"It's Reflector, Not Purveyor"

By LEE ZHITO

NEW YORK—Rock does not lead youth astray when it refers to drugs, but is exercising the traditional function of music by reflecting the problems of the times.

This is the opinion of Dr. David E. Smith, founder and director of the Heights-Asbury Medical Clinic, and a noted authority in the treatment of drug abuse. Dr. Smith's clinic has treated more than 50,000 drug cases. He has testified before Congress (Continued on page 79).

'Squeezed' Cos. Hire $$ Aides

By MIKE GROSS

NEW YORK—The independent management consultant is stepping into the recording business picture as more companies are being plagued by the "sales-up-profits-down" financial pattern. Record companies, both large and small, are looking outside for managerial advice on how to bail themselves out (Continued on page 12).

OK 1st Solo Quad Radio Test

SAN FRANCISCO—The Federal Communications Commission has granted K101-FM approval to begin experimen-
tational quadraphonic broadcasting. Though several experiments have been conducted through teamwork of two separate FM radio stations, this is the first solo station permit and it could have vital bearing on the birth of the Quad 8 cartridge field, since quadrasound cartridges would provide low-cost programming material. At present, programming material either has to be live or recorded reel-to-reel tapes that have been especially prepared (See story Continued on page 12).

"Squeezed"—a new album by Sonny James, who holds the record with 23 consecutive #1 country songs. "EI" contains the all-time top country hits. Sonny's active television schedule includes the Glen Campbell Goodtime Hour November 28 and the Andy Williams Show December 5.
Just because Jerry Reed's on a weekly TV show doesn't mean he's forgotten about little ol' radio...

Sure he's become a regular on the Glen Campbell Good Time Hour. And everyone knows he's won the C.M.A. Best Instrumentalist Award. But all that this really means is his new single, "Amos Moses," is happening even faster. It's got heavy airplay across the country on Top 40, M.O.R., and Country stations. And we're not at all surprised. We always knew stardom wouldn't turn Jerry Reed's head.

"Amos Moses" c/w "The Preacher and the Bear" from his album #47-9904

RCA Records and Tapes

LSP-4391
P68-1629

or it's forgotten about him.
Recorded Sales Put At $1.7 Bil for 70

NEW YORK—Sales of records and tapes for 1970 will go over the $1.7 billion mark at the year's end, it is forecast by the Record Industry Association of America which compiled the total sales of records and tapes at $1.733 billion—an increase of better than 9 percent over the total volume in 1969 of $1.58 billion.

Preliminary estimates indicate that record sales in 1970 will total $1.5 billion, with the tapes adding $233 million, of which $20.1 billion will come from the sale of LPs. The forecast is that fees of prerecorded tapes will amount to $534 million, of which $400 million will be from sales of 8-track cartridges, $14.5 million from cartridges, $20 million from reel-to-reel tapes and $8 million form 4-track cartridges and playtpases.

In 1969 total record sales amounted to $1.170 billion, of which $959 million came from records, and 1968 total prerecorded tape sales in 1969 were valued at $141 million, broken down as follows: 12-track cartridges, $47 million; 8-track cartridges, $300 million, reel-to-reel, $20 million, reel-to-reel cartridges, $2 million and 4-track playtpases, $2 million.

All figures are expressed in terms of list price value at retail.

A&M Lists Banner August Sales Month

LOS ANGELES—A&M Records racked up its biggest net sales for August.

According to figures released by Jolene Burton, A&M's controller, the August net was $47,157,588. This was up 58 percent over the $30,219,547 for August 1969. Sales for the month were double-figured in $1,000's and were up 36 percent from the July total of $34,897,116.

Other regional meetings were held in New York and Chicago to present A&M personnel to the company. Four rock albums were presented to this audience of 500.

Guest Who, Canned Heat, Great Bear and John Lee Hooker were featured.

Koppelman & Rubin Co. Tie With Massller

NEW YORK—Charles Koppelman and Don Rubin have formed a new record label, Faithful Records, in joint operation with Al Massler. Koppelman and Rubin were prominent in the music industry before moving United's music publishing and record company activities, while Massler, an executive of Bear Records, heads Columbia's recorded music sales as well as Bestway Products, one of the industry's largest pressing plants.

Koppelman and Rubin will bring the creative aspects of the new label, including artists, material and recording, while Massler will be responsible for pressing and distribution.

Sid Schaffer, ex-Kapp Records vice-president who has also been affiliated with Warner Bros., Capitol and Mercury, has been set as vice-president and general manager; and Johnny Bond will be national promotion manager for the new label.

Schaffer has appointed 29 independent record distributors for Faithful Virtue across the country. Gary Klein will serve as executive producer, while Jim Falco will produce records as well as co-ordinate label production. Bob Fine has been appointed as promotional director for the new label.

Lawres Perlis will represent the new label on West Coast, based out of San Francisco. His phone number will be 415-987-7878. Albums are currently in production for pre-Thanksgiving release.

Massler said that Faithful Virtue will concentrate on the development of contemporary pop artists, including an artists' roster. Garry Banion is the first artist on Faithful Virtue's single release schedule.

Ampex Inks Canadian Record Rights Deal With Vanguard

NEW YORK—Ampex and Vanguard Records have signed a long-term distribution and manufacturing agreement giving Ampex Music of Canada Canadian record rights to the Vanguard label. In addition to the Bach Guild Series, Everyman Classics and the Cardinal Series. More than 500 titles are included under the agreement. Ampex already has an agreement with Vanguard tapes in Canada. Jack Fish is the Ampex general marketing manager of Ampex Music of Canada, his company's Canadian division. Vanguard's "twofers" a double LP album which will list for $6.98. The Vanguard "twofers" are scheduled to be manufactured for release no early March, and "Chicago Blues" is listed as one of Vanguard's top unit sellers.

For More Late News See Page 70

Columbia Maps 'Yuletide' Wave Selling Drive; Looks to Sales

The Vanguard catalog contains top-name performers including Joan Baez, Ian & Sylvia, Burt Bacharach and Hal David and Burt Krumpeter.

As the biggest area of concentration will be on the new album, "For the Season," 1970. Ten million dollar dealer statement enclosures were printed and sent to key dealers at all Columbia's department stores. The enclosure is a four-color brochure presenting the year's best-sellling LPs. An enclosure will be mailed to all charge accounts customers and the order-form on the back of it will enable them to make their gift selections by mail.

A print advertising campaign designed to stir a total circula- tion over 28 million goes into Playboy, Seventeen, Hi Fidelity, Stereo Review, TV Guide, Rolling Stone, Rolling Stone, the under-ground press, and the above mentioned newspapers. Over half of the college newspaper advertising consists of this campaign.

To back up the label's print, a major advertising program for "For the Season" has been planned. Special gift-oriented radio spots, featuring three or four albums in each spot will be played from now until Christmas. This advertising campaign will begin Dec. 1, and as it draws closer to Christmas. Established and new advertising is slated for "Sesame Street." The "Sesame Street" album will receive a special advertising campaign of its own.

On a local basis, complete Christmas advertising has been set to underscore the national (Continued on page 10).
**General News**

**BMI Wins Rule On CBS Payment**

NEW YORK—Federal Judge Judge Maurice R. Geoghegan has granted BMI's motion for a preliminary injunction requiring CBS to pay BMI the remaining 12 percent of timely brought to its home market value of the BMI repertoire being used by CBS TV. Judge Geoghegan has also granted BMI a preliminary injunction against CBS TV for continuing to use BMI's repertoire without paying the required royalty.

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**Phony Buyers Hit Chicago Distros; Listens Run High**

By EARL PAIGE

CHICAGO — Local record tape distributors are alerted to verify all purchase orders and merchandise pickups because thieves are posing as purchasers. In one case they have stolen 800 LP's from one warehouse. Losses are high but are difficult to confirm because police have cautioned distributors not to disclose information. At least one distributor obtained a suspect's license number.

Wisconsin RCA distributor Peter Steele reported the police searched the Greyhound Bus depot here after a Taylor Electric firm shipment was unclaimed by the warehouse. The thieves failed to appear because, according to one source, the order arrived late.

Warehousemen at one distributor narrowly missed trapping a suspect's car inside the docks, but unfortunately a burglar was not going to be found and a suspect's license number.

By Reuters

**Douglas to Record 2 LP's By Grateful Dead Artists**

SAN FRANCISCO—Douglas Records has secured exclusive recording agreements with several individual members of the Grateful Dead, a Warner Bros. subsidiary. Alan Douglas, head of Douglas Records, said the new agreements will allow his label to release handsome cuts of both the Dead and Grateful Dead guitarist Jerry Garcia. Gabriel and his partner Howard Wales, who was with Warner Bros. Records. This new label will be based on recording a well-conceived concept developed by the two Dark Studios. BMI Keizman and Micky Hart.

(Library of Congress)

**MGM Merger Talks Continue With Philips**

LOS ANGELES—MGM merger talks have been narrowed down to Phillips of the Netherlands. The merger would involve the record division plus the film company's music subsidiary. Discussions are still continuing with Philips, "but we have yet to arrive at a final agreement." says C. John Curr, president of the MGM record division.

MGM and Philips have been moving closer together in terms of business and will be marketed as one. Philips is now MGM's United Kingdom licensee. Previously, MGM had been in negotiations with Philips to market its product in the U.S.

Dickson, TV Firm, Adds Distribr Arm

NEW YORK—Dickson Productions, Ltd., a New York-based video recording corporation, has formed a record distribution division. The new firm will be aimed at primarily servicing television stations.

Dickson's new division will be handled by Mitch Manning, who is now president and general manager. According to Manning, Dickson Productions plans to solve the small label problems of servicing television stations by providing a steady flow of product from various labels, and to take advantage of the new distribution and collection functions.

(Continued on page 10)

Douglas 2 LPs By Grateful Dead Artists

Soon and Moody Blues LPs, and according to Mel Kahn, general manager, was the first hit in the latest rash of inci-

cidents. Like Howard and others, Kahn mentioned that distributors are taking precautions to check out all orders.

Fred Sippola said an order placed in his firm's name alleged one distributor because of shipping instructions Sippola never received.

In a separate incident, thieves reported Nov. 25 from the National Press Show exhibitors of Ampex and Car Tape. (See separate story.)

Douglas LPs will be released by the new distribution label, and Joe Smith, Warner Bros. executive, said that Douglas recordings will be beneficial to Warners in terms of artist exploitation, adding that the new label is "vital in WordPress family, which is so necessary among serious customers who want to work with artists from other labels.

**KENTON LINE TO DEALERS**

LOS ANGELES—Stan Kenton's Creative World line is being made available to dealers. The line was formed several months ago, started out in the mail order business. The LPs are now available to 键位者, who now use them for orders obtained during his recent performances in several cities around the country.

(Nov. 7, 1970, Billboard)
Bob Dylan. "New Morning"
On Columbia Records and Tapes
Maury Muehliesen, in his first album, Gingerbread (ST 644), tells you what it is to drop out and get an education.

Mike Hurst, as producer, is one of the most prominent in England. Mike Hurst as a singer was a member of The Springfields, one of the most prominent acts in England. Today, this is Mike Hurst, the writer, the singer, on his first solo Capitol album, "Home" (ST 619).

Mike Hurst, reflections of an uncomplicated man in a complicated world, a promise of prominence everywhere.
AN ECLIPSE IS DUE

As the story goes, in the year 2137 B.C., Hsi and Ho, two famous Chinese court astronomers were duly executed for failing to predict a total eclipse. Now Capitol has not gone into the eclipse business, however, we did notice that not one eclipse calendar forecasted Edward Bear's second album titled "Eclipse," (ST 580). We think it's worth shouting about. Expect a total Edward Bear Eclipse of the ears November 2nd. Don't miss it.

EDWARD BEAR ECLIPSE

BROCKETT AND AVAILABLE

Jaime Brockett's recording, "Titanic," is one of the most well-known secrets in music. Because he can't be everywhere and limited quantities of his previous album were quickly sold out, Capitol is delighted to bring Jaime and his audience together, finally and for all deserved time, in adequate quantities in the new Jaime Brockett 2 (SKAO 601).
Elektra Plans Promo Drive
On Collins LP

NEW YORK—An extensive promotion and advertising campaign is being undertaken by Elektra Records tied in with the Nov. 15 release of Judy Collins’ 10th Elektra LP, “Whales and Nightingales.” The campaign is being coordinated by William Harvey, the firm’s general manager, and Mel Posner, vice president in charge of sales.

A series of 30-second spots place the various jockey service of a 45 with two of the albums cuts is part of the campaign. The special disc, not released as a single, couples Bob Dylan’s “Time Out” with “Whales and Nightingales.”

2 RCA Execs Pitch Soul

NEW YORK—Buck Willis, RCA Records general manager of new product development, and Tom Draper, administrator of new product development, have embarked on an extensive promotion and marketing trip on the label’s soul product throughout the country. They will make mini presentations to distributors and, then, give sales promotion personnel, using album covers and cuts from the New York Sun, the Friend of the Friends of Distinction, Sonny Til, Percy Mayfield, and the New Birth, as well as a previously released LP, “The Best of Nina Simone.” Willis and Draper will also visit rack-jockeys, personal appearances, and dealers.

Marin Disc, New Label, Formed

SAN FRANCISCO—A new record label, Marin Disc, has been formed under the guidance of Kids, former radio deejay and promotion and merchandising executive.

The label is based at Sausalito, Calif., and its first product is a rock-and-roll album by Solly, Teddy Anderson, original member of the Ventures, and others, titled “Thalassa,” former house band of the Sausalito Art Center, and a group formed as a single rock ensemble. Both albums have been produced by Michael Kamen, lead vocalist of the New York Rock ensemble.

ROCCO LAGIESTRA, left, president of RCA Records, welcomes Jimmy Miller to the company’s sales department, tapped by RCA as an independent rock producer.

Executive Turntable

Roger Karshner named vice-president, promotion, Capitol Records Inc. He succeeds Charley Nuccio, who was recently named vice-president, promotion, independent labels. Karshner has been with Capitol since 1953.

Kevin Cummings, former branch manager in Detroit for Liberty Records, named national sales manager for Motown’s independent division which markets the Rare Earth and VIP labels. Cummings was also branch manager in the city for Decoupage Records and Eddie Gileafreath, former Motown promotion representative for Chips Distributing Corp., appointed regional promotion director for the independent division, in charge of Eastern account operations.

Logan Westbrook named national r&b promotion manager, Mercury Records. He was previously administrative assistant to the vice president for r&b marketing, Capitol Records.

Howard Fritts appointed assistant comptroller, Elektra Records.

WESSTROOKS PRUE KAGAN GRIEGO

Michael Kagan named director, national promotion, Epic and Columbia Custom labels. He joined as branch promotion manager, Chicago-Milwaukee area. His most recent position was vice-president, promotion, and regional manager in the East for Epic Records. He was with the company for the past four years. . . . Bill Griego will head the firm’s newly formed promotions department.

Idea Promotions, advertising agency representing Scepter Records and Howard Stein’s Capitol Theater, Griego is a former independent FM promotion man.

Harry Sulkin, sales manager, Chappell and Co. for 20 years, has resigned. Considering several projects, he has no immediate plans for the future. Sulkin is a big band musician.

Jim Stevens named regional sales manager for the south. Atlantic Records. He is a former Southern sales manager and Midwest sales manager, Chess Records. . . . Sidney Kornheiser has rejoined Edwin H. Morris Music after a hitch as music coordinator for Stuart Ostrom’s “1776” music. Kornheiser had been with the Morris firm for 25 years. He will work on the acquisition of theater writers and general exploiters.

James P. Jimmerson named director, international sales development. CBS Enterprises, with responsibilities that include the development of marketing programs for the cassette and record systems. He is CBS Enterprises’ international sales manager.

Paul Strook Adler appointed distribution manager, ASCAP, succeeding Past-Marks, now named ASCAP’s present director of operations. He joined ASCAP from RCA Victor to Marks. . . . Eugene Minkoff named vice president and sales manager, Coast Wholesale Music Company, Los Angeles. . . . Joseph A. Barlock named vice president, broadcast sales and leisure time, Westinghouse Electric Corp. He has been assistant general counsel for the corp. for the past six years.

Abe Glaser named national director of promotion, Lionel Records, Los Angeles. . . . Ralph Murphy appointed to the newly created post of director of production, Double M Productions, production arm of Belwin-Mills Publishing.

Gillian Roberts is joining the professional department of Joffe Music and Stein and Van Stock, Motown’s publishing companies. Miss Roberts comes to Joffe from NEMS Enterprises, in the U.K., the former Beatles organization. She was also with Atlantic Records in London and A&M in the U.S. . . . Harold L. Richardson has been appointed vice-president of national sales for National Tape Distributors. Richardson will base his efforts at the company’s Southern California facility in Torrance. He will devote himself to national promotion and merchandising. . . . Allan LaMagnia has been named general manager of the Syndrome, rock palace in Chicago. LaMagnia formerly was director of Syndrome, manager for Happy Day.

