Rio Fest to Roll as Snafus Are Beaten

By HENRY JOHNSON

The participating artists include Richie Havens of the U.S., Nicole Casside of France, Vincen Hill of the U.K., Joe Dolan of Ireland, Katsuko Kaani of Japan, Marianne Rosenberg of Germany. The judges include Roy Cemini, U.S.; Francoise Hardy; France; Adriano Gilberto, Brazil; George Martin, England; La Lucent, Argentina; and Eventino, Canada. Pils, Edison Arantes de Nascimento, Brazil's world-famous football "King," will preside over the judges, perhaps in the hope that his great (Continued on page 66)

4-Track Unloading Lashes Coast

By BRUCE WEBER

LOS ANGELES — Record companies and duplicators/marketers here are dumping 4-track cartridges quietly and with increasing frequency.

"The dump is the configuration's last gasp," admitted an industry leader who specializes in acquiring "closed" merchandise.

"I'm buying 4-track in some cases for as low as 30 cents," he said. "Name artists from major labels are going for about 45 to 52 cents. They realize that this may be their last opportunity to unload 4-track product." Merchandise is appearing at major retail stores for under $1.

The final dumping ground for much of the 4-track product is taking place in Southern California, once a haven for 4-track players and tapes.

Akron, a major discount department store in Southern California, purchased 4-track closeout and is peddling it for 89 cents. The (Continued on page 6)

Computer Speeds Shipping Data Overnight to Mercury

By EARL PAIGE

CHICAGO.—A computer is speeding Mercury Records pressing plant to locator distributor shipping data to an overnight basis.

The computer allows Mercury to obtain time worth $40 a day for only $96 a day, and points to a fast approaching technology that can guarantee hit product is always available, said Mercury treasurer and controller David F. O'Connell.

He said that any record-tape company could achieve Mercury's speed-up of data flow if it wanted to pay for the "online" computer time of 565 per hour. But Mercury's "off-line" application only ties up the online computer for two hours, after which a low-cost Dial-On (Continued on page 10)

Calls Discotheque Untapped Medium

By BILL WILLIAMS

JACKSONVILLE—The discotheque can develop into an important area for breaking new records, but its use has not been fully developed in the U.S. Real Nighthawks, young German entrepreneur, who has been in this country only about six months, said most Americans have not grasped the potential of the discotheques in many areas of music.

"The equipment is wrong, the size is wrong, and the emphasis is wrong," Neidhardt said.

He explained that discotheques are frequented primarily by young people, the record-buying group, and they get "turned on" with the music. Thus, he explained, a smart promotion man or an underground radio station should use the clubs to expose material not programmed on the formatted stations.

"A record can become a hit through the discotheques in Europe," he said. He also said a discotheque should be a reaction-testing area. (Continued on page 19)
"Share The Land!"
A single from the new album of the same name, by
The Guess Who.
Single #74-0388 Album LSP-4359/PBS-1590/PK-1590
RCA's Munves Seeks to Get Dealer on Classical Ball

NEW YORK—A campaign to erase dealer prejudice against classical recordings has been initiated by Peter Munves when he takes over as director of classical recordings at RCA Records at the end of the month (see Executive Turntable).

Munves has been an advocate of prejudice against classical recordings and has tried, in the past, to sell classical records. Munves, who has been with Columbia Masterworks as director of merchandising, will also attempt to capture a larger youth market with his new responsibilities.

"Classical music is not going out of style," he said, "and we're going to meet the challenges of packaging and merchandising." Among Munves' marketing innovations at Columbia Masterworks were 7-inch bonus LP's with various artists and "wardrobe" classics like Bernstein's recording of Beethoven's 9th Symphony. A theme-sampler albums titled "100 Moments from World's Favorite Music" is now in its first year and is still going strong.

"Classical music is the backbone of Columbia's best selling classical albums with Columbia's album being included on "Switched on Bach."

Bitter End Club to Open On Coast on Thanksgiving

NEW YORK — Paul Colby, manager of the Bitter End in Greenwich Village, will expand his nightclub activities to the West Coast with the opening of Bitter End West in Los Angeles. The club is scheduled to open around Thanksgiving Day. Colby plans to run both the new club and the New York club. "We'll use the same talent policy in Los Angeles as we do in New York," he said. "It's a policy of talent, talent and developing them, while having a name act as the musical anchor." For the opening week of Bitter End West, Colby will book a name act each night.

Kinney Soctal Services will assist in the financing of the new club, but Colby will not give away any financial details. In the Kinney recording company complex, which includes the Rosebrock, Reprise and Elektra labels, Colby will have complete control of the operations.

Deejay Niagra Into Retail Operation

PHILADELPHIA — Joe Niagra, for many years one of the best deejays in the music business, has announced that he has sold his deejay and radio show to ABC, and is now in the field of retail. Niagra had been in the deejay business for 20 years and had been the host of "The Morning Show," on 1650kt, WPEN, Philadelphia. Now he is heading a new deejay company, Joe Niagra Music Unlimited, Inc.

KRLA Hops On Top 40 Show

LOS ANGELES — KRLA, this city's progressive rock AM outlet, has become the 31st station on the West Coast to play Top 40, the three-hour syndicated show based on Billboard's Hot 100.

KRLA will air the show Sundays from 9 a.m. to noon. Johnny Duran, the program director, said that "in the past syndicated shows have not made it on major stations because of quality and packaging. We want the show, plus the talents involved are the best in the industry." A Casey Kasem (who does the No. 1 Top 40 KRLA personality) is one of the key names in the country. The show is a well done professional package, it's done. The way a rock station has to be done for a major market." With the addition of KRLA, "American Top 40" is now in seven of the top 12 markets. Another station renewing the show are Detroit, Baltimore, Boston, St. Louis, Cleveland and Milwaukee. With Soundville in Watermark, the production company, comes the long-time KRLA station in the top 100 markets and that Watermark expects to add another five stations in the next two weeks.

Munves to Head RCA's Classical Dept.

NEW YORK — Record manager Lou Gersh of RCA Victor has resigned his post to become RCA's vice-president, consumer operations, and will be replaced by Peter Munves. Munves has been RCA's classical department director for the past two years. He has been recommended to succeed Gersh by President Edward Dorn, and by Vice-President Ralph Monroe, who has been the guiding force behind RCA's classical department for the past two years. Munves' appointment is one of the few changes that have been made at RCA Records.

Dorn, who has been at RCA Records for 13 years, is known as a hard worker and a dedicated music lover. He has been responsible for the success of RCA's classical department, which has been one of the most successful departments in the record business. Munves, who has been with Columbia Masterworks as director of merchandising, will also attempt to capture a larger youth market with his new responsibilities.

"Classical music is not going out of style," he said, "and we're going to meet the challenges of packaging and merchandising." Among Munves' marketing innovations at Columbia Masterworks were 7-inch bonus LP's with various artists and "wardrobe" classics like Bernstein's recording of Beethoven's 9th Symphony. A theme-sampler albums titled "100 Moments from World's Favorite Music" is now in its first year and is still going strong.

"Classical music is the backbone of Columbia's best selling classical albums with Columbia's album being included on "Switched on Bach."

Audio Fidelity To Distribute Milestone Line

NEW YORK — Audio Fidelity will handle worldwide distribution of the Milestone Records catalog and will also continue to sell through its present distribution network.

Adding AF wholesales in some areas not covered. The new agreement announced by AF president, Harry Manne, and AF general manager, Peter Dick, will not affect Milestone's current overseas territory, including the UK and the Victor Company of Canada. Other AF distributors besides Fidelity's staff members, he said.

Keepnews continues as general manager and AF director of Milestone. "This new setup allows us to expand our activities and I can concentrate on expanding our distribution network," said the company's general manager, who is now a member of Audio Fidelity's staff members,

Darting and Jolson were two of the top West Coast acts who were named for the Hall of Fame in the deceased category. Audio Fidelity's "Keep On the Sunny Side" Foggy Mountain Boys was voted "Song of the Century" by Billboard magazine.
RCA Area Meetings Bow Quad 8 System

NEW YORK—RCA Records introduced its new Quad 8-4 channel stereo cartridge tape system to distributors and dealers at a series of regional meetings. It was announced that 20 titles will be available by the end of the year. The suggested list price for the Quad 8 cartridge will be $79.51, $1 higher than Stereos 8 counterparts.

Irwin Tarr, division vice president, planning, who conducted the meetings in Los Angeles, St. Louis and New York, and who also was an important contributor to the introduction of Stereo 8 five years ago, said: "Developments such as Quad 8 are vital to the continued health and growth of our industry, and RCA Records intends to back this one with the same kind of continuing promotional support that was instrumental in establishing Stereo 8."

The initial 70 cartridge titles will be shipped to RCA Recorded Tape distributors in three

Agency Formed To Aid Legatees Of Dead Writers

NEW YORK—Miriam Rose Stern has established the Miriam Rose Stern Agency, Inc., which will administer the legacies of deceased writers the represents. The firm will administer many little known copyrights in foreign countries. In England, Canada, Belgium, the Netherlands, in Europe, and the Union of South Africa, rights are sought of specific titles written by his heir upon proper claim made 25 years after a songwriter’s death. In Germany, copyrights revert 35 years after death. The new firm will undertake the procedures to have copyrights reverted in the name of the songwriter’s heirs, since the claims on the copyrights are not automatically transferred.

The attorneys for MBSA, Inc., Feinman and Kraslovsky, are working on copyright or legitimate exploitation of the music. The new firm now represents the estates of Mel Torme, William J. (Billy) Hall, Sidney Mitchell, Charles N. Daniels (New Orleans Soul), Steve Kohl, Mottaz, George Blake, Amy Beach, William Gross and Vincent Rose.

Mercury Wraps Up Cast Rights to Off-Broadway Musical

NEW YORK—Mercury Records has acquired the original cast album rights to the off-Broadway musical, “Sensations.” Mercury will also be a limited partner in the production with producers John Bobow and Charles Celian.

The musical is scheduled to open at Theatre Four on Sunday, Dec. 25, and Mercury expects to have the cast album available late in November. Mercury also expects to release three singles from the score in addition to single by Steve Leeds which was produced by Notable Records. Leeds recorded “Lyin’ Here,” one of the ballads from the score which was written by Wally Harper and Paul Zakrzewski (lyrics). The score is being published by Col. Colman’s Notable Music (ASCAP), Eric Golob, Notable’s general manager, is lining up other recordings in the score for the forthcoming albums the recordings he’s already set up are Shirley Bassey (United Artists), Sammy Davis Jr., Motown, Robert Goulet (Columbia), Tamiko Jones (Metronome), and Paul Mauriat (Phillips).

Col Piracy Suit Vs 2 Dealers

NEW YORK — Columbia Records has instituted legal action against whom it claims are two retailers of pirated records. Suits have been filed against Custom Hi-Fi, Inc., in Silver Spring, Md., and Custom Hi-Fi, Inc., in McLean, Va.

A spokesman for Columbia stated that "other legal actions are pending and that Columbia will continue to pursue dealers of illegally duplicated records and tape products until this menace to the record industry is ended." Investigations are proceeding in several areas in cooperation with the RIAA, NARM, and the Harry Fox Agency.

Executive Turntable

Peter Munves named director of classical music for the Red Seal and Victrola labels of RCA Records. Munves was formerly with Columbia Records as director of merchandising of Columbia Masterworks. He was with Columbia for 17 years (see separate story). Dale Hawkins named ad producer, rock music, RCA, West Coast. He was previously a producer for Bell Records and the Texas-based ABNAC label. A singer-writer for Chess Records Hawkins scored with such records as “Susie Q” and “My Baby.”

MUNVES  HAWKINS  CAMPBELL  BARRET

Anita Campbell named administrative director of Brunswick Records’ copyright and royalty department. She was formerly assistant supervisor the Decca Records copyright division.


DIAMOND  WESTBROOKS  BINGENHEIMER  SCHWARTZ

Logan Westbrooks is the new Mercury Record Corp, national soul promotion manager and will headquartered in Chicago. He has been administrative assistant in Capitol Records’ soul market- ing department, was an executive secretary of the Chicago chapter of the National Association of Television and Radio Artists (NATRA) and is a recording secretary for the Fraternity of Recording Executives (FORE).

Rodney Bingenheimer, previously a writer for Go Magazine and other West Coast based publications, has been named to a special promotional position by Mercury Records. He will service Los Angeles area progressive rock stations.

Gail Jeffries named director of artist development and promotion for Tour Universal Records, Ltd. . . . Andy Hussieczwsky named manager of regional promotion and sales for Stereo Dimension Records. He was recently with United Artists Music group in the professional department. . . . Martha Glass named traffic manager and administrative assistant, Hit Factory Inc. She was formerly with Gotham Recording Studios. . . . Nicholas Aremanno named operations administrator, SESAC. He was previously assistant to the director of operations for ASCAP.

Harold Lenz named merchandising director for Chappell and Co.’s publishing company. Most recently he was director of marketing and merchandising for Audio Communications, New Jersey.

Jules Cudenas named special consultant to formulate various committees dealing with standardization for the International Tape Association.

Gertrude Schwartz promoted to corporate secretary, NMC Corp. (OTC). She was previously controller with the firm. . . . Peter Butler named component sales manager and Larry Eisen system manager, for Reventlow Systems, a division of Instrument Systems Corp., Jericho, N.Y. Butler was previously marketing manager. Milo Electronics Corp., and Eisen was associated with the Thomas and Hammond Organ companies.

Sidney Goldstein named director of international operations, Edwin H. Morris music publishing company. He joined the company in 1950. . . . Harry G. Charleston elected treasurer, Viewex Inc. He joined Viewex from NBC as director, corporate financial planning.

Phil Weinstock has left Atlantic Records and joined Mary Jane public relations.

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BUCK OWENS, front, Capitol Records artist, conducts an autograph-signing session during the opening ceremonies at a now defunct store in Bakersfield, Calif. To the left of Owens are other Capitol artists, Freddie Hart, Bucin Roye and Buddy Allen.

OCTOBER 24, 1970, BILLBOARD

www.americanradiohistory.com
The title is more appropriate than it looks.

In a Los Angeles discotheque in 1965 the crowd went wild. The Byrds introduced Folk-Rock.

One year later their "Fifth Dimension" album combined Coltrane, Shankar and Bach. The Byrds introduced Raga-Rock.

Two years after that their seventh album was released. "Sweetheart Of The Rodeo" introduced Country-Rock.

As Bob Dylan said, "The Byrds are cutting across barriers which most people who sing are not even hip to. They know it all. If they keep their minds open they'll come up with something pretty fantastic."

Which is exactly what happened. The Byrds' new album, "(Untitled)," is a specially priced 2-record set performed live and in the studio. It's The Byrds and all their musics.

A few months ago when someone asked Roger McGuinn the title of the new album he answered, "It's untitled." They took him seriously, but it's not a mistake after all.

"(Untitled)": It's the only thing to call an album that has everything.

On Columbia Records

The Byrds

(Untitled)

By demand from the album.
The Byrds' new single, "Chestnut Mare"
(Shipping next week)
BOOK REVIEW

Okun's 'Sixties' Songbook Covers Gamut in Hits

NEW YORK—"Great Songs...of the Sixties," edited by Milton Okun, is one of the more than 7000 hard-cover songbooks published by the company. Subscribers are told that the book sells for $14.95. The book contains a variety of songs, ranging from hits of the 1960s, to more contemporary fare.

The songs are arranged alphabetically, and the cover features a picture of the author, Milton Okun. The book contains an introduction by Milton Okun, which discusses the history of the Sixties music scene.

Studio Opens for Undergraduates

LOS ANGELES—Pacific Undergraduate Recording Studio has opened its doors, aiming at college students and professional musicians. The facility's hourly rate is $25. The studio has a Macintosh IIA and 4-track equipment, which can be boosted to 16 or 24 channels. The studio manager is Michael Jimerson. The studio will offer voice-over and recording sessions to the public. The studio is located on 6071 Sunset Blvd. The studio is open to undergraduates and college newspapers to reach specific audiences.

Coast Dumps

Continued from page 1
list includes titles by Dionne Warwick, Herb Alpert, Jack Jones, Gene Pitney, 1910 Fruitgum Company, among others. Most included, however, are songs written earlier this year at prices near $4.

Muntz Stereo Corp. of America has stopped importing 4-track, 14-inch record players but has continued production of 4- and 8-track compatible and 8-track portables. The company has also stopped retail store in Los Angeles is selling 4-track players for $49.95, the unit, from Automatic Radio, usually sells at $49.95. Through the end of the year, the company has sold $69.95 4-track unit for $29.95.

Many retailers are making a killing on the 8-track market. The problem is that many small dealers are not buying the albums they sell, and the market is not a good one for a year-end market, said a buyer for a department store. The 8-track market is not as strong as the 4-track market.

Map City License Deal with Marbot

NEW YORK — Map City License Co., a wholly owned subsidiary of Rolf Marbot of Edith Marbot and Daniel M. Marbot, has signed a deal with Map City License Co. Magnolia and Mapletree Music, both BMI firms, and Map City Inc., an ASCAP licensor. The deal will result in the distribution of music of musicians and songwriters operating in West Germany.

BMI Cites 80 Writers, 47 Pubs in Country Field

NASHVILLE—Broadcast Music, Inc. (BMI) cited 80 writers and 47 publishing companies for citations of Achievement in recognition of outstanding contributions by music creators judged by broadcast performances for the period from April 1, 1969, to March 31, 1970. The awards were made at ceremonies here Oct. 13, by BMI President William L. Littlefield and Francis Williams Preston, vice-president of BMI's Nashville office.

The first annual Robert J. Burton Award, presented to the most performed country song, was awarded to "Don't Be Cruel," by Merle Haggard and the Pacific Four. BMI President William L. Littlefield and Francis Williams Preston, vice-president of BMI's Nashville office.

The song was presented annually to the songwriters and publishers of the most performed BMI country song of the year.

Bily Sherrill is the leading BMI Country writer-award winner with seven songs, followed by Merle Haggard with six. Tom T. Hall and Bill Anderson received four awards each, with Bill Anderson.

\[Continued on page 54\]
Stevie Wonder's "Heaven Help Us All"

Stevie Wonder like he's never been before.

This single available in "Signed, Sealed, Delivered..."
(7E-504)
**Fanfare Into Disks Via IMC Purchase**

LOS ANGELES — Fanfare Films is entering the music business via its acquisition of International Management Company (IMC), a record-publishing-management complex.

Joe Solomon, president of Fanfare, said the company will release soundtrack albums, strengthen IMC's Hobbist Records and provide funds to further enhance IMC Productions.

Artists signed to Hobbist Records and IMC Productions will be placed in Fanfare feature films, with soundtracks and title songs scheduled for all future movie productions.

The music division will be guided by Lenny Poncher and Bill Loeb, co-partners of IMC. Solomon said that Fanfare plans to take an active interest in music publishing via IMC's nine publishing firms.

Solomon also wants to take advantage of IMC's track record on soundtracks. IMC produced the hit 

**Country Joe Film Face Stepped Up**

NEW YORK—Country Joe McDonald, who composed and performed the soundtrack of the film 

**Five New Albums Unveiled as San Francisco Reactivates**

NEW YORK—Atlantic Records has reactivated the Bill Graham-Dan Reilly label, which produced San Francisco Records line by unveiling five new albums at a special distributor-junket reception at the Fillmore East.

Follwoing the test the product was also unveiled at the Fillmore West, Los Angeles, Chicago and Cleveland.

The presentations were audio-visual and hosted by Dan Loggin, director of the label, with Fillmore Corporation's vice president David Rubenstein also in attendance.

San Francisco made up a

**Head Shops Are Caining**

**Market Quotations**

As of Closing, Thursday, October 19, 1970

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**Pincus Off to European Talks**

NEW YORK—George Pincus, president of Gil-Pincus Medicines and Biomedical Ambassador Music Ltd., left Saturday (17) for a series of meetings with Ambassador executives Ray Mills and John Beecher. Pincus will attend roundtable discussions with artists and writers managed by Gil-Pincus Medicines and Biomedical Ambassador Music Ltd., in Europe. He will also be on hand for the initial English record release of Gil-Pincus Medicines and Biomedical Ambassador Music Ltd.'s "Can't Nobody See My Face" by John Smalls. Pincus will highlight the release with a dinner at the Churchill Hotel, London, for artists, writers and Gil-Pincus Medicines and Biomedical Ambassador Music Ltd., representatives.

**WB Pub Hols Production Talk**

NEW YORK—The sales and production departments of Warner Bros. Music, and George Lee, vice president and general manager of the department, held a week-long meeting here to decide the production of WB's radio station WABC. The meeting was held last week and was attended by the sales department of the four radio stations. The meeting was held to decide the production of the four radio stations. The meeting was held to decide the production of the four radio stations. The meeting was held to decide the production of the four radio stations. The meeting was held to decide the production of the four radio stations.
Eric Clapton

"After Midnight"
Produced & Arranged by Delaney Bramlett
By Arrangement With Robert Stigwood Organisation Ltd.
Atco #6784

Iron Butterfly

"Easy Rider"
(Let The Wind Pay The Way)
Produced by Richard Podolor
Atco #6782

...From His Hit Album
"Eric Clapton"
Atco SD 33-329

...From Their Hit Album
"Metamorphosis"
Atco SD 33-339
WAR IS BIG BUSINESS

Discotheque Can Develop Important Area

• Continued from page 1

Louis should be played almost exclusively, he said, and the "Top 20" should be left alone.

"They should be songs people can listen to, or sing with, or dance to or just relax with," he stated.

"Everything should be put on tape units, and a discotheque should be like a club with a private atmosphere."

Neuhardt plans to return to Germany in December for the newest ideas and the newest equipment. In his unusual discotheque here at the Same Place Club he uses a Martin R amplifier, ultra-light speakers, Thorens turntables, and an Ampex tape unit.

"The equipment is the most important part of the entire operation," he insisted. He has two full sound systems, one on the dance floor and one for background.

"Until Americans get the picture of how a discotheque should really operate," he said, "there is no real appreciation of how great it can be.

They should be a second home."

Neuhardt said he would be glad to advise operators in other parts of the country. He can be located through Peter Bass, P.O. Box 1618, Jackson- ville, Fla., or telephone (904) 791-0361.

Computer Speeds Shipping Data Overnight to Mercury

• Continued from page 1

A&F RECORDS' entire roster celebrates the opening in Jacksonville, Fla., of the Vincent Sound Recording Studios, Inc. (SRS), a division of A&F Recording, Inc. Left to right are: Marian Love, Ed Barsky, president of A&F Records; Keith Textor, Warren Moran, Phil Rantone, creative director; John Blair, Pat Williams, and Norman Vincent, president, Vincent SRS.

Eventually, O'Connell will speed the operation through what he calls "exception reporting." Orders will still go to Richmond three times daily, but rather than cross referencing those orders with an entire catalog read-out, the comparison will only deal with (1) new releases (2) chart action material and (3) material Mercury is working hard.

Still more sophistication will allow for a "reason code" telling why orders were not shipped; such reasons might be because of a credit hold, lack of stock, an order for less than the minimum quantity, or any number of reasons.

A&R put on a top show for trying to emphasize the importance of this move. Pat Williams spoke briefly, and some of his works were performed via tape: Keith Textor was on hand as portions of his new LP, "Measure of the Valley," also were taped in the studio, and three outstanding singers performed live.

Marion Love, Warren Moran, and John Gorder, who heads the video cartridge field phase of A&R, Visual Sounds, was on hand.

