3509)
JON APPLETON & DON CHERRY — Human Music (New World) 0012
BILL ANDERSON — Love Is a Sometimes Thing (RCA Victor 20378)
ROY ADAMS'S GREATEST HITS (Columbia) C 1004
GENE AUDITI'S COUNTRY MUSIC HALL OF FAME ALBUM (Columbia) C 1005
ROY ANDERSON — Long Night Train to Memphis (Memitone) HS-1102
AORITA 2 — (Remove Tiger) W3-D110
JULIE ANDREWS/HENRY MARCINI — Darling Lili (Music from the Film Score) (RCA Victor) LSP-1000
ROBERT ALLEN — (The Naked Piano) (RCA Victor) LP-D167
BRIAN AUGER & THE TRINITY — Betray (RCA Victor) LSP-4872

B

BROTHER JOE MAY — Today (Northland) 7064
BOB BROWN — The Wall I Built Myself (Shoestring) WN 5400
GEORGE BAKER SELECTION — Little Green Bag (Columbia) CS-1003
ALEX BARRAUD — The Gospel Beat Goes On (20th Century) 2065
JERRY BUTLER — The Best of (Mercury) S 4210
FRANK DOSS — I Walked Today Where Jesus Walked (Uni) 955-2340-P
VINCENT BELT — Airport Love Theme (Oval) DL 70212
CARL BUTLER & PAUL'S Greatest Hits (Golden Croc) CS-1003
BLOOMSBURY PEOPLE — (Remake) (Pye) 7N 594/7N 6400
BEAVER & KRAUSE — In A Wild Sanctuary (Uni) CS-1002
BULLY BOYS BAND — Movie Scene (Decca) S 3083
THE BROTHERS FOUR 1970 — (OM) (Sundown) 8400
BILL BLACK'S COMBO — Basic Black (Columbia) C 1100
CHARLIE BYRD — The Look of Love (RCA Victor) LSP-1100
ANITA BRYANT — World Without Love (Capitol) M 11935
A BREATH OF FRESH AIR — (A&M) ST 5003
CHARLIE BYRD — Let It Be (Columbia) CS-1002
HEATHER BLACK — Dream Believer (ESP) B-3000
RANDY BACHMAN — You (A&R) LSP-4886
JEFF BROWN — Just for You (RCA Victor) LSP-5066

C

DON CRANFORD — Roots & Branches (Uni) 40140
HENSON CARROLL — The Uncomplicated Movement (MGM) 18137
CHRIS APPLEYN — (Elektra) F-83740
JAZZ CALL — Vintage Violence (Columbia) CS-1007
THE CHALLENGERS BROTHERS Greatest Hits (Kes) 120-2
JOHNNY CASH, The World Of (Capitol) LP 29
KIM CARMEANIL — Songs My Father Taught Me (Uni) 7N 594/7N 6400
CHRIS & RAE — (Dark Horse) HS-1200
GRINETTE COLEMAN — Friends and Neighbors / Groovin' At The Prince Street (Four Gates) FS-122
CHRIS, CHRIS & LEE — (Columbia) CS-1002
ORNETTE CHRISTIE — (Columbia) CS-1003
DONNIE COLEMAN — (People) (Pye) 91316
HENRY COX & THE CONTEMPORARY JAZZ QUINTET — Multicolored (Blue Note) BN 64399
RALPH CRUSOE — Sometimes I Just Feel It This Way (Flying Dutchman) FDP 1524
LEON COPLELAND & FRIENDS — Today's Country Hits (Mercury) 550-P
CANYON — High Mountain (Epic) EK-1101
COLLINS/HIPPLEY/GALACTIC — Lennon and McCartney (Capitol) M 61

JULY 4, 1970, BILLBOARD
New York—The latest seven releases in Everest/Scala's "Great Voices of the Century" have much to offer, especially the pressing by tenor Joseph Schmidt. Other sets feature sopranos Maria Callas and Angela Olivero, Sir Harry Lauder, and tenors Enrico Caruso, Jan Peerce, and John McCormack.

The Caruso LP, the fifth by that tenor in the "Great Voices" series, is split between operatic arias of about 1902 and songs of about 1913, all interesting performances. The earlier selections, especially point up Caruso's often-ignored lyric quality. The McCormack disk, also a first, contains songs. Both pressings contain distinctive versions of "Because," Schmidt, billed as "The German Caruso," sounds magnificent in songs and arias. The latter include German versions of arias from Puccini's "Tosca," "La Bohème" and "La Fanciulla del West," Masenets "Manon" and Leoncavallo's "Pagliacci." This set does justice to this outstanding artist. Peerce, who also tackles "Because," is admirable in songs not often associated with McCormack, such as "Mucabila" and "I'll Take You Home Again, Kathleen." Both sopranos are represented by excerpts from complete opera packages as Miss Olivero sings selections from Puccini's "Turandot" and "La Traviata" and Ponselle's "La Gioconda." The Lauder title is the second volume of his inevitable treatments of Scotch songs.

Two Williams LP's Set for Angel Release

Los Angeles—Two Vaughan Williams albums are slated for Angel release next week. One week sets include a first recording of the "Oxford Elegy." The work was conducted by David Willcocks and the Choir of Kings College, Cambridge, and the Jacques Orchestra.

Johnt Westbroek is the speaker in a selection of the "Penguin." Vaughan Williams LP features Sir Adrian Boult and the London Philharmonic.

Organist Simon Preston continues his Handel concertos as a second volume with the Menuhin Festival Orchestra. Yehudi Menuhin conducting, while the album also features violinist Wolfgang Schneiderhan.

Peress MD of Austin Group

Austin—Maurice Peress, musical director of the Corpus Christi (Tex.) Symphony Orches-
tra, will also become musical di-
rector of the Austin Symphony and will divide his time between the two Texas cities.

The Austin Symphony can-
celled its last season because of a deficit in funds, but has raised money for the next season. For the past six seasons Peress has been musical conductor for the Corpus Christi Symphony and prior to that was assistant conductor with the New York Philharmonic.

Librettto to Texas U.

E. ALAN SILVER, president of Connoisseur Society, Inc. and pianist Ruth Laredo edit tapes for the label's Scrabbn disk featuring Mrs. Laredo. The set contains the "Sonata No. 7 (White Mass)" and the "Sonata No. 8 (Black Mass)." "Sonata No. 7" also is a disk of the week. Laredo will record the remaining seven Scrabbn sonatas in September.

Aspen School Festival

ASPEN, Colo.—Three operas, presented by the Aspen Music School Opera Theater on July 21 and Aug. 2. The Cor-

Nevada, performing two performances each of Belmo's "Mefistofele" and Mo-

ning, according to musicologists at the university, lies in the re-

search potential it offers for the study of opera history.

Assistant professor John W. Gruber, acting coordinator of musicology in the UT Austin Music Department, has be-

studying the work being done to study and catalog the collection's materials for future use. Kraus earlier has given fifteen private collections to the Lib-

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Assistant professor John W. Gruber, acting coordinator of musicology in the UT Austin Music Department, has been in-

strumental in assessing the potential of the collection and is supervising the work being done to study and catalog the collection's materials for future use. Kraus earlier has given fifteen private collections to the Lib-

RARY OF CONGRESS.

MERC OFFERS HANSON LP

NEW YORK—Mercury Recor-
dings is issuing a first recording of vocal selections from Howard Hanson's "Miss Mary Mount." Hanson conducts soloists, the Eastman School of Music Choir and the Eastman Rochester Symph-

Italy. The program will offer scenes from musical, operatic, and symphonic disk with Antal Dorati and the Lon-

JASCHA HEIFETZ and cellist George Piatigorsky were the soloists with the Israel Philharmonic in a recent performance of Brahms' "Double Concerto" at Convention Hall, Jersey City.