Errol Sober joins Green Apple Music in Los Angeles as professional manager. He was formerly with Abrak Records as assistant director. He will also handle the company’s eight affiliated firms.

Demanded out of the album. A stone hit. The Supremes

STONED LOVE

IM-1172

National Breakout
61
First Week

STEREO
MS 720

The Supremes - New Ways But Love Stays

Contains the single - "Stoned Love" (IM-1172)
Some of the most respected people in jazz, rock, R&B and Latin music have formed a dream group.

Unlike most fusion groups (composed of rock musicians who have decided to incorporate some jazz or blues into their music), Dreams is the real thing.

The Brecker brothers are true jazz musicians. Randy Brecker, trumpet, (best-known as an original member of Blood, Sweat & Tears) played with Horace Silver and Art Blakey and won honors in last year's Downbeat and Jazz & Pop Critic's Polls. Mike Brecker, sax, is "one of the best young tenor saxophonists anywhere, jazz or rock or otherwise" according to Don Heckman in the Village Voice.

Barry Rogers, trombone, is well known in Latin music circles. Barry pioneered the use of the trombone in Latin arrangements.

Bill Cobham Jr., drums, has played with various R&B and jazz groups. Including James Brown, Sam and Dave, numerous Motown groups, Miles Davis and Horace Silver.

Doug Lubahn, bass, was the leader of Clear Light and has shown up on a number of albums by The Doors.

Jeff Kent, organist/guitarist, is a rock/folk/blues songwriter. He and Doug compose the material for Dreams. And lead singer Eddie Vernon was formerly with New York's Children of God.

If Dreams' music gets ordinary people as excited as it has gotten fellow musicians, and jazz/rock critics, it should become a very important group in months to come.

Introducing Dreams on Columbia Records®
Trade Gets R'n'R(eligion)

Col Club FTC Near Accord

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**Trade Gets R'n'R(eligion)**

- **Continued from page 1**

The Band's Capitol Records LP, "Stage Fright," has been a hit called "Ballad of Old Ironside," which is based on a song written by John Taverner. This is a fantasy

Based on Jonah and the Whale, both of whose Rock-and-Heart Ballads have been de-

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**Col Club FTC Near Accord**

- **Continued from page 1**

Also raises on rate differences.

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K101 Gets FCC's OK for First Solo Quad Radio Test

- **Continued from page 1**

in radio section on Quad 8 for commercials.

Station owner James Gabbert received the FCC's approval to begin doing commercials in 1967.

The station will begin doing commercials in the morning by starting a series of test tours between midnight and 5 a.m.

K101-FM is working with a system developed by Lou Dorren, a San Mateo inventor, which adds a second, third, and fourth channel.

Dorren's system uses a decoder to decode the four-channel signal, and then sends it to FM multiplex broadcasting.

The test operation is part of a new agreement and it will be operated in the five commission.

Interested parties would have 30 days to submit comments and the commission would finally decide on the basis of all the evidence.

Dorren's invention is a black box that hooks up to the transmitter.

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**Squeezed' Cos Hire Aides**

- **Continued from page 1**

them out of the profit squeeze.

St. Paul, senior partner in S. Mail Associates, management consultant, First servicing the record business, said some

of the reasons for this profit squeeze in the face of rising sales are: (1) Cost pressures exerted by an inflationary economy, and (2) Failure to maintain a balance between creative freedom, financial costs, and efforts to increase production.

As far as management consultation goes, Mail said that each company has a different entity and must seek answers to its particular problems.

It has gotten so bad, he added, that companies are asking the independent consultant, who is a specialist in the record industry, to provide provide objective, informed relevant, unbiased advice and assistance to management.

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**Billboard**

The International Music-Record Newsweekly

Now in its 76th year of industry service

Subscribe Now!

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**Please let us know**

**Let's see how we can help you**

---

**Farrell Into Animated TV**

**NEW YORK**

The West Farrell Organization will present a new animated television series conceived and developed for TV by Harvey Ehrlich, executive producer and director; Steve Bedell, vice-president of Networks, and Eddie Farrell. Story lines for 11 shows and the presentation have already gone into production.

The focal point of the series is a five-man rock group who will perform live and travel through the mythical "Underland," setting of the series through animation.
ON THE CHARTS AND ON THE AIR-NOW!

"I'M NOT MY BROTHER'S KEEPER"

BY FLAMING EMBER   HS 7006

A STAGECOACH PRODUCTION
PRODUCED BY WILLIAM WEATHERSPOON - RAYNARD MINER
DISTRIBUTED BY BUDDAH RECORDS
LOS ANGELES—Stereo 8 is riding herd over cassettes in the auto market.

Auto cassette players for autos continue to draw closer (see related story), much of the talk in auto trade circles revolves around stereo 8.

RCA and Motorola combined to form the current lead in stereo 8 by offering auto manufacturers a new generation of 8-track equipment: 4-channel stereo 8 (Quad 8).

RCA has a 3-year head start on the auto market, with the introduction of its line of Quad 8 products. And the reverse capability is more expensive.

Today, many retailers are using the Quad 8 to test the waters, offering players as little as $25.95 and step-up models to $50.50. With equal pricing, said a retailer, consumers favor stereo 8, "because of fewer parts, and fewer service visits.

But just when automotive manufacturers were looking more eagerly at cassette units, out steps Quad 8 and its "surround sound.

Fully compatible with existing 8-track cartridge, Quad 8 will be offered as a factory or dealer-installation option in 1973 models, said Kustiso. "Home players and hang-on units are available late this year, he added.

RCA plans to have two 4-channel conversion units for home sale. One will handle any 8-track and will convert up to 500,000 units, according to Motorola. An additional 2.8 million units will be ready for 1974, making the total volume of Quad 8 equipment more than 50,000 in the OEM last.

For cassettes, it means delay in putting the finishing touches on over 70,000 units. But for Quad 8, it means a decided dip in sales.

The trend which could continue easily through December (because of certain holiday bookings), predicted 8-track figures amounted to this year's market.

Motorola, in fact, invented the first introduction of 8-track tape players, and stereo 8 manufacturers are convinced it will break in the automotive market.

LOUISVILLE—The Cassette auto market is under attack by the Quad 8.

Although Detroit is flouting with cassettes, the target is conversion. Manufacturers of cassette units admit that stereo 8 is converting some customers.

"Also, the 8-track system has the proven reliability and ease of service demanded by the extremely demanding automotive environment," explains Oscar E. Mijares, president and general manager of Motorala's automotive products division.

A point in 8-track's favor, he feels, is the ongoing, almost constant pressure from the cassette players, which have recently been introduced in the auto market. According to reports, cassette units sold in the after market have experienced a very high failure rate. "The installation" problem is caused by customers and auto repairers to switch back to 8-track," said one retailer.

"This is the key to the success of Quad 8," the retailer said. "This is the key to the success of Quad 8," the retailer said.

Another retailer said, "Cassettes are behind 8-track because of the poor quality and no equipment failure. Right now, cassette falls short of expectations."

After all is said, he is selling Quad 8 that goes to auto sales.

According to Kustiso, "Detroit already has acknowledged and accepted Quad 8 for use as factory installed equipment." In short, Quad 8 is second generation stereo 8, while cassette is just now beginning to achieve acceptance by several—not all—decision makers in Detroit.

Adding the stereo 8 cause is the fact that the Quad 8 equipment is more expensive, while the S-8 equipment is less.
HIS NEW SINGLE

TOMMY ROE

BRUSH A LITTLE SUNSHINE

ABC-11281

And he'll do it on

The Ed Sullivan Show

NOV. 15

This Makes Over 25 Chart
Records For Tommy

---- And That Ain't Bubble Gum

Produced By Steve Barri
On ABC/Dunhill Records

ABC/DUNHILL RECORDS

*From Tommy's New Album

ABCS-714
Infonics, Bible Voice Agreement
In Distribution Rights Contract

VAN NUYS, Calif.—Infonics Duplicators and Bible Voice, Inc., have entered into an agreement giving Bible Voice exclusive distribution rights to the entire Infonics tape duplicator line on the international religious market.

In signing the agreement for Bible Voice, president George Ota and expansion of the ministry will in future depend heavily on the miracle of magnetic tape.

He added, "The worldwide renaissance of religious interest and instruction is immeasurably aided by the cassette. Great sermons can now be recorded, duplicated and communicated to hundreds and thousands of people.

"Missionaries can spread the word, even in remote areas, through the use of inexpensive battery powered cassette players."

In a special offer to its far-flung customers, Bible Voice is offering a discount price of $350 off net wholesale prices of the entire Infonics cassette duplicator line, and $250 off the net wholesale price on each reel-to-reel tape. The complete book on 15 80-minute cassettes is available at $124.95 list price. The cassettes can also be bought individually at $8.95 each.

Other religious tapes available in various configurations include the complete books of Psalms and Proverbs, Bible Studies with Drs. Billy Graham and Gene Scott, Selected Readings from the New Testament, narrated by Cliff Barrows, and a catalog of sacred music that includes artistry of Pat Boone, Paul Mickelson, and the London Orchestra.

Tape CARtridge

Dolphin Negotiating for Release of Films in CTV

NEW YORK—Dolphin Productions is negotiating with major companies in the car-tridge TV race for the release of a number of films in the CTV format.

The two initial titles the company hopes to release are "The Bermuda Race"—a half-hour sports/action portrait of the Newport to Bermuda blue chip classic; and "Out Island Regatta" a half-hour record of an annual regatta open to the interl-akon schooners and fishing craft of the out islands of the Bahamas. Both films were recorded and directed by Allan Stanley, president of Dolphin. Dolphin, a division of Com-

Tele-Cassette Series

LOS ANGELES — Tele-Cassette Enterprises is developing a 12-cassette series on creative slickery for cartridge TV. The series is being done in conjunc-

Tape! Audio/Video

Sample Project

BY ELIOT TIEGEL

LOS ANGELES — Warner Bros. Records audio-visual department is preparing an artist sampler as its first project. The film will initially be made available to television stations and cable TV systems that will be offered to cartridge TV duplicators.

Van Dyke Parks, the label's director of audio visual services, has designated Tony Newman as the producer for the film, with Hal Halverson working on the concepts.

All the footage to be shot will center around from seven to 14 acts on the Warner's and Reprise labels, "We plan to use draw cards in which music will be a natural part. This will be music which may lend itself to television, and where the image and sound are natural correspondents.

The project, the first to come out of the new audio-visual department, will be used as a means of introducing new artists to the record company. It will be released at CGH Recording, Ltd., 2005 Broadway City Station, New York, N.Y. 10019.

strike

Hunts Auto Units

* Continued from page 14

and about 2.5 million units sold in the after-market.

Figures at Ampex reveal that sales of all auto player/recorder units will exceed $180 million this year. Of the total, cassette will account for 45 per-

cent of auto tape equipment sales by 1971. The report in-
dicates auto tape equipment should hit 3 million units this year, 800,000 of them cassettes, and the 1971 market could stand at 6 million.

All that will change with the GM strike and the softening economy.

Ampeg Research

* Continued from page 14

broadening it to an even wider range of purchasers. Some typical questions: "What features do you like and what features would you add if you could? How is the (recorder) used and what kind of music do you prefer? What do you think of the main use of your new unit and what is it?"

The consumer oriented head cleaner and demagnetizer sells for $4.95. Called the Ampex 220, the unit is merely placed in the re-
corder and causes the head to move, removing the head in 30 seconds. Peg recom-

mend using follow-up approximating the "hit" results on playback. He points out that build-up of oxide and overly magnetized heads can be caused due to the distortion and loss of volume.

When You Sell Records

Sell Record Protection

Increase your profits with this hot-selling line of carrying cases

Rugged construction with beaut-
ful designs and colors to suit every taste. The Ampeg 702 holds forty-
two 7" LPs and is available in blue, red or green design on white plastic. The 702 holds a library of seventy-five 46 RPM records and has color chrome. The 702 series has a nesting feature designed for stackable storage, to conserve warehouse space. Holds fifty records of 45 RPM size. All have nickel plated hardware and plas-
tic handles. They're covered in a plastic-coated, moisture-re-
sistant material, the same as used in covering luggage. 15 other designs and sizes from which to choose.

Write for information and lit- erature.

 WHEN YOU SELL RECORDS
 SELL RECORD PROTECTION

No. 702
No. 707

AMBERG FILE & INDEX CO. 1632 Duane Blvd., Kankakee, Illinois 60901

(Continued on page 18)

November 7, 1970, Billboard
Seldom has one talent had so instant an impact on the music world...

EMITT RHODES

In this his first album
He sings
He wrote all the songs
He made all the arrangements
He played all the instruments
He produced
He engineered
But most important...
Everything he did is
Spectacular!
Not bad for a 20 year old
from Orange County, California

exclusively on

ABC/DUNHILL RECORDS
Get your hands on a GME cassette

We want to prove how fast we can deliver trouble free cassettes

Why let poor delivery and quality hold up your cassette loading and output?

Here is a better deal from GME:

- GME cassettes are completely trouble-free. Proven reliability - millions in use throughout the world.
- Prices keenly competitive.
- The first part of any order supplied from stock.
- We also supply library cases.

Send now for sample GME Compact Cassette.

Write to

GENERAL MAGNETIC & ELECTRONICS LTD

RCA Special Products spokes-
men indicated that they are going after the premium busi-
ness. RCA demonstrated quad-8 in a Motorola-equipped automo-
tible and found buyers enthusias-
tic about their Mark 8 home player that retails for $199 be-
cause it represents one of the newest items in incentive goods.

MCA Special Markets is also moving aggressively with its rec-
ord bonus jamboree LP's pegged for premium buyers as low as
69 cents in quantities of 50,000-
100,000 (a 12 album "double star"
series features such artists as
Steve Lawrence & Eydie
Gorme, the Beach Boys, Sammy Kaye, Roger Williams &
Carmen Cavallaro, the Who &
Stones, and others)

MCA was pricing 8-track car-
tridges and cassettes in 50,000
and over quantities at $1.85 (a
packaged marketing plan de-
limits LP's at $1.25 postpaid and
tape at $2.50 direct to the con-
sumer from Plankneesville, Ill.)

Ampex's premium representa-
tive John Lau said items such as
the Micro 9 (a portable cassette)
and the Micro 42 (for the auto)
were excellent "dealer load" pro-
ductions. He is shipping up 50
premium representatives across the country. Ampex replaced its
burglarized stock recently, but
Car Tapes pulled out of the show.

Most exhibitors complained
about a shortage of buyers. Se-
lodex International's Jerold
Petersen said: "The show is too
late in the year and the big
stump company buyers are just
not around."

Others mentioned that the
eastern New York premium
show in May siphoned off bus-
ness. The show here in the In-
ternational Amphitheatre comes
too late, they say. This, and the
general slow economy kept re-
tagged buyers away and some
notable exhibitors such as Gen-
eral Electric and Magnavox. A
Magnavox representative, in
fact, wearing a buyer's tag, was
button-holed repeatedly by ex-
hibitors. A Capitol spokesman
said his firm didn't exhibit due
to an oversight in corporate
planning. "It's accidental -- we
should have been here exhibi-
ting."

An RCA spokesman said his
firm's entire software catalog
is virtually available to premium
companies, with notable excep-
tions such as Elvis Presley. "The
royalty arrangements on Presley
would be prohibitive. Maybe an
artist such as Jose Feliciano
could be available in quantities
of 100,000 or more."

He said 8-track cartridges
were selling five to one over
cassettes. In quantities of 50,-
000 and over, RCA cartridges
were priced at $1.70 (special
variety packages include artists
such as Harry Mancini, Ed
Ames, Peter Nero, Orchestra
70, Lana Cantrell, Strawberry
Street Singers, Al Hirt, Vic Da-
mone, Hugo Montenegro, Floyd
Cramer, Marilyn Maye and
Arthur Fiedler - the roster on a
typical "The Stars Are Swing-
ing" 8-track tape).

Lear Jet also showed but did
not demonstrate a 4-channel
tape player. Michael Soper said
the firm's compact 8-track play-
er (such as the A 50 at $30.95 retail) were well
accepted. "I'm impressed by the
quality of the buyers we saw --
the people who came were really
important premium buyers," was
his typical comment.

WB Audiovideo
- Continued from page 16

Parkes, who has written music from commercials, f a v o r s N A B F. He
feels that Warner Bros. Records has the capability to create and
browse home video cartridges. And he has even sug-
gested to a top corporate offi-
cial that the record company
buy part of the film lot. That
idea, he says, hasn't worked out.