Gorder, a long-time guard with the Detroit Lions, will run the A&R shipping department. He doesn't have a name for what he is doing, he has already created his name in the music industry. He's a father of three girls, and John Gorder, one of the foremost jazz and Dixieland performers in the world for many years was a part of the WSM staff orchestra in Nashville.

Hal Cook, vice president of trade publications for Billboard, was on hand to gather at the Thunderbird Motel. Background music for all performances was provided by the Bill Davis Trio.

Computer Speeds Shipping Data Overnight to Mercury

A new way to apply

A file which is printed out is still retained in our (Skokie) data center and the same cycle is replicated the next day—you enter new orders, you ship, tell us the result, generate the voices, and you again prepare a report that tells you what you shipped and what's still on back order.

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Some Jazz (Both Domestic And Imported), Some Pop And Soul

Mr. Bonno's first recorded work since he helped Leon Russell create the Asylum Choir turns out to be a set of subtle blues on which he's assisted by such luminaries as Booker T. and Stevie Stills.

Mr. Benno's first recorded work since he helped Leon Russell create the Asylum Choir turns out to be a set of subtle blues on which he's assisted by such luminaries as Booker T. and Stevie Stills.

Paul Desmond: Bridge Over Troubled Water/A&M SP 3032
An album-full of instrumental treatments of favorite Paul Simon material by the most widely-acclaimed tenor-saxophonist currently blowing.

Scott McKenzie: Stained Glass Morning/Ode 70 SP 77067
A gentle, quietly poignant return by the man who a few years back graced the charts with "San Francisco" and "Like An Old Time Movie."

Antonio Carlos Jobim: Tide
Another volume of Brazilian-flavored guitaristry by the man who brought the bossa nova to American popular music.

Liza Minnelli: New Feelin'/A&M SP 4271
A nostalgic set comprising many classic tunes originally popularized by her mother by the heirress apparent to Streisand's throne.

Merry Clayton: Gimme Shelter/Ode 70 SP 77061
Electricity soul expressions by a prodigiously talented lady who, after making her presence known behind such as Joe Cocker and Mick Jagger, has elected to step slightly into the spotlight where she belongs.

Ole Blue: The Baby Maker
The musical soundtrack from an important new film by a talented country-rock-inclined outfit recently discovered by Lou Adler. Includes the title song, "People Come, People Go," which Fred Kastin of "Come Saturday Morning" fame composed.

And Various Delights From A&M Records
Col, Wein Huddling on LP on Satchmo Salute

LOS ANGELES—Columbia Records has shown the first interest in obtaining the soundtrack album from the series of films George Wein is preparing for the Newport Jazz Festival's 70th birthday salute to Louis Armstrong.

Columbia's John Hammond, a friend of Armstrong, has been in contact with Wein about the LP. Four 45-minute color shows were shot for Festivals, the production company owned by Wein and Sid Shirer.

The four shows are primarily aimed at overseas television audiences, with Wein planning a one-hour special for American television. They are being produced in conjunction with Euro-Films, a local company which has begun its own series of four half-hour jazz shows for European television.

Armstrong is featured in all four segments, both as an artist and as the voice-over narrator, answering questions by Wein on camera.

Columbia's interest revolves around Mahalia Jackson, who performed solo then with Armstrong. Other artists saluting Armstrong include trumpeter Dizzy Gillespie, Wild Bill Davison, Bobby Hackett, Ray Nance, Joe Newman and Jimmy Owens. The first show covers the re-birth. The second involves the trumpet's salute. The third covers Armstrong's New Orleans roots and the Preservation Hall Jazz Band and the Eureka Brass Band, Mahalia Jackson and all the other participants work out on the final stanza.

The jazz producer (the founder of the festival in 1954) is thinking of expanding his film productions into other TV and theatrical releases. In one of the scripts he is having written, the Newport Jazz Festival acts as the backdrop.

Wein will be in Europe Oct. 20 to screen the four segments for national TV network officials. Wein plans selling all four shows to a national TV network or some U.S. Information Service has expressed an interest in offering the show to countries where it is not picked up. Wein indicated.

The four TV shows will be ready for overseas viewing by the end of November, the American TV special will be ready by February.

Motorola Forms Wing as CTV Software Promotes

NEW YORK — Motorola, Inc., has formed a new division, Motorola Teleprogram Center, to develop marketing and merchandising programs for the company's cartridge TV software catalog.

The company has also reached an agreement with the National Film Board of Canada for the conversion of the board's film catalog to the CTV format.

Commenting on the establishment of the new division, Elmer H. Wavering, Motorola's vice-chairman and chief operating officer, said the center, which will operate as part of the company's Educational and Training Products units, represents a way for more producers with new ideas to reach new markets and new audiences through the medium of cartridge TV.

He said it also represents a way by which business, in its strong suits and the other groups can get more material tailored to their specific needs for training, education and entertainment.

Wavering continued: "We took a major step forward when we announced our entry into the software field for the first time. Since then we have aggressively sought out existing program material for conversion to CTV and other formats.

"These programs are being followed by many other new developments which will be announced later this fall. All of this is being developed in connection with carefully conceived marketing strategies," he said.

Sidney Newman, chairman of the National Film Board of Canada said the agreement has given the NFB access to the ground floor of the new and revolutionary technology of cartridge TV.
'THINK ABOUT your children'
MARY HOPKIN
LOS ANGELES — Business may be getting better, as a lot of tapescompanies and some inde-}
YOU SEE THESE FIVE HARD-WORKING YOUNG MEN?
DO YOU RECOGNIZE THEM?

What if we told you that they have one of the most successful single records in the country?
What if we told you that it's a hard-driving hunk of funk called "Green-Eyed Lady"?
That's right; they're Sugarloaf.

In the midwestern and central states they've been one of the most popular bands around for some time. But nationally their first Liberty single became a hit so fast that many of you didn't even have a chance to see what Sugarloaf looks like.

Sure, there have been TV appearances, concerts and the like. And you can be sure that the people (perhaps including yourself) who were around for any of them will remember.

But for those of you who haven't seen Sugarloaf yet; those of you who only know the group because you like "Green-Eyed Lady" so much, we have a new idea. There's a nice color photo of Sugarloaf on the cover of their new Liberty album (LST-7640) which we've named after the group, just so it'll be easy to order. We might also mention that there are a number of good songs on the album, including, of course, "Green-Eyed Lady." And we know you'll want to stock that. Because even though you and your customers might not know what Sugarloaf looks like, all the airplay and single record sales are ample evidence of how great they sound.

Produced by Frank Slay
For Chicory Productions

Sugarloaf

Also available on 8-Track Cartridge—9091/Cassette—C-1691
Dolby Gains Wide Acceptance; System Pays Off in Short Time

By RADCLIFFE JOE

NEW YORK—Although it has been in development for several years, the Dolby Noise Reduction System has only been available on the commercial market for a relatively short period of time. Yet, acceptance of the concept by major companies involved in both the hardware and software divisions of the magnetic tape industry has been overwhelming.

So great has been the demand that a spokesman for Dolby Laboratories recently confided that the firm has virtually out-paced its production capacity and is receiving hundreds of orders behind in its deliveries.

The wide acceptance of the system obviously implies that Dolby must be doing something right, and, according to David Sarner of Allison Audio Products, they are!

In a paper on "Dolbyized Duplicating: Its Effect on the Pre-recorded Cassette," Sarner told the 59th Convention of the Audio Engineering Society, "I strongly recommend the use of this system until the tape manufacturers come up with a tape that can do better without it."

A careful examination on the result of extensive tests carried out in the laboratories of Allison Audio's Long Island plant. Sarner said, "During these tests, various types of masters were stretched into Type B Dolby Dupemasters.

"These masters ranged all the way from collectors' item disks transferred to tape, excellent old original tape masters made on III type oxide, to recent NAB records stretched on low noise tape without the benefit of Dolby noise reduction; and new masters recorded all the way from the original recording session.

"These tests proved to us that the system is extremely well-suited to preserving quality that already exists on the recording master.

"However, he stressed, the system must not be considered a cure-all for noise, and should be used with taste and discretion. The tasteful application of the Type B Dolby System will result in a cassette which is equal to the LP disk in both signal to noise and dynamic range. With the development of better playback heads and preamps, the cassette will also equal the frequency response of the record.

Standardization

Sarner added that at this point, the area which needs the greatest attention so that the eventual success of the cassette can be insured, is the standardization of the machines, and the mechanical parts of the cassette itself.

Model 190

The Allison Audio engineer revealed that in the initial tests carried out by his company, the Advent Model 190 Noise Reduction Unit was used. "We decided on this," he said, "because it was excellent for the test, as it allowed us to record and playback Dolby simultaneously. Both noise measurements and listening tests could be made, as the noise reduction circuits were switched in and out.

"He continued, "The immediate results were startling. That last little bit of hiss or noise modulation left in the speaker, even with the -6dB signal to noise ratio was gone.

"What happened was that the hiss was still recorded on the Dupemaster, but in the absence of high level signal, the Dolby system was unable to differentiate between signal and noise, and reduced the processed tape to the normal input level, thereby reducing the recorded hiss by the same amount.

"The resultant Dupemasters made through this system could not be distinguished from the original tape masters," he added.

Sarner said that since the Dolby System is tolerant of gain errors, and an incorrect level to the playback of +3db does not result in any perceptible alteration of the recorded signal, and since production tolerances are ±3db on cassette duplication, Allison Audio felt it could high speed duplicate these masters with a reduction to 17's ips reel time in a cassette and unknown the 17's ips copy after the cassette playback preamp and accomplish the same startling results.

"Cassettes were made on both the..."
A cassette
by any other name
simply
may not work.

There are nearly as many cassette brands on the market as there are lines in all of Shakespeare's sonnets. Some are good, some are bad; some work, and some don't; some cost more, some cost less.

But one of them is preferred by 8 out of the top 10 merchandise retailers as reported in Fortune magazine. One of them is produced by the world's largest manufacturer of cassettes. One of them carries a lifetime guarantee. That one is the Audio Cassette.

There truly is something to a name. Our name. It is the unconditional guarantee of quality and reliability. Audio Magnetics... a name you can trust.

For a lifetime.
**WAR IS BIG BUSINESS**

Store a library of listening pleasure in one tape case

Here's the ideal way to store 4- and 8-track tapes. This attractive case has 24 individual compartments to provide maximum protection for each cartridge. There's no better way to keep them safe from dust and scratches. Deluxe features include padded lid, twin latches and heavy plastic handle. The front is fully lined. Outside is covered with rich blue or black plastic-coated, moisture-resistant material. Economically priced at $6.96 retail.

Send today for information and literature on this and the complete cartridge carrying case line. Write to Amberg File Box Co., 1625 Duane Blvd., Kankakee, Ill. 60901.

**FANFARE PLAYS IT COOL ON CARTRIDGE TV FIELD**

LOS ANGELES—While other film companies are getting involved in the cartridge TV race, Fanfare Films is taking a "wait-and-see" attitude.

"I don't see this market developing for many years yet," said Joe Solomon, president of Fanfare. "What's the big rush to jump into an unknown?

Fanfare has produced seven feature length pictures and released three soundtracks in its first year of operation. Its product caters to the youth market.

"Eventually, of course, videotape will be a mass consumer item, but it won't happen until the late 1970s or even the early 1980s," Solomon said. "We're not going to wait and allow the majors to break ground in the field. "But," he said, "(cartridge TV manufacturers) can't even decide on a compatible system."

**Videodisk Debut Gets A Hissy Reception**

By RADCLIFFE JOE

NEW YORK—It might have been due to the bundle involved in adapting the European electrical circuits to U.S. standards—but whatever the reason, the much-vaunted videodisk system developed jointly by British Decca-Telefunken, made an unimpressive U.S. debut at the New Yorker Hotel, Oct. 13.

Picture image on the unit, which appeared to the accompaniment of hiss, wow and other unrelated sounds, was jumpy and undefined, reminiscent of a television image in a poor reception area.

Although the screening was not billed as the official U.S. showing of the system, more than 500 people from the industry jammed the hotel's Terrace Room for the presentation, which was hosted by G.M. Nathan, physicist for Decca, assisted by Horst Redlich and Hans-Joachim Klomp of TELDEC and Gerhard Dickopp, AEG-Telefunken.

The showing was crowded by an aura of secrecy with the engineers covering up the unit immediately following the presentation and refusing to show it to press and other interested viewers. Pertinent questions about the unit were also countered with vague replies.

It is hoped that there would be a general improvement, and change in attitude of the exhibitors when the unit makes its official U.S. debut Monday (19) at the Pierre Hotel.

The videodisk is the system, developed in Germany, which utilizes a plastic foil disk recording, and works along much the same concept as the audio disk player.

**Subsidiary Sold By Sterling Co.**

HOUSTON—Sterling Electronics has sold Hi-Fi Associates, a subsidiary, and completed negotiations to sell two others, Mikado Electronics, an importer of tape players, and Henry Products, a retail chain specializing in high-fidelity products.

The transactions are part of Sterling's plan to reduce its bank debt. Mikado, Hi-Fi Associates, Henry Products, and another subsidiary sold last month, Atmos Electronics, contributed $13 million to Sterling's $84 million total revenue during the fiscal year ended March 28.
There are two sides to the cassette story.

(both will be heard on November 7th)
Capitol Ships Mailer to Promote Tape Premiums

LOS ANGELES—Capitol is shipping a direct mailer to more than 100 player manufacturers in the U.S. to promote its tape premiums. The mailer includes five pre-recorded 12-tracks tapes and one head cleaner packaged in a 13 x 13 box.

Capitol is attempting to stimulate software promotions in conjunction with hardware manufacturers, said John Schmidt, special markets merchandising manager. The direct mail offer is similar to a recent premium package put together for Motorola for use in a consumer campaign. By purchasing a Motorola stereo auto player, consumers can buy five Capitol tapes for $16.44.

The label also is shipping a mailer to 5,000 premium buyers. Buyers will receive a premium LP and a flyer outlining Capitol’s record and tape premium offers and available artists repertoire.

Stereo 8-track cartridge recorders are the hottest thing going in tape. We know. We sold more 8-track recorders than anybody. So we expanded the line. From systems to decks. With AM/FM stereo— or without. With power amplifiers or just pre-amps.

With a recorder systems or without speakers. But each Telex recorder features automated logic circuits which control recording and playback totally. Automatically, studio quality recordings that sound as good as the original. That’s why Telex 8-track recorders sell. And stay sold.

And Telex 8-track play-only models range from complete AM/FM stereo consoles or compacts to playback decks. From $159.95 to $399.95. Call, cable or fill in the coupon.

Duplicators Blame Overestimation

• Continued from page 14

operations revealed many statistics, like:

Decay—Down about 95 percent. Projected need prior to 1970 was about one billion feet of tape, but actual usage (at the close of this year) will be about 100 million feet.

Capitol—Projected need was two billion feet, but actual is closer to one billion.

CBS—Down about 50 percent. Projected need was two billion feet, but actual is about one billion.

American Sound—Down about 50 percent. Projected was over one billion feet, but actual is 150 million feet.

Ampex—Using about one billion feet with a plant capability over two billion feet.

RCA—Down between 20 and 30 percent. Using one billion feet, but with a plant capability of at least three times that amount.

GRT—Using about 175 million feet, but with a plant capability of at least three or four times that amount.

Dabbling—Projected one and one-half billion feet with a two billion capability, but plant operation about one-third capacity.

Superscope—Using 300 or 400 million feet but with a much larger capability.

Liberty/U.A.—Using 300 or 400 million feet but with a much greater capacity.

Cerron—Down about 15-20 percent.

Muntz Sells New Unit

LOS ANGELES—A background music 8-track player is being imported by Muntz Stereo Co. The unit is being sold for doctors, dentists and coffee shops. The unit, the HP-202, will also accept an FM multiplex radio cartridge, which Muntz will offer.

Clarion is manufacturing the HP-202 and its first units have arrived this quarter. Mark Rubo has been hired by Muntz to establish a sales program for the non-consumer market.

The company will sell a monthly maintenance service whereby someone will visit each location and check out the player. The unit can also offer sound on sound with an optional microphone pickup.

Videotape Talk By Video Tech

LOS ANGELES—The Video Technology Laboratory will conduct a weekend seminar on videotape production for the music industry Oct. 21.

The program is designed to familiarize record executives with technical aspects of videotaping in line with the development of the video cartridge industry.

Subjects planned cover where videotapes are today, television lighting, videotaping production and post production videotape editing. Speakers include Bob Bohnman, lighting director with CBS; Dave Graham of the Hollywood Video Center; Bryan Hickox of Ampex; Bill Carruthers, a commercial producer; Arthur Schneider, a film and video tape editor; Joel Stein, a commercials producer, and Diane Baker, a production consultant for Whatever, Inc., which is the parent firm of Video Tech Labs.
Solution Needed Now on Compatibility: Norelco

NEW YORK—Norelco, the North American Philips Corp., has told the tape cartridge industry that an immediate solution to the growing problem of quadrasonic-stereo-monaural compatibility in tape recorders is needed if mass obsolescence at industry and consumer levels, and serious inventory problems among distributors are to be avoided.

In a specially prepared paper presented to the 9th convention of the Audio Engineering Society, Edward R. Hanson, technical manager of the Home Entertainment Products Division of Norelco, said the capacity to play four-channel, stereo or monaural cassettes interchangeably without loss of quality on any cassette machine is very feasible.

He said the basic mono-stereo compatibility that has prevailed so far in the cassette industry can, and should be extended to the suggested four-track medium.

Hanson continued, "Although it is far from clear whether the public will eventually accept four-channel sound as a standard, we must be prepared for the eventuality.

"Therefore, although we at Norelco do not foresee an immediate upswing in 4-channel cassette hardware or software, we are developing plans for a system designed to emphasize the feasibility of compatibility, and to encourage further work in this area.

"Norelco was the first company to successfully demonstrate a compatible three-way cassette system. The unit which was previewed at the Consumer Electronics Show last June employed four discrete channels placed in the space occupied by the two stereo tracks on a standard cassette tape.

The unit was developed on the concept that since cassettes record and playback in two directions, the process results in a dual 4-channel configuration with four tracks for recording and playback in one direction, and four tracks in the other.

"Said Hanson, "Since the new format places two distinct sound sources in the space now occupied by one source in a stereo cassette, the width of individual tracks is reduced from 0.0264 inches to 0.0110 inches."

The Norelco technician also noted that the smaller channels produced a reduction in signal-to-noise ratio, but assured that in practice, dispersion reduced the disturbance level.

"Our proposed four-channel approach is still under development, and this presentation is merely an interim progress report," he said. "Further advances in tape materials technology and playing head design will substantially improve the system."

Rosen Forms Tape Firm

LOS ANGELES—Cassette Concepts has been formed to produce educational and informational cassettes.

In addition, it will sell blank cartridges, case parts, (Craig's) and cassette accessories through mail order, according to Lev-Kyo Rosen, president.

Rosen said the firm eventually will open a duplicating service, go into cassette consulting, programming and distribution.

Initial program development projects include children's cassettes, language courses, seminars, informational guides, among others. Rosen is partnered by Tony Simen, Mike Michler and Rob Richards.
Tape CARtridge

Ponder & Best in M.O. Thrust

- Continued from page 14

MORGAN said, “Product performance and service is important.” To achieve consumer recognition for the premium/direct mail market, Ponder & Best has developed an advertising campaign for its audio-oriented product lines and its photographic equipment, Vivitar, Mamiya/Sekor, and Olympus.

“The audio line will need careful exposure,” Morgan said, “because of the premium/catalog saturation in cassette recorders. Our presentations will have to encompass marketing and merchandising ideas to convince premium and direct mail buyers of our intentions to build a consumer brand name in the audio field.

Most of a stamp or premium catalog is geared to the housewife/mother and buyers are always looking for products which have great appeal to the bachelor and young unmarried woman. 

In direct mail, Morgan will aim at the key accounts. “Recognition for the Vivitar lens line is established and should be helpful in laying a foundation for the Vivitar audio products line,” he believes.

“For photographic equipment, catalogs and direct mail can be an important (financial and sales) plus,” said Jay Katz, Ponder & Best executive vice president. “For tape recorders, radios, components and clocks, it is a must.” While tape hardware is far from new in direct mail and premium business, he said, “the improvement in magnetic tape recorders, tape and accessories have maintained this as the hot line in merchandise.”

Morgan is realistic. He estimates a two or three-year effort to get the Ponder & Best product line established as staples in premium catalogs.

MASTERS NOW AVAILABLE

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Tape Happenings

Aveo's Cartridge will distribute National Football League (NFL) cartridges. ... Hitachi has introduced a color video-cassette recorder. ... Liberty/UA is releasing eight 8-track and cassette titles under the UA Latin banner. ... Steve Olson Sales, San Mateo, Calif., has been appointed sales representatives for Ponder & Best's Vivitar electronics line in Nevada and Northern California. ... Recently formed Tel-Cartridge Enterprises has changed its name to Te-Cassette Enterprises. ... Century, Data Packaging and Shihoko Corp. of America have joined the International Tape Assn., which has retained Jules Cadenas as a consultant. ... Ampex has introduced a container designed to protect video tape during shipping and storage. ... The Department of Water and Power in Los Angeles pictures a cassette player and a reel-to-reel unit in a major advertising campaign promoting the role the utility company plays in today's environment. ... Dunstone, Miami, is offering a head demagnetizer and cleaner for 8-track players and recorders. Two styles are available: SA-83 for car units at $8.95 and SA-84 for home units at $7.95. ... Ampex has appointed four market representatives to sell blank tape, including Gene Rosen Co., Bethesda, Md.; Component Marketers, Montclair, N.J.; Maury Fisher Assoc, Buffalo, N.Y.; and Stanley A. Harris Co., Needham, Mass.

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Tape Happenings

The National Assn. of Theatre Owners has scheduled a board meeting in February to discuss satellite TV in Scottsdale, Ariz. NATO has invited equipment manufacturers to make formal presentations. — Irving W. Rose and Anne, will represent Victor's line of cassette products in northern Illinois, eastern Wisconsin and a portion of Indiana... Milo International Records, New York, has formed a division aimed at developing product for audio-visual. ... Sony demonstrated its video cassette system in London, Sept. 28. It was the first time the system had been exhibited in Europe. ... AFG Telefunken and Decca (Telefunken) will hold the first U.S. demonstration of its video disc cartridge TV system at the Audio Engineering Society convention at the Hotel New Yorker, Tuesday, Dec. 13. London Records, a Decca subsidiary, will hold a demonstration of the system at the Hotel Pierre, Oct. 19-21. Craig, Los Angeles, is introducing a portable cassette recorder, model 1214, at $35.95. ... Gibbs, Jacksonville, Fla., a subsidiary of Hammond Corp., has named 16 representative firms to sell its Hammond line of 8-track and cassette players. ... GRT is duplicating cassettes for Chaplin Productions, New Orleans, La. ... Telefunken's U.S. distributor, Sony, Radio Co., Garden City, N.Y., has named Daughter Enterprises, Honolulu, as its factory representative for Hawaii.

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On-page 140 of BILLBOARD'S 1970 Campus Attractions Directory

BILDBOARD SPECIAL SURVEY FOR WEEK Ending 10/24/70

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Las Vegas’ Int’l Hotel Giving Hard Rock a ‘Dignified Look’

By LAURA DENI

LAS VEGAS—Contemporary rock is offered nightly in the Crown Room of the Interna-
tional Hotel. Rock groups are signed by Alex Shoefly for four weeks per band. The Crown recently closed a six-month engage-
m ent there.