JULY 4, 1970, BILLBOARD

BEST SELLING Classical LP's

This Week Last Week TITLE, Artist, Label & Number

1 1 TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED-ON BACH

2 4 MY FAVORITE CHOPIN

3 3 SOLO IN SPACE / A SPACE ODYSSEY

4 2 TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS THE WILLY-FRANZ SYMPHONY

5 5 BELLINI: NORMA (3 LPs)

6 6 SHOSTAKOVICH: SYMPHONY No. 13 (Babi Yar)

7 13 SCENES &ARIAS FROM FRENCH OPERA

8 9 BEETHOVEN: SONGS

9 219 GREAT VICTORIAN SONGS

10 10 SCHUMANN: MARIA CALLAS

11 11 HAPPY BIRTHDAY LUIGINI

12 12 ART OF NATU COMMEND

13 13 BEETHOVEN: SYMPHONY No. 5

14 12 TCHAIKOVSKY: PIANO CONCERTOS

15 17 BACH: STRAUS: SONGS

16 14 CHOPIN'S GREATEST HITS

17 7 MOZART: CONCERTOS 17 & 21 (Elvida Mediguee)

18 17 BREGUET: OCCASIONS OF BIRTHDAY W.

19 14 BELLIS: MUSICAL INSTRUMENTS

20 13 BRAHMS: STRING QUARTETS

21 13 BOMANN: MUSIC FOR THE SONGS

22 14 BACH: TWELVE PRELUDES

23 10 JACQUES: DUETS FROM EIGHTH SYMPOSIUM

24 12 BACH: FUGUES FROM THE ORGAN

25 12 SCHUMANN: CANTATA, OP. 146

26 12 BACH: TERRACE WORKS

27 11 BACH: SYMPHONY No. 2

28 12 BACH: STUSSY: SONGS

29 12 BACH: SONGS

30 12 BACH: CONCERTI

1970 WORLDWIDE CLASSICAL CHARTS

WORLDWIDE

1 TOSCANINI: BACH: ORATORIO

2 THE BEETHOVEN PROJECT: BRUCKNER: SYMPHONY No. 9

3 GUSTAV MAUER: SYMPHONY No. 2

4 LEONARD BERNSTEIN: GERSHWIN: AS SEEN ON TELEVISION

5 GEORGE STRAUSS: SYMPHONY No. 3

6 EOQAM: BERNSTEIN: SYMPHONY No. 1

7 VIVALDI: RV 797

8 TCHAIKOVSKY: PIANO CONCERTOS

9 RACHMANINOFF: PIANO CONCERTOS

10 BARTOK: SONGS

11 BACH: MUSICAL INSTRUMENTS

12 MENDELSSOHN: SYMPHONY No. 1

13 BACH: TERRACE WORKS

14 BACH: SYMPHONY No. 2

15 BACH: CONCERTI
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1966 AWARD TO MINA LP
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1968 AWARD TO ARETHA FRANKLIN LP
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Separate Distribution for Austrian DGG, Philips

VIENNA—In keeping with international trends, DGG and Philips have concluded a separate agreement for the distribution of DGG, Philips and Amadeo, which were previously a part of one firm, Polyphon.

Until now, Polyphon had the biggest share of the Austrian market. Now, it is expected that the new arrangement will bring even better results than before.

The separate distribution agreement, which takes effect from July 1, means that, besides Amadeo, two new firms will come into being—Polyphon Schallplatten Gesellschaft (dealing with the DGG, Polyphon, Kama Surf, Rudolph, Verge, Archiv Produktion, MGM, Hallelujah) and Phonogram Schallplatten Gesellschaft (Phonogram, Fontana, Mercury, Island, Starlit, Da Camera).

Philips Signs Graham Bond

LONDON—Graham Bond, one of the pioneers of Britain's progressive pop movement, has signed an exclusive worldwide recording contract with Philips. His records in the U.S. and Canada will be released through Philips' Mercury affiliate.

Bond, playing alto and organ with Ginger Baker's Airforce, will have his first album released in mid-autumn, tentatively called "Reunion."

U.K. Election Seen Triggering Commercial Radio in U.K.

By RODNEY COLLINS

Party has pledged to introduce commercial radio, the BBC's plan to open a further 20 local stations may be scrapped, although it is possible the Conservatives may run the two local stations in addition to the other. Like the BBC and ITN, the Radio London, though, may be closed even before it starts broadcasting even though equipment has been moved in and some staff appointed.

Latin American Visit By Spanish Executive

MADRID—Enrique Martin Garea, international director and editor manager of Discos Columbia, S.A. (Spain), left for New York for talks with various U.S. companies, as well as to study the possibility of releasing his own catalog in the U.S.

During his New York visit,

Kamahl Re-inks With Phonogram

SYDNEY—Kamahl, Australian artist, has re-signed with Phonogram Records. Kamahl, who was born in Ceylon, has established himself as one of the most consistent album sellers in a market that is dominated by U.K. and U.S. discs.

His first album was a big seller, but it was his second "Dreams of Love" that has won him national recognition. Phonogram gambled on a huge budget on the disc, but it paid off—"Dreams of Love" gaining a gold record award and sales winning the best male vocal album in this year's Musical World Awards. Advance orders for Kamahl's next album indicate that it will receive a gold record award within weeks.

Paul Turner, the general manager of Phonogram, said that "Due to Kamahl's outstanding talent and historic success we have signed him for at least five years. The contract is one of the most lucrative ever offered in Australian and international promotion and release on future disks."

Australinger Kamahl signs again with Phonogram Records, Australia. With him are, left, are Paul Turner, general manager of Phonogram, and Darnett Hoy, assistant manager.

European Executive Turntable

In accordance with the future policy of the company, Fred Philips of Philips Records in the U.K., has made two new and important appointments to the management, relating directly to the expansion of the company's activities, involve long-time Philips PM man Paddy Fleming and Richard Swanson. Fleming has been appointed to a newly-created position of international promotion manager. He will personally team up with both U.K. and European artists in all media activities, with a view to creating top exposure, particularly in Europe. Swanson, now the company's U.K. promotion manager, will be responsible for the co-ordination of local artists within the PR depart- ment. The pop underground field. Philips press officer Nick Drane will continue to work in close liaison with both Fleming and Swanson and report directly to Fred Marks.

Cott Drane will take up his appointment as managing director of the President Group of labels (President, Poly-Roy, Joly) in the U.K. Drane will continue to supervise his own Gemini label, which is distributed by President Records, from the latter's premises in London. He had previously been sales chief at CBS Records.

Silverstein Quits After 35 Years

LONDON—Victor Silverstein, one of Britain's longest-serving recording artists, has terminated his contract with the company after 35 years.

Silverstein, acknowledged leader in Britain of stile-tomato dance music, is currently negotiating a new contract with Pye. If the deal is finalized, a three-album launch is planned for the autumn.

Finato Production's Tony Palmer is in line to handle the Silverstein sessions, which would renew a previous association between the two men. Palmer was Silverstein's producer while working as an EMI staffsman.

ADRIANO CECENTANO

ITALY—JULY 4, 1970, BILLBOARD

LATIN TRIP FOR MOE EXECOS

NEW YORK—Marty Wilson and Jerry Terra, president and vice president of Mio International Record Inc. for about a month long tour of Latin American countries.

They will visit Mexico, Central America, Colombia, Peru, Chile, Argentina, Brazil, Trinidad and the U.S. to evaluate their present distribution arrangements and new affiliations where there is no existing representation.