NOVEMBER 7, 1970, BILLBOARD
Panasonic does for the car what it did for the home.

Panasonic’s 8-track stereo tape players let people hear what they want when they want. While they're driving. Just like home. They love it.

They love the CX-351, compact, economical stereo tape player. Fits easily under any dashboard. Or model CX-811. With 16 watts of music power. Turns cars into concert halls on wheels.

They also love to keep their tape players. And they absolutely can with model CX-451. Panasonic’s new theft-proof tape player. Installs right into any dashboard. Or fits underneath in its own bracket. Channel indicator lights and sensitive tone controls, too. And beautiful, theft-proof sound.

And for those who can’t bear to leave all that beautiful sound in their car, Panasonic has the CX-888 car/home stereo. With a happy turn of the key, it slides out of its Lock-Tight car bracket and into its optional home-away-from-car. A lovely walnut cabinet. Nestled between two high-performance modular speakers.

Model CX-888 features push-button and automatic channel changers. A dual channel amplifier. Individual controls for volume, balance, and tone. And the sound that’s right for a car or home.


And Panasonic’s wide selection of in-car stereo speakers make driving more than a pleasure. They make it a love affair.

People love what Panasonic has done for the car. And you’ll love what Panasonic can do for your car stereo sales. Contact your Panasonic distributor today.

Or write to Panasonic Auto Products, 200 Park Avenue, New York, NY 10017.
Adell Int'l Plans Widening Vistas To All Fields of Tape & Music

LODI, Mich.—When Robert Adell talks about turning his 183-foot plant water tower here into the "wildest echo chamber in the world" he's revealing only one of many expansion plans for the year-old tape cartridge firm. Adell International intends to be in every phase of the music-tape business from raw tape manufacturing to artist management to recording studios—or as Adell puts it: "the whole ball of wax."

The 22-year-old firm has been involved in manufacturing automobile components and windshirt washer chemicals. But when General Motors approached the Adell to produce budget tape cartridges, Robert and his younger brothers, Frank and Marvin, built a $1.7 million music complex.

The music facility, encompassing passing every necessary for producing cartridges, a modern recording studio and mixing console, and even disk pressing machines is situated in a sprawling factory the size of five football fields.

See Operation

Detroit automobile industry executives are still dropping by to see the operation. Adell, 25, gets a typical tour by explaining that GM, Chrysler and Ford and other car makers were concerned about the tape cartridge business because it represented the first accessory item the auto manufacturers had no control over.

"Here was a case of the tail wagging the dog," he said. "They could control the players but the software was another matter so they asked me to start producing quality budget tapes. This is when I put in the $1,700,000 facility. I even had GM sound engineers design the recording studio.

The confidence of the auto makers is explained by sales manager Irv Cooper, who says of his boss: "He's done business with General Motors for 22 years on the basis of a handshake — no contracts, nothing written, just his word."

Adell admits that it's a little frustrating to be in a business so different from making Resins, plastic forms and chemicals. "I'm learning everyday," he says, admitting that initially too much emphasis was placed on producing the wrong product. You've got to make mistakes but I want to minimize them — whatever I turn out is going to be a business success."

Adell is surrounding himself with experienced music people such as former Decca producer Bert Lubov with 17-years' experience in the music business. Other key men include producer Joe Petito and recording engineer Arnold Petito.

Artist Roster

Petito is bringing along a whole roster of artists: Loretta McKeen, Six O'Clock News, Declaration of Independence, Wa-zoo, Windy Blever, Jack Campbell, Marty Marrett, Joe Mann, Pelly Barker, Jimmy Skin, Billy Rose — primarily rock and country artists but the list will eventually include every kind of artist.

One of the strengths of the artists, Miss McKeen, had a soul single that sold 300,000 copies on another label although it received little airplay outside Detroit. Mann's "Blue Skirt Waltz," indicating further Adell product, diversity, is happening in Milwaukeeloob claimed.

Adell doesn't think that the environment here is too artificial for artists but rather that it offers a kind of creative freedom that they have never experienced. "We had a group in the recording studio recently when I noticed that a nut had slipped off a instrument. I went into the die shop and came back in a few minutes with a new nut and the kids were just amazed."

He said that mechanically no one will beat Adell. The only part Adell doesn't turn out for cartridges is a pinch roller rubber wheel. Brother Frank is a chemical engineer now in advance designs for plastics molding and Marvin supervised the move of the whole plant from downtown Detroit to this suburb some 35 miles away in only 12 hours.

Another 90,000 square feet of space has been allocated for further expansion. These plans include the manufacturing of raw blank cassettes, and more disks.

Although Adell started in tape, he is high on the future of disks. "If I didn't believe in disks I wouldn't have gone to the extra expense of piping, valving and boiler capacity for additional press," he said.

"And let me add that the audio-video tape will be not on tape but on discs. I think that tape has an awful lot of drawbacks." He talks extensively about computer printed circuit boards and how computers store data on disk-like drums with the indication that he believes cartridge TV will somehow involve a disk based computer type system about which he isn't revealing further information.

The expansion of the budget cartridge line beyond 105 present titles depends on the current shakedown in the business and the dumping of regular priced product. Meanwhile, an entire vertical operation is being built here and Adell people know it is serious about using the partially hollow water tower to create echo effects.

Frank, 42, and Marvin, 34, have been watching their brother longer than anyone and both agree it is "just amazing."

When answering ads: Say You Saw It In Billboard
if you're gonna do it... do it right!

Ramsey Lewis does it with
"Do Whatever Sets You Free"

CADET-5678
From the Cadet Album LPS 844
"Them Changes"

written by Ramsey Lewis
produced by Ramsey Lewis for Ramsel Records

and on the flip side
"Close Your Eyes And Remember"
written by Charles Stepney
produced & arranged by Charles Stepney
Tape Happenings

Quattron Corp. is shipping its 8-track tape changers to Telesis for installation in Telesis stores, along with a record changer, AM-FM tuner and four speakers. The Quattron changer holds 12 8-track cartridges. . . . Double Sixteen Co., Wheaton, Ill., is producing a circular file called Decou Cigarette Carousel which holds 25 cigarettes. The carousels are being manufactured in three styles: brown, grey and ebony black, the latter available under the Ampex brand.

RCA to Spend $50 million on SelectaVision

LOS ANGELES — RCA will spend $50 million to produce programmes for its cartridge tape concept — SelectaVision.

Tom McDermott, vice president of SelectaVision, said that while RCA will produce its own software, it will not get into a bidding war with other manufacturers to buy films.

SelectaVision will be marketed in 1972 at the mass consumer level at about $45.

Programming for the playback-only system will encompass sports, music, opera, ballet, how to and cultural. Motion pictures will be part of the programming schedule, but not until late 1973.

While other manufacturers (CBS's, EVR, Awee, Ampex, among others) have turned to motion picture film as a programming source, RCA believes the public will not pay (or rent) a film that can be seen on free television.

McDermott said SelectaVision will have limited competition, but will finance independent production companies to exclusively film product for RCA. Programs will be rented for $3 to $5, depending on repertoire and length.

He plans to get involved in industrial and educational television, but with RCA using its own production capabilities. McDermott has no immediate plans to work with motion picture studios. "Television is the future (cartridge tape) will create another windfall for them, just like television did a few years ago," said McDermott. "But they're wrong.

(Motion picture studios unloading film backlogs to an infant television industry years ago to take advantage of a financial windfall.)

He feels cartridge TV programming will enjoy its greatest success in producing programming not offered on television, such as children's educational-type programs.

Tape CARtridge

INFORMATION ON OUR CUSTOM DUPLICATION & DISTRIBUTION FACILITIES IS AVAILABLE FROM PRECISION TAPES LTD. ATV House, 17 Great Cumberland Place, London WI 8AA, Telephone 01-252 5502, Cables and Telegrams, Pyerce London W1 8AA

WRITE FOR SALES PLAN INFORMATION

ASK THE MAN WHO KNOWS

what phonograph needles will sell and how you can merchandise diamond and sapphire needles at extra long profits.

PFANSTIEHL FACTORY-TO-YOU SALES REPS.

KNOW and will help you order . . . provide inventory control and other valuable know-how.

PFANSTIEHL Waukegan, Illinois 60085

when answering ads . . .

Say You Saw It in Billboard

Tape CARtridge

BET SELLING Tape Cartridges

8-TRACK

(Names listed for labels which do not distribute own tape)

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8 TRACK BLANKS THAT WORK!

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LEAD CARTRIDGE
FIRST QUALITY TAPE: AMPLEX & SMN
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COLUMBIA, S.C.—Approximately 400 schools from across the country and 200 firms will be attending the National Entertainment Conference Convention to be held Feb. 14-17 at the Hyatt Regency Hotel in Philadelphia.

The conference is for a forum of educational, informative discussion, and to encourage students in the purchasing, promotion and presentation of programs on college campuses. It is an opportunity to discuss the educational medium for students through which they can further their college and future business.

The conference, which is one of the nation's finest, will have one of the finest talent showpers in the history of the conference. The committee has a decision as to who will appear for the campus booking agents. I also expect about 75 percent of the NEC members to attend the conference. The registration is really moving quickly. The registration fee is $45 per delegate and covers three luncheons and a complete running of all registration information. Late registration will cost $50 per delegate.

All inquiries and requests for registration material should be directed to Dave Phillips or Earl Blackmon, P.O. Box 1489, Capitol Station, Columbia, S.C. 29211.

MIAMI — Eight hours of entertainment is going to be the dramatic card for Miami's final show of the season, to be held at the Airport Chapel, president of Expo.

The event will draw 250,000 people, Kabel says, with some 45 to 50 local musical groups booked for specific entertainment services. The show is sponsored by the National Musical Group. Lobbies, a Gold Rush, Heroes of Cranberry Bog, J. P. Stover and the South of Canada, and others.

The sound system is being handled by Kable Electronics. The Expo will also feature groups that will be in town for the show, including the Voice of America, the Pop Singers, the Whispering Willow, and the Swingsters, among others.
From The Music Capitals of the World

DOMESTIC

SAN FRANCISCO

Stoneground, back-up band for the Tom Donahue/Warren Brothers caravan which toured the U.S. last summer and ended up in England, is making a San Francisco assault on Europe. Recent bookings include sellouts at the Round House in London and The Olympic in Paris. The group is now in London recording an album at Island Studios under the auspices of Donahue. Release date is set for mid- November. A group of the members include Lynn Hughes, formerly with Tongue and Groove, Sal Valentine from the Beau Brummels, and Pete Sears from Silver Mt. Airplane. Garbo Sunco recently completed recording a new album.

12 Pop Concerts

Set for Houston

HOUSTON—"Sound of the 70's," sponsored by Foley's, local department store, present sounds of rock, Nashville, jazz, traditional and modern combined with the Houston Symphony in a new series of 12 pop concerts in Jones Hall. Duke Ellington leads the series on Tuesday (3) to be followed by Henry Manzoori on Nov. 21, Victor Borge on Dec. 11, the First Edition on Jan. 5, stars from the tribal rock musical, "Hair" on Jan. 21, Clet Atkins on Feb. 6, Ray Charles on Feb. 23, Doc Severinsen on April 10, The Modern Jazz Quartet on May 4, Al Hirt on May 25, Mason Williams on May 22 and ending on May 29 with the King Sisters.

TROY BENNETT

STARRING AT THE PALADIUM

OCT. 26 TO NOV. 14

Tony Bennett

PR Co. Formed

By Candy Leigh

NEW YORK—Candy Leigh has formed PR Tomorrow/Today, a public relations agency under the auspices of a creative board to be announced shortly.

According to Miss Leigh, the agency will provide services like personalized corporate Champaigns, a full staff of publicists, Miss Leigh, who has been a director of artists relations for both the American Federation of Associate and GWP Records, will headquarter at 150 East 52nd St., and will have an office in Los Angeles at 6269 Selma Ave.

Sensations Is Far From Sensational

NEW YORK — A musical using "Romero and Juliet" as source material is hardly an innovator. But when it comes to even less "Sensations" with its pointless book and forgettable score. There are some songs that stand out alone, though, which ought to give the show a better chance. The Evening Standard musical review runs as an edge over the show, particularly regarding the songs and some singles action as already evidenced by Stevie Wonder's "Lying Here" and "Someday," and motoring by John Scott, who is credited with the book's "story." A number of Shakespeare's scene-couting characters and the tragedy of "Sensations" is its attempt to make it relevant to children and parents problems. Today, however, it seems like a soundtrack waltz without being of any particular points.

Waltz Harper's music, however, is of the show from falling completely apart. His rock is brisling but he also knows how to deliver a melodic line. The aforementioned "Steak Out," featuring Harper and "Sweat and Salt" have a lot going for them.

Bloom, Europe For V & R and Romans

NEW YORK — Bloom, L/R & MGM Records artists, is in Europe for a series of television and radio appearances. Included on Bloom's schedule is an appearance on a television program by "ITV," Brussels, "Four, Three, Two, One," to be taped in Paris, and "Bloom will join another of the Robert Stigwood Organization's artists, George Fame, on the color TV series, "Du Sur Deux" Monday (2) and will probably be heard from in other disk versions. On the other hand, in many songs, Paul Zakrzewski's lyrics are sophomoric, especially the special material numbers concerned with sexual perversion, old age, the middle class, and war. His use of "hard" language is gratuitous and shows him up as an obvious rhymist in his-parlance with words.

The scale bounces across the small stage under the maestro guidance of Jerry Dodge. Judy Gibson (Juliet) comes off best but John Scott (Romero) and Paulette Attie and James Ray are okay as the Capulets. Dorene Martin as the Montague.

Bring back "West Side Story."

Timeline

DAILIES VIEW

"SENSATIONS"

NEW YORK — "Sensations," a musical with music by Walt Harper and book and lyrics by Paul Zakrzewski opened at Theatre Ford in August. Following are excerpts from the daily newspaper reviews.

TIMES (Mel Gussow): "...one of the best rock scores I have ever heard...complex and sonorous; perfect to anyone who doesn't care for the music and for the score..." News (Silver): "...a musical that breaks the sound barrier..."

POST (Richard Watts): "...as tasteless and tiresome a mess as a theatrical season could readily have inflicted on it..."
Talent

From The Music Capitals of the World

• Continued from page 24

Village Vanguard, 27 7th Ave. (14), N.Y.C. (Ethical Cultural Society, 33 East 72nd St., New York, N.Y. 10021)

(Continued on page 32)

Theatre.
Joan Budd, (Vt.)

Adrian "The week Dynamic Lounge, En Wheel through universal.

system by Nov. 10. The show will be featured on Friday, Nov. 10, at the Main Lounge in Harlem, N.Y. The show is produced by The Complete Collection, Cineplex, Odeon.

The show will feature a variety of musical acts, including jazz, blues, funk, and rock. The lineup includes artists such as Elton John, Bono, and The Rolling Stones. The show will also feature live performances by various local musicians.

Theatre will also host a series of workshops and master classes led by industry professionals. These sessions will cover topics such as songwriting, production, and performance. The workshops will provide attendees with the opportunity to learn from and network with top musicians and industry leaders.

Tickets for the Theatre show can be purchased online through the theatre's website. There will also be a limited number of tickets available at the door on the night of the show. Advance tickets are recommended, as the show is expected to sell out quickly.

In addition to the Theatre show, the village will also host a variety of other events throughout the week. These include a concert series, film screenings, and a variety of other cultural events. The full schedule of events can be found on the village's website.

Overall, the Village Vanguard is excited to host this unique and diverse lineup of events. The village is committed to providing a platform for emerging and established artists to showcase their talents and connect with audiences.

Theatre is located at 27 7th Ave. (14), N.Y.C. For more information, please visit the theatre's website or contact the theatre directly.
Radio TV programming

75% of Stations Buy Records For Airplay, NAB Meet Told

By EARL PAIGE

CHICAGO—At least 75 percent of radio stations have to buy the records they program, according to Charles M. Stone, chairman, president, and CEO of Broadcasters (NAB) vice president for radio. NAB officials are urging radio stations regarding record programming and many other subjects at NAB's recent fall conference here last week.

Forty-six percent of the AM stations have replied to NAB's survey of 36 percent of FM stations. More than 30 percent of the replies so far, only 11 percent of the AMs report no problems with record service and 15 percent of the FM's report no such problems.

Lester M. Smith, executive director, SPARKS Radio, Portland, Ore., president of NAB-Record Industry Association of America liaison committee, hopes that the 75 percent of stations succeeds in the program.

Much of the discussion centered on obscenity and a major addition to Steinberg (see separate story).

Broadcasters, generally, expressed their desire for more rules that listeners can be identified. One station manager said: "God, I have a lot of infomercials who are drug addicts when stations are trying to solve the drug abuse problem with on-air programming.