A complete entertainment change was made with the Smith Brothers and the Cascade Takings over. “We felt we needed a change of pace,” hotel executive Bruce Banke explained. With the de-
parture of Bill Miller, Bob Graham, head of light and sound, took over as entertainment co-
director. In booking acts, he looks for groups that can play not only hard rock, but music for people who want to dance. Although hard rock is featured, the Crown Room plays as a “dignified” hetred crowd. “Costs and ties are required, which keeps out the jeans and barefoot crowd,” said Banke. “Mostly the room is filled with hotel guests. The International has 1,500 rooms, but the Crown Room is only 200 and the room is always full.”

M. Lewis, headquartered at the Sands Hotel, books entertainment for the Landmark and some of the Sands’ lounges acts. Although work and the Sands have different clientele. As such, the Sands doesn’t offer entertainment, which abounds at the Landmark’s Sky Bar.

In booking acts Lewis looks for acts with record achievement. “I see 90 percent of the acts before I book them. If I have to, I go out on tour to see them,” explained Lewis. The Smith Brothers were contracted because of their rec-
er reputation.

Leaving the rock scene are the Fremont and Flamingo hotels. Bill Miller of the Flamingo turned the skyroom lounge into a steak house and for the past two months the Fremont Hotel has been offering a piano bar. “The management felt that more people wanted to talk and drink rather than to listen to live music,” said the Fremont’s Joe Glnston. In all the hotels the patrons must be 21 and there is a $3 minimum.

The Flamingo had booked rock groups like Stark Naked and the Car Thieves, Stillock at the Treners for over a year.

10 Years After in U.S. Return

NEW YORK — Ten Years After, London Records artists, will return to the U.S. for a tour next month. The group is scheduled to play the Town Theater, Detroit, Nov. 11-12. They are scheduled for Madison Square Garden, New York, Oct. 29 and the rest of the schedule is The Spectrum, Philadelphia, Nov. 14; Moody College at Southern Methodist University, Nov. 15; Municipal Auditorium, San Antonio, Nov. 17; Sam Houston Coliseum, Houston, Nov. 18; Alexandra Memorial College at Georgia Tech, Atlanta, Nov. 19; the Ventry, ex-Tunnel lead guitarist, and the Atlantic Surfboard.

Ed Coe Productions has produced for numerous groups including Ten Years After, Jethro Tull, Three Dog Night in such Southern cities as Jacksonville, Tampa, West Palm Beach, Atlanta; Hampton, N.C., as well as Miami. He has also worked with National Shows.

A subsidiary company, Revolu-
tion Productions, formed by Coe and Syl, will do lighting and sound for the San Francisco Opera House concerts.

The equipment used includes AKG mikes, EVM Crown am-
pifiers, All Tech electronic equipment, RCA low frequency horns. The company’s offices are located at 13993 Boyce Blvd., Miami.

Ernie Watts Encounter

Toulouse de Haiti, Los Angeles — Ernie Watts, saxophonist, is na-
gredients from jazz, rock and com-
mec moments of true excitement. Their booking, however, by club owner Bernard Gooden on a bi weekly basis, could be to a mediocre soul band isn’t the best kind of pairing, but the exposure still fits for the very intense, ethereal sounds.

Watts, the 25-year-old tenor saxophonist who has played with Buddy Rich for two years, has been developing this many years. Many jazz club members include Pete Rothon on trumpet, Ralph Major on trombone, and Larry Cline on guitar and piano. Watts feels things together while they do harmonious versions of songs without becoming brand) and Bruce Cale on bass who is not often heard to his record collection.

Watts plays typically, angular and in control. He somehow plays his way through the music, included “Shadow of the Mountain” a very expressive work in terms of dynamics which segued into “Black Magic Woman,” the final development stage. “The encounter is in the hands of the dancer. That is to say,” that said. It.

Beautiful Day and John Mayall

Filmore East, New York

Bluesy hoedown rock filled the Fillmore East Oct. 9 with Fl Flock, It’s A Beautiful Day and John Mayall.

The crowd heard heavy blues from Frank Post’s trumpet during the Mayall set. Goodman, playing his electric vio-

tin, was accompanied by his sax men, John Gerber and Rick Hunter. Goodman’s electric bass and the sax were the "indefatigable drums solo." It was a set one for the Columbia artists.

Pete Yorn and Dave Laffaline in "White Gum," were also highlighted. John Mayall began the second set, followed by a hand clapping, grab-your-partner, violin, country mix that continued, backed by the honky-tonk piano of Fred Webb, put the audience to the front of their seats. It was a together set for the Columbia artists, whose look could be "Mr. MacAuley." Having to tune up between each number, and because of audience uneasiness, John Mayall took the stage with the hangover blues harp solo that told everybody what was about. Following hotel rooms were like in the middle of nowhere places. This, followed by the opening showcase for base, featured Larry Young, but the set was most notable around Mandel bucking up. A rock ‘n roll the opening encore of "Boogie with Stompin’ " and a hark solo ended the evening.

PARK STÄCHENFELD

STEVE LAWRENCE & EDDIE GORME

copa Room, Sands, Las Vegas

Steve Lawrence and Eddie Gorme’s opening Oct. 7 ran two hours and 10 minutes. Dinner was served throughout the show.

The duo’s rehearsed comedy rou-
enes extended to 10 songs, a record.

In powerful voice Lawrence opened with “I Love You More” today then continued with “What Are You Doing In New York, Love,” “For Once In My Life” and with flowing notes the Beatles “From Me To You.”

Miss Gorme came on to duet “Up A Lazy Sunday” on stage to offer “When We’re Together” and “Just Begun” and the contemporary sounds were heard in the duet “Can Have Him,” written by Irving Berlin 40 years ago, now Gorme incidentally, would be an ex-

Award winning, Jerry Herman serenade. “On the 25th and “New Life.”

Brought back on stage by “Close To You” the duo sang a medley of 18 songs as “Rock With You Lately” and “What the World Needs Now.”

They also harmonized carefully rehearsed results at each others which could only be played if conducted the Sands orchestra.

LAURA DENI

HARD MEAT

Union Square, New York

Hard Meat is an English rock trio that is new in the U.S. for their sights on the Ungano’s stopover of their eight-week tour. Their recent Carnegie Hall concert. Left to right, with Lightfoot are Alan Rosenberg, lead and artists relations director, East; publicity director Laurel Holiday; Paul Tannen, head of WBC’s Eastern operations; and Mike Oliveri, New York promotion man.
Talent

From The Music Capitals of the World

DOMESTIC

MIAMI

Boston group, High Street Carnival featuring Miami Beach singer Jody Messenger, has attracted the attention of Bob Shad, Mainstream Records. Shad is lamenting between N.Y. and Miami's Criteria Recording Studios taping various rock groups. This week the session was with Kramando and Luigi. Mainstream taping the Rush next week. Eric Clapton is coming back for another session Saturday (26). Criteria engineer Howie Albert has been working with Mainstream on all sessions.

Local group the Game has a new record coming out to be released on Painful Virtue label. Chuck Kirpatrick is the producer. . . . Miami-based San Francisco Opera House has long range plans--14 years to be exact--with construction of 26 opera houses projected for 26 major U.S. cities. Facilities will include a recording-studio, film company, radio station and magazine "Evolution"

Blandon & Dubs Back to Records

WEST ORANGE, N.J. -- Richard Blandon and the Dubs, whose hits include "Could This Be Magic" and "Chapel of Dreams," are returning to the recording field and the popular appearance circuit. The group, which was popular in the 1970's is being produced by Wayne Stierle, who is also writing their first single.

which hit the newstands this week.

Alston Records (division of Tone Distributors) is pressing on Berry Wright's new single "Mama, I've Found That Guy" written by another Alston artist, Clarence Reid who also produced the session. Henry Stone, Tone president, announced that Steve Alaimo is producer of Martin Records--another company label. Green McBride's release "Lead Me On" was produced by Alaimo for Columbia's Harg and Clarks (opposite) featuring keyboardist Valeria Con Pecsky, Jerry Marshall on vibes, trumpet and flugel horn, Tony Curtis, electric organ, Don Matt, Fender bass and Dave Rudolph on drums are appearing at Hugh Hefner's Playboy Plaza.

November concerts at Miami Beach Convention Hall will feature Simon and Garfunkel (7), Artie Garfunkel (13), Lawrence Welk Stars (21), Blood, Sweat and Tears (28) and Glen Campbell (30) . . . Ace Music now stock the coveted Gianelli guitars and is featuring the same classic guitar used by Joe Feliciano . . . Vocalist Bob Newkirk returned to the Fontainebleau's Club, Gigi, Fat Domino into the Seven Seas Lounge, Newport Motel. The Velcon turbines at the Bahama Club, King's Iron, Freeport, Grand Bahama, WIOD program manager "Biggie" Nevins returned from Europe with a new package of classics for the station's Voice of Florida where he spent a week in production sessions with Anita Kerr, jingle specialist and four-time Grammy Award winner. The new team of Voice of Florida added a new member--Ken Roth who has been associated with KNOC (Shreveport, La.), WCFS (Chicago), FLAM, Miami's Youth Expo 71 (Oct. 31 through Nov. 8) at Convention Hall will hold rock sessions from 3 p.m. to 11 p.m. with appearances of local groups and "names." Dion and Jerry Jeff Walker expected to make appearances and jazz-organist Jackie Davis will demonstrate the multi-sounds of the popular instrument. "Playmates," Miami slick magazine publication is the official publication for Expo and will feature a heavy music section in future editions. Bill Stibb, Trip Universal, announced that "Children Save the World!" has been leased to Lavelle Records. Stibb recently signed Alston Bair and Brian Becker to his label. Walter Gwinn's Vanguard featuring guitarist Kenny Burrer and his trio.

SARA LANE

LOS ANGELES

Songwriter Buddy Kaye and producer Jim Hilton have formed Diamond Jim Productions, which operates Checkered West Music and Stick Pin Music. Hilton's clients include Triad Lopez and Gary Lewis and the Playboys. The firm is located at 49th, 10th St.

United Artists is repackaging "Forest of the Amazon" by Villa-Lobos, the only classical LP in the Liberty/UA catalog. Heseltine Villa-Lobos conducts the Symphony of the Arts and Chorus on the package. Bobo Stary is the featured soprano performing by Dorsa Vasecnoles. Three Dog Night has taped a half hour show for educational television in Tuscador, Ala. The show is called "New People.

Composer Dave Grusin will be a panel judge at the Rio de Janeiro song festival, Oct. 20-27. He will also speak before the Brazilian Music Academy about film scoring. Al Martino goes on a five-city tour to Chicago, Cleveland, St. Louis, Philadelphia and New York to work his new Capitol single, "True Love Is Greater Than Friendship."

Traffic starts a 12 city tour Friday (30). Bassist Rick Grech has joined the band for the tour. "Workin' Together" is the title of Rek & Tim Turner's third LP for Forty-94. The LP dropped shortly. Guitarist Merle Travis guest on the debut LP by Ray Sanders on Liberty/UA titled "Judy.

Record Merchandising has picked up the Star/2 SOLD out running, plus their subsidiaries Koko, Enterprise, Hip, Respect, Wells, Front Page and Warren.

Local composer Charlie Williams is doing a country music show for American Forces Radio and TV Service. He replaces Joe Allison who is now in Nashville.

The Smokey Robinson performed her's "Sinadona" with the Los Angeles Philharmonic at UCLA.

(Continued on page 28)

HE'S BEEN FOUND IN AUSTRALIA & NZ.


A single this good can't be lost for long.

RCA
ALIOTTA-HAYNES
Atlantic's Music A10108/Stereo

JUST RELEASED!

From The Music Capitals of the World

DOMESTIC

Oct. 15,... The Fifth Dimension named winner of the 1979 Hu-
manitarian Award of Lincoln Uni-
versity, Ron Townse is an alum-
nus of the school,... Red Mc-
Kee will narrate Webber Pro-
ductions TV special "Say Good-
bye to Vietnam," and NBC will
produce "Pieces of Dreams" has been re-
corded by Julius Laiacona and Enoch Light. The composition is by
Michael Legrand and Alan and
Martin Bergman.

Tangerine's new single by the
Rachels is "That Goes to Show
You." Label general manager Ron
Groger is presently promoting the
song and Ray Charles new LP
"Love Country Style" during an
eight-city campaign covering, Chi-
cago, Detroit, Cleveland, St. Louis
Memphis and Atlanta,... Bob
Oertelhan will compose the theme

Pitts U. Show Award Winner

NEW YORK — "Something Per-
sonal," a production of Car-
negie-Mellon, University of Pitts-
burgh, has been selected the out-
standing variety show of the
year in the 10th annual competition
sponsored by Broadcast Music
Inc. (BMI). Cash awards of $750
went to David Shenker Spaghet,
composer and co-writer of the
lyrics, $250 to Mark Pirolo, co-
lyricist, and $500 to Scott 'n
Soda, Carnegie-Mellon theater

week at Boston's Unicorn,... ACR's Marian Love opens a two-
week engagement at Mr. Kelley's,
Chicago,... The verticals of the
single "Don't you Love Me"
aren't the group's only success;
A&M's Shirley Bassoon opened
at the Empire Room, Oct. 12 for
the weekend (see review),... ABC's
R.L. King appears on the "Ed
Sullivan Show," Sunday (13), the
"David Frost Show," Wednesday
(16), and the "Flip Wilson Show,
Dec. 17,... Bell's Rodney Danger-
field plays the "Ed Sullivan Show,
Nov. 8,... Woody Woodbury
headlines the Grandstand Inn,
Chicago,... Claude Gray & the Gray-
men are on tour of Wyoming,
Colorado, Kansas and Minnesota.

Columbia's Eldora Laws opens a
three-week stint at the Rainbow
Grill, Dec. 14,... Jim Capaldi of
United Artists' Traffic will co-
star in "Nevertheless," a film
Traffic composed the score. The
nine-day engagement at the Fairmont
dinner show (Nov. 19 and 26) is
hosted by Steven Levine and Mrs.
Sheryl Levine,... Mrs. Levine is the
dughter of Jerry Strood, the presi-
dent of Progressive Label & Litho
Co.

"Philo's Frankie Valli & the 4
Seasons appear at the Copacab-
nana, Dec. 3-10,... Mannell opens
a nine-night engagement at the
Fairmont Dallas Hotel, Tues-
day (26),... Atlantic's Molly the
Hoople open their second U.S.
tour Nov. 6 at Chicago's Syn-
drome,... Decree's Wife and
ABC's James Gang are touring
Europe,... The 13 Hands are
playing at Club Hole in the Wall,
El Paso, Tex., through Thursday
(29),... Ruth Batchelor and
producer "A Quarter for the Ladies
Room," an allegorical musical
with book and lyrics by Ruth Batchelor
music by Max Steiner, Janu-
ary off-Broadway.

FRED KIRBY

L.A. See "something Personal," a production of Car-
negie-Mellon, University of Pitts-
burgh, has been selected the out-
standing variety show of the
year in the 10th annual competition
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Inc. (BMI). Cash awards of $750
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lyrics, $250 to Mark Pirolo, co-
lyricist, and $500 to Scott 'n
Soda, Carnegie-Mellon theater
group.
From The Music Capitals of the World

DOMESTIC

Continued from page 28

Pockett & The Union Gap, and Paul Revere & The Raiders.

Hawaii's top pop group, the International Set, made its local debut Oct. 15 in the brand new Chrispy's Bar-Go-Cart Center Palace for four weeks.... The Smith Brothers rock group currently appearing in the Crown Room of the International have a new single "Daybreak" on EMI Records which has just been released for European distribution. On Oct. 15 with the Smith Brothers is Unit's The Caddies. Gladys Knight and the Pips stepped in for an all day Gary Puckett at the International.

LAURA DE NI

CINCINNATI

Funeral services were held Wednesday (14) for Barney Rapp, Jr., veteran band leader of the band that was long a favorite of the young audience in the Cincinnati area, and was also a pioneer in the early days of rock and roll. He died of a heart attack at his home here Oct. 12. Rapp, with his band name the New Yorkers, played the major vaudeville houses, ballrooms and radio networks for many years before settling here in 1937. He was a native of New Haven, Conn. Since 1939 he has had his own talent booking agency here and in more recent years operated a flourishing tour business. Surviving are his widow, Ruby Wright, former singer with Rapp band and for 16 years a featured singer on WLW-TV, and two daughters and two sons.

Frank Zappa and his new group of Mothers, including members of the former Turtles, show their wares Wednesday (21) at Jim Talbert's Ludlow Garage in a booking arranged by Lawrence J. Hayes of John Hayes Enterprises, Inc., Dayton, Ohio. Hayes is also working with Steve Kirk, director of WING, Dayton, on a series of bookings in the territory for Neil Diamond, Mercury artist Bobby Bare and Wilson's Daylight of the Year Ralph Emery, of WSM, Nashville, and wife Joy were in town for the first game of the World Series. They took time out to visit briefly with Harry and Louise Carlson, of Dayton, who live in the new home of the world famous band.

SUNDOWN

Sundown A10107/Stereo

CYNTHIA BILCHER

Special Songs A10109/Stereo

From The Music Capitals of the World

NASHVILLE

Jerry Wood of ASCAP is off to Texas to assist some new ASCAP companies beginning up there. While Wood is with ASCAP, there will be a special ASCAP luncheon which will be held in Nashville Wednesday (14). Among those attending the luncheon will be ASCAP president Stanley Adams, Johnny Mercer, and C.C. Courtwright, writer of the musical "Salvation." Leonard Cohen was recently recording at the Columbia studios. Sundown has its premiere release on the Soundville label, "Goodbye Goodbye." Distribution will be handled by Mercury. The group is touring colleges in the southeast. This week, the new Soundville group, will release their first LP in November. The release will be on the Westpark label. The Bollweissers have been on tour in Canada making an appearance on the Tom Parker Show. The Whirlwind in New Orleans will feature Johnny Winter on Saturday (17), and the Byrds in the Boston area on Oct. 18. The Lowery organization has been keeping the Marco Polo Hotel in Miami busy with the recent successful engagement of the Tams in the Hump Lounge. Following the Tams will be Billy Joe Royal in November, and Lynas Yost and the Cetics on December. The Lowery Music Band Gold Award, given to Lowery writers whose songs reach the top 20 in the charts, is scheduled for Tuesday (20) in Atlanta. Sundown, a new group on the Arkansas label, has released an LP, "Sundown." "Chickaree," an underground group from Atlanta, has released their first product on the Media Arts label, "Little Wheels Spin and Spin. They will be appearing on Thursday (22) at the Atlanta Auditorium with Ike and Tina Turner. Joe Smith has been in Panama City, Fla., writing. The Classics IV are on a month-long tour in the Midwest... Liberation, a new group composed of some of the members of the former self-styled "band of the century," have signed a recording contract with the Capitol label. James Brown was at the Stax Records studio in Sumner recently where he did material for himself, Bobby Byrd, and his own band.

PHOENIX

Reprise's Jethro Tull headline a $5000 concert at the Memorial Coliseum on Tuesday (20), with Liberty's Steven Stills and the Band's "Old Lady" headlining. The releases opened their fifth engagement at Del Webb's Towne House. Hire Warren commences a two-week engagement at Ralph Gaines' Steak House, located on Tuesday (26) at the ABC. The ABC is set to host a 50th anniversary concert at the Memorial Coliseum on Sunday (26). Mahalia Jackson appears on Monday (27). Calliope, 10-man rock-and-roll group, set for Mr. Luckey's lower level room on November 15. Billy Eckstine into the Phoenix Playhouse Club Nov. 27-Dec. 12. "Professor" Irwin Corey is the current attraction. Tex Boudin and the Modernaires headline the Decca Christmas Ball at the Hyatt Westward Hotel. The Best Thunderbird Room in "A Salute to Glenn Miller" on Saturday (28). Gwen Harmon and the Players, with Ray Doris and Rable Droop are in the Caravan Inn shortly. The Mickey Turner Show, featuring Iris Martine, are the singing specialties at Paul Shackle's French Quarter in the Safari Hotel. Scottsdale, through Nov. 1. The Nadine James Trio, featuring Reed Curry and Danny Shannon, has returned for another stand at Scottsdale's Executive House.

PHIL STRASSBERG

Dino, Desi and Billy rejoined Reprise Records. Trio has been signed to a five year contract calling for both the recording services of the trio as well as the members individually, to Oliver's Liberty/UA. He was formerly associated with the dive organization.

Jim Dickerson, formerly with Columbia, signed with United Artists Records. Sam Samudio, previously known as Sam the Sham, joined Atlantic, where he and his group, the Shamrockers, were produced by Jerry Wexler and Tom Dowd at the Atlantic-South Carlton Studios in Miami. The Third Rail, an East Coast rock group, to Bob Halley Productions. Debbie Green signed to Irving Stone's Epic Production, Fuzzy Wuzzy signed to Louie Records, a subsidiary of Glen's. Jazz pianist Barry Miles joined Poppy. The P.F.'s to Ken Roberts for personnel management. Kufstein Emery to Le Key Pizzicato for personal management. Chris Smithers signed with Poppy, who plans to issue his debut album in January.

Copyright Protection Material
U.K. Group to U.S. in RCA Promo Tour

LOS ANGELES—Rod Edwards and Roger Hand, two singers recorded by George Martin, are being brought to the United States by RCA Records for personal appearances in conjunction with their forthcoming RCA LP, "Strangled."

The duo is managed by International Management Combine (IMC) which is setting up a talent agency to develop a cross-country tour of major concert halls.

The duo, which calls itself Edwards Hand, was recorded by Martin in London and is the first band he has worked with since his affiliation with the Beatles.

The duo wrote all the songs. One side of the concept LP is titled "Death of a Man." The other side is called "America." Martin and the two musicians worked on the LP five months.

Martin's production work includes the use of a synthesizer and the charts are designed to allow the two musicians to express their collective thoughts on the world today.

The duo will be in this country about Nov. 20. IMC's co-owner Lenneberg has had been offered concert dates for Edwards Hand with Three Dog Night, Eric Clapton, Elton John and Sly and the Family Stone, among others.

Ionesco Play As Musical

NEW YORK—Eugene Ionesco's play "Amelee" or "How to Get Rid of It," will be made into a musical for Broadway production this season. The music will be produced by 3W Productions, headed by Stanley Swofford, Henry Hoffman, Norman Eisen and Eric Blau.

Mort Subman and Eric Blau, who conceived the off-Broadway hit "Jacques Brel Is Alive and Well and Living In Paris," have adapted the Ionesco material. Blau will do the adaptation and the lyrics while Subman will compose the music.

Atco in Deal With Clinton

NEW YORK—Atco Records has set up a distribution deal with the Clinton label, based in Birmingham, Ala., for a single, "Jabber's Way," by Rozetta Johnson, which is a regional breakout.

The deal was accomplished by Jerry Greenberg, vice president, production and promotion for Atco, and Clinton Moon and Jesse Lewis of Showtime Productions who manage and produce the artist. Moon and Sam Dees produced the single.

Fogarty Writes For Creedence

NEW YORK—Creedence Clearwater Revival has been given more concert dates planned until early 1971, so the group's leader John Fogerty is writing material for their sixth fantasy album. The album will be recorded in November for a planned end-of-year release.

The group is now working out offers for tours in 1971, which will take them to Australia, New Zealand and Japan. In addition a return tour of England and Europe is planned.
Whipped up like a great fountain delight and calling itself the cream of the industry. Pop music with all the people and places, music makers and music takers, the medium and the messages, then, tomorrow, but mostly NOW!

Including the stars, from the Association to the Zeppelin. Profiles, who's who, interviews. The pastures of Max Yasgur's farm to the palace of the Metropolitan Opera House. The medium's disk, tape, cassette, radio, theatre, magazines, sheet music and instruments.