In addition they will be scouting new areas and evaluating possibilities for acquisition and release of the Mio label. The new cable address for Mio International Records Inc. is Millen, New York.

Silverstein, acknowledged leader in Britain of strict-tempo dance music, is currently negotiating a new contract with Pye. If the deal is finalized, a three-album launch is planned for the autumn.
Awards Dinner Closes Cap Parley in Canada

VANCOUVER—A dinner at which seven awards and two certificates were presented climaxed the 1970 national convention of Capitol Records (Canada) Ltd. More than 100 Capitol staff members attended the convention, and several celebrities. Among the guests were Joe South, Anne Murray and Pierre LaLonde.

The award winners included: Paul White, ad director, for his work and direction with Edward Bear; Douglas Hadden of the Vancouver office for his efforts in the rack division; Dave Evans, national sales manager, Capitol's wholesale division, for a year of outstanding achievement in the leading branch and for being top salesman in the wholesale division; Don Dunlap, branch manager in Calgary, on behalf of his branch for outstanding results in the wholesale division; Uwe Schruck, of the Vancouver branch, for concern for his customers and the company; Hal Schatz, director and advertising and promotion, for his division's effort in publicizing and promoting Edward Bear; Pierre LaLonde, for his hit song "Canadian Summer," which sold over 50,000 singles in Quebec and the Montreal, N.Y. branch for sales performance against quotas; and to Edward Bear, for being the first group to break in the U.S. as a Capitol Canadian international artist.

Certificates were given to last year's winners as a momento of the event, including 1969-69 Dave Evans, former Ontario branch manager, and Bill Recati, Quebec Sales Manager, for being salesman of the year 1969-68, who were the recipients.

Rick Honey, well known disk jockey from CKLG, Vancouver, was master of ceremonies at the dinner.

MODERN TAPE & BANG DEAL

TORONTO—The Modern Tape Cartridge Corp. has acquired distribution rights to the bang label. First release under the new agreement is "A Little Bit of Sun" by Dave Hamilton, previously handled by Allied Rec & Bang.

From The Music Capitals of the World

TORONTO—Dave Mason, cut with his first album on Blue Thumb, is now a resident of Toronto.... Warner Bros. artist, Mongo Santamaria, scoring with "Feelin' Alright" single at the Colonial Tavern, followed by Roland Kirk, Warner Bros., has several acts on the forthcoming Festival Express... due to reach Toronto next weekend. Global Village is currently presenting a play "Jintur," Warner Bros., released "The Best of Tom North Coast" album. North Coast is a Canadian artist. First release on the new Tuesday label will be Steel Pulse "Ten Pound Note." Dionne Warwick played a charity concert at O'Reilly's Center last Sunday (14). Show was produced by Sam Norman and Ward Pennix. The Musica Centennial Corporation is still trying to confirm John and Yoko Lennon's appearance in Winnipeg this summer. New group in Toronto called Mudflap, which features Grant Fulkerson and Pinky Davis, joined by Frank Soltane, King... Dave Mushofsky, Eugene Fallo and Robert DeSalle, Group made their debut at the Cafe El Palto in Toronto this week. The Record World magazine just announced a new edition of the Club Magazine, which includes five pages of Canadian selections. The magazine has a circulation of over 200,000, and L. D. Graner states that the Club has no trouble getting into a large Canadian section together. The section includes productions by Gordon Lightfoot, the Guess Who, Edward Bear, the Pop Family, Guelph Montreal, the Travellers, Leonard Cohen, Bob and Franlie, and Mother Tucker's Yellow Duck.

Bear Single in Simulrelease

TORONTO—Capitol this week announced that Edward Bear's second single was released simultaneously in the U.S. and Canada on June 29. The song is called "You Can't Do It," and it follows the group's recent Hot 100 chart rider, "You Me and Mexico."
"PSYCHEDELIC LIPSTICK" and "GOOD LOVE"

The International Hit Songs From DETROIT, MICHIGAN—U.S.A.

Sung by
The International Hit Artists From DETROIT, MICHIGAN—U.S.A.

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"Good Love"
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In Germany and Austria on VOGUE RECORDS D.V. 11080

The Netherlands & Benelux on STATESIDE RECORDS by EMI-Bovema #5-C006-916 04

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Mike Butts & Bob Nixon
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In Spain on DISCOPHON RECORDS S.5. 104

Recorded at GM Studios East Detroit, Michigan

www.americanradiohistory.com
Battle for U.K. Record Market Dollar Is Growing Hotter

By GRAEME ANDREWS

LONDON—The increasing competitiveness of the U.K. record market is underlined by an analysis of Record Retailer's British singles and top price album charts during January to April. While market leader EMI held on to the No. 1 position in both product categories, its lead in albums has been reduced and threatened by CBS, which was only 1.1 percent behind in the share of the LP charts. EMI had a more convincing lead in the singles stakes with 12.5 percent of the chart share, but here too, below EMI, the market has been split between a larger number of record companies than ever before.

Decca held a greatly reduced No. 2 share of the singles chart and took number three place in the album chart, with its share again greatly reduced from a mere two years ago when the industry first showed signs of emerging from its traditional domination by the then-big four of EMI, Decca, Philips and Pye.

Warner Bros. Open Australian Office

SYDNEY — Warner Bros. Records, a two-year-old Australian company here called Warner Bros. Records of Australia, with Paul Turner named head, has announced a new venture. The joint venture is WB's third foreign company, having opened offices in Canada and England. The Australian company will open formally October 1.

Turner and a staff to be assembled will have complete control of all releasing and promotional activities to fit local conditions.

WB's former licensees were the Australian Record Co., Ltd. Pressing and distribution functions will be leased out to local companies.

The major company plans to actively record local performers, with the American, English and Canadian companies assisting in promoting Australian acts and records.

WB entered the company-owned international field in 1967 when it bowed its Canadian firm, now headed by Kenneth Middleton. Its English company was formed June 1, 1969, and run by Ian Raffini.

RCA Records believes in him.

Since then, another European major Polydor has emerged strongly, taking no less than 13.6 percent of the album chart in RR's first survey of 1970 and a more modest 2.9 percent slice of the singles chart.

The biggest challenge has come from EMI's wide range of multi-label independent labels, with RCA progressively building its chart share behind CBS, followed by Warner Reprise and Liberty/UA.

CBS and RCA are now recognized as full-scale majors running their own manufacturing facilities and distribution operations, while of the independents using other companies' pressing and delivery services, both Warner and Liberty have constantly been in the forefront.

U.K. independents have also fairly constantly been led by Island, which this year took 6.2 percent of the singles chart and 3.4 percent of the album chart, while Apple has inevitably been another frontrunning independent with 4.8 percent of RR's singles survey and 1.5 percent of the album survey.

While Apple's place can be described as inevitable, the emergence of Island currently very strong in the U.K. market with progressive product has been a significant point of interest in the field and previously entrenched majors, who have retaliated by launching specialized units such as EMI's Harvest and Philips' Vertigo. However, neither of these labels has matched Island's performance yet.

Meanwhile, Pye has emerged from a very cold start to 1970 (it didn't even rate a placing in the RR survey) and is certainly set to make major gains in the second survey due out of August. The company has scored strongly in both the single and album charts by cashing in on the Mexican World Cup football, releasing recordings by the England team, and has also produced the fastest selling single so far this year with No. 1 hit "In the Summertime" by Marv鼠标 Jerry on the Dawn label.