Steinberg: Obscenity Is Relative

McGREGOR—Recalls President H. Steinberg told broadcasters gathered here recently that it's their responsibility to determine if recordings are obscene. A music director said such recordings were "inconvenient with other programs," but Steinberg never backed down.

More than the record company executive told the National Association of Broadcasters meeting that it frequently uses promotional song releases that may not be suitable for a situation, but Steinberg never back down.

"We must have a good conscience," Steinberg said: "The problem is not that we like or dislike the contents or the people. It is the fact that we have a responsibility and I really make the determination as to what people heard—had to set standards as to what morality was supposed to be."

Steinberg said it is his opinion that there really is no way of determining "obscenity." He said: "First, obscenity is a very legal thing. The other way of measuring it objectively.

"I will differ with you in that. That's a very broad background, you name it—all kinds of areas of exposure—and come to a different conclusion and so will you."

He added that the measurement of what is obscene and it's probably rather close to the pornography report recently turned out by the President's commission, which unfortunately, I think, he rejected.

Steinberg hesitated as he went further to define "obscenity."

"The best word I can think of is disgusting—but we can get further into argument about what's disgusting, too."

He said that he expected stations to listen to his product and then say that a "hell of a lot of it isn't on the air that stations must be listening.

"As far as I am concerned, we have the ability and the responsibility to turn out product that sells and I must tell you that I have had some personal people in the business that we turn out product we can't.

A Conduit

He said that his company felt that to a certain extent it turns out mirrors what's happening throughout the world in the case

Music Reflects Social Behavior: Unit Exec.

CHICAGO—Radio programmers worried about drug usage, and music, and violence at the same time wondering how to fight the drug problem were met by the findings that music doesn't create social behavior—it only reflects it. Misinformation is sometimes given to people who have to be concerned about it, according to Peter G. Hammond, executive director, National Coordinating Council on Drug Abuse Education and Information.

Hammond, addressing the National Association of Broadcasters fall conference, told how his organization can help radio stations provide vital community information on drugs to counteract misinformation and educate the public, "often perpetrated by certain agencies.

The council is providing films to libraries, the TV newsletter and a new drug abuse information newsletter for radio stations. Hammond noted that the council does have a problem with the drug culture "(grass being a term used to describe marijuana)" and at one point spoke of the "information fix" the council hopes to provide to broadcasters.

Hammond indicated that music sometimes becomes a scapegoat just as has common tension relief drugs advertised on radio. "You have a common problem like drugs on any one factor. By way of illustrating the council's point, he called attention to the Beatles hit "Help!" and "Little Help From My Friends.

The song, which has been blatant drug abuse, is the theme of a new film now available for public showing that teaches a reinterpretation of words as "high" and "friend." The council and the records and the council worked together to produce the film. A similar information can be written the council at 1211 Connecticut Ave., N.W., Washington, D.C. 20036.

Quad Comes To Detroit

DETROIT—Quadrophenia will be heard for the first time over KHJ-FM and WAQX-FM stations, a show program, "Tim" will be heard on WHBQ-FM, WABX-FM music director, and Bud Popovich, music director of WQFX-FM. The program will consist of all types of music including folk, jazz, rock, classical and some Moog. The technical end will be handled by Vince Capizzo of WABX-FM, and Paul Grzebek of WDET-FM.

Tight Playlist Shifts Col Single Accent

Billy Joe Royal's "Cherry Hill Park" and Ronnie Dwayne's 'Why Can't I Touch You.' The Dyon record was released Feb. 20. The airplay of the record on Top 35 stations, as well as on Top 40 stations, was aired at the beginning of the Top 40 and Top 35 stations at the beginning of the radio stations.

Among those artists who were being serviced to radio stations last week were Mac Davis, pop and country; Ray Price, pop and country stations; Barbara Streisand, pop stations; and Gary Puckett, pop stations.

There's another reason for the flexible release schedule: "No company today can afford

(Continued on page 30)
WLVA Gears To 20-45 Age

By CLAUDE HALL
Editor

Got a lot of catching up to do, so I expect that you guys are in
for another long ending of reading Vox Jox this week... Bob Foster
is now at KFRC in San Francisco, he’d been at KIM in Denver....
John Ackerman, who has joined WKBW in Buffalo. Ackerman
had been at KTLM in Denver but had the misfortune of raising
their burn ratings; Burns had been at WTRY in Albany, N.Y.
They replace Stan Roberts, who went to WIPM in Boston and the
Kelley, who went to KRTS in San Antonio. Jeff Kay, program direc-
tor of WKBW, will be producing, directing, writing (and some-
times the studio engineer), for the five-hour series of specials for
Halloween Night broadcast again this year. One of the mysteries is
The Beatles Album That Never Was.

Joe Carlton was by the office last week. Now, I read that most
of you will immediately ask: "Who’s Joe Carlton?" Well, he’s
the guy who started Vox Jox in the Billboard, somewhere between
1949 and 1945. Along with Joe Cuda and current music editor
Paul Askern, Carlton started the first record popularity charts
ever factually. The TV chart has just started some record
charts since Monday has dropped off a while and Carlton,
Askern, and Joe Cuda (the idea and the guts behind the charts
in a permanent Fixture). Among the pioneers who worked for
Carlton were Jerry Wexler, an exacting editor and story writer,
who’s this world’s greatest record producer, in 1945. And
WGOX in Framingham, Mass., is breaking ground in the very
shop harmony each Sunday morning, presented by the Framing-
ham Chapter of the Society for the Preservation and Encouragement
of Barbershop Quartet Singers in America. The program features
quartets who sang at the Interna-
tional Convention Competition. ... WGOX is the home of the new series called "Radio Giantos"
featuring some of the famous varsity express quartets of the golden days. ..
Bob Dean, now music director of WGOX, will be
coming to our area next month. Ron
Kaid, N.Y.C., wants me to thank all the record promoters
people who helped him. WRT for the
town now includes Alton Huskins,
Ivan Jones, Bill Shutta, Jerry Sear,
and Steve Tippens, with Bob Dean
doing the swallow.

Ken Steele writes: "As of Oct.
29, I’ll no longer be the program/
manager-director of WOF-FM in
Georgetown, Del. I’ve resigned to
accept a more lucrative position (would you believe as just a plain
DJ?) at WJEQ, WQAM, Waynesboro, Pa. WIEO will be
signing on in November with a
solid rock format covering Waynes-
boro, Chambersburg, Pa., and Hag-
ertown, Md." Congratulations,
Ken. Send me some more details
and I’ll do a story on the new
station. Incidentally, for the rest
of you guys, I’d appreciate news
tips on new stations going on the
air, their station formats, and their
deeJay changes.

Dan Benau, former weekend
host and relief man at KCBI-FM, Los
Angeles, is now doing afternoons
at KJJI in Honolulu, a soft rock
station. .. Lineup at WCRS-FM
Lakeville, Conn., has changed:
program director Les Turpin,
Bobby Drew and Steve Clark.
Bobo Young and Steve O’Brien
have departed the station; Young
has departed for the West and
O’Brien went to San Francisco to
hang around digital radio. (Hill
Pocket) Duncan has been
named general manager of KRAN
in Phoenix, Ariz., and has an option
to buy the station. In changing
management, we also changed
current format to straight country
music. To all my friends in country mu-
si, I’m asking for help. We desper-
ately need country music
stations; if anyone out there has
tape mixes or tapes from artists will
be appreciated.

Pat Malone is now doing the 9-
midnight shift at CKLW, Detroit,
under the name Pat Holiday, he
will be used to be known as Dr. Jim Hall-
day at WPOP in Hartford, for
the past couple of weeks, he’d been
also filling in for visiting staff
such as Jack Williams and
Rick Sillinger. .. Dick Sillinger
is now doing the air work for
WDWS and WLLY in Charm-
ion, Ill. In addition to duties at
the college station of WPGU,
the college station of WPGU,
he’s also an instructor in Singers
in Surrow, Tony Booth’s "Las Vir-
ces," and Jim Sillinger’s "A Nice
Young Girl From Hou-
sin." ..

Gene Nelson, KSPW, San
Francisco, has accepted the play
"Sur Spangled Girl," so the radio
station bought all the tickets
for one night and Nelson will
give it a try on his radio show.
Any FM station wishing to enter
the Major Armstrong Awards com-
petition, contact program
may write for entry forms and
details. ..We wish to apprise of
Pat Malone, WGOX, in

JOE CATONE (right), music director at WMOH, Hamilton, Ohio, greets friend (left) and concert engagement at the Taft Theater, Cincinnati. The meeting was
arranged by a mutual friend, Johnny Stark, manager of Mireille Mattison, one of France’s top female vocalists.

November 7, 1970, Billboard

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PHILADELPHIA — WDAS has cut their playlist from 50-60 records to approximately 40 records, including album cuts and oldies. "The product that is available is not really up to par," said Jimmy Bishop, program director at the station for the past five years. We also want to concentrate on more exposure for individual artists. With a large playlist, some records were only being played about once every three days. This is not fair to the artist. I feel it is better to concentrate on a few artists rather than throw fish in a barrel."

Bishop has also started a new air formula, matching the playlist with the bottom to keep the listener aware. "We are still breaking a great deal of new records," Bishop commented. "We take cuts from LPs and play a lot of gold, too. The new records are the life-blood in this market. Basically, the records are chosen on their musical merit. I do not use the chart, I feel frequently. We are localized but have room for the record which is breaking out in other markets. Generally, an open mind is kept when we choose a record for airing." Bishop's idea of a radio station's appeal is slightly different from the norm. "I feel that people identify with other people before they identify with an object like a radio station. We therefore have strong personali- ties. This is what the listener identifies with. Then he will relate to the station. So we have a good mixture of choosing the best on record and using the best in personalities. We are also very involved in the community. We make sure we do not just pay lip service. I even want to do some work on our commercials to make them fit better into our soul format," said Bishop.

The station features George Wood 6:10 A.M., Larry Daley, 10 a.m.-2 p.m., Betterlet 2:45 p.m., John O. 10 p.m.-2 a.m., and Carl Helm 2:45 a.m. On Sundays, WDAS features gospel and community programming in their regular, their regular format for four hours in the afternoon, and a community talk show at night.

WDAS Cuts Playlist —Product Below Par

Radio Specials Grow

Larry T. Cosgrove

LOS ANGELES — Radio specials are growing. Five stations in different parts of the country have programmed Frank Sinatra specials — all with good listener response.

KIRO in Seattle broadcast its 25th anniversary of Sinatra music starting Oct. 16. A Minneapolis station, WWTC slated 48 hours of Sinatra music this month.

The tributes to Sinatra's 50 years in show business all in-depth into the singer's musical changes. Metromedia's KNEW in Oakland ran the first Sinatra marathon last May, running 71 hours non-stop and as a result of audience reaction, promoted a second show in August and September. Bill Stewart, KNEW program director, reported receiving 15,000 pieces of mail after the second show. Taped tributes came from Henry Mancini, Ella Fitzgerald, Sammy Kahn, Rod McKuen and others known to the performer.

Los Angeles, KGIL, programmed 48 hours of Sinatra in June. The marathon took one year to develop, according to program director Chuck Southcott, and it has early years which may have never been played before on radio.

KSAN-FM Airs Poet Series

By Bob Glassenberg

CTI Records is looking for campus representatives to make sure the local campus record stores carry CTI product and that campus radio stations consider CTI product. Carol Taylor at (212) 421-8611. Write Creed at CTI Records, 36 East 57th St., New York, N.Y.

Campus radio in the north central states can now complain or compliment A&M record service by getting in touch with Don Cline. If you want service or just want Cline to know you exist send him a letter. "Let me know what you would like from the program director, and music director; your station's format; the length of your broadcast day, the size of your station, etc. If I can accommodate you, you will be known informative. His address is Donald Cline, A&M Records, Box 91, River Falls, Wisc. 54022. Call him at (715) 423-6877.

There are a few problems with distribution and album service this week. Please make sure that WRCR, Rockford College, is on your record service list. You can send the records to Doug Gray. Also, please place WMCI, Monmouth College, Lomig, N.J., on your mailing list. The program director is Steve Sedman. Both stations reach over 12,000.

GHV Packages and Productions Inc. has added two off-Broadway productions to its list of productions being offered to campuses. "The Indian Wants the Bronx" and "Rats," both by Israel Horovitz and composed by Don Cline. Other new plans for "Slow Dance on the Killing Ground" by William Hanley. These will be available immediately. For information contact GHV Packages and Productions at 901 Eighth Ave., Suite 5 H, New York, N.Y. 10019.

The word from Jim Cameron, WLLR, Lehigh University: "Programs in college radio does not have to mean Top 40. What say you?"

Campus Dates

Judy Collins, Elektra Records artist, appears at Concordia College, Moorhead, Minn., Friday (6). Also appearing on tour is Butterball, the singer and Leader of Alabama band. Their new album, "Elektra," was released recently.


Charlie Byrd, Columbia Records artist, appears at Marvina College, Bethlehem, Pa., Monday (2); Mary Baldwin College, Staunton, Va., Friday (6); Freehling College, Annapolis, Pa., Saturday (7); and Rutgers University, Camden, N.J., Sunday (8).

Campus Programming Aide

Remember: No listing for you unless information includes title, artist, label and LP if needed, are included in your report. Write: WBYC, Phillips Memorial Chapel, Campus, Cambridge, Mass. Replying: "Special Memory," Jerry Butler, Mercury; "Heaven Help Us All," Stevie Wonder, Tamla; "Laughing," Marvina Longbranch, Poly. In the News (LP), Hot Wax; "Washington County," (LP), Arlo Guthrie, Reprise, etc...

Radio Specials Grow — Sinatra Highlighted

LETTERS TO THE EDITOR

Political Arena

Dear Editor: I have been a reader of the "Modern" for many years and have never felt the need to use your mailing list.

We talk a lot about radio getting involved with its community, but I don't see the same thing happening in the world. I am forced upon us, that virtually shuts us up where we might have been (Continued on page 39)

WTRY TROY, NEW YORK

"HOLD EVERYTHING"

No more tapes or applications accepted. Present applications being evaluated. Will announce new employee shortly.

(Continued on page 30)
**Continued from page 27**

entire director Armstrong Awards, Room 229, Mudd, Columbia University, New York, N.Y., October 21. Deadline for entries is January 31, 1970. Prize: A cash award of $500 and a bronze plaque. Awards are presented each year at the annual convention of the National Association of FM Broadcasters.

Mike Jeffries, 516-765-9835, is looking for a decay job; he has been known as Harry Nelson at WRG in Jackson, Miss. Gerry Peterson is now assistant program director of KTCL and Dave Randall is doing the evening show. Barry B. Jefferies, program director of WLVA, Lynchburg, Va., needs rock oldies; can anyone help him out?

Ron O'Donnell is now weekend man at KVH, he was known as Jack Armstrong at WFUN, but had to leave on short notice promotion. Johnny Hyde is now program director of KCKA, an NBC MOR affiliate in Sacramento; he had been program director of KOX for a year. Wannamacher is now music director of KVA, San Francisco. Dan Pietro has left the station and the Dick Clark organization. Pietro was once Johnny Kahlbert at KOOK. Promotion man Chris Krile has left Capitol Records.

Fred Campbell has been promoted to program director and Jerry Vermeersch to assistant director at KRMG-FM, a 50,000-watt easy listening station in Tulsa. Staff now includes Campbell, Vaughn, Dick Ford, Dick Barlow, Martin, and Larry Scott. Davis and Scott are newcomers. WLW in Cincinnati is striking into the record business, but just with an LP called "The Big Red Machine" about the Cincinnati Reds. In case Pat Patterson was reading this column and is interested in the LP, it's $3 from The Big Red Machine, Box 7, Cincinnati, Ohio 45201.

The lineup at WLS in Chicago now includes Larry Lujack, Joel Sebastian, Chuck Buell, Scotty Brink, Kris Stevens, Steve Landy from KLT in Houston, and Jerry Kaye, with Bertie Allen doing weekend work. Staff at KOAH, Dallas country music station, includes Jim Christoferson, Tim Michaels, and Ray Lange, with Steve James and Bruce Grassman doing weekend work.

Jim Symons, former owner-operator of WBBM in Redmond, Ohio, is now hosting "The Jim Dandy Show" on WHIC in Hampton, Va. Rick (Rick Benge) Buehler, former program director of WIBM in Jackson, Mich., has joined WSB in York, Pa., and is doing a noon-3 p.m. air shift.