Rock discography, rock milestones, rock then, rock tomorrow. But mostly, ROCK NOW!

A Billboard sound that's going to be heard throughout the industry. Directed at the directors. Scheduled for special campus distribution. Showing the shape of sound yesterday, today, influencing the shape of sound tomorrow, now. ROCK NOW.

RESERVE YOUR SPACE NOW!

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DATE OF ISSUE
NOVEMBER 14

AD DEADLINE:
OCTOBER 26

Contact your nearest Billboard soda fountain:

LOS ANGELES
9000 Sunset Blvd.
213-273-1555

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CHICAGO
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NEW YORK
165 W. 46 St.
212-757-2800

LONDON
7 Carnaby St.
437-8090

TOKYO
Shin-Nichibo Building 2-1,
1-Chome Sarugaku-Cho,
Chiyoda 3a.
294-76-22

www.americanradiohistory.com
Radio-TV programming

THE IDES OF MARCH, Warner Bros. recording group, pause with members of WEEL, Fairfax, Va., after a concert which also featured the incredible Fog and Woodrow Wood. Left to right in row, Larry Cash and in the back row left to right are John Chrysos, of WEEL; Bud Becker, Washington talent promoter; Jay Beettle and Richard A. "The Wizard Beard," who hosted the show with ideas of March members John Larson, Chuck Somar, Bob Destock, the road manager; and Mike Borch.

KCMO Weds Pop & Country

KANSAS CITY, Mo.—KCMO, beginning immediately, is blending easy listening records with country music. But Dick Carr, new general manager of the 50,000-watt facility, explained this will "not be a country music station."

Basically, KCMO will be "marrying pop music and country music," he said. He mentioned that several years ago, when setting out to create the sound of WIP in Philadelphia, "we had several guidelines. On one hand, you had Frank Sinatra, on the other our own background in Top 40 radio. It took a long time to build WIP because you don't reproduce a WNEW—those stations happen. But we added sports and news, and promotion and soon the station had its own identity."

He pointed out that easy listening stations had made more and more toward music on the Hot 100 Chart of Billboard.

"And today, it's my impression that you find a great deal of records on the Hot 100 Chart influenced by country music."

WSAN Revamps Its Top 40 Format; Michaels Is MD

ALLENTOWN, Pa.—WSAN, 5,000-watt station here programmed by Ed Leonard, is revamping its Top 40 format and has hired Johnny Michaels as music director and 6-midnight air personality. Leonard said that the station will be making an all-out music effort. Although the playlist has been cut considerably and "hardened" a bit, the station will expose some 15 new records a week. A idea is that the shorter playlist will give stronger attention to these new records. In addition, the station has launched a printed playlist and will be distributing this to local record stores and to record distributors.

Use of oldies will also be expanded. Since 10 p.m. Monday through Saturday, a program of oldies previously heard on midnite will be heard between 3 and 5 a.m.

INDIANAPOLIS—People may be worried about Top 40 stations losing their identity, but it's really middle-of-the-road stations who are in danger," according to Gary Todd, music director and morning personality for WIBC.

WIBC, managed by Jim Hild- 1 sr., will outdo its new competition at every turn by wearing a pitch fork for itself in what previously had been considered and undesirable market.

"Just recently, I monitored several radio stations. The rock music stations seem to feel they are an MOR playlist without really getting into it."

And he felt that a large number of MOR radio stations may be falling victim to the pressure and playing records that really have no bearing on their target audience.

Middle-of-the-road stations should be easy listening stations without falling into the category of becoming a background music station. To ease into this category of a background station and MOR stations must be constantly alerted," he said.

WIBC brings its programming on being in a more competitive singles, plus as many as 20 new albums a week. But those LPs will not be cut to chance; we use as two cuts may be selected by Todd for airplay."

"Our whole format is based on familiarity. You can take any 10 albums, no matter how familiar, and you'll more than likely find the songs you're on My Head or Close to You. Most albums that come out today in the easy listening category are just remakes of tunes that were recent hits."

"By sticking largely to these LP cuts, WIBC is guaranteed of always having familiar music on the air."

As for singles, "by the time I get on a single, even one that fits our music sound, the artist or group has likely been on television several times and adults probably recognize them even though they may not recognize the tune."

He pointed out, though, that you could take all of the music and, unless you have everything else to go with it, you could throw the whole window out the window. "There's a cliché that stations are fighting for survival in the music business and, if you don't feed it, it'll devour you. WIBC is a premium product, promotion, community service, news."

In music, WIBC uses a hot clock programming pattern. Air personalities are allowed to pull the album cuts for their show, although a stock of albums is kept handy and kept fresh. The station's record promoter is such as Frank Sinatra, Ray Conniff, and among the newer artists is Todd is "on the Mike Curb Connection, Hugo Montenegro, and the Buddy Blue Act ("Only two or three cuts from the new LP")."

"We have the "Nashville Organ by Kansas City's latest MOR station"

Todd started in radio at KYRB in Fairbanks, Alaska, while going to high school. "I was the DJ for five years, a single minute down there at the station... even took the news home," he said.

He also worked at stations as KKL in Idaho, KEMP in Denver before Edwards was program director there, and CKY in Houston.

He also worked at KSON in San Francisco, programming the station Top 40. Before Randell got there, the station had had no records on the jockeybox. "That was real jockeybox radio. You punched a button and talked up to the intro. It was really fun," he said. "We were given the "one hits" record, the whole machine had to recycle. That was in the late 50's. It was called T-wall faster—Times, News, and Time."

He sighed. "Thank the Lord, WIBC isn't like that."

Live Concerts Build Rapport for KRLA

LOS ANGELES—Through a flood of live concerts, many of which featured well-known acts, KRLA hasn't ever played a "real" rock festival. KRLA has been building up a strong rapport with listeners here, according to Bill Woods, head of KRLA's promotion department. "KRLA has really been tightening up," he said. "In the past, we may have had a lot of things to offer listeners, but this year we're really concentrating on what we can offer them."

The station has been very successful in promoting concerts, particularly those in the KRLA Auditorium, which seats 2,000, and several outdoor concerts in the Pacific Coliseum, which seats 5,000, and the Pacific Coliseum, which seats 10,000. "The people who come to KRLA concerts are really the core of our audience," he said.

The main sites used for the concerts include the Forum in Inglewood, which seats 18,000; the Dodger Stadium in Los Angeles, which seats roughly 9,000; the Hollywood Bowl in Hollywood, which seats more than 2,000; the Pasadena Civic Auditorium, which seats 3,000, and the Long Beach Arena, which seats 14,000. "A Nell Diamond concert at the Forum site was sold out in minutes," he said.

(Continued on page 40)
Bobby Sherman’s Third Gold Album
Released last week. Certified this week.

- Includes 8-page scrapbook with photos of Bobby from the cradle to the stage.
- Contains two hit singles, “Julie, Do Ya Love Me,” and “Hey, Mr. Sun.”
- And fantastic cuts already getting heavy play
  “Sweet Gingerbread Man,” “Spend Some Time Lovin’ Me,”
  “Good For Each Other,” “Oklahoma City Times,” and others,
- And we’re backing it with newspaper ads, TV and radio spots, and in-store displays.
- A $5.98 LP worth $15 to his fans.

Metromedia Records, 1700 Broadway, New York, N.Y. 10019
So, I'm sitting here quietly at my desk, only occasionally working. When someone comes to call, I'll go over to the 25th Avenue house and suddenly decide to get a job (you think I'm kidding, eh?). I don't know if I'm trying to help profession. In fact, I feel like I've accomplished something when I've helped a good disk jockey and/or disc jockey get a job. But this guy has had no experience. . . Just think if I'd be a hell of a lot of fun. And finally he convinced me. Perhaps, it's the advertising in the Indianapolis News which indicates to me he's not like I think the guy from the Sixth Avenue bar trying to get a disk jockey job because it's a 'hell of a lot of fun.'

Actually, Gary Todd, disc jockey of WIBC in Indianapolis, is going around the world. He says, "Chuck Riley of WIBC, who set off in the opposite direction (you know—by plane), and Gary is sitting across the desk (Bob McGowan of KMET to WIBC) and says to tell Gary (Chuck Riley) 'Hi, Gary and get him further behind so that we can, as we've been known to do, make a few cents, assuming we're not stopped at a Goethe House, or something similarly exciting in Japan. I've forgotten my glasses for telling this story, so I think I'll just call Chuck." I've been told by Bob McGowan that Chuck Riley is--and mentioned that he's back in the promotion--after all, they are hard to find, and that a combination of two of their best air personalities is here. They have this type of promotion every week and I wouldn't mind. For those of you who know, a disc jockey is program director of WPBN, which combines WPBN, OH, way back to the races, eh.

Bob Canada, program director at WPBN, is now writing the book on the air immediately. They did a whole of a job for us and Bill Meeks should be especially proud, as he's the man behind the scenes. As a member of the old KDFM, reel to reel, in the '40's, he kept on Bob Sherwood's June Pulses going. All of his works had to be worked out, and we knew the magic of our formulas is the result of a complete reorganization and modernization designed for the 18-34 age group. We're especially proud of this job. But Bob has no monthly (from the time we changed our programming) left for the month (same month rating period) we went over to KFI in San Francisco in a deal, Sol 2 in adults 18-34. KROK also improved with 4000 listeners, and KFI was trenched in the No. 1 and No. 2 positions, that the No. 1 station was then all KFI. We might mention that KROK had a much larger audience (under 18 at the time of the June Pulses) and was attempting to draw 30,000 more listeners than any other month. I might also remind Bob Sherwood that he was promoted from music director to program director the first of July and morning man Johnny Hyde was program director while the June Pulses were being broadcast. WIPA in Sacramento served as a fantastic test for KROK, which sound has been improved." In defense of Sherwood, Bob said, "Don't tell me that I'm selling out. I'm trying to make the programming of KROK somehow better. It would be my job, and I'm more responsible for the ratings than Lute. I wouldn't hesitate to do anything of the very good program. Would you like to comment now, Bob?

Don Bradley, the latest victim of a 'Riptide' was released to WYRL in Fort Wayne, Ind. Ed Edmundson has joined the 'Mike Douglas Show,' produced by KKYW-TV in Philadelphia, as an assistant producer. He'd been on WZBT, Boston; Trian Corp., Boston; WQAQ, Allentown, Pa; and in trade airchecks of stations that you somehow willing to aircheck several stations in the U.S. for a program abroad, add this is to Smith St., Hamilton, New Zealand.

** * ***

** Staff at KRLG, Odessa, Tex., Program Director Reed Miller, Bruce White, Jim Blum, and John Robert have been busy, this time playing some big band sounds and Bruce has just arrived from John McCloud at KLIV, St. John, British Columbia. That's a recent mention in Vox Jox about air-shift changes at KLIV. However, there becomes in formation neglected to give you the complete scoop, so here are the names of the remaining jocks: Ted Voigt, program director with KLIV; John McCloud, 10 and 3 P.M., Bob McGowan with KLIV, and Ross McGowan, 4-9 P.M., both of KLIV. The reason I gave the years was to illustrate the fact that there's been a lot of movement at least at KLIV, P.S. Our news director, Al Bensinger, has been here for four-and-a-half years and assistant news director Jim Drury has been here three-and-a-half years.

**Would You Like a Good Job?**

WE NEED A TOP 40 JOCK. IMMEDIATE OPENING.
7:00 P.M. TO MIDNIGHT.
YOU MUST BE PRESENTLY EMPLOYED.
WE ARE AN EQUAL OPPORTUNITY EMPLOYER.
WE ARE REPLACING A MAN WHO HAS MOVED UP TO BUFFALO. BIGGER BUT NOT BETTER.
NO TAPES RETURNED
NO CALL COLLECT CALLS

CONTACT GENERAL MANAGER
ART SIMMERS

W.T.R.Y.

2843 W. 64th St.

(518) 274-1100

9:00 A.M. TO 5:00 P.M. (E.D.T.)

** ZBS Plans Studio in Upstate New York **

FORT MILLER, N.Y.—ZBS Media Inc., a new radio and television artist production studio located on a 45-acre estate on the Hudson River, about 30 miles from Albany, will have studios ready in about one week and plans to cater to the progressive rock FM station.

The studio is equipped with a 4-track Ampex AQ 440 tape machine, three 2-track machines, remote equipment, a Phillips- built 4-channel board fully equipped with new racks, special effects filters and equalizers, Phillips turntables, production modulators, joy sticks for pacing between the 4-channels, a Nagra, a wide assortment of microphones, and a Martin Vari-Speed. All equipment can be set up from quadraphonic reproduction, or they can be set up.

Plans are to produce commercials, jingles and even mystery serials for distribution across the country.

Two radio shows, one featuring "Meatball," who is Tom Lopez, head of production at ZBS, and the other featuring "Sneakskin," chief engineer, are also planned for immediate syndication on the studio's schedule.

Meatbath has produced shows for the RHI in England, CBC in Canada and the Pacifica Network as well as working for a time at WUBY, Philadelphia, where he did a nightly broadcast, "Feed," and at CKGM in Toronto. "Sneakskin," Bob Bre-

**(Continued on page 50)**

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**(Continued on page 50)**
Why would any station buy our Ski Area Reports in Atlanta?

(ATLANTA!)  

The big, affluent youth and sports audience wants to know what's going on in its world and where it's happening. WTCG-TV in Atlanta, and more than 200 other stations will tell them beginning November 16.

Our one-minute reports on snow conditions at the big, major ski areas is the medium... places like Aspen, Stowe, Sun Valley and Taos. We phone them to you every day. The reports are fresh and absolutely accurate. They're lively... make great listening for your audience whether it is part of the billion dollar skiing market or not (like Atlanta.)

You get your trading area exclusively for the season. The service is perfectly reliable and it certainly doesn't cost much.

Phone us today.
Campus Dates
Tom Ruth, Columbia recording artist, appears at Lawrence College, Appleton, Wis., Saturday (24) and Ripon College, Ripon, Wis., Sunday (25). Judy Collins, Elektra recording artist, appears at Valparaiso University, Valparaiso, Ind., Friday (23), and Marietta College, Marietta, Ohio, Sunday (25).

Josh White Jr., who records for United Artists Records, appears at Copper Mountain Art Festival, Md., Wednesday (November 28). He also appears at Tahoe Tahoe, Lake Tahoe, Calif., Friday (November 20).

McKensie Spring, Decca recording artists, appear at Cornell Community College, Cornell, N.Y., Friday (23). University of South Carolina at Charleston, Friday (23). The Original Caste, who record for T.A. Records, appear at Texas Tech University, Lubbock, Sunday (28).

The James Cotton Blue Band, Verve recording artists, appear at Harvard College, Antrim, N.H., Thursday (22), and American International College, Springfield, Mass., Friday (23). Hermann Prey, Deutsche Grammophon recording artist, appears at the University of Wisconsin, Madison, Thursday (22), and at University of Hampshir, Durham (23).

The Mothers of Invention, who record for Biorecords, appear at Beloit College, Beloit, Wis., Saturday (24). Wowie Zowie.

Traffic, UA artists, appear at the State University of New York in Albany, Tuesday (20). Muhlenberg College, Allentown, Pa., Wednesday (21), and the State University of New York at Stonybrook, N.Y. Saturday (24). The Canadian Uncle Dirty will appear at Michigan College, Kalamazoo, Mich., Sunday (November 22).

B.B. King, who records for Blueway, appears at California State College, Hayward, Wednesday (11); Boise State College, Boise, Idaho. (Continued on page 40)

Radio-TV programming

Yesteryear’s Hits

by Bob Glassenberg

At A & R Studios, Dwayne Warlick was in to record a few numbers on the new album. A & R is a small recording studio in New York City. Dwayne Warlick and Steve Taylor have been working on the album, which is due to be released in December. The album will feature Warlick’s signature sound, which blends country, rock, and soul influences.

The Master Rooms are now open at Allegro Sound. They can accommodate all stages and shows, and Warlick has a full booking schedule. Warlick’s credits include the remote recording of the album, the production of the track, and the mastering of the final mix.

The Chambers Brothers have been in the studio recording “Lover’s Rock” with producer Ed Novak. The song is expected to be released in January.

Rock Paint is an audio company that has been producing music and content for radio stations for over 20 years. They specialize in creating custom content for radio stations, including music, commercials, and jingles.

Letters To The Editor

Rock Now. Rock Here.

Pulsating rhythms emanate ever-changing sounds to the purple people. Billboard reports systemic orblike narrations of allusions telling all about all. Gemlike effusing deliverance and other barbs onto the disco people without grief. Once movements, noting the petlike manner in which Billboard gratifies such motif should acquire announcements concerning their particular creations.

"WELL SAID: THAT WAS Laid ON WITH A TROWEL." - Shakespeare

In other words, advertise in the Rock Now Issue of Billboard (November 9th)

New Console at Record Plant

NEW YORK—The Record Plant has added a new 24-track console to its line of recording equipment, which was produced by the Record Plant’s sound-engineering division.

The firm has now the ability to install its own tape equipment. These expansion moves will make it possible for the Record Plant’s studio "A" a total facility with all equipment including playback monitoring systems.

AD DEADLINE: OCTOBER 26

Radio October 24, 1970, BILLBOARD

November 1

45 rpm RECORDS
oldest by mail

OLDIES
from 1955 to 1970

All original artists.
For complete catalog send $1.00.
(All prices postpaid)

Blue Note Shop
134 Central Ave., Albany, N.Y. 12207

45 rpm RECORDS
oldest by mail

Rock Now. Rock Here.

Pulsating rhythms emanate ever-changing sounds to the purple people. Billboard reports systemic orblike narrations of allusions telling all about all. Gemlike effusing deliverance and other barbs onto the disco people without grief. Once movements, noting the petlike manner in which Billboard gratifies such motif should acquire announcements concerning their particular creations.

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For complete catalog send $1.00.
(All prices postpaid)

Blue Note Shop
134 Central Ave., Albany, N.Y. 12207
In an eight way race to become the U.S. label for Canada's King Biscuit Boy and Crowbar, who do you think won?

If you think Paramount you're right.

And now that we've won we can offer you three things:

1. A hit single..."Corrina, Corrina"
   PAA-0052
2. A hit Album..."Official Music"
   PAS-5030
3. A hit group:

"All solid musicians, all together, beautiful...These guys have everything, material, technique, stage presence. Beautiful!"
   Dick Lupoff in CRAWDADDY

"It's been a long time since rock'n'roll has seen a group as inventive and together as Crowbar."
   NEW MUSICAL EXPRESS, England

"The band came on as easily the equal, sans reverence, and occasionally the master of Ronnie Hawkins' old pals from days of yore."
   East Coast News in FUSION

Crowbar is "a very bright, hard-rocking ensemble...obviously well-rehearsed...unceasingly lively."
   Mike Jahn in THE NEW YORK TIMES

"Harp solos were outstanding...By the last song, the audience was standing..."
   Charles Martin in THE BOSTON GLOBE

"Crowbar from Toronto were literally sensational...blew everybody's mind."
   David Warrien CFMQ on KINOKINA ROCK FESTIVAL

"Sensational tracks...I doubt if I've ever heard a tighter band."
   Ritchie York in THE TORONTO TELEGRAM

"Crowbar, a super-personality country/rock assemblage, had to rate with the best..."
   Jim Thompson CKBB on THE STRAWBERRY FIELDS FESTIVAL

"It's been a long time since any band on the road has been as tight as Crowbar. It's not hard to see Crowbar taking the American scene by storm."
   Talent in Action BILLBOARD

"Official Music contains some of the most interesting and exciting blues I've heard in a long time."
   Peter Wilson in THE VANCOUVER SUN

"King Biscuit Boy with Crowbar put out some excellent rock-oriented blues which keep in touch both with modern and traditional forms of the blues."
   Bill Mussettwhite in THE CALGARY HERALD

"King Biscuit Boy is most probably one of the world's foremost blues harp masters. "Official Music" features some of the heaviest blues and rock music ever recorded."
   Wayne Dion in THE INDEPENDENT GRAINSBY

"The album is as significant as "Music from Big Pink."
   East Coast Column in NEW MUSICAL EXPRESS

"...ranks with the best of the years releases from the U.S....the epitome of all that rock can offer."
   Album Review in THE TORONTO TELEGRAM

"...gives one reflections of what the highly touted Cream should have been. Crowbar is tight and together."
   Bill Hentz in THE REGINA LEADER POST

"...It's obvious that the seven-man Crowbar could play circles around Canned Heat, Ten Years After, Led Zeppelin and the other equivalents. Crowbar should take the world by storm."
   Jim Beebie in THE TORONTO DAILY STAR

Crowbar

Paramount keeps on truckin'.
In a changing America some things change very little. A Thanksgiving dinner, a soli- dier's return, a father watching the birth of his child, a boy's first haircut... these are just a few of the aspects of American life that Norman Rockwell has chosen to depict. Norman Rockwell's first Saturday Evening Post cover appeared over half a century ago, in May of 1916, when the artist was just twenty-one. And with that cover began the career of one of the few living American artists whose name and work are both known and loved by millions of Americans.

Norman Rockwell Illustrator was first published 25 years ago. Today it is a rare collector's volume and virtually unavailable. This new anniversary edition, published exactly as it first appeared, with all the fine color plates and fascinating marginal draw- ings created by Rockwell especially for this book, documents both the life and work of an artist who has portrayed the 'American man'—his dreams, his triumphs, his failures, pleasures and trials—with sure perfection and obvious affection.

There is much to be seen and much to be enjoyed in these pages—a visit with Rock- well at his home and studio, a chance to see exactly how he created his famous Post covers, and dozens of anecdotes told by the artist himself. All the many sides of Rockwell's art are described and documented: his portraits and unending search for the right model; the technical tricks he uses in painting; what paintings have given him the greatest professional satisfaction; the often unpredictable reactions of the American public to his Post covers; his superb murals, calendars, advertisements, book and magazine illustrations.

Norman Rockwell Illustrator contains 437 illustrations—43 in color, plus 250 covers for the Saturday Evening Post done over a period of thirty years—and offers a pictorial panorama of a growing and chang- ing America. You will see his earliest covers and the ones he created during the years of World War II and after. The color illustrations include Rockwell's most famous works: The Four Freedoms, the April Fools' Day cover (in which he deliberately planted 45 mistakes), the Willi Gillis Series, a homecoming Marine, the charming char- women, and many, many more.

Now seventy-six years old, Mr. Rockwell lives and paints at his home in Stockbridge, Massachusetts. In addition to being an active member of the faculty of the Famous Artists Schools in Westport, Connecticut, he gained new recognition with his moon-shot paint- ings, now in the Smithsonian Institution. Represented in The Metropolitan Museum of Art, Rockwell has just recently been named "Artist of the Year, 1969" by his colleagues of The Artists Guild of New York.

A person is paid in relation to what he can contribute. As one manager I know says, "... anyone can talk and play rec- ords. It's what else you can do that counts." As much as it may hurt, it is true that a fair to average announcer who has nothing else to offer cannot command a fantastic wage.

The more a person can do, the more he can earn. The an- nouncer who will "tune" his ability and talent to the maxi- mum through formal education and extensive experience can tag himself a professional and demand the substantial salary that goes with the title.

In my decade in radio, I have never known an announcer who seriously set about gaining maxi- mum experience who did not receive professional respect and a five-figure salary well before twenty-four.

On the other hand, every disk jockey I have encountered who lowered his sights to in- clude only a board shift with little or no professional growth has left radio disillusioned or relegated him to a go-nowhere shift. The individual broadcaster must decide his own path. For the man willing to devote 10-00- 14 hours daily for five or more years, the opportunities are there, just as they are for the pro- fessional in any industry.

Larry Mcfar WRFC Athens, Ga.