Avco Embassy, Bagatelle Tie

PARIS — Bagatelle Publishing, Paris, has acquired promotion rights for the New York disk and publishing company, Avco Embassy (Promotion) of the 10-album, triangle catalog in the three-year contract. The signing will begin in September. Bagatelle general manager Brigitte Berthod announced. She also revealed that the past month Avco had signed similar terms with Record Italia, Arista Germany and Columbia Spain. A U.K. deal would be announced shortly, she said.

Mme. Berthod will visit New York to complete certain aspects of the deal in July, taking in also Los Angeles and Montreal.

First releases will be albums by Delta, Reese, Liquid Smoke and Eric Mercury. Meanwhile, Bagatelle's French-released product is now to be distributed in Canada by London. First title, "A Chicago," by Paul Selbert, is already in the Canadian charts and an Italian version is about to be released.

Guidile Intl in Cassette Debut

PARIS — The Guidile Internationale de Disque, French outlet for the U.S.-CBH Concert Hall Record Club, makes its cassette debut with a 25-tape deluxe telephone-cassette catalog.

The Guidile, which operates mainly by correspondence and its 24 retail outlets in Paris and the provinces, is introducing the line in a specially produced cassette album, each containing a two-page "sleeve note" inside. Each telephone-cassette will set at $6.

The debut release features classics, jazz, pop and easy-listening lines from the Pacific's 106-song LP catalog. Internationally known artists include Karl Schuricht, Lorin Mazel and Charles Munch, jazz trumpeter Bill Harney and the Golden Gate Quartet.

The Guidile will await initial public response to the new line before deciding on a policy of simultaneous album cassette re-releasings. The firm's catalogs will, however, be marketed. The firm is the first in France to adopt this new of cassette presentation, the retail competition with standard outlet prices.

SPANISH TRADE NAMES HEAD

MADRID—A new president of the Spanish Federation of the Phonographic Industry was elected at a meeting in Zaragoza. The new president is Luis Sapi-Cristina, manager of the Madrid branch of the Odiseo Espanola company.

The new Federation secretory is Francisco Rosas Janer, of Dassie Belter (Madrid).

S. Africa M.D.'s Take to Cassette

EINDHOVEN, Holland—According to a survey of over 1,000 doctors in South Africa this cassette players in their cars. Each week they receive one cassette containing medical information from the International Medical Media and produced by South African physicians. The information is recorded in Johannesburg and copied by Philips in Holland.

This service, it is planned, will be extended to cover all 8,000 doctors in the country.

JULY 4, 1970, BILLBOARD
From The
Music Capitals
of the World

in the city. Italian singer Tony
Renzi also arrived—but only to
see the football games. James
Grovan, international actor, has
reached Mexico. Capitol has
released a triple album "25 Years
in the Hit Parade" featuring Nat
Cole, Peggy Lee, Jane Froman,
Paul Weston, etc. Another Capitol
triple set is devoted to the France
Poujoult orchestra. CBS re-
leased LPs from Chicago and Ni-
men and Carunkel. Current hit
"Te He Promised" by Argenta-
nese singer Lisa Don was recorded
seven years ago. Creuncet
Clearwater Revival are now ex-
tremely popular in Mexico.
Hans Schrader, in charge of Latin
American operations for Philip-
plast, has returned to Mexico. He
will be assisted by Andrea Toiffi,
who is in charge of Latin American
art production and distribution.

LONDON

"Everything Is Beautiful" at the
KPM Music Group right now,
with the record of this song, by
Ray Stevens, firmly placed in the
Top 10 here—and with the
singer himself coming over for
personal promotion work on July 1.
"Sally," the old Grace Field,
numbers, has been given a new
face of life by Gerry Mon-
roe. It is high in the U.K. Top 10.
Top 10 hits this week include
"Groupy Girl" from the Top 30,
will be coming to Britain this
month. New hits include number
10, plus a Royal Albert Hall
concert appearances. "Sweet
Inspiration," written by John Cam-
eron, and recorded by Johnny
Johnson & The Babwagon, is
climbing fast. Tony Macnally
produced this disk. Associated
British Music Ltd., a subsidiary
of KPM, is now working on the mu-
sic for the first three of the many
Associated British films it will be
handling. The company has sec-
cured a major recording of each
of the themes. The films will be
pre-released on Sunday (5). They
are "And Some of the Darkness,"
with music by Laurie Johnson
and a lyric by Alan Price, which
has been recorded by James Royal
(CSU); "Haunting Me," the theme
from the Roger Moore film "The
Man Who Haunted Himself," re-
corded by Alan Moonshine
(Globe); and "If There Ever Is
a Next Time," from the Peter Sellers
film, "Hoffman," with lyric by
Don Black and music by Ron
Grainer, which has been recorded
by Matt Mourn.

PHILIP PALMER

PRAGUE

Supraphon Records will discontinue
its own best selling records chart.
A Czech National chart is now
being compiled. The chart, issued
monthly, is based on data received
from specialist record shops.
Murphrav records selling par-
ticularities of records, and on
letters received from listeners to Czech
telephone, which each month features
a group selling tary numbers, and
on its hit list.

HONOLULU

The Kim Sisters finished record-
ing a "Live At The Hideaway", an
definitive album for Makaha Records
during a sold-out 10-night stand
with the Alan Brothers. The group
formally added Mike Bloomfield
to the John Lee Hooker-Billy Idol-
Scoggs rock show June 19-20 at
the Civic Auditorium. Hula
Records' Don McDermid Jr., has
a hot seller in "Blue Dancing," a

tune written and recorded by Tony
Lindsay. Yor dresser, Suni
Hirasko, has left Japan to settle
down in Hawaii. He plays with the
Herb Ohta group at the Queen
Kapiolani Hotel. Don Costa
was among the first-sellers with the
local singer Dick Jensen opened
at the Gaydier Hotel's Main
Showroom, Jensen, who will return
to the Landmark in Las Vegas this
summer, is completing his second
album on Probe—Costa's guidance.
Singer Rosie Hiler has ended her
tour to move on to her Lake Tahoe
commitment. She filmed a "Hawaii
Five-O" segment before leaving, however, and
can be heard—in deliberate eff-
try—in the "MAH" soundtrack.
She does a couple of Japanese
tunes.

WAYNE HARADA
From The Music Capitals of the World

MANILA

The Four Aces will do a one-nighter at the Savoy (the former Sherry's), July 6. . . Jonal artist Julius La Rosa has now has his own weekly show with ABS-CBN. In color, it is titled "That Young Image." . . . D'Swan and the Kansas City Broadcasting System have a joint promotion involving London artist Engelbert Humperdinck. "The Engelbert Humperdinck Show" is being run in KBS. D'Swan is exclusively promoting Engelbert and Darlin singles in the Philippines through a contract with Super Records. Productions of local stereo LP's by independent outfits are being hampers by the sudden rise of the cost of the stamps. The cost shot up from 800 peso to 1,300 peso in less than a year.

The mini-LP fat is just catching fire for love duets. For Alpha, there's "The Love Duets," with Memory and Manny De Leon for Wilarea, and "The Love Duets" by Vilma Santos and Edgar Mortiz, Ed Fialan and Hilda Kusun and others.

The Perla Adea and Tito Cruz EL. . . . The mini has four selections and plays at 33 1/3. The retail price is now 6 pesos (S/1). College senior News Bureau Jr., won the coveted "Tawag Ng Tanghalan" national championship title over seven other regional finalists. Even before Bote won the title, there already was a scramble among record companies to sign him. Bote's personal management went to the Talent Center of ABC-SBCN, and Bote was urged to issue the press to an organ concert. Reality TV's "Dolphy Delight" gave a key "Dolphy Delight" for the press recently. D'Swan Productions, has already released six singles for "Dolphy Delight." The last June 26. Villar artist, Rolly Alef, is now singing with the press. "Villar Records is conducting an all-male print campaign for artist Rolly Coloma who has now released 26 LP's. The publicity campaign for "Dolphy Delight" is the biggest ever concentrated on one artist, foreign or local. Coloma's latest LP's are "I Love You Truly" and "Little Brown Gal." Some of the new LP releases are "Mistaken Identity" in Mexico. "The Truth" in Brazil.