Bill Preston, program director of country-formed WRVP in Columbus, Ohio, is playing Freddie Hart's Easy Lovin'. Out from his new Capitol Records LP called "California Grapevine" and is getting strong reaction: wants to know if other country stations are getting good results with it. KMPX, National Science Network's progressive FM outlet in San Francisco, has resolved what management called "an incomprehensible political impasse" by firing all but three of their air attack staff and providing them regular cross-fir programming for the next few weeks with music sounds from the "Ambience" and "Environments" albums.

MUSIC MOUNTAIN

Dear Friends,

Before Ali Williams' untimely death, he was instrumental in beginning a project to help save the California redwoods. Together with Fanned Feeny, Williams was a coprojector of California California called MUSICAL MOUNTAIN, its primary purpose is to raise sufficient funds to purchase a massive grove of giant redwoods known as the Skunk Cabbage Creek area. This area is nestled against the Skunk Creek National Park but is much higher in altitude. This area is clear-cut (as is now occurring), damage to forests, wildlife, and flooding to the other park areas is certain! This must not be allowed to happen.

Canned Beer and many other music groups in the world, have already agreed to donate all proceeds from at least one major concert of theirs during the next few months of 1970. The heavy involvement and commitment of musicians has resulted in the name, MUSIC MOUNTAIN. Our goal is to raise all necessary monies for this purchase through music and the people involved with music. You are naturally included!

After purchase of this land, the Federal Government has agreed to include this area as a separate sector of the National Redwood Park. It is important to emphasize that nearly all contributions are matched by funds from the Nature Conservancy Fund, a federal agency which arranges the purchase of projected National Park additions. Also the donor's dollar is often tripled by another matching sum from the Ford Foundation.

Of the $7 to $8 million necessary for the purchase of the Skunk Cabbage Creek area to the Redwood National Park, $1.5 million has been raised already, and if the American public shows conviction and enthusiasm in this project, we might then be able to stimulate the government to expand the park to its ecologically sensible limits by even adding the so-called "Fall Trees" watershed area which lies directly south of the existing National Park.

Many have volunteered their help, and there are two absolute ways in which you can help: MONEY and LETTERS. We are asking everyone possible to contribute whatever one can afford, from $2.00 and up, with the hope for the help on your part. MUSIC MOUNTAIN will be one day closer to the reality of the preservation of the redwoods. In acknowledgment of your contribution you will receive a full-color MUSIC MOUNTAIN decal and your name will be added to the ever-growing list of concerned individuals who will eventually appear on a commemorative bronze plaque in the MUSIC MOUNTAIN NATIONAL PARK.

On behalf of the redwoods and in memory of Ali Williams, please send help soon.

Thank you.

P.S.

President, MUSIC MOUNTAIN and CANNED BEER, INC.

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75% of Stations Buy Records
For Airplay, NAB Meet Told

Mercury's Steinberg: Obscenity Is Relative

Continued from page 28

80 percent of his volume is in albums.

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Continued from page 27

Continued from page 31
By ED OCHS

SOUL SLICES: Artie’s gold for “Don’t Play That Song” was her ninth million-selling single. Her Philharmonic bash last week featuring Erma & Carolyn Franklin and the rest of the singing’, preaching Franklin family was the soul topper of the year. Artie looks happier and sounds better than ever. That Lady Soul… Breakout of the week: Stax’s Woodie & the Soul Brothers. No less lively is Smokey Robinson, Flaming Ember, Satisfactions, Israel Tolbert, Ann Peebles, and David & Jimmy Ruffin… New Jimmy Ruffin left in England, “It’s wonderful.”… Jerry, the Swamp Dog, Williams, Jr. has joined Elektra with an LP, “Eat On! The Exciters and James Moody have signed with Perception Records… From Clydie King’s “Direct Me” LP on Lizard: “Never Like This Before…” New Soul LP’s: Moments, Brenda & the Tabulations, Chairmen of the Board, Sly & the Family Stone. Curto’s got a winner with Freddie Warren “Singing a New Song…” Roberta Flack comes to the Apollo, Dec. 28. … Soul Sauce picks and plane: Maurice & All the King’s Men, “Gotta Get Cha” (House of Fox); Curtis Mayfield, “If There’s A Hell Below” (Curtis); David Ruffin, “Spirit in the Sky” (Buddah); Al Green, “I Can’t Get Next to You” (Hi); Profiles, “Got To Be Love” (Bamboo); George Davis, “Sweet Woman’s Love” (House of Orange); Notations, “I’m Still Here” (Twistid); Mirettes, “Ain’t My Stuff Good Enough” (Zaa); Little Milton, “Many Rivers to Cross” (Checker); Intrigues, “Take A Little Love Away” (Yessi); Lamp Sisters, “Run On” (Duke); King Curtis, “Changes” (Acol); Duponts, “Hit Me With Music” (Acol); Barbara & the Uniques, “There It Goes Again” (New Chicago Sound); Big Archie Bell & the Drells, “Wrap It Up” (Atlantic). … Logan Westbrooks has been promoted to national A&R promotion manager of Mercury, probably because he reads Soul Sauce. Do You?

Selling Sounds

* Continued from page 30

From the Music Capitals Of the World

- Continued from page 25

NASHVILLE

Rick Powell recently completed composing, scoring, and conducting the soundtrack for a movie for General Telephone. In the movie, which concerns General Telephone data, he played the part of an unemployed miner and an entire Nashville rhythm section being flown in for the session.

Dick Lavsky’s Music House has just completed original music sound effects, narration and master tape production for 80 individual slide show presentations for Educative Systems, Inc., specialists in the creation of instructional material for educational publishers. The entire product was handled by Alan Cagan and Nicholas Hollander. The Music House has already started work on 42 new shows for Educative.

BASAD DIVISION TO HOST COLLEGE RADIO CONFERENCE

SAN FRANCISCO—H.R. Basford Co., Record Division, will host the Northern California Radio Conference to be held at the Fairmont Hotel, Saturday (1-4). The purpose of the conference is to create a platform for college students and broadcasters so that they may get in-depth answers to questions pertinent to radio and be exposed to commercial radio.

Various industrial figures including Jerry Schoenbaum, president of Polygold Records; Bob Feud, vice president of A&M Records; Art Schlesier, president of Janus Records; Bob Star, record director, KFYA, San Francisco; William BMB, Los Angeles, WMZC, Philadelphia; Bob Jones, music director, KDIA, Oakland; Fred Stever, program director, KSFQ, San Francisco, and Bill Drake, program consultant to RKO Radio, will be among various independent radio stations, will attend and speak at the conference. On hand will be the Basford promotion crew and Paul Pellegrin, Bob Burzak, Dennis Delling and Sally Hughston.

The meeting will define various functions of each segment of the radio and record industry and give potential commercial radio personnel an opportunity to be educated in the commercial radio field and record industry.
5° Fahrenheit
sings
Daddy's Home
by Vibrations
breaking in
Richmond  Birmingham  St. Louis
New Orleans  Baltimore  Buffalo  Charlotte

SPECIAL SURVEY for Week Ending 11/7/70

BEST SELLING Soul LP's

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>THIRD ALBUM</td>
<td>Motown</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>TEMPTATIONS' GREATEST HITS</td>
<td>Motown</td>
<td>6</td>
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<tr>
<td>3</td>
<td>STILL WATERS RUN DEEP</td>
<td>Motown</td>
<td>5</td>
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<td>MAD DOGS &amp; ENGLISHMEN</td>
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From the Music Capitals Of the World

DOMESTIC
Continued from page 31

Due to its popularity decided to also release it as a single.
John Cale, who recently signed with the Hubert Long Agency, will be recording his first LP soon at Bradley's Barn in Nashville. James Wagner of Royal Talent Agency has announced exclusive representation of Smokey & Young for the 1971 fair circuit. Bob Sussman and the Mike Curb Generation will appear on the ABC special to be aired on Nov. 15. Barnaby Records has released a new single from Jimmy Buffett. The release is entitled, 'Captain America.' Buffet is presently preparing for a tour which will include the University of Texas at El Paso on Dec. 15.

TOM WILLIAMS

LOOKING for three sarod and sitar players?

LOOK
on page 140 of BILLBOARD'S 1970 Campus Attractions Directory

Just in time for the heaviest month in Neil Diamond history!

"He ain’t heavy... He’s my brother"

By

NEIL DIAMOND

from his new album "Tap Root Manuscript"

Available on 8 track and cassette tapes also.
It's Him...

Andy Kim

his biggest HIT ever

"BE MY BABY"

produced by Jeff Barry

Paramount keeps on truckin'

www.americanradiohistory.com
**Billboard Album Reviews**

**NOVEMBER 7, 1970**

**POP**

**BOB DYLAN**

New Morning, SP 30999 (3)

Dylan aims to please and before of his two new albums, the hits, and the good things are of a piece here. The first is the new recording of "The Times They Are A-Changin'" by Paul and David Brogden. And now, for just a few months, the song has been on the charts, with its catchy tune and simple melody, becoming a hit.

**BRUCE SPRINGSTEEN**

The Spirit of the Times, EP4001 (2)

A very good album, with Springsteen's distinctive sound and style. The songs are well-written and the production is top-notch.

**TOM JONES**

I (Who Have Nothing), Epic KE 30325 (3)

Jones comes along with his delivery of "Greenwich Village," a hit from his recent album. The song is a beautiful love ballad, "Can't Stop Loving You." The music is smooth and the vocals are excellent.

**CRAIG ALDRICH**

Gala Night, Epic KE 30324 (5)

A well-produced album featuring the talents of various artists.

**JAZZ**

**ANTONIO CARLOS JOBIM**

Christmas Album, A&M SP 30031 (5)

The legendary Brazilian singer's album features classic Christmas songs.

**CHRISTMAS**

**ELVIS PRESLEY**

This program of pop, rock, and rhythm and blues features some of the biggest stars of the day, including Elvis Presley, who sings "Blue Christmas." The album is the perfect holiday entertainment.

**LOW-PRICE CHRISTMAS**

**JIMMY DURANTE**

A Souvenir of His Best, RCA Camden CL 4020 (M)

Durante's classic Christmas album includes some of his biggest hits.

**SOUL**

**A MONTGOMERY**

I Don't Wanna Play with You, Epic EP 30036 (3)

A soulful and passionate album from a respected artist.

**INTERSTATE**

Here We Get Married, Capitol 12-71004 (5)

The album features some of the biggest names in soul music.

**WILLIAMS BROTHERS**

Christmas Album, Barnaby 2 30095 (3)

A soulful and moving album featuring some of the biggest names in soul music.

**CHRISTMAS**

**ANNE ROSS**

Live at Carnegie Hall, RCA Victor LSP 4249 (S)

An magnificent performance by Ross, with her powerful vocals and moving renditions of classic Christmas songs.

**COUNTRY**

**WAYLON JENNINGS**

Sing a Song of Love, A & M AL 7100/003 (S)

A heartfelt and emotional album from one of the biggest names in country music.

**JIMMY DURANTE**

This program of pop, rock, and rhythm and blues features some of the biggest stars of the day, including Elvis Presley, who sings "Blue Christmas." The album is the perfect holiday entertainment.

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**Billboard Album Reviews**

**NOVEMBER 7, 1970**

**GREAT JONES**

*Total 1 4002 (S)*  
One of the duties of this LP is by a new, original blues-rock group is the consist-
tant stream of high-energy cuts here. Among the many commercial cuts are "Finding My Way," "You Don't Know Nothing About Love," and "I Ain't Got Long." Desired radio exposure could welcome a new name onto their chart.

**DEICEMER'S CHILDREN**

*Naismith 5 6128 (S)*  
This album is heavy with excellent cuts, including "Ride the Water," "Blow in Down," and "Sweet Talkin' Woman." The latter tune featuring a good beat. "Sam and the Skydog" and "Another" are also good. Bob Sheil produced this very good progressive rock LP.

**PLATTERS**

*Otsa Yet*  
The Platters established their vocal group style in the 1950's and its held up through the changing fashions. Some of their best work is offered here and will bring them an ever wider audience. The memorable cuts are "Only You," "Kinder Lights," "With This Ring," and "I Love You Because."  

**RUPERT OF POWER**

*East Bay Green*  
This is one of the many reasons why 1's classic has been a hot record ticket, for this two-LP set represents some of his previous top attractions. "The Essential Rupert of Power," "The Best of Rupert of Power," "The Master of Rupert of Power," and "The Magic of Rupert of Power," are all included. Rupert of Power is joined by his backing band, "The Rupert of Power Band," to complete the super hit album. This album is a must for all Rupert of Power fans.

**BETSEYFELTHER'ymythoply No.3**

*University of Illinois, Urbana*  
Bettseya's ever popular Fifth Symphony is beautifully performed here by York Beatty, capturing the New Philharmonic Orchestra. The com-position is both brisk and sparkling, and under Beatty's direction flows majestically to a dramatic climax.

**C R O P I N I:**

*Four Ballads*  
This is a perfect winning, Chopin's romantic ballads and Philippa's warm piano playing is bound to be among a rare disk experience. "Lonely Tender" and "I Love You Because." This album is a must for all Chopin fans.

**CHRISTMAS SONGS**

*Jingle Bells, Christmas, My Home Town*  
RCA Victor LSP-441 (S)  
José Feliciano applies his unique vocal and instrumental stylings to this recording of popular Christmas songs. Supplied by a creative arrangement of strings, brass and voices, this imaginative effect brings a new dimension to the Christmas favorites like "Feliz Navidad," "Joy to the World," "Deck the Halls," "White Christmas," and "Jingle Bells." The LP's run-time is an hour and a half. Designed to add a new dimension to their program.

**CHRISTMAS**

*Christmas In My Home Town, My Merry Boy Child, and Jesus Came*  
RCA Victor LSP-440 (S)  
Country Charley Pride has a sure winner in this top program of new and older Christmas favorites. He offers first-rate arrangements of "Jesus Came," "White Christmas," "I'll Be Home for Christmas," and "Silent Night." The LP's run-time is an hour and a half. Designed to add a new dimension to their program.

**CHRISTMAS SONGS**

*Love Is Here to Stay, Christmas, My Home Town*  
Columbia 30076 (S)  
Robbie Robertson pays homage to his home with this Armour's album. "Love Is Here to Stay," "Silent Night," and "Silent Night." The LP's run-time is an hour and a half. Designed to add a new dimension to their program.

**CHRISTMAS SONGS**

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THE CASSETTE STORY

NOW AT THE CROSSROAD

A BILLBOARD REPORT
Cassettes are coming.

For five years many have talked it down. Or wished it would go away. But cassettes are too important to overlook.

Have cassettes fulfilled their promise? Not yet. Nonetheless, it is apparent that the next few years will see cassettes achieve—at last—the long-held promise first expected of them. Cassette technology is growing more rapidly than any other area of the tape recorder industry.

The controversy over the value of cassettes isn’t likely to persuade electronics manufacturers from producing cassettes or consumers from buying them. Even as production falters, especially in prerecorded software and custom duplicating (and sales of 8-track players and tape cartridges mount), executives are exceedingly skeptical about forecasts that business will continue to be sour.

Those few who foresee a mild downturn (in cassettes) say the prospect isn’t prompting them to cut back. “We don’t see any reason to pull in our horns,” says an industry spokesman. “We see our future as pretty recession-proof.”

Why is the future so rosy? Because several significant technological and economic factors will bring about advances previously thought unattainable, like:

- Cassette recorders, combined with stereo receivers, represent a new form of component integration.
- Dolby noise-reduction systems are being built into cassette recorders.
- Auto manufacturers have accepted cassette players as factory-installed optional equipment.
- The high-fidelity industry has swung solidly behind the cassette.
- The improvement in cassette tapes themselves.
- Cassette changers which play automatically up to 24 cassettes in preseleced sequence and play both sides of each cassette during automatic operation. The changers, with the aid of automatic reverse, can play up to 24 hours of uninterrupted music.
- The explosion of blank cassette tape as an entertainment and educational communications medium.

Adding to the future dimension of the configuration is the proliferation of equipment. There are portable battery-operated machines, recorders with radio built in, specialized units for auto and home, AC-operated stereo machines, equipment with digital counters, cassette record/playback stereo systems with separate speakers, and cassette decks (a record/playback unit with pre-amplifiers only which can be plugged into any existing stereo hi-fi system).

Portable monaural recorders with AM-FM radios and mini-compact portable mono recorders continue as major sellers. The former possesses AM-FM radios with a big sound and are outfitted with rugged cassette mechanisms. The latter have microphones built in and have frequent-response characteristics that make them well-suited for all types of voice recording. Mono battery-operated models—all expensive portables—are without record function but have wide acceptance among teen-agers.

Cassette attractions are still alluring—size, simplicity and ease of use are irresistible; the practicality of cassettes is obvious—background music anywhere you happen to be, recording interviews, lectures and instructional courses, recording of radio programs and music off the air.