A Reward
Dear Editor:

I had promised myself I would refrain from commenting on the recent editorial on the job leav- ing broadcasting because it didn't offer him enough of a financial reward. It's always been my theory you get back from the business what you put into it. Wayne Denys of WREB said it pretty well. However, the comments from Ken Rutherford at KODE spurred me into writ- ing.

Knowing the Joplin market on a pretty good basis, I can't accept his $2 per hour as the top salary in the market. I know a couple of jobs out of Joplin who did a little better than that. I think Phil Jay at WHB in Kan- sas City came out of Joplin and, although I don't know for sure, I bet he did better than that when he was there.

Grand Island is comparable in size to Joplin. In fact, both cities were in the running when ABC was looking for a "typical" midwestern market for their "Now" series. (Grand Is- land won!) Here at KRIC, we start beginning jockeys at $115 to $135 per week and those with an experi- ence of five years. Granted, that's not a fabulous salary compared to some, but for no man than those guys have invested in being educated and prepared for this position, it's not bad. In fact, it's a darn good starting wage for this area. Sure some of the factory work- ers make a bit more . . . but . . . well, even on an average week do they arise drooling the day ahead? If you really love broad- casting you've never known the feeling.

I am 25 years old and have 10 years (some of them damn frustrating) in the busi- ness. I tried other jobs with higher pay and just was not happy. I came back into radio and have never been the same. I'm sure, some of it's been uphill

(Continued on page 50)
Thousands of young people's lives have ended tragically as a direct result of drug abuse...including some of the finest talents of our time.

Who is Next?

To Our Fellow Deejays:

Social action and community involvement—on the air and off—can help prevent this mindless waste of lives. BRUCE MORROW, New York, works closely with his young audience encouraging them to start their own groups to combat drug abuse. His off air campaign uses the stories of ex-addicts to strengthen the message and on the air his station has presented over 4,000 case histories which speak eloquently against drugs.

HERB KENT, Chicago, is active in the reach-out program for young people. Finds jobs for minority youths and through his appearances in schools encourages students to pursue an education. He was instrumental in raising over $20,000. for a recent community project.

Tom Campbell, KJY, San Francisco, California
Barry Chase, WQXI, Atlanta, Georgia
Mike Harvey, WFUN, Miami, Florida
Murray Kaufman, WWDC, Washington, D.C.
Herb Kent, WQXI, Atlanta, Georgia
Bruce Morrow, WABC, New York, N.Y.

Don West, Denver, took a crash course on drugs with Denver’s district attorney to provide himself with a working knowledge of the problem. Now West works closely with Denver’s Veterans Hospital, holds rap sessions with listeners and participates in conferences with high school administrators and members of the medical profession.

TOM MURPHY, Seattle, urges young people to become involved in social projects such as Half Way House and does a school lecture series. He is working with the Washington Education Association on a forthcoming drug seminar in Seattle in which he is a featured speaker.

MIKE HARVEY, Miami, promoted a free concert series held without incident on the lawn of Convention Hall in cooperation with the City of Miami Beach. He provides a weekly news letter to the young people and through schools and record stores distributed posters on the adverse affects of various drugs.

RUFUS THOMAS, Memphis, spends much of his free time off the air meeting with parent groups and working to organize neighborhood action projects with both parents and their children. Thomas also produces and broadcasts anti-drug spots.

MARCELLO TAFOYA, Austin, holds “open hearings” on drug abuse communicating with the Spanish speaking population in his area. He produces and broadcasts anti-drug spots concentrating on the citizens loss of rights when convicted of a felony and is deeply involved with the Mexican-American community.

What are you doing?
Let’s exchange ideas, pool our knowledge and do something positive to help resolve the problem.

Let us hear from you.
Radio-TV programming

Campus News

- Continued from page 36

Thursday (22): Pacific Lutheran University, Tacoma, Wash., Friday (23), and New Mexico State University, Las Cruces, Saturday (24).

Charlie Byrd, Columbia artist, appears at Sheenandock College, Washington D.C., Thursday (22); Robert Johnson A&M, WMTF, Slippery Rock State College, Slippery Rock, Pa., Paul, Donald Davis, Jr., Old Dominion University, Norfolk, Va., Thursday (22); "Where Do We Go From Here?"

KRLA California's Black-owned college at Los Angeles, Stevie Nieves reports: "Tears of a Clown," Smokey Robinson and the Miracles; "Why Do A Man Do What He Has To Do," Joe Smith, Capitol; "I Can't Stand Losing You," The Police, A&M; "The Party of the Century," Robert John A&M; "WNTF," Slippery Rock State College, Slippery Rock, Pa., Paul, Donald Davis, Jr., Old Dominion University, Norfolk, Va., Thursday (22); "Where Do We Go From Here?"

Karnesville University, Tanda, Illinois; "Southern State," Wrequency, ABC; "Beach Boys," Motown; "College, 1969," RCA; "Uncle Will...

There," ABC; "The Wanna Dead," Sanders, Zeppelin; "Bonnie and Clyde," V.I.P.; "Lola," the Stones, RCA; "I Wanna Do," Wertz, ABC; "I Want..."

it," Granite, Sugarland, RCA; "The Party of the Century," Robert John A&M; "WNTF," Slippery Rock State College, Slippery Rock, Pa., Paul, Donald Davis, Jr., Old Dominion University, Norfolk, Va., Thursday (22); "Where Do We Go From Here?"

KRLA Live Concerts

- Continued from page 32

work in advance. The Who did 30,000 to Auburn Stadium. The show was promoted by Concert Associates exclusively on KRLA and in newspaper advertising. The newspaper advertising benefited the station because they always proclaim: "KRLA has been the first station to announce the concert dates..." The air personality of KRLA hosts every show and a specific personality is designated to do all the call letters of the station on the roof of the station. KRLA also uses its concert to benefit other shows. However, the show does not have anything to do with the KRLA station. The only thing that is paid is the cost of the show promoting. Therefore, many other benefits. Tickets are sometimes distributed to favorite clients in a promotion type contest.

But one of the major benefits of cooperation with Concert Associates is the strong identification with the station. Even though some may never have been on the station's bandwagon, they have. Many have also done a lot toward expanding the station's image. Thus, while the station has promoted concerts by Frank Zappa and Tom Petty, it has also played their records may someday have the station playing the groups as their appeal expands. Concerts have been held at the Loew's Theater, Chicago, Grand Forks Railroad and Elion John.

Talent In Action

- Continued from page 30

"Tide." He often sings with Bevvy and the Tides of Spain.

Al Zepeda and Willie Simons of KRLA, hosted the program. Chris Hamilton, drummer Tom Crow, and saxophonist対 Sis Jasci provide instrumental backing.

WYANE HARADA

DAVID ACKLES

Fortune Theater, New York

David Ackles gave a reserved, but respectful review of the Village Fortune Theater, Oct. 13, where he opened his Brechtian number titled: "Next Year Never." Ackles accompanied himself on piano, again proved a fine folk singer.

Also on the bill were Yoko's & The Family Jewels, the most exciting new American group, and Harry Smith, a fine hip hop comedian. The Fortune Theater, which seats some 220 opened the previous week with the same program. An off-Broadway theater also in the building.

FRED KIRBY

OCTOBER 24, 1970, BILLBOARD

TOP 40

Easy Listening

These are best selling midtempo-slow-moving singles compiled from nationwide radio and record sales of ADU.

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<tr>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
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<tr>
<td>1</td>
<td>&quot;We've Only Just Begun&quot;</td>
<td>Carpenters, A&amp;M 1127 (Epic)</td>
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<td>2</td>
<td>&quot;It's Still Rock &amp; Roll To Me&quot;</td>
<td>Garth Algar, Capitol 2570 (Mercury, EMI)</td>
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<td>3</td>
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<td>4</td>
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<td>The Alan Parsons Project, A&amp;M 3007 (Capitol)</td>
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<td>&quot;I'm Gonna Love Me Again&quot;</td>
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<td>&quot;I Don't Know How To Love Him&quot;</td>
<td>The Hondells, A&amp;M 3016 (Capitol)</td>
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<td>13</td>
<td>&quot;All I Do Is Dream Of You&quot;</td>
<td>Pat Benatar, A&amp;M 3017 (Capitol)</td>
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<td>&quot;The First Time Ever I Saw Your Face&quot;</td>
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<td>&quot;The Nightingale&quot;</td>
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Billboard Survey for Week ending 16/10/70
America in the 60's
Our industry has put it on record

GREAT SONGS OF THE SIXTIES
is a compilation of 82 songs—representing the most significant messages for America's generation in the last decade. For the music industry, this book provides insight into the historical, political, social and cultural attitudes of our society.

82 explorations into our time
Every relevant song of the decade is included in this spiral-bound volume—from the kaleidoscopic messages of Lennon and McCartney to the complex charms of Bacharach and David, from the imagery of Paul Simon to the realities focused on by Bob Dylan. The words and music of all 82 songs are printed in full, providing complete material for analysis and reference. In addition, GREAT SONGS OF THE SIXTIES has been "decoded" and reconsidered in the light of America's generation, technological and racial crisis by producer-musicologist Milt Okun and political expert Tom Wicker, associate editor of The New York Times.

America experienced many significant moods in the last decade. Our industry put it on record. That's why GREAT SONGS OF THE SIXTIES is a major reference source for all concerned with the time, the people, the place and their product: music.

Order your copy today. Just fill out the coupon below.

Complete words and music of the decade’s most significant songs, including:

- Alfie
- Allic's Restaurant
- Aquarius
- Blowin' in the Wind
- Body Electric
- Bridge Over Troubled Water
- By the Time I Get to Phoenix
- Cabaret
- The Dangrlings Conversation
- Do You Believe in Magic?
- The Dock of the Bay
- Downtown
- Eleanor Rigby
- Everybody's Talking
- Gentle On My Mind
- Georgy Girl
- The Girl From Ipanema
- Go Find Out
- My Head
- Hey Jude
- Honky Tonk Women
- I Want To Hold Your Hand
- I Will Wait For You
- I Wish I Knew How It Would Feel to Be Free
- If I Were a Carpenter
- If You Go Away
- The Impossible Dream
- Is That All There Is?
- It Was a Very Good Year
- King of the Hill
- The Last Thing on My Mind
- Leaving on a Jet Plane
- Let The Sunshine In
- Let's Get It Together
- Light My Fire
- Like a Rolling Stone
- Little Boxes
- A Man and a Woman
- Marlene Dietrich
- Mellow Yellow
- Monday, Monday
- Moon River
- Mr. Tambourine Man
- Mrs. Robinson
- My Way
- Never on Sunday
- New York Mining Disaster 1941
- Ode to Billie Joe
- On a Clear Day
- Papa's Got a Brand New Bag
- People
- Quiet Nights of Quiet Stars
- Rainbow.jpg Keep Falling On My Head
- Respect
- San Francisco
- Satisfaction
- Say It Loud, I'm Black and I'm Proud
- Society's Child
- The Sound of Silence
- Spinning Wheel
- Strangers in the Night
- Sunny, Sunrise, Sunset
- Suzanne
- The Taste of Money
- There But For Fortune
- Those Were The Days
- A Time For Us
- The Times They Are a-Changin'
- Try to Remember
- Turn! Turn! Turn!
- Up, Up and Away
- La Valse à Mille Temps
- Wait...
THE BEST MACHINE WE'VE EVER MADE
See it during Rock-Ola Open House Week October 19th through October 24th at your local Rock-Ola Distributor's Showroom.
Utah Programmer Faces ‘Jukebox Rock Backlash’

SALT LAKE CITY—Charts and radio playlists are important jukebox programming aids but there are other many variables. Roy’s Music Co. programmer Boyd Nielsen here even has come upon what he calls “rock backlash” where locations are requesting “Rock From Muskogee” which is played to tease and rout the youngest patrons.

Referring to the Merle Haggard establishment-oriented Capitol record popular in late 1969, he says: “I have had at least 10 requests for it lately. I’m sure it’s kind of backlash against the kids. A lot of adults are tired of having to mock rock music on the jukeboxes and are playing this record in self-defense.”

“In this one tavern there is a bartender about 35 who requested ‘Rock From Muskogee’ and the record is really playing in the spot. I ask him all the time if he’s the one who is playing it and he swears he is not playing it.”

Older records receiving heavy jukebox play were a feeling universal in one. One of Nielsen’s top playing records right now is Charley Pride’s “If Anybody Goin’ to San Antonio.”

Nielsen claims that the variable is one of programming a collection of jukeboxes.

New Finnish Coin Causes Confusion

HELSINKI—A new copper-nickel coin, valued at one Finnish mark, is causing confusion among operators and importers of coin-operated machines. The new coin, similar to the old silver one but 3 grams heavier, is in most cases rejected by the machines.

According to Allan Sorinent, director of the Finnish Mint, all importers of coin-operated machines were advised of the change and it is not the intention of the concern to disturb the distribution.

(Continued on page 44)

New Wurlitzer 1-Speed Model Threat to LP’s

CHICAGO—If jukebox operators and patrons continue to look upon the little LP 7-in. album with indifference, jukebox manufacturers may revert to single speed phonographs, according to Robert Bear, sales manager, Wurlitzer Co., which for the first time is offering one version of its new Zodiac model without the album feature. Other models, however, will play LP’s.

Bear seems reluctant to give up on the little 33 1/3 r.p.m. disks, but says: “If the public

(Continued on page 44)

Wurlitzer Jukebox: New Style, Options

By EARL PAIGE

CHICAGO—Wurlitzer’s new Zodiac jukebox represents a new styling and a line of machines offering operations many variations and options. One option is a “Record-New-Playing” indicator that will be standard on the deluxe model. Another option is the four-quarter accumulator which allows for variable pricing never before available on Wurlitzer jukeboxes.

The Zodiac, shown privately to distributors, was officially unveiled at Music Operators of America meeting and is characterized by the celestial Zodiac design created in seven colors covering the blue-green spectrum. The Zodiac symbols are used important in several play information panels.

The Zodiac will be slightly higher in price, according to sales manager Robert Bear, although models without the little LP feature will remain the same.

(Continued on page 44)

Seeburg Dist. Adding Games

HAMBURG—Seeburg’s West German representative, Seeserv GmbH, has acquired the exclusive distribution rights for Sega amusement equipment.

This is third major manufacturer to be represented by Seeserv which already has exclusive distribution rights for Williams equipment (for the last five years) and for Chicago Coin (since March 1970).

Chicago Coin has also appointed a Seeburg affiliate, See- rone, to represent its interest exclusively in Italy.

Announcing this news, Seeserv joint manager Hans Rosenlew told Billboard that he

(Continued on page 44)

NEW PRESIDENT ROWER

Harry Martin Tells Industry Views

ST. LOUIS—Rowe International was the first U. S. manufacturer of jukeboxes to show its 1971 line and the firm’s new president is indicating that the industry can look for even more help from the Whispay, N. J.-based subsidiary of Triangle Industries, Rowe.

As for predictions about 1971 jukebox business, Harry Martin is cautiously optimistic.

Active Amusement Buys Parts Firm

PHILADELPHIA—Joe Ash of Active Amusement Machine Co. here has acquired the coin machine parts and supplies, and will continue to service all existing accounts. Harry Block, founder of Block Marble, is retiring after 41 years in the business. Ash has a branch firm in Scranton.

Wurlitzer—200-160-100-Selection Phonograph

Wurlitzer’s new Zodiac jukebox offers as an optional feature the increasingly popular “Record-New-Playing,” digital indicator at the upper right of all new looking phonographs. The Zodiac signs are carried through in several key areas as in the play information panels. The design is all new; for example, the front corner glass panel using seven-color shades. Stolben glass etching, grained panels of pecan finished Parkwood, metal and glass and translucent plastics all combine to pleasing appearance, internally, the amplifier of the storage machine, the junction box, stepper, power supply and playbak have all been moved to the top for easier servicing. Of courses better sound, a scratch compensator, balance control and individual base and treble controls are featured. Of the new features is the four-quarter accumulator which allows for the insertion of quarters and half-dollars up to $1 before selection is made. The dollar bill acceptor is optional and has a separate cash container. A security cash container is also offered that automatically locks when removed from the machine. A paging system, income computer, wall boxes with or without speakers and the Satellite II combination speaker/selector are all additional accessories available.

Nebraska Jukebox Meeting

OCTOBER 24, 1970, BILLBOARD

NEBRASKA jukebox operators met recently in what was the largest gathering ever held by the Coin Operated Industries of Nebraska (COIN). Scenes from the banquet attended by over 70 people show that many wives participated. Howard Ellis (second photo) accepts a special Music Operators of America (MOA) award; Fred Granger (center) stands between Mr. and Mrs. Ed Kont (he is COIN president); Ed Zornyski (right) speaks while MOA president A. L. Lou Placek and Mrs. Howard Ellis listen.

34
Wis. Company Moving Into Jukebox Moving Business

By BEN OLMAN

MILWAUKEE — Every sale of a new jukebox triggers at least four moving jobs in and out of locations and Youth Appliance Dolly Sales Co. is very happy about this. The first move sees the new jukebox being carted into an operator’s top location.

Move No. 1: The displaced machine is moved into the operator’s garage. Moving No. 2 as that location’s jukebox shuts down is the second move. The third move is to the new location where the operator finds the jukebox removed from that bottom spot heading for a distributor on a trailer deal.

One or two additional moves down the location ladder depending on the size of the operator’s route would not be a rarity.

And each of these equipment moves calls for the use of that unglamorous but absolutely essential heavy item handler: the dolly.

With jukeboxes currently tipping the scales at somewhat over 400 pounds, moves averaging from 250 to 300 pounds, pool tables between 600-700 for the medium size units, and bowlers 800 pounds and over, the sturdy, labor-saving dollies become quite apparent.

According to Al Martin, advertising manager and officer of the Youth Appliance Dolly Sales Co., here, “Dollies will continue to be in demand as long as jukeboxes are not produced with handles and step glides for taking them up and down stairs.”

Founded 22 years ago, Youth Appliance Dolly Sales Inc., is exclusive distributor for the Youn’s Jukebox Co. in 43 states. Its earliest customers were restaurant owners.

But it didn’t take long before jukebox operators all over the country latched on to dollies for their use, too, today, we figure that about 80 percent of the nation’s jukebox operators depend on our dollies. The average dolly is worn out and replaced after six to eight years of use.

Xerox Copier Uses Screen

BOSTON—A new coin-operated xerographic device that shows microfilm images on a screen and enlarges and prints them on ordinary, unassisted paper was announced here by Xerox Corp. The unit offers copies at prices ranging from 5 cents to 25 cents each, at the option of the operator. The Xerox machine makes its own charge.

Users can scan rolls of microfilm or any individual images on the machine’s 9 by 11-inch viewing screen. Single enlargements are delivered on 8 1/2-by-11-inch bond paper.

Seeburg Adds Games

• Continued from page 43

thought amusement only machines would soon be appearing in German pubs and inns which previously had been limited to jukeboxes and pay-out machines. He said many customers were trying to find an increasing number of distractions for their clients in order to combat the appeal of television.

Sereveda, he said, was well suited to supply inns and pubs with Speedways from Chicago Coin, missile machines from Sega and Bonanza shooting galleries from Williams.

Poor Pressing Hurts Jukebox Action in Utah

• Continued from page 43

ables affecting jukebox programming are such that out-of-state lists and chart reflections are often misleading. “We have to go 60 to 70 percent on the conditions existing here.”

He is having some problems locally on hot records that he cannot get in time to program. “We’re hiring from ABC Dist. and on artists such as Merle Haggard and Charley Pride we just don’t seem to be able to get them fast enough. If we miss on our locations checked every other week we lose a month’s playing time.” (About 25 percent of Nielsen’s national 60 stops are checked every week.)

Nielsen and Ted Samuelson are responsible for programming the entire route.

Another problem here is records that are poorly pressed. Nielsen claims about half of the “Fire and Rain” recordings on the Warner Bros. Label will not start on the jukebox.

“I’m sure this James Taylor record would be tremendously popular if we could get good copies. We have had numerous service calls where the location complained that the record would not play— it’s started with a poor start— and have then been too busy to return the record. This is being studied.

Price Variety

The four-quarter accumulator, another option feature priced in the $60 range, offers operators more pricing variety than ever before. One single program can choose six pre-programmed records for two quarters and 12 pre-programmed records for four quarters. There are variables in between too.

The patron may choose eight or ten pre-programmed selections for two quarters or eight for three quarters. The pre-programmed selections are keyed by a burgundy and a gold bar. The new accumulator accepts half-dollars as well.

Another option feature—the dollar bill acceptor—has a separate container for the bills located in the upper dome area.

Another security feature is the automatically locked cash container. A second key is needed in order for any money to be removed from the jukebox.

Still other option features include the income computer, which gives a confidential record and print-out of all money inserted into the machine.

A paging system combines on- and off-volume control of the machine and mimics the music when in operation.

Remote control equipment includes wallboxes with or without top mounted speakers. The Satellite combination speaker and selection device (actually functioning as another jukebox) is also again available.

New Finnish Coin

Continued from page 43

to contribute to the control of adapting machines to take the new coins.

However, a plus factor is that new acceptors for the cupro-nickel coins will not accept the lower value coins which have been extensively used in the old coin machines.

Wurlitzer Jukebox: New Style, Options

• Continued from page 43

The company is offering several models (with 200-, 160- and 100- selection). Some of the option features have not been finally priced out.

Another departure is the mounting of the amplifier, junction box, stepper, power supply and playground at the top of the dome above the record changer rather than on the cabinet floor.

The sound system affords 40 watts of music power for the jukebox itself and an additional 40 watts for auxiliary speakers. The jukebox includes a compensation, balance control and individual bass and treble controls.

The overall appearance of the Wurlitzer is characterized by the blend of die castings on the upper dome framing the sides and surrounding the section and coin entry area and by the unity of metal, glass, peca-finished, Parkwood grained panels and translucent plastics.

The record-now-playing feature, first introduced by Seeburg in 1969 and now adopted on Rock-ola machines as well as on the Wurlitzer, informs the patron as to which selection is playing by an audible tone. As an option feature, the unit will be priced in the $35 range, but could be incorporated in one line of models. This is being studied.

New Equipment

Fischer—Billiard Table

This table, which introduces the Regent G series, offers the new security controlled coin acceptor which prevents both coin and a burglar alarm.

The tables are finished in Spanish Oak. The series also features concealed steel reinforced mechanism drawer, a non-resettable coin counter and a metal center post with brass plated money drawers are keyless alike. The tables feature the exclusive weldedgeock rail and cushion assembly for faster ball action and easier set up and cushion replacement. The playfield is made from ground slate, and the playfield supports are pre-wound. The playfield is available in three sizes: 56 in. by 100 in., 52 in. by 92 in., and 48 in. by 84 in.

Available at your Phonograph or Coin Operated Machine Distributor, or contact:

WOODBINE CO., WOODBINE, IOWA 51579

for name of nearest TOBBY GATE DISTRIBUTOR

OCTOBER 24, 1970, BILLBOARD
Harry Martin Tells Industry Views

- Continued from page 43

theater ticket vending, is still involved in a joint marketing plan with All Tech Industries offering a Rowe fuge pool table, may be expected to acquire more amusement oriented companies, is moving ahead in film jukeboxes with an eye to the educational field—and much more.

All of which seems contradictory because Rowe has been rather quiet of late and operators have seen very few advertisements from the company. "We have trimmed down to fighting weight and will be very careful about letting those inches creep back on our belt," Martin said in a swift talk earlier and repeated in the interview. "One of the first cuts we made in respect to the tightening economy was to cut out advertising," he acknowledged.