STOCKHOLM

Sales manager Roll Nguyen of EMI, Sweden, is planning the Capitol sales convention in Canada. Phillips is continuing his hard promotion drive for stereo cassette. The company hopes for big sales this summer. Phillips is also planning a hard drive in his mail order business.

CBS-EMI distributed a rack card for the record label's CBS "7" line through all the Swedish mass media. The campaign has been positive. Electrica. began an early pro-

You'll find it in the BUYER'S GUIDE

The company has been promoting the Elvis Presley album "On Stage" (RCA). LP is issued in July, but the LP is still strong in motion. The label is working with the Columbia Country Records. Nashville Capitol. Electrica has released three albums (all on RCA) by Conway Twitty, Loretta Lynn and Hill Andrews. "The Wayward Son" with his band, a group of Irish jazz bands, among them Jim Farley, Chad Meredith and Irish, born American Jim Riley. Time magazine since the day after the first performance, "The Irish Tourist," on the Swedish National Radio, will start Saturday, May 3, "In Sweden 1974." KEEN STEWARD

NASHVILLE

Area Code 615 has cut a new LP at Cinderella Studios in Nashville. The album, "Trip in Country," has been released on the Polydor label. . . . Brenda White, who spent five years with Wayne Moss working on his last album, which also was his first, has started cutting his second LP at Cinderella Studios in Nashville last week to work on a project involving Louis Drake. Drake says George Harrison also will be in later in the year.

The latest LP to be released in Sweden has been "Maria," by a single, "Sugar in the Flowers." The album was released on a Polydor subsidiary. The record was signed with Mosse under an exclusive written contract will be in Nashville on Wednesday (7), at his pressing studio. The pressing will be done by Rory Burns.

Roger Miller was at Mercury studios on the 25th recording his latest "Kathy." He will be in Nashville Monday-Wednesday (8-10) at Athena studios to do his first session, "Marty" is on Wataertown, N.Y., has signed an exclusive writing and recording contract. . . . "Marty" Shals has signed with three Swezian records for the Sweet Inspiration's, having just finished a session, and R.B. Greaves. E.R. "The Time," who has been working with Dave Porter on Saturday and Sunday, will be the next guest at the Warehouse in New Or-leans. "The Time" will be back at that spot on the 17th and the 18th. The Warehouse will be at the Warehouse in New Or-leans. "The Time" will be back at that spot on the 17th and the 18th. The Warehouse will be at the Warehouse in New Or-leans. "The Time" will be back at that spot on the 17th and the 18th. The Warehouse will be at the Warehouse in New Or-leans. "The Time" will be back at that spot on the 17th and the 18th. The Warehouse will be at the Warehouse in New Or-leans. "The Time" will be back at that spot on the 17th and the 18th. The Warehouse will be at the Warehouse in New Or-leans. "The Time" will be back at that spot on the 17th and the 18th. The Warehouse will be at the Warehouse in New Or-leans. "The Time" will be back at that spot on the 17th and the 18th. The Warehouse will be at the Warehouse in New Or-
### Hits of the World

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<th>Radio Station</th>
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<td><strong>BRITAIN</strong> (Country Record Bureau)</td>
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<td><strong>Honey</strong></td>
<td><strong>Garry</strong> (Doo-Wop)</td>
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<td><strong>GROWIN’ WITH ML. BLOOR</strong></td>
<td><strong>Samantha</strong></td>
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<td><strong>CLEANING A TREE</strong></td>
<td><strong>Fred</strong></td>
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<td><strong>YELLOW RIVER</strong></td>
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<td>8</td>
<td><strong>SALTY BAY</strong></td>
<td><strong>George</strong></td>
<td><strong>Massie</strong></td>
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<td><strong>COTTONFIELDS-Beth</strong></td>
<td><strong>Cotai</strong></td>
<td><strong>Boys</strong></td>
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<td><strong>OVER THE GOODBYE</strong></td>
<td><strong>Samantha</strong></td>
<td><strong>Cline</strong></td>
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<td>18</td>
<td><strong>WINDING ROAD</strong></td>
<td><strong>Bill</strong></td>
<td><strong>Boyd</strong></td>
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<tr>
<td><strong>CANADA</strong> (Country Music Network)</td>
<td>This Week</td>
<td>1</td>
<td><strong>THE LONG WINDING ROAD</strong></td>
<td><strong>Fred</strong></td>
<td><strong>Sure</strong></td>
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<td>2</td>
<td><strong>BORN TO BE BLUE</strong></td>
<td><strong>Harry</strong></td>
<td><strong>Veale</strong></td>
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<td>3</td>
<td><strong>RUN THROUGH THE RAIN</strong></td>
<td><strong>Wanda</strong></td>
<td><strong>Robinson</strong></td>
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<td>7</td>
<td><strong>RIDE CAPTAIN RIDE</strong></td>
<td><strong>The</strong></td>
<td><strong>Cats</strong></td>
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<td>9</td>
<td><strong>THE LOVELY YOU SAVE</strong></td>
<td><strong>Rita</strong></td>
<td><strong>Ora</strong></td>
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<td>10</td>
<td><strong>GODDESS DIAD</strong></td>
<td><strong>Pig</strong></td>
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<td>11</td>
<td><strong>CALL ME SMILE</strong></td>
<td><strong>Van</strong></td>
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<tr>
<td><strong>DENMARK</strong> (Country Danish Group of HF)</td>
<td>This Week</td>
<td>1</td>
<td><strong>UP AROUND THE BEND</strong></td>
<td><strong>Fred</strong></td>
<td><strong>Sure</strong></td>
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<td><strong>MINNOWS-MAR MILLER</strong></td>
<td><strong>Bobby</strong></td>
<td><strong>Reed</strong></td>
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<td><strong>CICILIA</strong></td>
<td><strong>Sim</strong></td>
<td><strong>Birch</strong></td>
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<td><strong>SMILEE KEHRE</strong></td>
<td><strong>Bill</strong></td>
<td><strong>Barnett</strong></td>
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<td><strong>THE OFFICIALs</strong></td>
<td><strong>Bill</strong></td>
<td><strong>Gibbs</strong> (DoNY)</td>
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<td>8</td>
<td><strong>HER KOMMER PIPPI</strong></td>
<td><strong>Babs</strong></td>
<td><strong>Svendsen</strong></td>
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<td>9</td>
<td><strong>LOVE ME OR HATE ME</strong></td>
<td><strong>Babs</strong></td>
<td><strong>Svendsen</strong></td>
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<td><strong>THE JOY BOYS</strong></td>
<td><strong>Fred</strong></td>
<td><strong>Smith</strong></td>
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<td><strong>HOLLAND</strong> (Country Radio Veronica)</td>
<td>This Week</td>
<td>1</td>
<td><strong>QUESTION</strong></td>
<td><strong>Moody</strong></td>
<td><strong>Blues</strong></td>
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<td><strong>NEVER MARRY A RAILROAD MAN</strong></td>
<td><strong>Tina</strong></td>
<td><strong>Jones</strong> (Doo-Wop)</td>
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<td><strong>UP AROUND THE BEND</strong></td>
<td><strong>Harry</strong></td>
<td><strong>Veale</strong></td>
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<td>4</td>
<td><strong>GET IT IN YOUR BONES</strong></td>
<td><strong>Bobby</strong></td>
<td><strong>Reed</strong></td>
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<td><strong>AMERICAN WOMAN</strong></td>
<td><strong>Janis</strong></td>
<td><strong>Joplin</strong> (Seven Years After) (Doo-Wop)</td>
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<td><strong>YELLOW RIVER</strong></td>
<td><strong>Chie</strong></td>
<td><strong>Garfield</strong> (CBS)</td>
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<td>7</td>
<td><strong>CISCO ROSS</strong></td>
<td><strong>Garfield</strong></td>
<td><strong>Candles</strong></td>
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<td>10</td>
<td><strong>YOU DON’T BELIEVE IN MY LOVE</strong></td>
<td><strong>Garfield</strong></td>
<td><strong>Candles</strong></td>
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<td><strong>ITALIAN FEST TO ‘LADY BARBARA’</strong></td>
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**German Satellite TV Show Set**