Before, cassette manufacturers stressed convenience over performance. But now add still another convert to the concept: The often snotty but aware high-fidelity industry. It favors cassettes because its reel-to-reel tape motion is basically sim-
pier and less trouble-prone than the sliding tape motion of the continuous loop cartridge. Additionally, cassette tape can be rewound in seeking out a wanted passage; and the recording function is much easier to offer in consumer models on cassette tape.

Stereophiles, of course, realize cassettes aren’t fidelity pure, but cost, simplicity and convenience easily outweigh their shortcomings.

Cassette decks for use in conjunction with a stereo hi-fi system are all part of a new breed of cassette performances. Cassette decks have wow and flutter as well as noise specifications superior to those machines of even a year earlier. Decks now feature adjustable bias, to permit recordists to take advantage of all the fidelity the new high-density and special formulation tapes offer.

3M’s Wollensak division has introduced a quadrasonic cassette deck—the industry’s first complete 4-channel stereo cassette playback system. Several other companies, including Ampex, Astrocom/Marlux and Lumistor Products, have demonstrated prototypes of 4-channel cassette equipment.

Continued on page 6-25
Introducing blank cassettes, cartridges and reels so easy to sell, it's almost embarrassing.

Selling should be a challenge—or so they say. We're sorry to inform you, though, that selling our new unrecorded tape line is no challenge at all. Just consider the following:

- Unique packages. All labeling and printed information is on a film wrap that comes off, leaving a Beautiful Box without advertising.
- The price is right. Low enough to sell the tape even without the Beautiful Box.
- The tape is backed by the prestige of the Capitol name and is made by Audio Devices, a Capitol subsidiary.
- The quality is outstanding. The high-performance, low-noise sound tape is splice-free. The cassettes are jam-proof. The cartridges are the standard of the music industry.
- Attractive dispenser displays: cartridges, cassettes, reel-to-reel. Blister packs and bags for cartridges and cassettes.
- National advertising support.
- Guaranteed turnover. We adjust your inventory to move it fast.

If easy selling doesn't embarrass you, we'll send you free samples. Call or write Audio Devices, Inc., a subsidiary of Capitol Industries.

Capitol (c) 1977 Audio Devices, Inc.

www.americanradiohistory.com
Blanks are being bought for a variety of reasons. Four ideal conditions pictured top to bottom are: a student taping her lesson in the classroom; clinical social worker Robert Anderson records material from a professional journal for his later use; entertainment lawyer Richard Hirch transcribes material from a professional series his office receives, and eye doctor Jerry Karasick tapes a patient’s prognosis for his records.

It’s the age of self-expression, so people are doing their blank blank thing

This is the era of self-expression. Many record company executives admit as they point to balladeers and collective groups of musicians who are creating their own impressions through their music.

Executives at companies which manufacture blank tape will heartily concur. For this is indeed the time when people are using a new found tool—the cassette recorder—for self expression. Not musically, but in the spoken word area which has become a most powerful facet of the cassette business.

People are talking to each other, about one another and for each other’s benefit.

The result: unparalleled sales for blank cassette tape. And a wide chasm between blank tape sales and prerecorded music sales to the tune of 12 to 15 to 1.

It would seem for every Beatles cassette sold, upwards of 15 people are going to stores to buy blanks for their own particular usage.

“We see a tremendous surge of educational usage for blanks, not only in schools but in industry,” says Bill Madden, marketing director of 3M’s Magnetic Products Division. The sales are in direct correlation to the influx in America of cheap cassette recorders from Japan.

When the cassette machine (the Norelco sound camera) was introduced in this country five years ago, it was promoted as a voice recording device. This image for the cassette system has remained with the configuration despite high priced equipment and home and car units being developed. Eight-track seems to have established itself as a music playback system while cassette, ever trying to overcome 8-track, has become the darling of the expressionist, do-it-yourself gang.

“People are corresponding with each other via cassette newsletters,” Madden points out. “This movement is starting to spread to corporations across the country. Companies are also using cassette machines for dictation and as industrial communicators. College kids are recording lectures and the cassette machine has replaced the reel-to-reel machine in many instances. Our sales of blank tape have been a really bright spot for us.”

3M maintains two grades of blank tape—the Highlander series introduced the first of this year, which is a standard brand of tape at a medium retail price. A C-60 sells for $1.39, a C-30 sells for 99 cents and a C-90 sells for $1.99. This line is designed for portable machines and kids with an economic pocketbook. These tapes come packed in paper, rather than plastic boxes.

The Scotch brand line, introduced in 1967, starts at $1.65 for an album type box and $1.75 in a mailer; the C-60 sells for $1.95 or $2.05; a C-90 sells for $2.95 or $3.05; and a C-120 sells for $3.95 in an album box only.

The Scotch brand appeals to a person who is more discriminating about the quality of his recording. 3M feels its main competition in this field are BASF and Norelco. Its price is 50 percent higher than that charged by Certron or Audio Magnetics, Madden says.

In addition to the same companies in the field (3M, BASF, Ampex, Audio Magnetics, RCA, Bell & Howell, Audio Devices, CBS), there are a “zillion private labels,” according to Madden, and many, many problems. “Too often you don’t know what you are getting. The tape might just be something a duplicator is winding for a store. There is no field service and no attempt to match the so-called Philips standard. It’s kind of a ‘buyer beware scene.’”

3M sees cassette blanks becoming a very broadly used consumer item. “You have to start using mass merchandising techniques rather than hobbyist outlets because of this development.”

Blank cassettes have opened the industrial market, both interdepartmentally and out into the field. “Cassettes have truly become the pen and pencil of the electronic age,” Madden opines.

Blank cassettes now account for 25-30 percent of 3M’s sales—sales which have shown a 100 percent rise each year in the cassette business. Boasts Madden: “We are now starting to see the base getting broader.”

Continued on page C-20
a bumper crop
of sound
breakthroughs

(RECENT SIGNIFICANT TECHNOLOGICAL ADVANCES previously thought unattainable in cassette players have renewed consumer enthusiasm and sent the configuration barreling ahead to impressive gains.)

For many companies, 1970 will be a year of shrinking sales and profits. For manufacturers of cassette equipment, despite the economic uncertainties, this year will be remembered for its innovating breakthroughs.

Surfaceing are the Dolby noise reduction system and automatic cassette changers, which, with the aid of automatic reverse, can play up to 24 hours of uninterrupted music.

Both technological breakthroughs promise to give cassettes a new dimension.

First, the Dolby system.

Tape recording in general always has suffered from a high level of background hiss; the problem is particularly acute with tape cassettes, which are recorded at low speed.

Beginning with the premise that all tape has built-in noisiness—the amount of noise varies with tapes' physical and magnetic characteristics—the Dolby noise-reducer leaves untouched relatively strong sound being fed to the tape recorder. But it amplifies weak signals before they are recorded.

On playback, the Dolby reverses the process. It weakens the low-level sound it had amplified before recording, and thus weakens by a like amount any noise inherently present in the tape.

Advent Corp. is marketing a noise reduction unit which is a simplified version of the professional Dolby system (invented by Ray Dolby, an engineer). The consumer-oriented Dolby reduces only the noise in the treble range rather than the noise present across the entire audio spectrum, since it's the hissy treble noise that's most distressing in tape recording.

Harman-Kardon's CAD-5, Fisher's RC-80, and Advent's cassette deck are newly introduced high-quality cassette recorders incorporating a built-in Dolby noise reduction system which brings about a 10 dB less hiss without affecting the natural sound quality of the actual recording. All the units also include a Dolby "defeat" switch whenever "conventional" playback is needed. Playing a non-Dolby cassette with the Dolby circuit in action could result in loss of high-frequency response, many feel.

Dolby, while improving the signal to noise ratio of cassettes, does nothing to improve frequency response, distortion, and wow and flutter. Dolby's virtues are further offset by the fact that it is not a compatible system, which means that prerecorded Dolbyized cassettes only can be played back on units incorporating Dolby principle. (Prerecorded tapes made with Dolbyized cassette decks had a freedom from tape hiss.)

Actually, the cassette units outfitted with the Dolby system don't realize the low-noise capability, because commercial cassettes, even those which have been recorded with the Dolby process, have been "dolbyized" to make them compatible with conventional cassette equipment. However, a cassette deck with a noise-reduction circuit can yield increased frequency response on recordings made on it—an increase of from 12,000 to 15,000 Hz, or almost half an octave. Only one section of the spectrum in the cassette, the mid-high to high-end, will be Dolbyized, where most of the noise is found.

Naturally, a prerecorded cassette, to take advantage of the Dolby circuits on playback units, must be made with the proper Dolby characteristics. Ampex is releasing a few selected classical Dolbyized (or "electronically stretched") cassettes.

The case for changers.

Most cassette changers operate on the same principle—stacking up from two to eight cassettes, like an automatic turntable. The changer plays the first program on each cassette, ejects it and plays the first program on the following cassette. Norelco offers a circulator which flips each cassette over so that when you've finished playing program 1 on the cassette pile, the recorder automatically begins playing program 2 on the same pile.

The ideal changer, and certainly an ultimate unit, would play program 1, reverse automatically and play program 2 before ejecting the cassette and playing the next cassette in the pile. Staar system carousel cassette changers, some of which play both sides of the cassette before going on to the next, soon will be available. Similar automatic-reversing mechanisms are employed in some single-cassette players, and the Staar system's automatic-stop, automatic-eject feature is available even for players without the automatic reverse.

Ampex and Norelco have cassette changers that will play in sequence one side of up to six cassettes, and with an attachment, feed the group back for playing their second sides. Toshiba, Car tape and Tenna recently have introduced stereo automatic reverse cassette players specifically designed for automobiles.

Panasonic's auto 20-cassette changer deck, Benjamin/Lenco's 24-cassette automatic changer using the Staar system, and units from Roberts are among the many new cassette automatic reverse changers that will be available in 1971. These cassette changers play automatically up to 24 cassettes in preselected sequence. They also play both sides of each cassette during automatic operation.

Enhancing the cassette configuration art (top to bottom) Benjamin/Lenco 24-cassette automatic changer using the Staar system, Panasonic's 20-cassette changer system, and Roberts' automatic-reverse deck.

November 7, 1970, Billboard

(Top to bottom) Harman-Kardon, Fisher and Advent's cassette deck are newly introduced high-quality cassette recorders incorporating a built-in Dolby noise reduction system.
So you invest time, money, effort, ingenuity and innovation. Where does it get you?

Right to the top of the cassette business!

Four years ago Ampex Stereo Tapes made a total commitment to the cassette concept. We invested time, money, effort, ingenuity, and innovation, and built the cassette into a steady, profitable source of business for dealers everywhere.

It figures we'd be at the top of the cassette business. We built production facilities to mass produce cassettes, and we developed a distribution network viable enough to put top hits in dealers' stores on tape while they're still top hits.

From the beginning Ampex made the cassette business big business. We released the best of our massive library: a roster of 72 different recording company labels, more than 1500 selections by over 300 artists. And big business means merchandising, promotion and solid, consistent advertising.

Cassettes got that, too.

Each year cassettes become a bigger source of dealer profit as more and more labels are released on cassettes. Even the super-cautious people in the music business have finally jumped on the cassette bandwagon. And that's good. Because this is where it's at. Now, and tomorrow.

Make no mistake... our commitment was never prompted by altruism. Big business for dealers is, after all, big business for Ampex. That's why we're Number 1 in cassettes... and Number 1 in everything else we do in music.

When you think of cassettes, think of No.1...Ampex.
SNOOTY AUDIOPHILES are beginning to accept cassette as a high fidelity dimension. And, they admit, cost and convenience easily outweigh the configuration shortcomings on the fidelity front.

For the price of an add-on deck, most stereophiles can partake of cassettes. Many decks are specifically designed to be hooked up to existing stereo setups and have wow and flutter as well as noise specifications superior to the high-end models of last year.

These 1971 cassette decks are all part of a new breed of machines for use in conjunction with a stereo hi-fi system, like:

Ampex's Micro 54 deck ($159.95), featuring front slot loading and automatic eject: Teac's A-24 ($199.50), powered by a hysteresis-synchronous outer-rotor motor; the Concord F-106 ($199.79), with dual bias selection, Wollensak's 4850 ($239.95); and Bogen's CRP.

Admittedly, for a time the cassette sound innovations will be for the delectation of the affluent audiophile, but like almost everything else in the hi-fi scheme of things, cost will eventually level off and then stratify in various quality ranges.

A large selection of high-end integrated compacts is available in which the cassette plays a major role. Some of these three-piece outfits also include an AM-FM radio and a record changer as well. The Concord HES-35 ($279.95) provides an AM-FM radio and a cassette recorder, together with separate bass and treble, twin VU meters and a headphone jack. Panasonic's Essex ($349.95) and Sony's HP-199 ($329.95) add a four-speed record changer to the trimmings.

Buyers with a more generous budget can look at Altec's opulent 912A ($1,040), with a pair of Santana speakers, a Garrard SL-95B automatic turntable, a slot-loading cassette recorder, an AM-FM tuner and a 180-watt amplifier in its control-packed central module.

Why bother adding a cassette deck to your component stereo system, which is more expensive than records and lower in fidelity than any of the program sources of componentry?

Simple. A cassette deck increases the flexibility of the portable recorder by permitting the buyer to play tapes made anywhere through a component system.

And things are getting better. Cassette manufacturers are luring component buyers with adjustable bias to permit recordists to take advantage of all the fidelity the new high-density and special formulation tapes offer. The incorporation of noise reduction systems also provide hi-fi buyers with some reason to purchase cassette decks.

Important to the development of cassette as a high fidelity medium is improvement in the quality of recording area of tape, manufacturers like TDK, BASF, Bell & Howell and 3M have produced a tape which yields an improvement in frequency response of as much as half an octave of treble.

To the audiophile, cassette recorders outfitted with adjustable bias are a necessity, since the introduction of Du Pont's Cryolon tape (using chromium dioxide instead of the conventional iron oxide).

(On conventional recorders, the bias usually is set about 50 kHz. By increasing the bias frequency to 65 kHz and using the new formulations, it's possible to produce a stronger recorded signal and record higher frequencies distortion-free.)

Again, why bother?

Because with a cassette deck (if it includes stereo radio), an audiophile can toy with a complete hi-fi system: playing stereo disks, playing commercially recorded cassettes, playing stereo FM radio, recording onto cassettes from line sources via microphones, recording onto cassettes from FM radio, playing any of the home recorded disks.

It's versatility in such simple and economical form. And you can start a new stereo system, or upgrade an old one with the type of unit that incorporates a stereo receiver with a built-in cassette recorder.

Several companies are marketing the cassette-in-a-receiver format, like Scott and Lafayette.

In short, why add any other component (like cassette) to your high-fidelity system? To make it more versatile, to add to your listening pleasure and to keep up to date in sound innovations.
We Finally Let The Cat Out Of The Bag...

SOME PEOPLE WOULD LEAD YOU TO BELIEVE THAT IN ORDER TO MANUFACTURE QUALITY MAGNETIC RECORDING TAPE YOU NEED 250 PHDs, 500 TEST TUBES AND 50 MILLION DOLLARS. THE SAME PEOPLE NOW SELL YOU 50,000 PANCAKES A YEAR. NOW AT FINEBILT WE HAVE DEVELOPED PACKAGED SYSTEMS FROM QUALITY CONTROLLED MASTER ROLLS WITH SLITTING EQUIPMENT, TO A COMPLETE TAPE MANUFACTURING PLANT.

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THE COMPLETE BACH SUITES ON ONE MUSICASSETTE!

It's no flight of fancy! The master's complete orchestral suites, so far a two-LP record set, are now packed into the standard little case.

BACH
SUITE NR. 2 UND 1 UND 4
English Chamber Orchestra
RAYMOND LEPPARD

THE DOUBLE-TIME OR 2LP MUSICASSETTE

a big new step forward in music Cassette development. Now - with 40-plus minutes of sound per side - double-time musicassettes from Philips once again lead all other pre-recorded sound systems; bring serious music-lovers more uninterrupted armchair comfort; motorists more miles of change-free music; party-goers more dance time per turn-over.

*) Bach's four suites for orchestra performed by the English Chamber Orchestra under Raymond Leppard, on Philips 2LP musicassette 7506 004.

double-time musicassettes - another innovation from Philips
"Give me Audio Cassettes or give me nothing!"

Be prepared.

Customers who have learned they can trust Audio Cassettes aren't about to settle for anything else.

Why? Because customers know Audio Cassettes can be depended upon to perform flawlessly... time, after time, after time.

We guarantee it. Absolutely. For a lifetime.

Proclaim your independence today. Insist on Audio Cassettes, as have 8 out of the top 10 merchandise retailers in the U.S. as listed in Fortune Magazine.