A more dramatic trimming move, perhaps, was to have Rowe personnel stage the usual sales convention instead of the usual professional organization is saving of over $25,000. Martin indicates that this saving will go into promotion of the new overknee box.

On a more personal note, he says, "I told everyone that we would fly coach—and I'm still flying that way." Then he said some years later a subordinating rank does not afford the privileges many people think it does. Martin says that he is at work most mornings in Whippany at 8:30, driving 30 minutes from his home in Westfield, N. J. The golf shoe joke was cleverly keyed because golf happens to be a favorite hobby, as is bowling. He smokes cigarettes and thinks that the surgeon general's warning in 1964 was based on people who are not as careful about their health as he is. Every weekday morning he does a routine of Canadian Air Force exercises, rewarding himself by not doing them over the weekend.

Triangular bought Rowe, he explains, because the firm wanted to get into more consumer oriented products. Until this significant move, Triangle was a building construction industry oriented firm involved in wire and cable, copper tubing, plastic pipe, copper fittings, steel conduit, electric raceways and—about the only thing jukebox operators are familiar with—electrical cord sets, including those normally found in the home.

Rowe accounts for about 25 percent of the corporate operating income and about one-third of Rowe's total sales would be represented by products produced at the Grand Rapids, Mich., factory where jukeboxes are a major product along with the $1 bill changer, other coin changers, the background music systems and accessories relating to music.

Turning to subjects related specifically to the jukebox business, Martin discussed factory ownership of distributors, direct sales, the movement in music by large vendors, Rowe's international marketing picture and the general effects of Triangle's acquisition of the long established Rowe AMI company.

He points out that one effect of Triangle's purchase of Rowe was to make the first change in the styling of the firm's vending machines in seven years. This step in broadening the product line is more dramatically emphasized in this year's MM5 jukebox line.

Martin has some rather surprising observations. For one thing, he has been criticized off factory owned distributors with the point that this actually has the firm taking more equitable responsibility for meeting sales objectives. Rowe has only three factory-owned distributors; however, these represent eight states in five states.

(Continued on page 45)
WURLITZER enthusiastically presents the
A constellation of high-styled design with a sound that tunes 'em in...turns 'em on to produce terrific take!

Eye appeal! Ear appeal! Play appeal! The Wurlitzer ZODIAC puts it all together in an instrument that will enhance any location, entrance every patron.

Its beauty is something to behold. Its sound is sensational. Its serviceability is super convenience ingeniously engineered to lower operator overhead.

Prediction! The ZODIAC will rapidly gain a reputation for adding new interest to and income from any phonograph route.

THE WURLITZER COMPANY
North Tonawanda, N.Y. 14120
115 Years Of Musical Experience
**Harry Martin Tells Industry Views**

*Continued from page 45*

"We would prefer not to own distributorships but we have been unable to locate competent independent distributors in some markets. I say competent with the understanding that this is a broad term.

"The independent distributor often feels put upon and it is true that he is the first to be asked to increase his quotas. But company owned distributorships actually help to carry the total sales responsibility and divide it more equitably," he pointed out in saying that Rowe has taken over offices in Richmond, Va., and New Orleans (Trimount, Rovencro and Bush International are other Rowe-owned offices in New England, California and the Southeast respectively).

Although he praises his remarks about direct selling by saying he is not expert, Martin says he cannot see any future in it. "The whole heart of the distribution system such as we have is based on the premise that franchised distributors will sell to operators. Those distributors that sell to location owners are bound to drive their operator customers away."

Rowe's name has been mentioned in operators meetings where direct sales were discussed and Martin said the company recently terminated an distributor who was selling direct.

"Does the dealer owner want to get into the business of advertising and trading a used jukebox? The distributor is equipped to take back older models and refurbish them."

"Direct sales are contrary to the whole philosophy of ecology we're beginning to adjust to today where the emphasis is to scrap less and less material and perpetuate the life and reusability of products, equipment, containers and so on."

Another concern of operators has been the acquisitions of music routes by ARA Services, Servomation, Interstate United, American Automatic Vending and other huge vending firms, but Martin thinks the independent operator will always be a place for the small, independent operators.

Meanwhile, while operators worry about vendor capitalized routes competing with them, and while distributors worry about trouble vendors buying large quantities of jukeboxes direct, Martin believes that the entry of the large vendors into music will bring down the price of equipment to all operators, large and small.

As for the buying power of an ARA Services, he says: "One could also cite the various vending companies that have banded together such as Automobile Services, Inc. This is a factor they have a monopoly in any industry. Every manufacturer has to cater to volume buyers."

"Every vendor predicated his product sales on some price breaks or price advantages as volume increases. Our whole quota system for the distributor is predicated on volume, on the distributor obtaining the various plateaus of the quota system. The operator buying the distributor will benefit through the improved purchasing power of the distributor," he said.

As for the competitive threat of large vendor-backed music routes, he adds: "This small operator will be successful because he can provide local service that is not stereotyped into a national pattern."

Martin prefers to be less specific about Rowe's plans to expand its Phonova, saying only that "We plan an extension of the application to other competitive phonographs." He says the Phonova through the Folk County Vending lines the market has worked out "reasonably well" but is now mysterious about future diversification into amusement games.

"We are considering amusement acquisitions very favorably because the more product that we can be in a position to offer our distributors that they're already selling, the better job we can do for them."

In international areas, Rowe is licensing manufacturers in Mexico, Europe and Asia and is involved extensively in South America where he envisions the development of another Common Market. Acknowledging the uncertainty in certain countries—Chile, for example—he says: "Naturally, our approach to marketing in those countries where there is political unrest has to be careful and conservative."

He views the jukebox business as growing significantly abroad and developing importantly in America, too. "The phonograph industry has been growing as well and its markets are growing in any country, too."

**FLORIDA**

WINTER HAVEN—The Florida Amusement and Music Association (FAMA) is inviting comments of members regarding a letter being circulated by Addy Guy Supply Co., Inc., Orlando, Fla., to business places throughout the state. The letter suggests that local owners of their own machines and the firm lists jukeboxes, pool tables and all types of vending machines that it can make available.

FAMA also is exploring a pilot program to train jukebox mechanics. President Wesley Lawson hopes a statewide program can be established. In other matters, FAMA is warning members about an attempt to change ordinances in Tampa whereby the license fee on any coin-operated machine would be hiked from $5 to $10 and even $20 per machine.

**NEBRASKA**

OMAHA—Coin-Operated Industries of Nebraska (CION) president Ed Kert has condensed all the minutes of a recent meeting into one-page report. CION is expanding its activities in many areas.

**Poor Pressing Hurts**

"Continued from page 44"

generate considerable over-issuing (where several patrons punch the same record simultaneously with one play satisfying them all). "The Seeburg casserole is working, because it only plays in the booth if the patron puts money in it."

He says that the Mormon influence here does not affect amusement programming. "We had one single from the Mormon Tabernacle Choir that was a hit in 10 or 15 spots but this is about it."

Just back from a two week vacation spending some time in the phone Nielsen said he had a lot of catching up to do. "It's surprising how many new records can come out in just two weeks."

**New Wurlitzer Unit**

*Continued from page 43*

doesn't want them, operators are in the state at the grand opening of the firm's new facility in Raleigh, N.C.

SEEBURG distributor Joe Fitzpatrick, president, Southern Illinois Dist. Co. (left), is congratulated by the owner of the firm's new facility in Raleigh, N.C.

OCTOBER 24, 1970, BILLBOARD
Soul Sauce

BEST NEW RECORD OF THE WEEK:
“Help Me Find a Way”
LITTLE ANTHEM & THE IMPERIALS (UA)

By ED OCHS


Betty Everett has signed with Fantasy. Leo Austill and Calvin Carter of Showcase Productions will produce Miss Everett in Chicago. The label’s also cookin’ with “Another Man’s Song,” by Little Big Horn. In Canada, TFP Records has signed up the Ten Records, but its “Soul Foods” LP for Gold Star. He’s got his own “Tails Out” on Hi. Sam is no longer a Sham, but a Sham随便 LP for Gold Star. Sam’s Atlantic will be “Hard and Heavy,” produced by Wexler & Dowd in Miami. “Me and Bobby McGee is the single.

New York’s top showbands, LILY VS.—with Livingston Wingate best local documentary. The show is aired every Sunday afternoon at 3:00. Motown’s V.P. label is back in action with LPs from the Spinners and Hearts of Stone, who have got a single to sell it in “It’s a Lonesome Road.” Also has grabbed another hit master from Birmingham called “A Woman’s Way,” by Rozetta Johnson on the Clinton label.

B.B. King, off and running with a new album and his “Chains & Things” single, appears on the David Frost Show, Oct. 28, and the Flip Wilson Show, Dec. 17. “B.B. King watches are off the production line and being marketed, according to its press, similar to the Spira Agnew watches. With some differences, but true. No doubts about David & Jimmy Ruffin, Stevie Wonder, Martha & the Vandellas, Smokey Robinson and anything else that’s Motown. Smokey’s new single from Pye in England that Earl Van Dyke’s big one for Motown was “Soul Storm.” And that the Main Ingredient’s hit was released by RCA a few years ago by the insiders, now the M.I. Dave picks up the rights for Pye to U.S. disk only represents in Britain. That’s Pye Records. Smokey achieves Cumberbatch Place, London. Liberty/UA is getting with Anthony & the Imperials, Andre & the girls, (Christian People), Bobby Womack, and the House Corporation’s “Footloose.” Robert Patterson is next with Mr. Soft Touch. LP of the Week: Paul Kelly’s “Stealings of the Name of the Lord.” Harry Home: Allo is Larry Klein, president of and more Motown. The Four Tops’ Changing Times album is a smash. One of our local ears says the Supremes’ Stone Free is Smash single material. Soul sauce picks and plays: Outing Times, “If You Had My Love” (Due); Flaming Ember, “I’m Not Your Brother’s Keeper” (Hello); “The Only Way I Know to Love You” (Dial); Willie Hightower, “Time Has Brought About a Change” (Fame); Jose Gaylin, “You Gotta Push” (Thomas). The J.B.’s, “These Are the Iz’s” (King); Glass Houses, “Stealing Moments” (Inversion); Eddie Holman, “Cathy Called” (ABC); Clyde McPhatter’s Group 2000, “Can’t We Get Together?” (S & C); Charlie Dekker, “You Can Get It” (Uni); Doris Troy, “Jacob’s Ladder” (Apple); Jackie Moore, “Precious Precious” (Atlantic); Al Perkins, “Second Hand Love” (Aloe). Also: Florence Divine on You, Little LeRoy Lewis on Wand, Mirettes on Zena. I don’t want to forget that one. Would prefer to keep knowledge to Zena. Third Generation, Curtis, Fletcher Aimee Fechee and the New Younghearts on Zena.

... Not only does George Morris, national promotion man for Hot Wax, read Soul Sauce, but so does Eud Ward of Rolling Stone. Do you? ZBS Plans Upstate Studio

Letters to the Editor

- Continued from page 38

and tough. But I looked around, decided what I wanted to accomplish and started working toward it. I was more proficient this time. The goal is in sight.

Many happy returns this business how do you know who couldn’t do something else and make much more money if you’re you’re worth 10 or 12 thousand a year now. But I know they have hair the same way I am. Try getting to know a few. I spend 10-15 hours a day cranking an AM station and doing the air shift, and soon will add the programming chores of an FM to my schedule. I am not the highest-paid person in radio.

(Correlated to page 51)

October 24, 1970, Billboard
Letters to The Editor

but I am making a living and am happy with what I'm doing, which is most important to me. Jocks should decide whether they take a job the objective is the boss' job. Anyone who thinks he be the boss all of his life and then retire, has got another thing coming. Those who do not look to the future, which includes management, sales, etc., deserve to end up selling used cars or running a "milk wagon." Radio is not a business that fosters ill will and insecurity, or offers little in the way of appreciation or monetary rewards. Radio IS a self-sustained, hard working business. You must be a company man in this business, maybe more so than any other, and when the company makes more money, you can make more money. We radio people need a union, we need more dedicated people, dedicated to a great profession. A new one is the best. Go looking for a job with the idea you do not know it all, no one will tell you all the changes every day, every hour, every minute. To Bill Geiger, you have not seen what happens to old disk jockeys. You may really not have seen too much. Many of them, you can't afford to stay in radio another 10 years, and put in 10 hours a day to boot, we don't need you. Until we find people really dedicated to this business, the pride you speak of will not show up. Management has the pride. Jerry Lenn, Dishman WV

WPGC 'In' Image From New Playlist

WASHINGTON—A further expansion of their playlist to include 60 stations and 15 to 20 albums per week is helping WPGC build an "in" image with young adults in the market. The daytime station simulcast with WPGC-FM, the FM continues to reach a very sizable audience. A further concept developed by music director Davey Jones includes playing lesser known artists, giving listeners variety needed in the current scene. What is this for our ratings. FM radio is strong across the country because they play a lot of different music styles and many artists. I have to bring in new artist content to WPGC in an effort to keep us ahead, says Jones, a veteran of seven years in radio. "Why should a secondary market break a hit?" asked Jones. "We are all competing for the same people. They should break the hits. It takes a good, general sense, but it pays off. Jones said that the audience for a lot of hits in radio is so conditioned for a jukebox sound. "One must play relevant music and talk about the relevant issues today," said Jones. He also gave credit to local promotion men. "They never try to slant a record off on me. It is really all good music that they bring us," he said.

New policy of Jones is never to listen to other stations in the area. "Then I cannot be affected by their programming." The tendency then is to use programming ideas that are more original. Big Wilson and I balance beautifully. He does good promotion and I pick the music with the help of the rest of the staff. Of course Bob Howard, our manager, is there to see what it is all about, so I am afraid the outcome is good programming with honesty," Jones continued. The air personalities at the station are responsible for playing certain records but never told when to play them. They must also have something meaningful to say before they speak. This (Continued on page 39)
CMA’s Growth Gains Are Highlights in Hitt Report

NASHVILLE — The growth of the Country Music Association during the past 12 months has matched, if not exceeded, the growth in country record sales, live stage performances and expansion of country music television shows.

This was the gist of the president’s report made by Harold Hitt to the membership of CMA at the annual meeting here Wednesday.

Hitt pointed out that more than 650 full-time radio stations switched to a full-time format of country during the past year, and television stations showed a “substantial” increase. The increase in network shows and syndicated television programs was obvious.

A CMA survey taken during recent months showed nearly 300 artists appeared on network programs. The syndicated guest list numbered about 200.

Participation by radio stations in the country music month promotion was up 35 percent, and for the first time President Nixon joined the states’ governors in a proclamation in observance of the month. Hitt pointed out that the CMA this year was represented at MIDEM, MOA and NARM, as well as at the second Festival of Country Music at Wembley Pool, near London.

Within the staff operation of CMA the organization published the biographies of Hall of Fame members, a detailed history of CMA, a synopsis of the important events and activities initiated during the past 12 years, complete bylaws for membership requests, and annual election procedures. An enlarged songwriters’ pamphlet was published will be available soon.

While working closely with the national shows, the CMA continued its promotional efforts to radio stations through its program of taped spots. During the year, Hitt pointed out, regional membership luncheons were originated, the first of which took place in Atlanta. Plans were begun to explore the possibility of a spring festival of country music.

Mrs. Jo Walker, executive director of CMA, noted that an improved accident insurance plan for the membership was obtained. She also was active in providing such matters as special parking for out-of-town radio station remote broadcasting units during the convention, expansion of the disk jockey list to include detailed data on members.

According to Hitt, all indications for 1971 point to a steady and even larger growth of country music popularity, record sales and individual involvement.

Opryland Signs a Distribution, Production Pact With Capitol

NASHVILLE—Opryland Records has signed a distribution and production contract with Capitol Records, and the WSM-owned label now will begin marketing product.

Irving Waugh, president of WSM, Inc., made the announcement following lengthy negotiations, initiated through Ken Nelson, Washington, D.C.

The basis of the agreement is that WSM will continue supplying a full-time producer here. Plans also call for both a BMI and an ASCAP publishing company, both to be administered jointly by Capitol and WSM.

The company’s recording outlet will be under the direction of E.W. (Bud) Wendell, who will continue in his regular duties as manager of the “Grand Ole Opry.”

“Capitol will handle the promotion, distribution and manufacturing of the label throughout the United States and overseas,” Wendell said. “We bring 45 years of prestige and a long history in an area where we have acquired a certain degree of expertise. Capitol brings its name, reputation, manufacturing facilities and distribution ability.”

The Opryland label was licensed by WSM last year. Activities was held up pending distribution and production arrangements.

Wendell said the company, for the time being, will make use of existing studios. The principal job at the start will be to build a stable of artists. A few already are under contract.

The original WSM aim was to develop Opryland talent, and this has been done over a series of months, working with extremely young people.

WWVA in Wheeling also has released its first label product on its Jamboree USA Records. Distribution is through independents.

Add another name to the list of artists scheduled to record in Nashville, again with Pete Drake at the hotel. Dionne Warwick will be in to do several sides within a few weeks, and Drake will do the producing. He recently produced a session for Bingo Starr at Music City Recorders. The J. Walter Thompson agency agency returned to Wanda Jackson Studios to begin another series of jingles for Up. They are being produced by Kenlo Herndon.

Robby Kilmer spent last week completing his latest Pats and Allen Rome release for Dial. Tommy Cash worked with Arnold Brown, producer for Dancer-Fitzgerald-Sample of New York, recording a single for Lifeavers.

Nugget’s Soot Ardell left right after the convention for her opening at the Mint in Vegas.

Earl and Gerry Owen, whose Gerry-O Promotions firm was announced last week, have changed offices to 512 Eighth Ave. South. Among other things, Earl will be managing the business affairs of Audrey Williams. Bob Luman is slated to appear in Puerto Rico late next spring. The governor of Puerto Rico was among many who proclaimed October Country Music Month.

Chuck Wiley, BMI, and Jerry Lewis record on GRT was produced by Tommy Allman. He has a strong commercial sound. Hugh’s TV production will be seen on some 100 markets this year.

The new Don’t Know What Country Music Show this year, featuring Tim McCoy, carried through 46 states, six in Canada and a week. The car.top traveled on eight pieces of road equipment. All of the artists on the show are on Request Records.

Hank and Lennie Wickham, artist for Starday-King, made their first trip to Nashville during the convention.

(Continued on page 39)

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OCTOBER 24, 1970, BILLBOARD
Billy Walker's
"She Goes Walking Through My Mind"
is a musical experience

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"WHEN A MAN LOVES A WOMAN"
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Congratulations to the winners of the BMI 1970 Country Music Achievement Awards

The most performed Country Songs April 1, 1969 to March 31, 1970
Billboard Album Reviews

October 24, 1970

SUPREME-Now More Than Ever
Warner MS 720 (5)

The Supreme's are a magical group, for not only do they do well with material considered original material, but they are also a great example of how successful the group has been with their original songs. The group's first album, "Stages," was a great success, and their follow-up, "Now More Than Ever," continues to be a hit. The group's sound is a blend of soul and pop, with the group's lead singer, Florence Ballard, taking center stage. The album features hits like "Stop! In the Name of Love," "You've Really Got a Hold on Me," and "Help!"

SUPREME/FOUR TOPS-Open Up and Say..."Oh, Yes!"
Motown 2084 (5)

Individually their sounds are searching for a direction, but here, together, the group sounds great. The group's second album, "Open Up and Say..."Oh, Yes!" is a great example of how the group can work together as a unit. The album features hits like "Talking to Myself," "Where Did Our Love Go?" and "I Can't Help Myself (Sugar Tea Sweet Heart)."

SMOKEY ROBINSON & THE MIRACLES-Pocket Full of Miracles
Motown 1565 (5)

This album is a great example of how Smokey Robinson and the Miracles can work together as a unit. The album features hits like "The Tears of a Clown," "Tears of a Clown," "Tears of a Clown," and "Tears of a Clown."

FOUR Tops-Themselves
Motown 1565 (5)

The Four Tops had a great run with their first album, "In the Name of Love." Their second album, "Themselves," continues to be a hit. The album features hits like "Reach Out and Touch (Somebody's Hand)," "I Can't Help Myself (Sugar Tea Sweet Heart)," and "I'm Gonna Make You Love Me."

ARMIS OUTBITE-Pragma
Polydor 244002 (5)

Arlo Guthrie has another winner here in the distinctive folk-orientated artist range with an album of acoustic songs. The album, "Pragma," features hits like "Keep on the Highway," "Tales of a Traveler," and "This Land is Your Land."

HOLMES-For Polyster
Polyster 364254 (5)

His second LP for Polyster has his current LP for Polyster, "St. Clare," in sharp radio programming and sales. He is best known for writing and singing his own songs, and this album features hits like "Love Letters," "You're a Heartbreaker," and "St. Clare."
BUCK OWENS
AND HIS BUCKAROOS

I WOULDN'T LIVE IN NEW YORK CITY
(IF THEY GAVE ME THE WHOLE DANG TOWN)

During my life I have probably been to New York City a 100 times, and each time I go I hope it will be the last. There's no other city in the United States, or the world for that matter, that I have been to that was so packed with people and buildings that it seemed like a jungle made out of concrete... It ain't nothing but a concrete jungle with people packed like sardines...

Every time I have ever been to New York I have been caught up in crowds of people who are always hurrying to get where they are going, most of them trying to climb that old ladder of success... Where everybody's tryin' to live beyond their means, where all the natives hurry to scurry to and fro, but like the fleas on a puppy dog, they got no place to go...

New York City is the only place I know where a person could live out their whole life and never see the sun for the buildings... I ain't seen the sunshine since the day that I arrived, cause brother I've been busy tryin' to survive... It's true that I am bitter about New York because I like to see people smiling and happy all the time but I never found any warmth in New York City... Nobody knows you've been here till you're 6 feet underground, then you become a statistic, if they remember to write you down...

The funny thing about New York people is that a lot of them feel the same way that I do. That is why I recorded my new Capitol single The New York City song live on the streets of New York... I wouldn't live in New York City if they gave me the whole dang town, talk about a bummer it's the biggest one around, Sodom and Gomorrah was tame to what I've found... When I was recording this song on the streets of New York I was almost arrested by a member of the N.Y.P.D. who came to investigate what I was doing. I caught the siren of his police car right on the recording track of the single. Experiences like that are typical of the things that have happened to me in New York City, and that is why I dedicate this single to the New York City people in hopes that someday they will remember to look up beyond those hard, old, cold, grey, bleak concrete walls... I wouldn't live in New York City, if they gave me the whole dang town.

All rights reserved.

I WOULDN'T LIVE IN NEW YORK CITY.
(IF THEY GAVE ME THE WHOLE DANG TOWN)
RECORDED LIVE ON THE STREETS OF NEW YORK.

Personal Management:
Jack McFadden
405 Chester Avenue
Bakersfield, California 93301
(805) 327-1000
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Country Music

Nashville Scene

*Continued from page 52*

the convention. . . Jimmy Lewalski, artist-writer for The Chicago Tribune, signed a contract with Paramount Pictures. Lewalski is one of the most creative men in the business.

Dr. George T. Washington, president of the Goodtime Charlie's, Jamison Ryan, Chas Web- ster and "Ice Man" V. M. St. John are all set to appear at the Country Music Association in New York City.

Jerry O'Brien, President of WPGC's out- of-town show, is now the one of the most creative men in the business.

Jerry Moore of the Nashville Age, has been appointed as the new manager of the plate.

The country artist of the month is Jerry Moore. Moore has been a regular on the Opry for several years.