**NEW YORK**—A one-hour color variety special starring U.S. and international performers will be beamed live via satellite from the studios of the German TV Network. Produced by Lloyd Taylor, the show, "Bremen to Germany," will be broadcast on October 31, 1970. The network, a joint venture of European companies, will be visited by an estimated audience of 30 million.

**Italian Fest to ‘Lady Barbara’**

**MILAN**—"Lady Barbara," performed by Renato Zero (CBO) wins the Italian TV Festival, a show selected by the members of the National Board of Television, for the year 1970. The show, subtitled "Barbara," is a musical revue that takes place in the Italian countryside. The show is produced by Renato Zero, who also directed the show. The cast includes many well-known Italian actors and singers, including Umberto Tozzi, Ennio Morricone, and Anna Karina. The show is broadcast on Italian TV, and is also available on DVD.

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Continued from page 48

KFWB sold with a 9 share in the 6-10 a.m. period. But KRLA is ahead in midday. Here’s the rundown: KJH has a 3 between 6-10 a.m., then a 10.2 from 11-1 p.m. going back up to a 9 from 4-7 p.m., and a 13 fingthing. In those same periods KRLA has 8, 6, 5, and 3. KMPC has 6, 4, 2, 6, and 4. KMME has 6, 1, 1, 5, and 1. KMME has 6, 1, 1, 2. KABC-FM has 9, 7, 5, and 9.1. KYSR-FM has a 1982295 on the line Jimmy Rabbit show in the evenings. AM stations have a 1.7, 1.6, and 1.5. It’s interesting to see the nationalism never scores—KDAY, KISS, and others. Back by the drawing board.

How would you like to know what’s going on in ratings in New York? The top 5 ARB stations are leading in average quarter-hour figures. ARB set 6 a.m. midnight with a 113.5 share. Next is WABC with 99, then WINS with 86, WINS with 81, WOR with 75, and WOR-FM with 5.2. WWJN with 51. So it looks as if even local programming, WNEW is still riding high in ratings. WKBW has an interesting breakdown. WABC leads in men 20-29 and women 25-34, with WKBW in second. The same. WOR-FM has a 4 share of the market and was third in women.

Sid Mark, now program director of WKBW in Philadelphia, has joined ABC. He had a 6-9 share in Sinatra. He has been a regular on his Sinatra show for several years and Williams. WNEW in New York always set aside a segment of his regular show for Sinatra. WKBW has a 6 share in the same time slot. WNEW has been named general manager of WOR-FM. WKBW is selling manager of WKBW in Buffalo, N.Y. The KABC-FM, San Francisco, includes general manager Stan Gurel, station manager Martin Diamond, and program director Bob Newcom. Music supervisor is Joe Turner, and personalities are Bob Cole, Jon Fox, Renato, and Jack Nardini. Major, Roland Young, and Joshua Moore.

Gary Mitchell, formerly of WIBG in Philadelphia, reports in from WABR in Mobile, Ala., where he’s now program director: says he’s trying to get the station to more of a "city sound." WABR’s staff includes Bob McNeil, Mitchell, Norm Miller, Johnny Sonnen, Jack Rakestraw, and Laugh Love. WLS-FM, Chicago, gets deeper into drug abuse problems and last week put Black Panther leader Bobby Rush on the air in the campaign. KODE in Joplin, Mo., is claiming the world’s oldest "city" publication, Des Moines, George, 44. Does the morning show. Rest of the show is the "City Sound," and Ted Stillwell, Darrell Kingery, has returned to school. Rick Harmen plus has departed the visitor list. Bill Symens is now with the station doing an air script. Steve Carter joined KODE from WMBH in Joplin, Mo.

Hald (Baby) Moore didn’t like that Texas city to be back in El Paso, so he’s back with KHOW in Denver. KHOW has program director John Hackin doing the morning show. Lindsay English, Tim Kennedy, Moore, John Harburg, and Dave Winter.

Downbeat Sets Disk, Tape Club

CHICAGO — Downbeat has started its own jazz record and tape club. Subscribers to the magazine receive a 25% discount off the list price of the more than 300 titles in the catalog, which is to be added each month. There is a $3 fee for subscribers to join. Non-members may order records at list price only. In addition to the records, recalls, blues, and soul LPs will be offered to members.

Komiser, Loetz Win With MCA

NEW YORK — The MCA re-alignment story in last week’s Billboard inadvertently placed Harold Komiser as national promotion manager. He is national sales manager and Herb Gordon is national promotions manager. Also, a printer’s error set Jack Loetz, original vice president of CMA Records instead of MCA Records.

Avco Embassy ad on opposite page featuring "THE GLASS BOTTLE" on their new single "Sorry Suzanne" and their album was produced by BILL RAMAL & DICKIE GOODMAN
SPECIAL MERIT PICKS

4 STAR

SOUNDTRACK

SOUNDTRACK—The Hawaiians, United Artists 83513

Polynesian and Hawaiian music has always had its place in the popular imagination, but never before has it been presented with such loving detail and attention to authenticity as on this album. The Hawaiian termucked chorus, with its ring of voices, is heard a number of times on this album and is quite effective. The Polynesian music is also very well done and is a definite highlight of the album.

GOSPEL

ELKHART PENTECOSTAL CHURCH CIRCUIT—God Is Love

This album has a rock-and-roll feel that is still very much a part of the modern sound. The singing is excellent and the music is very catchy. The arrangements are also quite good and make for an enjoyable listening experience.

POPE

POPE—Mystic Mystery

This is an excellent album of religious music. The singing is excellent and the music is very uplifting. The arrangements are also quite good and make for an enjoyable listening experience.

INTERNATIONAL

JOSE ALIPE—La Santa de Capo, RCA Victor 83071

Supported by an orchestra of horns and strings, this album presents an interesting and unique take on the music of the region. The records have that percussive, beat-heavy quality that is uniquely Spanish, and the strings add a touch of elegance to the overall sound. A very entertaining record.

CLASSICAL

ALLEGRE—Verdi Theatrical, RCA Red Seal 86024

The Bernstein Bay Choral is one of the best choral groups in the world. The performances are flawless and the music is beautifully arranged. A truly outstanding record.

Action Records

Albums

NATIONAL BREAKOUTS

IT'S A BEAUTIFUL DAY—Marvin Hamlisch, Columbia CS 1058

EMERSON—Mozart Piano Minuet, Dunhill DS 50081

DAVE MASON—Alone Together, Blue Thumb BT 19

CONWAY TWITTY—Hello Darlin', Decca DL 75209

SERGIO MENDES & BRAZIL '66—Greatest Hits, A&M SP 4123

ANRICK GOLDSBORO'S GREATEST HITS...United Artists UA 3502

ALBUM REVIEWS

BR SPOTLIGHT

Best of the album releases during the week in all categories as picked by the BB Staff. These are the albums for the sales and chart movement.