The Audio Cassette... from the world's largest manufacturer of compact cassettes. Audio Magnetics Corporation.

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IT ALL STARTED when J. Herbert Orr returned from Europe in 1945 with a paper bag containing the first oxide formulation.

The improvement in cassette tapes themselves since then gives the configuration a future dimension. New tape stock of vastly advanced quality is being marketed to improve the basic performance of the cassette recorder.

But when talking tape, especially cassette tape, you’re talking about two extremes: cheap tape and “cadillac” tape.

Cheap (inferior) tape is the Frankenstein monster of the industry. Many fret about its fantastic rise and worry gloomily whether quick-buck tape producers can be curbed.

"Cadillac" tape containing special formula extends the high-frequency response of most cassette recorders and enhances a consumer-tarnished product.

One, cheap tape, is periling the growth of the industry, while the other pumps life into it. A handful of manufacturers are attempting to alert the industry on “bargain” tapes, incompatible product, price shaving and inferior cassettes.

TDK, 3M Company and BASF, among others, have introduced new cassette type blanks containing special formula tapes which in one way or another improve the basic performance of the recorders with which they are used.

For example:

—TDK’s D-90 Super Dynamic tape is capable of extending the high-frequency response of cassette recorders to a higher limit (frequency response is from 30 to 20,000 Hz, with a virtually flat response curve from 50 to 10,000 Hz, which is twice that of conventional cassette tape).

—BASF has a new tape called PLS-35LH which is capable of being saturated with as much as 5 db more than standard tape. In addition to its increased saturation threshold, BASF claims that it has lower inherent noise.

—3M’s Scotch Dyna-Range low noise tape is available in blank cassette form.

In short, if cassettes are to fulfill their promise, the industry must eliminate cheap tape and emphasize special formulation and high-density tapes to give more fidelity.

First, a discussion of inferior products.

Any optimism resulting from the current sparring between the tape industry and some tape producers over cheap cassettes must be hedged in light of a huge and unpredictable factor: the quick-buck manufacturer.

George Johnson, senior vice president of Audio Magnetics, said the "lack of stringent cassette standards represents a significant threat to the industry. A greater awareness of the situation is needed to prevent a bad problem from deteriorating."

Paul B. Nelson Jr., vice president and general manager of North American Philips' home entertainment products division, said, "Our collective reputation among consumers is being damaged by the shoddy cassettes being produced by opportunistic fast-buck operators.”

Wesley A. Estabrook, president of Audio Devices, said “not enough is being done to stamp out cheap cassettes. Companies are doing a lot of talking about eliminating bad product, but few are taking concrete steps to provide the industry with acceptable goods.”

Is anything being done to alert buyers, retailers and the consumer about inferior product?

"Yes." To combat the situation, Audio Magnetics is educating buyers on how to detect inferior cassettes. It is providing buyers and retailers with templates with the exact North American Philips cassette dimensions. Cassettes out of specification will not pass through the templates, hence the buyer can detect substandard merchandise.

In its pursuit of quality merchandise, Audio Devices has applied for patents covering two processes in blank tape. One covers the 120-minute cassette, while the other is a process—metalized cassette—to reduce static by discharging it through the blank cassette housing.

Audio Magnetics' Johnson adds, "If tape manufacturers fail to heed new industry standards, retail boycotts and warnings by equipment producers, they may be beset with a new problem: consumer desertion."

From Sonx:

"Bargain tapes contain little if any lubricants and can cause serious head abrasion. The heads become pitted and tear the oxide from the tape."

"Then, this oxide builds up into a gummy film, first causing loss of high frequencies and eventually deterioration of sound. Not only are the heads ruined, but the capstan, pinch roller and tape guides are contaminated as well."

Johnson adds that poor quality cassettes come in two types, "Over-sized parts produced by overseas companies overage to make a quick buck, and poor quality cassettes that fail during prolonged use and are incapable of optimum performance."

How did the tape product deteriorate so rapidly?

"Inferior quality cassettes are being produced to meet low-price requirements," Johnson believes. "The fast growth of the industry attracted numerous firms without the technical know-how to produce good quality products."

Many feel that competitive pressures from major manufacturers, which still are able to cut corners and costs, forced many small producers to fight the battle for business along price lines.

Which brings the industry to the case for quality tape.

It all started about two years ago when Du Pont Corp. introduced a new tape called chromium dioxide, a unique tape formula with the potential of greatly improving high frequency response of any tape recorder modified to accommodate it.

It was a radically different sort of tape, this Crolyn, than any iron oxide tape, and it opened new vistas for hard-pressed cassette tape manufacturers.

Duplicators found new results being achieved with tape formulations. BASF’s tape, which has lower interference.

THE BLANK TAPE MESS:
From good to goodness gracious!

New tape stock of vastly advanced quality is being marketed to improve the basic performance of the cassette recorder.

Cheap tape is the Frankenstein monster of the blank tape industry. Many fret about its fantastic rise and worry gloomily whether quick-buck tape producers can be curbed.

Continued on page C-28

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NOVEMBER 7, 1970, BILLBOARD

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When we get this man's music on cassette, we'll have everything.

Until then, would you settle for almost everything?

Polydor: From Leg to Right
Deutsche Grammophon: From Leif to Right

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HERBERT KARAJAN
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Kontakte

MOZART
Piano Concerto No. 21
with film theme
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KARAJAN
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Piano Concerto No. 6
BRAHMS
Hungarian Dances

BREIT RUPFUS
The Seven Deadly Sins
(238 092)

Schulz, von: Karajan
DANCE OF NIN
BERLIN PHILHARMONIC

Herbert von Karajan
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The Seven Deadly Sins
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THE SMALLEST 8-TRACK CONVERTER

www.americanradiohistory.com
The accessible accessories

By Radcliffe Joe

A new caddy for storing cassette tapes is available from Ampex. The unit holds 12 tapes.

The economic ill-wind that has caused the cassette to flounder so helplessly, has also affected other related industries, not the least of which is cassette accessories, a field that has happily basked in the reflected glory of the industry that spawned it.

Today, the mood in the area of accessories ranges from cautious optimism to out-and-out panic. Take Jerry Katcher of J.J. Paulson Associates, for instance. Less than a year ago Katcher was among those who were predicting a rosy future for the sleeping giant of the tape industry. Today he says, "Cassettes are dead! Drape a black flag over them and bury them."

Katcher explained that with the exception of blank loaded cassettes, for which there is still a sizable market, public acceptance of the cassette medium has been very disappointing.

"Even in the blank cassette business, it is only the manufacturers of top quality product that are enjoying any real measure of success," he continued. "Most customers are steering clear of low-cost product because they have been deceived too often in the past with a lot of junk."

The chief executive of J.J. Paulson Associates said his company is still maintaining some business in blank cassettes and carry cases. "But," he added, "it is less than 20 percent of our overall business and we are doing it only as a service to our customers who already own equipment and require accessories and other product to keep it functioning."

Endorsing Katcher's comments was Herbert Bodkin, president of Walco Electronics in New Jersey. "It is a money loser for most people," he said tersely. "Prices are disastrous and business is merely crawling along."

An embittered Bodkin laid part of the blame on the economy; but most of it was laid at the door of manufacturers who are dumping product on the market at a fraction of its original cost.

Bodkin said that blank loaded product for which he paid more than $1 under 18 months ago, is now being dumped on the market at 25 cents. "With the decrease in prices," he said, "product has become shoddy, the victimized consumer has grown disillusioned, and a state of complete chaos now exists."

Bodkin praised companies like TDK and 3M for adhering to rigidly high standards. "But," he lamented, "they are in the minority. The majority of tape manufacturers are in the price war, and they are indulging in almost every form of unethical practice including multiple distribution."

The Walco executive said existing conditions have toughened the market, resulted in high returns, and shrank the value of his inventory. "In desperation," he said, "I wrote to the Federal Trade Commission apropos of the situation, but they have not been very helpful."

Bodkin said that although the FTC acknowledges the existence of the conditions, it claims that there is little it can do to police it at present.

"At this point," he continued, "I have to continue much of my cassette business to mail order trade, and the servicing of my regular customers. Outside of this, I am trying to avoid ever involving myself with this medium."

The same gloomy cassette picture has been painted by Leslie Dame, vice president, sales, Le-Bo Products.

Dame complained that low-end equipment dealers and loading distributors in the field as well as high-priced prerecorded material were all coming together to form an ever-growing mass.

"As a result," he continued, "we are having a lot of difficulty convincing our dealers and distributors that they should stock cassette product. Most of them do not want to touch it."

He added that the growing price war, and the accompanying influx of shoddy product in the blank cassette field is doing nothing to help the present situation.

"However," he continued hopefully, "we are not writing off the cassette business as a total loss. In fact, we cannot do so. We are too committed to our regular customers."

"So, even though the cassette accessory business has dwindled to just about 20 percent of our total sales, we are still putting out product and looking to the new year with a certain amount of optimism."

Among the new cassette accessories being manufactured by Le-Bo are head cleaners, demagnetizers, carry cases and recording microphones.

Over at Recoton, Peter Wish, the company's sales manager, was no more optimistic in his view of the future. "It is ironic," he said, "that the tape business generally is up, but 8-track is enjoying more than 80 percent of overall sales figures."

Wish does not anticipate a change in the cassette climate in the near future. "I am afraid," he said, "there'll be no improvement until there is a change in the economy."

However, with a tenacious sort of hope, Recoton continues to expand its cassette line, adding low-cost vinyl cases in black alligator and psychedelic patterns for the teenager.

In explaining the reasoning behind this move Wish said, "We not only hope that the winds of change will eventually change the economic climate, but we also have a responsibility to our regular customers, and the need to fill this responsibility is uppermost in our minds."

Herman D. Post, president of Robins Industries, had the most positive approach to the problem. "We have been working closely with our dealers, and we are trying to counteract lagging cassette sales," he said.

"It is," he continued, "that economic and other conditions have modified the anticipated growth pattern of the cassette industry, but we feel that with patience and sane planning we could overcome the problem."

With this in mind the company had released a six-price plan which it hopes will help lighten some of the gloom of the industry. They are:

1. Recognizing that the tremendous number of cassette recorders and players in the hands of consumers will continue to be used, and that owners are not adverse to relatively minor expenditures for accessories that will keep their equipment playing at its best.

2. Packaging for attractive display and impulse purchase which it has always been the main route to volume sales of accessories.

3. Stressing to distributors that lagging sales and the present squeeze of high ticket equipment items can be overcome by a more regular flow of low-ticket accessories with their higher markups.

4. Maintaining "inflation fighter" specials to make it easier for distributors and dealers to stock wanted accessories as selling such merchandise depends heavily on display.

5. Producing new products such as prerecorded test tapes and carry cases, reuse prevention top removers and rerecord.

6. Selling for the times.

Duotone offers a cassette carry case which holds 10 tapes.

A variety of Audio Magnetics' cassettes fits neatly in a counter rack for point-of-purchase sales.

NOVEMBER 7, 1970, BILLBOARD
As enormous sales-wise as they are compact size-wise.

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Durable hardshell models constructed to the highest standards. Covered in the best leather-grain and “wet look” vinyl. Saddle-stitched tops and bottoms.

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AND ALL PRICED TO SELL BETTER AND FASTER, AT HIGH PROFIT.

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The cassette industry is now starting to "boom" on the Continent. Blanks and prerecorded music are both being discovered by Europeans.

The fuse lit; The explosion is coming!

By Richard Robson

The cassette industry is now starting to "boom" on the Continent. Blanks and prerecorded music are both being discovered by Europeans.

The cassette industry is now starting to "boom" on the Continent. Blanks and prerecorded music are both being discovered by Europeans.

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The cassette industry is now starting to "boom" on the Continent. Blanks and prerecorded music are both being discovered by Europeans.
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CASSETTE PACKAGING SYSTEM

CASSETTE RADIO TUNER
Convert Your Cassette Recorder to a Radio!

Simply insert this cartridge into your recorder as if you would a tape cartridge. Press the play button, & pick up any AM or FM stations in your area. Control volume from your recorder.

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ALSO AVAILABLE: An 8-capacity 4 & 8 track cartridge album and a 64-capacity cassette tray.

RIGHT OFF THE DRAWING BOARDS:
6-DRAWER CASSETTE PLUNGE CABINET
HOLDS 384 UNITS, IDEAL FOR OFFICES, LIBRARIES, TAPE DUPLICATORS, ETC.
It's the age of self-expression

Continued from page C-5

"We are seeing so many more non-music applications for blank cassettes," asserts Warren Simmons, Ampex's audio products manager, magnetic tape division. "It's so handy for the ready transmission of information. We ourselves are using blank cassettes in a newsletter form. Cassettes are recorded at headquarters which provide up-to-date information for our sales force on a bi-monthly basis."

The executive cites Pan Am's new cassette tour tapes as a new consumer offering and the educational market is a burgeoning field. Cassettes are delivered to the student in blank form and are then recorded on the spot for a learning lesson.

In other than entertainment forms, blank cassettes (called "live tape" at Ampex's Redwood City offices) are referred to as a "fast, sure media for getting information out to the field" by Simmons.

While Ampex has only been offering consumers one standard quality blank cassette—the 361—the company will shortly debut a new improved tape—the 362—with reported new improved oxides and produced through new manufacturing processes. The time lengths for both tapes are 30-60-90 and 120 minutes. "We have not seen a general need for any shorter lengths in the educational field, like five to 10 minutes a side."

Ampex has an educator series of 30 and 60-minute tapes called the 291 tapes, with special packaging and labelling. The teacher or student can type on the tape box the name of the subject under scrutinization.

Informing educators about specially prepared tapes is a selling job, Simmons admits. "We are not moving as rapidly in this field as I'd like to be," he further admits. The 60-minute tape appears to be the best length: technically, soundwise and salewise. "If someone wants to duplicate an album, one side will fit on a C-60." Ampex's price structure at retail goes as follows: C-30: $1.98; C-60: $2.25; C-90: $3.54; C-120: $3.98. This last length accounts for from 5 to 7 percent of Ampex's blank cassette sales.

Last year an estimated 6,929,527 8-track and cassette recorders were sold in the United States. From blank sales, it appears that the majority of the purchasers purchased their purchase for self-expression and not to buy music off the top LP charts.

Audio Magnetics, the eight-year-old California firm recently sold to Mattel, is deeply involved in the manufacture of blank cassette tape for consumer, educational and private label clients. A walk through Audio's Gardenia factory reveals a profusion of famous name companies for whom the manufacturer is private labeling stock.

Recognizing the vast potential of the educational field, Audio formed an educational department under a very pretty redhead, Sharyl Story, and began servicing schools with a specially designed series of A/V Educator Compact Cassettes in 10, 20, 30, 40, 60 and 120-minute lengths. Each case is manufactured in two colors, one side black, the other white.

Since beginning its drive into the schools last November, Audio's educational sales have been rising on the average of 20 percent each month. There are over 70 audio visual dealers offering the product to their schools, with college kids using the 120-minute length for tape classroom lectures.

Certron Corp., which has had its ups and downs, this summer formed an audio visual educational department to go after the youth market. Certron's answer to schools having to face rising costs for Total Tape Duplicating

"Building Block"

CASSETTE TO CASSETTE, REEL TO CASSETTE,

The Telex series 235-1 is more than just another tape duplicating system. It is a concept based on modular "building blocks" which complement each other and provide total flexibility for tape duplicating. It solves the problems of interfacing between open reels and cassettes. It is a system designed for future expansion. Engineered to make tapes of true, professional quality. And it's priced within your budget.

The Telex system consists of only five basic units:
1. Solid state modular electronics containing amplifiers, meters and controls. This unit works with any combination of ten cassette or reel slaves.
2. Cassette master play transport.
3. Open-reel master play transport.
5. Open-reel slave record transport.

The five units are totally compatible. Intermix cassette and open-reel master or slave transports to suit your duplicating requirements; cassette to cassette, reel to reel, or even cassette to reel. All units fit into table top consoles of uniform size so when your requirements change, you just add more units. It's that simple.

Telex series 235-1 is heavy duty equipment with hysteresis synchronous motor tape drives, momentary push button controls and time delay circuits for smooth, positive tape handling. Selected premium grade duplicator heads provide long life and excellent frequency response. And fail safe, automatic features enable non-technical personnel to operate the system efficiently.

Telex "building blocks" make a totally flexible and complete duplicating system. It's the sensible approach, designed to meet your needs today, next month and in the years to come. Made in the U.S. to professional standards. Systems start at $1860.
Simplicity
with
product
boasts
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pennies,"
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A
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in
1970,
Audio
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education-
and
Audio-
Hirsh
is
at
Auto,
W.T. Grant and Thrifty
Drugstores.