Bart Book Right On Writer Ball

NASHVILLE - Songwriter Teddy Bart, who has found great success in Nashville, has been selected as the Writer of the Year for 1970. Bart has been writing songs for over 10 years and has had many hits in the past few years.

Bart's success is not limited to recordings. He has written songs for several films and TV shows, and his songs have been covered by many different artists.

J.P. Rook, producer of the seminal "Bart's Band," has worked with Bart for many years and is impressed with his writing ability.

Mrs. Jo Walker Receives Trade's Metronome Award

NASHVILLE - The "Metronome" award, given to the person who has contributed most to the music industry here during the past year, was presented Saturday night to Mrs. Jo Walker, President of the Country Music Association. The presentation was made during the 45th Anniversary performance of "The Grand Ole Opry" at the Opry House, by Mayor Beverly Brigger, originator of the event.

Previous winners have included such outstanding leaders as Owen Bradley, Jack Stapp, and Boudreau Bryant, Jack Clement, Harlan Howard, Billy Edd Wheeler, Hank Cochran, John D. Loudermilk, Wally Nelson, Bobby Russell and Marjorie Wilkinson. Bart also deals with the publisher, the performance rights organizations, and talks to the man who has done it all.

From these pages, the song-writer is bound to find success. Well written and concise, the book is elementary enough to be understood by all, and yet profound enough to be meaningful to the professional. Bart has done his task well. The industry should benefit.

Lou-Neita Opens a Coast Office; Mgt Execs Named

East Point, Ga. - Lou-Neita Records & Tapes, with home offices here, has opened West Coast branch offices in San Mateo, Calif. Lou-Neita and Gil Fagan are management co-ordinators for the western operation.

This move is another step in the international expansion list of Lou-Neita, a firm established only four years ago by Jeff Bramson and Marlin Hahn. Starting as a two-man operation, it is now a vast complex comprised of 10 individual companies including several record labels and publishing firms. It has its own printing firm, a recording studio, and even manufacturing cabinets.

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Say You Saw It In Billboard

Hot Country LPs

* STAR Performers - LP's registering unparalleled popularity this week.

This Week Last Week TITLE, Artist, Label & Number

1 1 FIGHTIN' SIDE OF ME Jerry Lee Lewis, Sun 451
2 2 CHARLEY FORD'S 10TH ALBUM RCA Victor LSP 4507
3 3 HELLO DARLING Too Cute, Decca DL 7309
4 4 FOR THE GOOD TIMES Glen Campbell, Capitol SW 492
5 5 GOODTIME ALBUM Glen Campbell, Capitol SW 492
6 6 THE BEST OF CHARLIE PRIDE RCA Victor LSP 4508
7 7 NOW YOU CAN HAVE MY LOVE & DIANE PERRY , RCA Victor LSP 4508
8 8 SNOWBIRDS Anna Murray, Capitol SW 492
9 9 THE WORLD OF JOHNNY CASH RCA Victor LSP 4506
10 10 LIVE AT THE INTERNATIONAL, LAS VEGAS Jerry Lee Lewis, Mercury 72257
11 11 MY WOMAN, MY WOMAN, MY LIFE Marty Robbins, Columbia CL 9878
12 12 I NEVER PICKED COTTON Again, RCA Victor LSP 4506
13 13 WONDERS OF THE WORLD Ray Stevens, RCA Victor LSP 4506
14 14 I NEVER ONCE STOPPED LOVING YOU Ray Stevens, RCA Victor LSP 4506
15 15 THE GENIUS OF THE BLUES Scott Joplin, Decca DL 7309
16 16 BEST OF JERRY LEE LEWIS Smash SW 6773
17 17 MY LONE SONGRIDE Mary Haggard, Capitol SW 492
18 18 MY LOVE/TELL ME I'M IN LOVE Country Club, Decca DL 7309
19 19 TAMMY WYNETTE'S GREATEST HITS Decca DL 7309
20 20 THE KING'S BEST, Vol. 1 MGM LNM 4401
21 21 THE KING'S BEST, Vol. 2 MGM LNM 4401
22 22 NO LOVE AT ALL Ann, Columbia C 6699
23 23 TAMMY WYNETTE'S TOURING DECK, Vol. 1 MGM LNM 4401
24 24 WORLD OF TAMMY WYNETTE Epic SW 6700
25 25 JUST PLAIN CHARLEY Charlie Daniels, Epic SW 6700
26 26 THE POOL SHARK Lou-Neita Records, Mercury 72257
27 27 GREAT AMERICAN HORSE Buck Owens, Capitol SW 492
28 28 ONE MORE TIME Charlie Daniels, Epic SW 6700
29 29 REMOVING THE SHADOW Hank Williams Jr. & Les Johnson, WM 4791
30 30 GEOFFREY SUNSHINE Hank Williams Jr. & Les Johnson, WM 4791
31 31 JACK CROWELL'S GREATEST HITS Decca DL 7309
32 32 BEST OF GEORGE JONES Decca DL 7309
33 33 THE FIRST LADY Tammy Wynette, Decca DL 7309
34 34 THE GENERATION GAP Barbara Mandrell, Columbia SW 492
35 35 COUNTRY FEVER Buck Owens, Capitol SW 492
36 36 I'M ALRIGHT Jeannie Seely, RCA Victor LSP 4506
37 37 STANDING ALONE Eddy Arnold, RCA Victor LSP 4506
38 38 ROSE AND SHINE Mother & Daughter, Decca DL 7309
39 39 HE'S EVERYWHERE Johnny Cash, Columbia C 6699

Copyright material
**Billboard Album Reviews**

**OCTOBER 24, 1970**

**VARIOUS ARTISTS--**

**Thru A Glass Darkly**

Vanguard Records is back again with another two-LP package that will bring in lofty sales. For Arnold's popularity among fans who have never heard of it, Arnold sings tunes such as "Anyplace," "Mary in the Morning," "The Days," which has made him a sales favorite these many years.

**PROMPT NOW**

**West Coast**

Any artist who is aware of the West Coast sound will have heard of Floyd Cramer. His piano style has been known to country fans for a number of years, and he has been the principal reason for the success of the West Coast sound. His latest album, "Tribute to the Greats," is a must for any fan of the West Coast sound.

**THREE ARTISTS--**

**Tammi Wynette, Mickey Gilley, Barbara Mandrell**

This LP features three of the biggest names in country music. Tammi Wynette, Mickey Gilley, and Barbara Mandrell each deliver a collection of their best and most popular songs.

**PROMPT NOW**

**The Return of the Marvelettes**

THIS TBPIS THE FIRST LP IN A SERIES OF THREE ILLUSTRATIVE TIPS FOR THE USE OF THE MARVELETTES. IT IS PREPARED TO HELP PEOPLE UNDERSTAND THE TECHNIQUES OF THE MARVELETTES. THE TIPS ARE PREPARED TO BE USED IN THE CLASSROOM OR THE HOME.
European Bank Line
Launched by EMI
LONDON—A new EMI low-pricing label, Denic, is being launched this week for Europe, but not including the U.K. Two years in the planning, Denic was conceived to unify all low-price releases of EMI companies. The label will be coordinated by Bovema, EMI’s Dutch company, with full coordination of pricing, catalog, and other policies to create complete uniformity of price, not more than $1,500 in price, to be sold in Germany, Italy, Belgium, France, Holland, Spain, Austria, Switzerland, and Portugal.

The standardization extends to the packaging, with inner bags and labels in yellow. One concept is the introduction of 60 and 240-album racks.

The albums are sold in “package deals” of 240 records rather than individually, with change options operating where possible.

The first initial release will comprise 40 pop and 20 classical albums, with further releases following at six-week intervals until a catalogue of 120 albums is available.

The material will be drawn from EMI’s own labels, together with Imperial, Decca, Immediate, and Pathé.

The new label, with a repertoire of 120 albums, is expected to reach $1,500 million in sales over the next two years.

Bang, Shout to France, Benelux
NEW YORK—Product on the Bang and Shout labels will be issued by Dureco in Holland and by their affiliated firms in Belgium and France, as the result of an agreement reached between Bang and Inter-Rep, who represent the Dureco groups in America. The negotiations were handled by Inter-Rep chief, Seymour Stein, and Alan Graiman, of the Walter Horton office, which represents Bang.

Dureco has rushed the current Neil Diamond smash, “Bel- litary Man,” and plans to release “I Just Wanna Keep It Together,” by Paul Davis, as well as the album, “Neil Diamond’s Greatest Hits,” within the next two weeks.

Dureco general manager, Robert Asaro and Seymour Stein feinted into the office for the opening of the Bang/Shout catalogue, in depth, and older labels by artists, such as the McVours, Leon Russell, John Fogerty, Scott, Doran, Adriana Romanelli, Fiona Franklin, and others.

“It is fortunate that a second label has been established in France and Benelux. We intend to treat the new label as important and expect to do exceedingly well with the label.

EMI U.K. Earns Record Pre-Tax Profit
LONDON—Out of a record pre-tax profit of $38,964,000, before interest and tax that amounted to $400,000, EMI’s 1970 sales figures showed that the EMI record sales in the U.K. amounted to $39,694,000.

Although most of the sales were in the U.K., the actual percentage of the total sales remained on a par with last year, with the profits amounting to $46,800,000.

Film production and exhibition activity, accounted for only 10% of the total for the year, compared with $46,800,000 last year with the film sales amounting to $2,800,000.

The profits before tax include $26,500,000 earned by associated companies in the U.K., $1,291,000 related to associated companies in the U.S., $179,088,000, and $14,000,000, respectively.

Profits were—U.K., $25,116,000, North America, $16,500,000, other overseas countries, $5,156,000.

In the year, the U.K. lost over the current downward trend being experienced in America by Capitol, which accounted for a 20% price increase in the profits.

“Very difficult trading conditions” during the first quarter of the year were responsible for the U.K. of the U.S. are stated to make it unlikely that Capitol will succeed in repeating its 1969-70 contribution. Indeed, it has been suggested that Capitol might suffer a $3,000,000 shortfall in the first half of the current financial year.

The month is expressed, however, that the Capitol profits will be compensated by increased sales.

Total dividend is increased from 11 per cent to 14 per cent.

Concurring with the publication of the annual results, Vice-Chairman Brian Epstein announced its intention to raise $49,892,000 in a $49,892,000 convertible loan stock to strengthen the company’s position.

Reason for the need for a loan was due to the increasing capital and reserves needed to finance further expansion in the present inflationary environment. During the last three years EMI has been spending $90,000,000 in extending capital and reserves expected to reach $330 million this year. Of this, 17% claims, $246,000,000 for some $400,000 of this.

Tari also stated that the first indications of the effect of the current recession in Europe, and sales would take place in the U.K. and the U.S., with the sale of most of the other European nations in the tape revolution. EMI is already planning new tape duplicating facilities for Quad-8 in Italy which will be ready by the end of 1971 and which will mean a substantial increase in the company’s volume of sales.

There are no imminent plans for tape duplication at RCA’s new Washington, D.C. plant, although the space is there for expansion into that area of manufacture.

Quad-8 and stereo-cartridge tapes are not suitable for all tapes, so that owners of tape cartridges must be able to move from Quad-8 as soon as software is available. The change would require an additional two speakers and another pair of matched amplifiers. This is an alternative to the playing of Quad-8 records would become restricted to the area with the same length of tape, which will be the result of the introduction of the Quad-8 system at the East Coast Meeting of the Audio Engineering Society.

The biggest hurdle, in addition to the sale of tapes in Europe, Tari notes, is that Quad-8 will be available in each area. “But we are encouraged by the fact that the tape is being issued in hardware production here,” he continued. “Meanwhile, there is now the full operation and Smith Industries, and we are keeping up its production as well.”

Tari also said that his Norwegian licensees are now producing tape in Norway, sales for the last three years from now. Quad-8 and stereo-8 will constitute a major proportion of the sales.

Tari continued: “And the production of the tape is not restricted to Quad-8 and stereo-8, but can also be produced in Japan and other countries that have the specifications and the quality. It is at least probable that, when the Quad-8 system becomes available in the U.K., the tapes will be included and will be produced in the quality, and will be the preferred and enduring system for pre-recorded music.

Clan Changes Distribution
MILAN—Clan Celentano Records, the company owned by singer Adriano Celentano, made a war- dance switch in its distribution to Mesaggeria Musicale and announced that Clan Celentano Distribuzione Records.

Mesaggeria Musicale already distributes a number of labels such as CBS, Polygram and Reprise and is regarded as the most likely distribution point for the Liberty-U.S. catalog for Italy.

The deal, signed on Sept. 16, sets Jan. 1971 to be the date of the deal. It was decided by CBS, Polygram and Reprise, and is regarded as the most likely distribution point for the Liberty-U.S. catalog for Italy.

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Canadian News Report

Philips, Toronto, Win Cassette Contract

TORONTO — Philips Electronics Industries of Toronto has won a $4,000,000 contract to provide the world's first auto stereo cassette system to Chrysler. Philips will be responsible for design and development of the system. The combination record and playback units will be provided as a factory option on Chrysler, Plymouth and Dodge.

Originators of the cassette concept, Philips see the contract as an opportunity of opening up entirely new markets in the portable dictation field. Philips introduced the first and only AM/FM 8-track combination.

Quality With MWC Intl

TORONTO — Quality Records has announced an international distribution deal with Music World Creations, which initially involves two acts, The Stampeders and Christopher Robin.

George Struth, Quality's assistant to the managing director, said that the deal involves a new label, MWC Records, and that Quality will be responsible for placing the product internationally.

The Stampeders, a trio, have been one of Canada's best known groups since 1965, and have had several big domestic hits. Christopher Robin is a five-piece act which has been together for two years.

Music World Creations is headed up by Mel Shaw, who will produce both groups.

After Guess Who Single, Canadian Chart Boom

TORONTO—A total of 17 singles and 10 albums from Canada have made the U.S. Billboard charts since the Guess Who hit with "These Eyes" in March 1969. Many of them went on to achieve high positions in European and Asian charts.

Prior to "These Eyes," Canada's contributions to world charts had been few and far between.

But in the past year, only the U.S. and England have provided more hits on the Billboard Hot 100, with Holland in fourth place.

Canadian records which have broken internationally include—

singles—"These Eyes," "Laughing," "Undun," "No Time," "No Sugar Tonight," "American Woman," "Hand Me Down World," "Share the Land" (all by the Guess Who), "When I Die" (Motherlove), "You Me and Mexico" (Edward Bear), "Snow Bird" (Arnie Murray), "Which Way You Goin', Billy?", "I'm Gonna Capture You," "That's Where I Went Wrong" (Poppy Family), "Higher and Higher" (Canada Goose), "One Tin Soldier" (Original Castle), and "As the Years Go By" (Mashmakan); albums—"Sit Down Young Stranger" (Gordon Lightfoot), "Wheatfield Soul," "Canned Wheel," "American Woman," "Share the Land" (the Guesses).

MASHMUKAN, Canadian group on the Epic label, is presented with a gold record in Montreal for their hit, "As Years Go By." Left to right are Jack Robertson, Columbia Canada vice-president, marketing; Raynons Blake, guitar; Pierre Senecal, organ-flute; Brian Edwards, bass and lead vocals; John Williams, Columbia Canada director of a/s; Jerry Mercier, drums.

Canadian Executive Turntable

Rick Hiccox appointed Ontario promotion representative for Capitol Records (Canada) Ltd. Hiccox succeeds Joe Woodhouse who recently resigned. Hiccox was previously Capitol's promotion representative for Alberta and Saskatchewan.

New Canadian Disks Released


Disk Production Down Again

OTTAWA—Latest figures from the Dominion Bureau of Statistics here reveal another decrease in the production of records during July. Total production in July was 2,232,480 units, as opposed to 3,380,985 in July of last year. Cumulative production figures for the year to July 31 show a

London Distrib, Much Prod Tie

MONTREAL — Much Productions, 80 percent of which is owned by Radio CHUM in Toronto, has signed a distribution deal with London Records Canada Ltd.

Judith Durham on A&M records

Her album 'Gift of song'

USA: SP4240
UK: AML3967

Copy/Print material
From The Music Capitals of the World

SAN JUAN
Papo Roman (Boriquen Rec.), singer; Rolando Santas R., composer, and Chris Rivera, arranger, all from Puerto Rico, received a celebration at the Sheraton Hotel co-hosted by Dorol Gonzalez, head of Boriquen Records, and Angel Podesta, local representative of Peer International. Roman won fourth place in 1976 New York Latin Song Festival with the band "La Vec de Dios" (God's Will) by composer Santas and with Rivera's arrangement. They received trophies and plaques from Peer International who has Roman and Santas under contract as composers...

Pachi Balestro, singer-composer (Orfon Records), was named assistant editor of Mini Show, Puerto Rico's monthly entertainment publication recently acquired by Executive Music Group. She replaces Guillermo Villaronga in that position. Balestro's most recent tune, "Gruve 7" (Thanks to You) was recorded by Pacho Roman for Boriquen Records.

The Cerez Alome, one of the leading Puerto Rico pop groups, recently launched its own record company, Award Records of Puerto Rico. Cerez Alome's last release, "Chinito," by Andy Sound (Fania) has been among the top-10 hits on the charts for the past seven weeks... Gov. Luis A. Ferre of Puerto Rico and October as International Country Music Month. In the island, singer-actor Enferro Ferre (an accomplished pianist) points out the similarity of country music with Puerto Rico's folk-music. Rafael Alfonso, president of Nashville Records of Puerto Rico, visited the island in connection with the promotion of "El Cancionero" (Capitol), star vietnamita and Indian music authority, appeared for the first time in the concert at the University of Puerto Rico auditorium for an audience of 4,000. The next international artist booked by UPR is "Paster" de los Muñoz (Monument), scheduled for Nov. 19. Also on the agenda of the University's Cultural Activities Department, is in charge of these presentations.

Paquito Frenia's latest composition, "Dame Muy" (It Hurts Me) is a chart number by Papo Roman for Boriquen label.

New releases from Velvet Records of Hialeah, Fl., and Caracas, Venezuela, include Mayra Marti's album for their sub-label, SenVid, "Casi Como," by Scattino Ravanelli's "La Carete" (The Jail), Felipe Paredes's "Nadie" (No one) and Blanca Rosa Gil's "Saben Una Vista" (Do You Know It). Mayra Marti took part in the recent New York Latin Song Festival Records, N.Y., promotes Joe Butman's new album "Romantic," by Kubany Records, Lima, Peru by Puerto Rican singer Nydia SouthFord, "Mala Suentra" (Bad Feeling) is the featured tune in this album. Also Rafael Mancebo and a monophonic group in an album titled "Esta Eta Que Frema" (My Music Burns). Kubany releases all their albums also in cartridges and cassettes.

ANTONIO CONTRERAS

TORONTO
Annie Murray's likely "Snowbird" follow-up is "Sing High Sing Low," one of the songs in Murray's new self-titled album that WARCAM in New York is one of the studios in the U.S. which has picked the King Biscuit Boy's "Corina Corina." Rich with country-folk and pink-jazz rock band from Hamilton, has been added to the line-up of the Dearborn Town House in Detroit. "I'm a Wildflower" is the featured tune in this album. Also Viscount and a monophonic group in an album titled "Esta Eta Que Frema" (My Music Burns). Kubany releases all their albums also in cartridges and cassettes.

ESTHER ROECE, CENTRE, SCOTLAND

NEWCASTLE ON TYNE, November, Victor Harbor South Australia 2521

We are down UNDER for old issues of Billboard Magazine.

We are a non-profit society dedicated to creating an everlasting reflection library world-wide, a study on the subject of The History of Music. A society dedicated to preserving, for posterity, their eyes on a musical career tomorrow. We would appreciate all old back issues of Billboard Magazine.

All donations appreciated.

Eyre Estro Centre

NEWCASTLE ON TYNE, November, Victor Harbor South Australia 2521

OCTOBER 24, 1979, BILLBOARD
THERE'S A GOOD DEAL OF TALENT IN THE PHILIPS PACK, AND HERE'S A HANDSOME HANDFUL YOU CAN HEAR AT THE RIO DE JANEIRO SONGFESTIVAL.

**Philips Artists Go Places...**

- **Bela Baker**
  From Holland. Europe's Spectrum of Jazz In Paris, her soul-singing in New Orleans.

- **Macane Bell**
  From the States via France. Passage the eyes and ears of the world's most influential listeners.

- **Marcella**
  From France. A true star of her time, her elegance in her songs and the warmth of her voice.

- **Michele For**
  From France. A star of her time, her elegance in singing and the warmth of her voice.

**PHILIPS**
**Despite Troubles, Rio Festival Is Set**

*Continued from page 1*

personal popularity will provide cover for any unpopular decisions.

The guests, famous in the music world, include Paul Simon, Johnny Hallyday, Roger Vadim, Rock Hudson, Zsa Zsa Gabor, David Gonsou, and David Raskin, president of the Composers' and Lyricists' Guild of America.

The prizes are to be divided between the artist, composer and lyricist. First prize is $105,000; second prize $10,000; and third prize $2,500. In the contest, the best male singer will be known as the Jari Herens Award, and the best female singer as the Jari Joplín Award.

To add to the entertainment, the Ray Conniff Singers will fill in the intervals. Gato Barbieri, Argentine-born saxophonist who plays in the U.S., said that he would perform.

The festival is scheduled to be broadcast in color on the Eurovision network, and to Latin American nations. Tapes are to be sent to the U.S., Japan and other countries.

MGM will make a documentary film. Roger Vadim, French film producer, will make the festival as background for a film starring Rock Hudson, Zsa Zsa Gabor, and all over the world on film.

**Fest Director Remains Cool**

**RIO DE JANEIRO —** Augusto Marzagão, who is the director of the Rio de Janeiro's annual Popular Song Festival, said that he hopes to keep his outward cool when faced with disaster.

If he panicked when suddenly told that the repairs to the fire-damaged Maracana Stadium would not be completed in time for this year's festival, he didn't show it for a minute. He just issued reassuring statements that the show will go on, to press and everybody concerned. And a lot of people were concerned that the festival might have to be skipped.

Marzagão got busy phoning artists, agents and TV broadcasters around the world to make new arrangements. And another might have thrown a fit and needed a straight-jacket. But, his calm was just on the surface says somebody who knows him well, inside, he was seething.

The Brazilian's calm may come from his having been made to be a professor of psychiatry and history at the University of Sao Paulo, his home town. Psychotherapy helps me understand music festival, he says. History gives me patience.

While the problems that Marzagão faces in festivals around the world, where the unexpected always happens, would age the ordinary man, Marzagão who is 41, looks younger and fresher than when he started. He keeps working with the arts, his hair is longer but not thinner. He has changed the horned glasses that he used when he started his career as a big politician's secretary for grumpy speculators. Somebody said, he looks like an international jet-setter. And well he might.

As soon as one festival ends, Marzagão starts traveling around the world, preparing for the next. As president of the International Popular Song Festival Association, he goes to almost all of them—Brazil, Japan, France, West Germany, the United Kingdom, and the United States. And he isn't seen in Brazil for months on end.

Marzagão says that he is going to quit as director of the Rio Festival at the end of this one, but will still work under contract as president of the international association. He says that he intends to act as an advisor while setting up an agency. If Marzagão leaves as he threatens, he will leave a big vacancy to fill. He has no apparent successor. He handles all the details himself, never delegates authority to others apparently in the belief that if you want things done, you must do them yourself.

The festival director served for years as secretary to Jane Quaids, a San Paulo politician who was elected mayor, governor and finally president of Brazil. But Marzagão declined to accompany Quaids to the capital, it was just as well, because Quaids suddenly resigned as president leaving the nation in confusion. By this time, Marzagão was in Milan, promoting the sale of Brazilian coffee in Europe as representative of the Brazilian Coffee Institute.