SPECIAL MERIT

Albuns with sales potential that are deserving of additional consideration at both the chart and retail level.

STARS

** ** ** ** Albums with sales potential within their category of albums and possible chart items.

More Album Reviews on Page 12

BUDDY MILES...Thamen Changes, Mercury SR 61280

MIKE CURB CONGREGATION...Came Together, Capitol CS 1002

GEORGE BAKER SELECTION...Little Green Bag, Colossus CS 1002

NEW ACTION LP's

ROGER WILLIAMS...Themes From Great Movies, Kapp KS 3820

BOBB MARTIN...With Love, United Artists UA 6755

CHARLES KARLAND...Black Truth, Prestige PR 7758

AMBERGIRIS...Ambergris, TMG 14

INCREDIBLE STRING BAND...I looked Up, Elektra EK 74051

The charts tell the story—Billboard has the CHARTS
In the album of the decade, Carmen shows how far a nice girl from Seville will go to be liberated.

Bold, new concept shows Carmen as a wild, free spirit oppressed by the establishment in a rock, folk, soul, classical, camp version of Bizet's opera.

Unusual cast ranges from 'Purlie' super-star Melba Moore to the Detroit Symphony Orchestra to Mary Bruce and Her Starbuds to Metropolitan Opera star William Walker to Pig Iron and many others.

Included in the album is a full-color libretto giving the history of The Naked Carmen, the words to the songs, and illustrated impressions of the opera.


We're behind The Naked Carmen all the way with a major marketing campaign and she's ready to go. • Paid radio spots on classical FM and progressive Top 40 stations coast to coast. • National exposure in major progressive newspapers starting with The Village Voice. • Completely prepared newspaper ads for your local co-op advertising. • Specially designed cigar-box press kits for top reviewers everywhere. • Merchandising kits complete with full-color, easel-backed display posters and banners. • Two free large-size four-color banner posters. • Free display package including the album cover and libretto for national distribution. • Now you get behind her and give everyone in your area a chance to set her free.

From The Mercury Record Corporation Family of Labels / Mercury - Philips - Smash - Fontana - Limelight - Intrepid
A Product Of Mercury Record Productions, Inc. / 35 East Wacker Drive, Chicago, Illinois 60601 / A North American Philips Company
**Spotlight Singles**

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

**1970-06-20 Top 20 CHART (127)**

**COUNTRY**

**WHO-SUMMERVILLE BLUES (2:22)**

(Prod. Eric Lindberg & Chris Stamp) (Writing: Cochran-Stamp)

(Rambles/Presley/Marie), BMI—The Eddie Cochran hit of the 70's is going to be a big hit, currently climbing quickly for the nostalgia feel the song has for the kids and it's certain to put them right up there at the top.

(Prod. "Heaven and Hell" (2:31) (Truck, BMI), BMI 22758

**NEIL DIAMOND-SOLITARY MAN (2:28)**

(Writing: Diamond/Stephens), BMI—Labeled as a Top Twenty winner by many, this song has caught on like wildfire and looks to be a big hit.

(Prod. "The Time Is Now" (2:10) (Tally/Hill, BMI), BMI 2777

**BARRY GOLDSBORO—IT'S GONNA CHANGE (2:40)**

(Prod. John Montgomery; Barry Goldsboro), BMI—The second single from Barry's first album, this song looks to be a big hit and is sure to be at the top by this weekend.

(Prod. "Man Of The World" (2:40) (Judy/Bruce, BMI), BMI 2670

**J.R. WALKER THE ALL STARS—DO YOU SEE MY LOVE (For You Growing) (3:14)**

(Prod. Tony Brooks) (Writing: Sanger-Boyd), BMI—Another hit from the group, this song is sure to be a big hit and will be at the top by this weekend.

(Prod. "The Best Of Both Worlds" (3:20) (King/Bruce, BMI), BMI 2700

**ANDY KIM-THE HARVEST (4:49)**

(Prod. Jared Barry; Barry/Brock), BMI—With a strong back-up, this song looks to be a big hit and will be at the top by this weekend.

(Prod. "Tell Me Why" (4:50) (Joel/Maurice, BMI), BMI 2720

**JAMES BROWN-GET UP (I Feel Like Being A Sex Machine Part I I Port II) (2:49)**

(BMI—The hit song has caught on like wildfire and is sure to be at the top by this weekend.

(Prod. "My Generation" (2:45) (Brown/Maury, BMI), BMI 2720

**LOU RAWLS-BRING IT ON HOME (2:59)**

(Prod. Dick Hall & David Axelrod), BMI—Lou Rawls is back with a strong back-up, this song looks to be a big hit and will be at the top by this weekend.

(Prod. "Don't Take Me Away" (2:59) (Rawls/Hall, BMI), BMI 2720

**ESTHER PHILLIPS (with the DIXIE FLYERS)—GET ME FREE (3:32)**

(BMI—Esther Phillips is back with a strong back-up, this song looks to be a big hit and will be at the top by this weekend.

(Prod. "Let's Get Free" (3:32) (Phillips/Brook, BMI), BMI 2720

**BILLY HYLAND-GYPSY WOMAN (2:32)**

(Prod. Dick Hagedorn) BMI—This is the second single from Billy Hyland's hit album, "Gypsy Woman," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "You And Me (No. 2)" (2:32) (Hyland, BMI), BMI 2720

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

DEAN'S VEST AND THE CLASSICS IV—Ced Haven I Loved You (3:55)

(Prod. Duane Eddy) (Writing: Bud-Collins-Baker), BMI—This is the third single from Dean's VEST and the CLASSICS IV album, "I Loved You," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "I Loved You" (3:55) (Davis/Eddy, BMI), BMI 2720

**BILL REESE-BETTER TIMES (3:01)**

(Prod. Steve Cooper-Cook-Hill), BMI—This is the second single from Bill Reese's album, "Better Times," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "Better Days Ahead" (3:01) (Reese/Cooper, BMI), BMI 2720

**BOBBY HUNTER—HURRY HOME TO ME (3:05)**

(Prod. Duane Eddy) (Writing: Bud-Collins-Baker), BMI—This is the second single from Bobby Hunter's album, "Hurry Home To Me," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "Hurry Home To Me" (3:05) (Hunter/Reeves, BMI), BMI 2720

**RAY GRIFF—EVERLASTING LOVE (2:50)**

(Prod. Duane Eddy) (Writing: Bud-Collins-Baker), BMI—This is the first single from Ray Griff's album, "Everlasting Love," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "Everlasting Love" (2:50) (Griff/Reeves, BMI), BMI 2720

**CHART**

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

**DICK CIRCLE—Look, Hard Traveling Man (1:56)**

(Austin/Roy), BMI—This is the third single from Dick Circle's album, "Look, Hard Traveling Man," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "Look, Hard Traveling Man" (1:56) (Circle/Austin, BMI), BMI 2720

**LES SEEYERS—There Goes My Love (3:56)**

(Writing: Jones/Collins), BMI—This is the third single from Les Seevers's album, "There Goes My Love," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "There Goes My Love" (3:56) (Seevers/Jones, BMI), BMI 2720

**ROBERT LAY-Tell Me True (3:20)**

(BMI—This is the second single from Robert Lay's album, "Tell Me True," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "Tell Me True" (3:20) (Lay/Williams, BMI), BMI 2720

**LEWIS PRUITT—See The Rich (1:28)**

(Perry/Brown), BMI—This is the second single from Lewis Pruitt's album, "See The Rich," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "See The Rich" (1:28) (Pratt/Perry, BMI), BMI 2720

**SOUL**

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

**THERE ARE NO R&B SPOTLIGHTS THIS WEEK**

**CHART**

Spotlights Predicted to reach the SOUL SINGLES Chart

**GEORGE BROWN—Tell Me True (3:38)**

(Tommy Edwards/Johnson), BMI—This is the third single from George Brown's album, "Tell Me True," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "Tell Me True" (3:38) (Brown/Edwards, BMI), BMI 2720

**DONALD SPENCE—The Moon (1:56)**

(Collins/Black), BMI—This is the third single from Donald Spence's album, "The Moon," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "The Moon" (1:56) (Spence/Williams, BMI), BMI 2720

**JACOB JACOBS—Nothing But Woman (3:35)**

(BMI—This is the fourth single from Jacob Jacobs's album, "Nothing But Woman," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "Nothing But Woman" (3:35) (Jacobs/Jacobs, BMI), BMI 2720

**JAMES FOUNTAIN—My Baby Is Happy (1:24)**

(Atkins/Brown), BMI—This is the second single from James Fountain's album, "My Baby Is Happy," and it looks to be a big hit and will be at the top by this weekend.

(Prod. "My Baby Is Happy" (1:24) (Fountain/Atkins, BMI), BMI 2720

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

**July 4, 1970, BILLBOARD**
Your almost in Billboard" tracks
181 more industry
racks than in
Curtis and Read glory
Blindfold!
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<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
<th>Week No.</th>
<th>Peak Position</th>
<th>Total Weeks</th>
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Continued on Page 64
Everything A Man Could Ever Need

is
a new single
with
everything you could ever want...

with singer: Glen Campbell
with writer: Mac Davis
with producer/arranger: Al De Lory

with across the board exposure on top 40/ good music/
and country radio

plus Glen sings it in his new Paramount motion picture
“Norwood” (Original Soundtrack SW-475)
8 TRACK OR MUSICASSETTE.

'Gasoline Alley'
Rod Stewart
MC8 61264 8 Track
MCR4 61264 Musicassette

'The Best of Jerry Butler'
MC8 61281 8 Track
MCR4 61281 Musicassette

'Stormy Weekend'
The Mystic Moods Orchestra
PC8 600-345 8 Track
PCR4 600-342 Musicassette

'Golden Hits'
Roger Miller
SC8 67073 8 Track
SCR4 68001 Musicassette

'The 4 Seasons'
Gold Vault of Hits
The 4 Seasons—Featuring the 'Sound' of Frankie Valli
PC8 600-196 8 Track
PCR4 610-003 Musicassette

'2nd Vault of Golden Hits'
The 4 Seasons—Featuring the 'Sound' of Frankie Valli
PC8 600-921 8 Track
PCR4 600-221 Musicassette

'Blooming Hits'
Paul Mauriat and His Orchestra
PC8 600-248 8 Track
PCR4 600-248 Musicassette

'Encore of Golden Hits'
The Platters
MC8 60243 8 Track
MCR4 64007 Musicassette

'The Best of Jerry Lee Lewis'
SC8 67131 8 Track
SCR4 67131 Musicassette

'Naked Carmen'
Various Artists
MC8 1-604 8 Track
MCR4 1-604 Musicassette

'Spanyk's Greatest Hits'
Spanky & Our Gang
MC8 61227 8 Track
MCR4 61227 Musicassette

'She Even Woke Me Up To Say Goodbye'
Featuring Once More With Feeling
Jerry Lee Lewis
SC8 67128 8 Track
SCR4 67128 Musicassette

ANY WAY YOU WANT IT, WE'VE GOT IT.
From The Mercury Corporation Family of Labels / Mercury • Smash • Fontana • Limelight • Intrepid • A Product Of Mercury Record Productions, Inc. / 35 East Wacker Drive, Chicago, Illinois 60601 / A North American Philips Company

www.americanradiohistory.com
**LONDON** — Larry Douglas, American independent producer who heads Larry Douglas Productions, has signed a three-year deal with the record firms PDU, owned by Italian recording artist, and Sony in Germany, and Electra Records in London.

Douglas, who has represented the group the Doritans and the band Douglass Record for the past three years, joins the group the Doriants, for Bene- 

Douglas's representation of the Doritans includes the Detroit-based group, the Doritans, whose new single, "Psychedelic Lipstick," will be released on PDU. The Doritans also have a one-record deal for the Doritans, leaving the door open for another Spanish firm to come in on a three-year deal.

Douglas is now negotiating with Columbia for the Doritans, a band that includes the Doritans and other artists in the downtown scene. Douglas would prefer to stay with Columbia, which has been a good partner for him in the past. Douglas has also worked with the "True Girl" package, which marked his first film debut.

**COMPETITION FOR W. MORRIS**

**NEW YORK** — A Billboard Advertisements placed in the New York Times, scheduled for the weekend of Aug 28-30. As usual, the event—sponsored by the Philadelphia Folk Society—will be held on the grounds of the Folk Farm near Schwenksville.

In addition to three evenings under the stars, the festival will include daytime workshops, dance lessons, craft exhibits, and a special concert by several of the performers. The evening schedule gets under way Wednesday with Irish Revers, John Hartford, Breckinridge, and the Beers Fam- 

**30 Performers Slated for Phila Folk Fest Aug. 28-30**

**PHILADELPHIA** — More than 30 performers, including such top attractions as John Hartford, Dave Van Ronk, Bill Rose, and John Denver, have been set for the ninth annual Philadelphia Folk Festival, which will be held on the weekend of Aug 28-30. As usual, the event*sponsored by the Philadelphia Folk Society* will be held on the grounds of the Folk Farm near Schwenksville.

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**Kenee to Produce 3 Quad Pkg for Allied Records**

**LOUISIANA** — Allied Records has signed an agreement with Bob Kenee and his label whereby Kenee will produce three quad packages for Allied by this September.

Allied and Kenee have been working together for some time. The agreement will include the recording of the band's new album, "One Man Band," and a possible third LP, which will be released in the fall.

**EMI to Distribute Plumb's 'Fiddles' and Film Themes**

**LOUISIANA** — EMI will distribute the album "Fiddles" and the film themes recorded by Plumb. The company has also agreed to produce a new album for Plumb, which will be released in the fall.

Plumb has just completed recording the music for the film "Happy New Year," which is scheduled for release in the fall. He has also recorded a new album, "Fiddles," and a film theme for "Happy New Year." The film theme is scheduled for release in the fall.

**Holzman Promy View**

**Continued from page 4**

"It's a new direction for the industry..." New York, NY, July 4, 1970,

**Billboard**

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**Holzman Promy View**

**Continued from page 4**

"It's a new direction for the industry..." New York, NY, July 4, 1970,
Guess who is the heaviest group to come out of Canada?

SANDS OF TIME
"I've Got a Feeling"

Distributed by Buddah Records

NATIONAL GENERAL RECORDS, 1041 NORTH FORMOSA AVENUE, HOLLYWOOD, CALIFORNIA 90046
PHONE: 851-234 ext. 470
It takes a perceptive ear to pick a hit.

One like Jay Stevens, notorious hitpicker of KRLA—Los Angeles, who picked "Long, Long Time" as a featured track from Linda Ronstadt's album, "Silk Purse." (ST-497)

Now we've picked it as Linda's new single.

**It takes one to pick one. This is the one.**

**Long, Long Time**

#2846

Capitol

Produced by Elliott Mazer.