Apparently the coffee kept him in touch, he discovered popular song festivals in Europe. When he came back to Brazil in 1965, he organized the first Rio song festival and has been at it ever since. Marzagão has four children who are judges, some provided glamour.
From The Music Capitals of the World

• Continued from page 64

record, "Tennessee Baby" and "Ich komme Wieder." He visited Cologne, Luxembourg, Baden-Baden, Stuttgart and Frankfurt am Main. ... The French label, Byg Records, which specializes in avant-garde music, is now represented in Sweden by Amigo Records.

HAMBURG

Photographer Marion Rosen- berg will represent West Germany in the RKO Song Contest, singing "Wie wohlt ich dann zu Liebe ist." (How do you know that it is love?) ... Chilean pianist Claudio Arrau was awarded the "Grosse Bundesverdienstkreuz" (Great Federal Service Cross), which was presented to him by the head of the Cultural

Canadian Charts

• Continued from page 63


This compilation does not include records made by Canadians now domiciled elsewhere, such as Neil Young, Joni Mitchell, Steph en Powell and Leonard Cohen.

The main reason for the recent boom was the Canadian Radio-Television Commission's February announcement of a Canadian con tent legislation on local broadcasters. This fenced radio stations, long neglectful of local disk production, to commence programming Canadian records.

U.K. Polydor Cassettes

LONDON—Polydor's first double album cassette release, delayed since May by production difficulties, will be made next month. An issue of nine 2LP tapes has been scheduled comprising specially prepared albums, not available on disk, and including most major acts in the Polydor, Track, Atlantic and Buddah catalogues.

Speareheading the particularly strong release are "Supergroups," with tracks from T'Heads, Cream, the Who, Jimi Hendrix, Blind Faith and Eric Burdon, "Pop Power," featuring Ro 60 Gibb, the Bee Gees, Tintin, Thunderclap Newman and Fairport Convention, and "Track Stack" made up of material from Track artists. There are two albums from Atlantic's "All Stars" and "All Night Train," "Chosen Ones from Budah," "Jazz at KIght" and two mid-dled-of-the-road LPs.

All the material has been previously released as either singles or album tracks. The tapes will retail for 5.50 and in line with Philips, Polydor is designing a special logo to identify the double albums which will be packaged in bigger cases.

Industry Statistics

In West Germany

FRANKFURT—The Institute for Advertising Psychology & Marketing, following 16 per cent research, has revealed that 56 per cent of all West German house- holds have a record player, one-third have a tape recorder, one-fifth have stereo equipment and one-tenth have cassette recorders. About 10 percent of those who own a record player do not have any disks. They borrow disks from their friends when they wish to use their player.

Seventy-four percent of young people, between the ages 15-30, own disks, but the figures for the ever-50 age group is 37 percent.

RR SETS FIRST U.K. TAPE FORUM FOR DEALERS

LONDON—Britain's first dealer tape forum, exclusively devoted to the mushrooming prerecorded tape business, is being presented by Record Retailer in London on Thursday.

The one-day seminar, which is being supported by more than a score of major companies involved in the tape industry, will give dealers the chance to hear first-hand how cassettes and cartridges are revolutionizing the music business.

The forum will cost dealers absolutely nothing.

The RR Tape Forum will not be a platform for companies to promote their own product but will give dealers a unique opportunity to learn how to make money out of tape and to hear from record dealers who already are making money from tape sales.

Topics on the program, which will feature experts in all branches of the tape industry, include the development of tape overseas, the future for cassettes and cartridges in the U.K., the hardware situation and general selling and merchandising advice from tape sales managers.

There will also be a panel of experts to answer dealers' questions.

Chrysler U.K. Signs Ampex Tape Deal

LONDON—Following the Chrysler U.K. motor group's announcement earlier this year to stock cartridges in 150 key showrooms, the company has finalized a long-term deal with Ampex Stereo Tapes for the supply of product.

AST has more than 800 cartridge albums in its catalog, drawn from nearly every major label, and will be supplying Chrisler with special racks for selling the tapes.

About 100 showrooms will be initially supplied with the racks with the service being extended to a further 50 by the beginning of next year.

Use of garages as outlets for tape product has proved highly successful in continental Europe and almost every tape operation has been trying to interest U.K. chains.

Conclusion of the deal means a major breakthrough for Ampex which already has automotive outlet distribution deals with several labels.

Chrysler also revealed further details at the London Motor Show of its plans to offer cartridge players as an optional extra for the company's complete range of cars. Motorola will be manufacturing the units which will carry the Chrysler logo.

Data Packaging Corporation's famous tape cassettes and cartridges

Reminiscent of the world famous Data Packaging Corporation's tape cassettes and cartridges on fast delivery from the newly formed Hellermann Data Packaging Ltd at Crawley England. Quantity deliveries when you want them of the most popular cassettes and cartridges on the market, at true tolerance moulding and really smooth tape action.

OCTOBER 24, 1970, BILLBOARD
We're Proud Too!

ENTERTAINER OF THE YEAR
ALBUM OF THE YEAR (Okie from Muskogee)
SINGLE OF THE YEAR (Okie from Muskogee)
MALE VOCALIST OF THE YEAR
Spéttlight

TOP 20 POP SONGS

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

THERE ARE NO TOP 20 SPOTLIGHTS THIS WEEK

TOP 20 POP COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

LYNN ANDERSON—ROSE GARDEN (2:52)

(Writer: George Deey) (Phalon/EMI)—Rose’s smooth Southern country ballad proves one of her most commercial singles ever. Will be to the top of the chart and move over to no. 2 as well. Flp: 60 stations.

DAVE DUDLEY & TOM T. HALL—DAY DRINKIN’ (3:16)

(Writer: Jerry Hall) (Hall/Hall)—Two chart winners take off on a clear course of their own. Tom T.Hall’s powerful ballad material centers on a hot late fall winter as well as a chart breakthrough. Flp: 96 stations.

JACK GREGG—SOMETHING UNSEEN (2:50)

(Writer: Gregg Golden) (EMI) —Gregg delivers the deep country ballad here. Due in part of his recent moving and sensitive performance, now in the race for the top of the chart. Flp: "Who’s the One" (2:51) (Hall Clements, EMI: Stee 26659.

GEORGE JONES—A GOOD YEAR FOR THE ROSES (2:59)

(Writer: Don Hussey) (Hess/EMI)—Jones follows his Top 30 winner "Tell Me Why I’m Living" with a poignant John Denver ballad based largely on a powerful demo. VIM: "The Good Year" (2:59) (Willie Nelson, Cimmaron, EMI: Stev 26725.

BILLIE JO SPEARS—I STAYED LONG ENOUGH (2:12)

(Writer: Randy Wright)(Jimmie, Press, WI)—Billie’s Mark James rhythm and blues is not quite right. Back up in the Top 20, this song Barry from a potential no. 1 chart mover. Flp: "I Ain’t the One" (2:12) (Dixie, EMI: 45-7097.

WAYLON JENNINGS & JESSI COLTER—SUSPICIOUS MINDS (3:93)

(Writer: Barry Mann) (EMI)—Waylon’s move on the I Gary it’s on the line and strong. A deep country sound reading here. A second chart holder and it’s first time to.

CHART Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

BUCK OWENS/ BREDGESFIELD BRASS-Soundtrack (1:33) (Blue Book, BMI: 1050.

STATLER BROTHERS—Road Of Roses (3:03) (Receivue of Blue, BMI: 1331.

LEGACY VINE—Visitor Stationary (5:17) (Still, BMI, DECCA.


NAN COOKMAN—One Night With Billy (2:22) (Atlantic, BMI: 1571.

SLEEPY LARDER—Alphabet Cowboy (3:21) (Columbia, BMI: 1244.)

SPECIAL MERTY SPOTLIGHTS

Spotlighting new singles deserving special attention of programmers and dealers.

THUNDERLEAF-NEWMAN—Something in the Air (3:25) (Pole, Pole Tunes) (Ember, Cremo, BMI). Newman’s movement of last year is revised due to recent movie exposure in "Greenwich Village," and it has even more momentum than the first time out. 1235.

JOHN DEYER-While Garden Was This (2:40) (Pole, Pole Blues) (Pole, Pole, BMI). A beautiful ballad that’s sure to hit.

STEVE MILLER-Brook Miller’s Midnight Tango (2:30) (Pole, Pole Blues) (Miller, BMI). A powerful ballad that proves a worthy successor to Miller’s recent "Lord." 1233.

SAN SAHMAO-He and Bobby Mickey (3:20) (Pole, Pole Blues) (Mickey, BMI). The group has had a top ten with a few years back with their "Boy From New York City" and now returning to the disc charts via Capital. They offer a catchy rhythm ballad their sound brings them back to the charts. 1294.

MEL BLEU—Candied Soul (3:24) (Pole, Pole Blues) (Mickey, BMI). A follow-up to their recent hit, "Sweet Song, Sweet Mel." 1238.

MICHAEL ALLER—I Was a Boy When You Needed a Man (3:05) (Pole, Pole Blues) (Ember, BMI). Aller’s move to the label is his most commercial effort to date. With appeal for Top 40 as well as Easy Listening, this driving disc should bring him to the charts with quick. 1241.


JONATHAN KING—CHERRY CHERRY (3:45) (Pole, Pole Blues) (Ember, BMI). A nice pop ballad that’s sure to move to another chart. 1256.


JOEY ROBERTS—Far Away (3:02) (Pole, Pole Blues) (Ember, BMI). A powerful ballad that proves a worthy successor to the hit. 1269.


SPECIAL MERTY SPOTLIGHTS

Spotlighting new singles deserving special attention of programmers and dealers.

THUNDERLEAF-NEWMAN—Something in the Air (3:25) (Pole, Pole Tunes) (Ember, Cremo, BMI). Newman’s movement of last year is revised due to recent movie exposure in "Greenwich Village," and it has even more momentum than the first time out. 1235.

JOHN DEYER-While Garden Was This (2:40) (Pole, Pole Blues) (Pole, Pole, BMI). A beautiful ballad that’s sure to hit.

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LIBERTY/UA, INC.
PROUDLY WELCOMES THE INTERNATIONALLY ACCLAIMED SINGING STAR

RAPHAEL
TO THE UNITED STATES OF AMERICA

APPEARANCES:
THE AMERICANA HOTEL NEW YORK
ROYAL BOX OCT. 20 - NOV. 7

THE FLAMINGO HOTEL LAS VEGAS
MAIN SHOWROOM Nov. 12 - Dec. 9

ED SULLIVAN SHOW, CBS-TV
OCT. 25

RAPHAEL'S LATEST ALBUMS

RAPHAEL-LIVE

RAPHAEL CORAZON, CORAZON
Unmistakably a No.1 LP....
just
check
the titles
and
you'll
see why

I (Who Have Nothing)

TOM JONES

I (WHO HAVE NOTHING)
DAUGHTER OF DARKNESS
CAN'T STOP LOVING YOU
WHAT THE WORLD NEEDS NOW
TRY A LITTLE TENDERNESS
TO LOVE SOMEBODY
SEE SAW
I HAVE DREAMED
LOVE'S BEEN GOOD TO ME
BROTHER CAN YOU SPARE A DIME
LODI

Produced by Peter Sullivan for Gordon Mills Productions
STAR PERFORMER - LP’s on chart 10 weeks or less regrouping products popularly spoken up this week. Awarded RIAA Gold for sales of 1 million dollars of manufacturer's level. RIAA seals made available and optional to all manufacturers. (Best indicated with * symbol)

**This Week's Top Albums**

1. **BOBBY SHERMAN**
   - Title: With Love, Bobby
   - Label: Metromedia KMD 1032
   - Sales: 1

2. **BRIAN WILSON**
   - Title: Pet Sounds
   - Label: Capitol S 2340
   - Sales: 14

3. **THE BEATLES**
   - Title: Rubber Soul
   - Label: Capitol S 2348
   - Sales: 14

4. **THE DOVES**
   - Title: The Legend of the Sun
   - Label: Columbia CL 1098
   - Sales: 14

5. **THE KINKS**
   - Title: Arthur (Or the Decline and Fall of the British Empire)
   - Label: Reprise RS 1920
   - Sales: 7

6. **BOB GENSHU**
   - Title: Blow Top Hits
   - Label: Capitol S 1027
   - Sales: 7

7. **ELOPERS**
   - Title: Crying Shame
   - Label: Atlantic SD 1679
   - Sales: 7

8. **FRANK ZAPPA**
   - Title: Apostrophe
   - Label: Warner Bros. S 34001
   - Sales: 5

9. **THE JAMS**
   - Title: The Jam
   - Label: Columbia CS 3403
   - Sales: 5

10. **ZEPPELIN**
    - Title: LED Zeppelin
    - Label: Atlantic SD 338
    - Sales: 5

11. **THE KINKS**
    - Title: Arthur (Or the Decline and Fall of the British Empire)
    - Label: Reprise RS 1920
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12. **BRIAN WILSON**
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Compiled from National Retail Stores by the Music Popularity Chart Division of the Record Market Research Department of Billboard.
Because this album was released in England first, here's the news a lot of Americans have been waiting for.

Richard Williams said in *Melody Maker*: "The Softs are an exhilarating band and listening to them can be like jumping off a cliff into a pool of freezing water. The new album 'Third' is full of music of such fine invigorating quality, and their crucial importance in the future of popular music cannot be denied."

And that's only one of many ecstatic English reviews. *Melody Maker, Musical Express, and Time Out* have often compared Soft Machine to Pink Floyd and King Crimson. They also speak of Mike Ratledge's organ playing in terms of Frank Zappa's guitar. But despite the comparisons, they all seem to agree with *Time Out's* appraisal: "They (Soft Machine) are in a class of their own."

All of this probably sounds like the English have again reacted to new music before anyone else. But the first two Soft Machine albums have already created a strong audience here. And now that "Third" is in America, that audience will speak for itself.

*A new double album. On Columbia Records*
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**October 24, 1970, Billboard**
Lee Dorsey has a new sound. Call it pure swamp funk and call his new single, YES WE CAN—PART ONE, another smash in the Lee Dorsey tradition. Lee has been happening since 1958 when he showed up on American Bandstand and knocked everyone out. Since then his hits have included DO RE MI, RIDE YOUR PONY, WORKING IN A COALMINE and the underground hit, GET OUT OF MY LIFE WOMAN. Lee's new swampy single was penned by his friend and personal songwriter Allen Toussaint and says that all the peace in the world is inside, you just have to find it. The single has been out less than a week and it's already happening. Big. Just like all those other Lee Dorsey singles.

We've only just begun.

YES WE CAN PART ONE

From his forthcoming album:

YES WE CAN (24-4042)

Polydor Records. Cassettes and 8-Track Cartridges are distributed in the USA by Polydor Inc. in Canada by Polydor Canada Ltd.

www.americanradiohistory.com
31 Songs Take ASCAP Awards; Givs 124 Prizes

NASHVILLE — A record number of songwriters, publishers, record producers, and performers were cited with ASCAP Country Music Achievement Awards at the largest ASCAP Music Awards in the organization’s history. Over 700 music business leaders attended the program, held on Oct. 14, in which ASCAP president Stanley Adams presented the awards to songwriters, producers, and publishers of 31 award-winning songs.

Among the multiple winners were Billy Edd Wheeler, with three awards, and Russell Smith, with two. The songwriting team of Jerry Foster and Bill Rice, with two awards, were present to receive theirs.

Following is a list of the award winners:

Johnny's Cash and Charley's Pride
Publisher: Jando Music, Inc.
Producer: Jack Clement
Artist: Mac Wiseman, RCA

Mae Arthur Park
Publisher: Jimmy Helms
Producer: Danny Davis
Artist: Waylon Jennings & the Kindred, RCA

Mary Me
Publisher: Johnny Cash
Producer: Bob Johnston
Artist: Johnny Cash

Oh Happy Day
Publisher: Edwin R. Hawkins Music Co.
Producer: Al DeLory
Artist: Glenn Campbell

Partly Bill
Publisher: Van Boll
Producer: Sue-Mir Music
Artist: Millard Lampell

Put Your Love Where Your Mouth Is
Publisher: Darrell Satter
Producer: Bresilie Music Publishing Corporation
Artist: Bobby Darin

River Bottom
Publisher: Billy Edd Wheeler
Producer: Quartz Music, Inc.
Artist: Little Ben & the Florentines

The Man Without a Country
Publisher: Carl Smith
Producer: Johnnie Wright
Artist: Jody Reynolds

Teenage Love
Publisher: Carl Smith
Producer: Johnnie Wright
Artist: Jody Reynolds

I’ll Be Your Baby Tonight
Publisher: Billie Holiday
Producer: Johnnie Wright
Artist: Jody Reynolds

I’ll Never Be Free
Publisher: Carl Smith
Producer: Johnnie Wright
Artist: Jody Reynolds

I'm a Going Home
Publisher: Brenda Throckmorton
Producer: Fosco Music
Producer: Scott Turner
Artist: Bobby Lewis
United Artists

Are You From Dixie?
Writer: Jack Yellen, George Cobb
Publisher: Warner Bros., Inc.
Producer: Chet Atkins
Artist: Jerry Reed, RCA

Better Homes & Gardens
Writer: Artie Ross
Publisher: Russell-Cason Music
Producer: Dolly McGuire, Buzz Cason
Artist: Bobby Russel, Elf Records

Big Brother & the Holding Company
Publisher: Southern Music, Inc.
Producer: Hal Blaine
Artist: Big Brother & the Holding Company

Bitter Sweet
Writer: George Richey
Publisher: Dick Curless, Capitol

Blistered
Writer: Billy Edd Wheeler
Publisher: Capitol Music Corp.
Producer: Bob Johnston
Artist: Jody Reynolds

Call Me Gone
Writer: Bill Rice
Publisher: Jerry Foster
Producer: Jack & Bill Music Company

Chart
Writer: Arlen Bradley
Publisher: Jerry Smith, Decca

Candy
Writer: Bobby Gentry
Publisher: Larry Shaye Music
Producer: Rick Hall
Artist: Bobby Gentry, Capitol

Heavy Gun
Writer: Bill Rice, Jerry Foster
Publisher: Jack & Bill Music Company
Producer: Jim Viennas
Artist: T.J.G.

House of Blue Lights
Writer: Friedie Slack, Don Raye
Publisher: Robbins Music Corp.
Producer: Bob Montgomery
Artist: Earl Richards, Capitol

I Can’t See What I’m Going To Write
Writer: Don Roberts
Publisher: Don Roberts Music Corp.
Producer: Oscar Nelson
Artist: Jody Reynolds

I’ll Never Be Free
Writer: Carl Smith
Publisher: Johnnie Wright
Artist: Jody Reynolds

I’m Going Home
Writer: Brenda Throckmorton
Publisher: Fosco Music
Producer: Scott Turner
Artist: Bobby Lewis
United Artists

Isolation
Publisher: Russell-Cason Music
Producer: Bob Johnston
Artist: Jody Reynolds

Late News

KAEMPFERT HITS OVER MIL: BMI

NEW YORK — Two hits by composer, arranger and conductor Bert Kaempfert, “Donkeebop” and “Wonderful Night,” have logged more than one million performances, as measured by BMI, the largest ASCAP Music Publishers Association organization. This makes four songs from Kaempfert’s album that have reached this mark in the past two years. Both “Strangers in Paradise” and “Star Spangled Eyes” previously had reached the mark. Kaempfert is under contract with Capitol Music Co., one of the music publishing divisions of Columbia Pictures Industries.

Anti-Drug Disk by Star

NEW YORK — Star Records has announced a new single with strong anti-drug message hinged on a Billboard editorial called “A Student’s Reflection.” The editorial was on a 20-year-old college student who, after a drug fantasy, ends up in gasoline and struck a match. Star Records’ new 45, “On a Cold Floor and is Called ‘I’m Dying.”

A special sleeve for the single features 10 runs of the song. Mrs. Thelma Moore of Star Records said the record “will be released not only in the U.S., but in English versions in France, West Germany, Canada, and the Philippines, and as the local languages in those countries.

Baez Pkg on Vanguard

NEW YORK — Vanguard Records is celebrating the 10th anniversary of a special 12-inch record for the company with a specially priced two-record set, which will be available, both in print from previous albums, including “AIIIIIIIHtII” and “Baez Pkg on Vanguard,” which was the first of her 12 albums for the label.

The nonprofit promotion, including extensive consumer advertising and sales figures, is a 12-page booklet is included in the set. All of Baez’s previous albums have scored well. She began performing professionally 10 years ago.

President Asks Radio to Watch for Pro-Drug Lyrics

- Continued from page 1

President Carter has no intention of telling radio men what they should air, but he did tell them that he was concerned about the seriousness of the drug problem and began telling them that he knew the great power radio has as a communications force from personal experience in his political campaigns, and the influence radio works for youth on violent programming.

He said that although the government licenses radio broadcasters, the government’s role is not involved in the programming coming over radio stations, but he all hoped that it the broadcasters would work their own programs to cooperate in the drug fight their help would be appreciated.

Carter’s remarks as a highlight of the day’s conference on drug abuse, held as a Federal Communications Commission Chairman Burch, Carol Lawrence, daughter of one-time Director John Finlator, Customs Bureau chief and Sunny Stuckey, M-Ambrose, and John Broger, director of the Armed Forces Network, were on “Spoke in ‘Mass Media and the Drug Gospel’ during which he will meet the radio stations and rock songs in which they found their favorite drug mention of use. He said that the service is a common and drug and recording anti-link drugs was aiding in spreading the drug messages in drug form.

The broadcasters received a comprehensive review of the problem concerning drug traffic in the schools and the continuing battle being waged by the administration in checking off foreign sources of supply. Others addressing the broadcast included Assistant to the President, Jody Reynolds, and John D. Eilerman, Commission of Health, Education and Welfare.

By ED OCHS

Live at Fillmore

Four tourists in search of ambiance, Fillmore East is not exactly “the leading East Village show place,” though it is a musical landmark. No longer a creative element in rock, the fare has been boiled down to your pay your money and get your acts. This way to the egress. Street people drop in and cavort, straddle the curb and navigate the sidewalk at various speeds. Super extra tickets ($1.50) business is a plank lunge and the semicircle of the back wall record people peer into the black interior and finally to the jockey floor people are more down on the stage by the stage. You look around you at the cloudy faces, and when you have been captured enough, reached the threshold, the quota of the 1000, you are mere spectators and you are harder and put in a full limit, jamming the Fillmore to the last seat in the house. This evening the jockey floor was not very crowded and the front line, a line just west of it.

Dead in Hollywood

Dressed down for the last time in a short nightgown, as for a night alone in bed, her surroundings were bare now, her beauty was no more. . . . Blinded by the glare of平原, the surgical point attracting the eye of Mr. Gimpel, you look down, and noticing a rusty nail into her arm. . . . Curled down within herself, relieved of a lover that was hers, swallowed up, she could not remember any other face as she closed her eyes. She was not the perverted one. She was already dead anyway. The newspapers said she had some money in her hand, but it wasn’t enough and a few gold records, the industry’s gold watch and her music industry’s gold watch signifying service to the company.

Fox & Gimbel Set Up Production Firm

NEW YORK — Charles Fox and Albert Gimbel, have formed their own production company, to be known as Blue Trolley Productions. Fox and Gimbel plan to produce and develop stage, film and television properties.

T. D. WEAVER
Any way you look at the situation, Gene Chandler is turning things upside down.
Arthur Kallenburger's specialty is the GRT fast-pack... he gets the hot ones to you while they're still hot.

(*Shipping Clerk—GRT/East, Fairfield, New Jersey)

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