For the businessman, blank cassette portable, slips in a tape
marked CEB (California Continuing Education of the Bar) and begins
listening to a lecture on medical malpractice. The topic is far afield
from writing contracts for artists. Hirsh has been listening to the
Tapes from the State Bar of California as produced by the
Berkeley campus of the University of California’s Extension
program for two years.

He finds the tapes valuable because in his words: "There's so much
law being developed that it's impossible for the attorney to keep
up with everything. The tapes give us a brief summary of
the new law and we have the
advantage of listening during hours
when we wouldn't be doing legal
work, like driving in a car.

Hirsh claims listening to the lectures and topics has helped hone his skills.
He has picked up pointers which have helped his own litigations.
"If you pick up one or
two points, it can mean the
whole difference in settling
a matter of advising a client."

The tapes, Hirsh points out, get into areas of law
which one wouldn't normal-
ly sit down and start reading
about." The sound quality of
the lectures is "not the
best," Hirsh says, "but it's
adequate for spoken word."

Hirsh says he's heard medical
tapes which sound the
same quality-wise. "I know
doctors who use them in their
cars primarily in between
hospital calls. The main thing
is that the tapes summarize
developments which the aver-
age attorney couldn't devote
the time to look into and
investigate. The CEB tapes
(duplicated by Certron) run
in price from $9 for an hour
on developments in franchis-
ing to $35 for a four-hour
tape on "Practice Under the
Tax Reform Act" to $90 for
a 16-hour tape and 150-page
syllabus on "Significant
Developments in California
Procedure." The back inside
cover of the May 1970 CEB
catalog shows a photo of a
portable cassette player on
a tray table, a large ice cube
in a drink, a man resting in
a lounge chair and a CEB
tape near the player. The
alfresco setting portends
relaxation.

Individuals are using cas-
ette recorders for many per-
sonal reasons, but Thomas
Dempsey, marketing vice
president for BASF Systems,
relates one recent incident
with a tone of admiration in
his voice. "I read that a guy
on one of three hijacked
planes had a cassette
record-
er with him and he recorded
the whole hijacking incident,
from the first notice right up
to the explosions. He had it
on his lap and he sent the
tape to the Columbia Broad-
casting System. It shows what
a cassette can do."

Granted, that is a bizarre,
isolated incident. In terms of
mass appeal activities, Dem-
sey points to such large com-
panies as Metropolitan Life
and John Hancock as two
users of cassettes for busi-
ness communication for their
staffs.

"Companies are using cas-
ettes to improve communica-
tion with their salesmen.
Some companies are mailing
a cassette right to the sales-
man's home. He's receiving
information on how to sell
and motivate clients. This
while business communica-
tion continues on page C-22."
It's the age of self-expression

Continued from page C-21

ions area has a tremendous growth potential.

"In the educational field, I believe the cassette will re-
place the note book within five years. Desks will be
equipped with jacks for kids to plug in a machine and re-
cord the lecture. I can see kids turning in their notes on
cassettes." Teachers will have to have good hearing as
a prerequisite for working in the new environment of an
audio/visual classroom, he concedes.

All Dempsey's salesmen have cassette recorders and
they do their call reports on tape. There are two girls in
Dempsey's Middlesex (Mass.) Tumble office who trans-
scribe the information. "It saves the field guys a hell of
a lot of time in not having to do a lot of writing. I have
some of my managers send out general information, but
we still haven't changed over 100 percent to cassette com-
munication because there are some things which have to

The growth of the blank tape market for non-music
applications will not be affected by economic fluctua-
tions the way prerecorded music tapes are, Dempsey
asserts. "Music is a leisure time item and leisure time
products are the first to suf-
fer and last to recover. Peo-
ple first give up their leisure
expenses for necessities. Business communication and
education aren't leisure
items, so I don't look for any
negative influence in the de-
velopment of these two areas."

BASF's cassette tapes cov-
er the regular span of 30 to
120 minutes (18-micron tape
for the C-30 and C-
60; 12 microns for the C-
90 and 9 microns for the C-
120.) BASF sells 99 percent of
to large retailers. New out-
lets as Dempsey sees them
are drug jobbers and record
rack jobbers. "Blank tape
really hasn't been in auto
accessory stores because 8-
track car units didn't have a
record feature. But with
Chrysler introducing a cas-
sette with a record feature,
it's the first step and others
will undoubtedly follow, and
it will create a demand for
blank cassette tapes in the
automotive field."

The blank cassette field is
"a super competitive market
because you can buy the
same size reel for from $1
to $5 and looking at the tape,
the customer has a hard time
telling which is which. But
he's starting to invest in
quality products because the
other stuff (white box tapes)
doesn't last long enough, has
bad quality and causes trou-
ble in the machine."

Due to the preponderance of mono record players, RCA
recently introduced a budget
line of blanks called Vibrant
as a cousin to the Red Seal
line. "We brought out Vibrant
because we felt there is a
finite need for a budget
line," explains Arthur Fritog,
manager of audio products,
RCA Magnetic Products Di-
vision.

The Red Seal line electron-
ically is a much better prod-
uct which can be used for
stereo recordings. While Vi-
brant tapes can be used for
stereo work, it does not have
Red Seal's ability to pick up
a broad sound spectrum. Vi-
brant's priceline goes thusly:
30 minutes, $1.39; 60 min-
utes $1.69 and 90 minutes
$2.49. RCA will have a 120-
minute length next year.
There is no interest in any-
thing below 30 minutes for
consumer use. The company
does, however, plan a full
line of blanks for the educa-
tional field for next year. "We
are just now developing a dis-
tribution setup for the edu-
cational field," Fritog says.

The RCA logo produces an
image of quality with con-
sumers right from the start.
Fritog feels, "so we have to
be very cognizant of our
image when we introduce
new products."

RCA, like other manufac-
turers is piqued and worried

* * *
about the plethora of cheaply made blanks which finds its way into some mass merchandising outlets or audio stores. Frigo has a "gut feeling" that people are starting to recognize that brand name blank tapes are better than unknown brands which turn out to be anything but first line merchandise.

"People are creating new usages for blank tape all the time," he says, citing these two examples: taping a citizens group or PTA meeting so that speakers can hear exactly how they sound when they propose things and taping concerts or live performances right in the concert hall. "I feel the term industrial usage is being overdone. Salesmen are dictating into their machines as they go from one call to the next, but there are uses for blank tape which we don't know about involving individuals. People tend to overlook the fact that individuals are using blank cassettes for all sorts of things."

Like recording music off the radio. Or taping other people's albums. According to one executive at Bell & Howell, whose teen-age daughter tapes music off the radio, the lack of prerecorded music cassettes in stores around the country has forced teens to seek out these means of obtaining the material. "Since prerecorded cassettes are not as available as some people would like it to be, people are fulfilling their desires in other ways. Initially music stores stocked the music, but then they backed away and didn't reorder in depth, and when kids can't get the music in the stores, they're taping it off the radio and from albums."

"This is one major reason for the move toward blank cassettes."

Continued on page C-24

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NOVEMBER 7, 1970, BILLBOARD
It's the age of self-expression

Continued from page C-23

B&H is looking at the introduction of a C-45 blank to help people in the recording of an album on one cassette. The C-45 could be available by Jan. 1. The company has 30, 60 and 90-minute blanks in its two quality lines, the HD Series of standard quality tape and a UHD Series of low noise tapes.

The HD series sells 30 minutes for $1.39; 60 for $1.69 and 90 for $2.49. The UHD Series goes for $2.25, $2.65 and $3.95.

The company has also developed a premium tape with a broader frequency response as a fallout product from its instrumentation tape line. The iron oxide tape has been shown to some duplicators and the company is considering debuting it to the public by next spring if it certifies there is a market for this kind of product. The new B&H product would retail for around 20 percent higher than existing iron oxide tapes.

The growth of the "communications business" has been helped in part in the opinion of Bill Goldstein of Audio Devices by the influence of custom duplicators. Why custom duplicators?

When the bottom fell out of the custom duplicating business this summer, and as they stood with under capacity production lines, they began to think about duplicating non-music items. One product which a number of New York area custom duplicators have become involved with are books. Goldstein says, "They are pushing book publishers to put their works on tape for sale to libraries. I have a friend who is a salesman for publisher and he says tape sales to libraries now account for a major portion of his revenue."

Custom duplicators are giving Audio Devices more business than ever before, according to Goldstein, the vice president of marketing and sales. And it's because of the non-music involvements. (The company also has a line of 30, 40, 60, 90 and 120-minute blanks.)

For its own communications goals, Audio Devices has purchased duplicating equipment from Inforatics and is gearing up to begin sending out news and sales blurbs to its 40-50 salesmen. This program starts in the latter part of the fiscal year.

On another communications level, blank cassettes are being used by organizations for the blind, where portability of equipment is a major bonus.

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when answering ads... Say You Saw It in Billboard
Cassettes are coming

Continued from page C-3

Compatibility is important in the quadrasonic concept. That is, 4-channel cassettes must be playable on all stereo and mono equipment without the loss of any program information—every channel must exist in its entirety. Many manufacturers are offering complete compact music systems and FM receivers that include built-in cassette record and playback facilities as part of their design. These combination units contain all the conveniences of standard music systems with the added advantage of a stereo cassette record/playback as a built-in unit.

Although still in the rudimentary stage, cassette changers are available, and most all operate on the same principle as a record changer—stacking.

Select a changer which flips each cassette over so that when program 1 on the pile is completed, the recorder automatically begins playing program 2 on the same pile. (The Qatron cartridge changer operates on the carousel principle, utilizing up to 12 cartridges arranged vertically.)

More cassette changers will be available, like Benjam/O/Hara’s 24-cassette automatic changer which uses the Staar system and Panasonic’s 20-cassette changer deck. Sony is planning a cassette player with automatic reverse and a paddle-wheel dispenser to provide continuous play for 24 cassettes.

The Staar system plays both sides of the cassette before going to the next. Similar automatic reversing mechanisms are employed in some single-cassette players, and the Staar system’s automatic-eject feature is available even for players without the automatic reverse.

More importantly, the industry is striving to eliminate three pitfalls plaguing it: noise, flutter, and reverse.

On noise:

High quality cassette decks have been introduced incorporating circuitry which automatically lowers normal tape hiss without affecting the natural sound quality of the actual recording.

Dolby, while improving the signal to noise ratio, does little to improve frequency response, distortion, wow and flutter. Its virtues, however, are offset by the lack of compatibility, which means that prerecorded Dolbyized cassettes can only be played back on units incorporating the Dolby principle.

America feels there is some demand—but no one small—to Dolbyize a few select classical titles so that there will be cassette reversing.

Continued on page C-26
Cassettes are Coming

Continued from page C-25

... some product to play on the new Dolby cassette recorders from Advent, Fisher, Harman-Kardon and Vivitar. The Advent Dolby unit can be added to an existing cassette deck.

On flutter:

Manufacturers are designing equipment with more precision to eliminate eccentricity in moving parts: motors, though, need to be upgraded to supply more adequate power. Flutter is down to inaudibility in the better models, with measurements as low as 0.2 percent. Distortion is now running 2 to 4 percent at maximum recording levels.

On frequency response:

Only in expensive cassette playback machines have designers raised frequency (up to about 12,500 Hz at the 1 3/4 ips speed) via a special playback head.

With auto manufacturers finally giving the green light to cassette producers, many envision cassettes slowly taking over the car market. Many of the manufacturers who have specialized in 8-track car players are beginning to produce cassette units or compatible cartridge/cassette players. Some offer a cassette adapter for 8-track players, and others are introducing multiformat recorders for home use, notably from Sony and Roberts. The latter company has one model that will record on open reel, 8-track cartridge and cassette.

Many auto cassette units include a mono record function providing an extra feature not found on many 8-track equivalent units. Continuous loop cassettes (from TDK), the increasing number of automatic reversible units, and a new breed of combination auto FM stereo radio and cassette players only enhance the configuration in the vehicle.

In another area of improvement, new cassette blanks containing special formula tapes are also being marketed to improve the basic performance of the recorder.

TDK's C-90 Super Dynamic tape is capable of extending the high-frequency response of most cassette recorders to a higher limit (frequency response is from 30 to 20,000 Hz, with a virtually flat response curve from 50 to 10,000 Hz).

Duplicators are using tape which is capable of being saturated with as much as 5...
do more level than standard tape and has lower inherent noise. Blank tape using new formulas has significantly improved the signal to noise ratio of many recorders.

At least one manufacturer will be offering blank cassettes using chromium-dioxide formulations. Du Pont is selling low-noise, high-density Crolyn tape for the purpose and several hardware producers — notably Harman-Kardon and Advent — are thinking of including chromium-dioxide/iron-oxide combinations.

Cassette has demonstrated its technical and commercial viability within the audio and music fields. Dolbyizing, new oxide formulations for tape, new biasing arrangements to match recorders (to these tapes), Staaar-type loading slots, and the proliferation of multi-format units that handle cassettes plus at least one other type of tape equipment.

Improvement will be found in automatic reverse, sound-on-sound, and changers. Ni-
coties will be added — facility for editing and splicing, sound sync for slides and films; ancillary features appear within grasp.

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**BLANK TAPE MESS**

Continued from page C-12

Low noise, is now being used by several mass duplicators of prerecorded cassettes. In this application, duplicators say, BASF's PLS-35LH has proved superior to most competitive brands. (It is available in blank cassette form and has the potential of improving the signal to noise ratio of most recorders.)

3M's Scotch Dyna-Range gives an overall improvement of 3dB inherent hiss level as compared to most high grade cassette blanks, according to many.

The best commercially recorded cassettes, despite the slower tape speed, yields a frequency response of about 100 to 12,000 Hz (4dB) with lower wow and flutter. Cartridges yield a frequency response of about 100 to 10,000 Hz (6dB) with higher wow and flutter figures.

Some units, when used

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BLANK TAPE MESS

Continued from page C-28

with TDK's Super Dynamic or Du Pont's Crolyn tape (using chromium dioxide instead of the conventional iron oxide) have frequency response up to 15,000 Hz (3dB). TDK's frequency response was accomplished with a new type of gamma ferric oxide which utilizes a needle like particle shape as compared to the rectangular shape of standard tape oxides, permitting eight times greater density of magnetic particles.

The tape yields an improvement in frequency response of as much as half an octave of bass and nearly a third of an octave of treble by packing more particles of oxide onto an area of tape.

Crolyn and TDK's ferric oxide both should produce response to 20,000 Hz and also reduce noise by several dB in cassettes. (To perform, such tapes require higher bias than standard formulations. To achieve the tape's full potential, equipment used must have the necessary switching to alter bias for either standard or high-performance cassettes.)

Cassette manufacturers are turning their attention to perfection of the tape transport and eliminating the problems of cassette wow and flutter. Many cassette decks feature adjustable bias, thus allowing special formulation and high-density tapes to give more fidelity.

With this in mind, the Advent cassette deck and the Harman-Kardon machine have bias switches with two positions for the two kinds of tape. Sony, eventually, will feature an equalization selector switch providing for use of either standard or chromium dioxide cassette tapes.

To sum up, you pay your money and you get your choice: cheapies or cadillacs. It makes a difference.

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(The combined text on page 50)

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**MOA Assn Push Continuing: Va. Group Eyes Tax Boosts**

CHARLESTON, W. Va. — People in the state of West Virginia, including the Music Operators of America (MOA), are making a push to support state organizations as the new president of Music Operators of America (MOA) will find himself busy in early November. On Friday he will be held in a state meeting here and Nov. 19 at the Virginia gathering when operators anticipate a tax problem.

MOA and MOA executives, including the president, are格in Charleston, Chicago, and St. Louis, and are planning major musical events in the new MOA. The event at the Heart O' Town Motel (1am) is a special meeting at which Leoma Ballard indicated that Hirsh de La Vioz, MOA banquet producer, is also expected. Ronnie Dove and his band, also on the recent MOA talent show, is slated to entertain.

MOA and MOA presidents and executive directors will be at the event. The Music Operators of Virginia are meeting by Nicholas Allen, MOA attorney, Washington, D.C. This meeting is set for the Hotel President, Richmond, Va., Nov. 15-21.

Exhibits
Both gatherings will feature exhibits of jukeboxes and other machines.

At West Virginia's meeting, Buffalo, the Toilet, Ohio, O. (Revue), Atlas Dist., Pittsburgh, S. (Success), Oak Hill, W. Va., (Roxy-Okla) and Cruze Dist., Charleston, W. Va., (Wurlitzer) will exhibit. At Richmond, the distributors are General Vending, Balti-

**Association Digest**

**MONTANA**

MALT—Robert O. Walker of Capitol Music and Vending in Helena was elected president of the Montana Coin Machine Operators Association at its recent meeting here. He replaced Elmer Boyce. Other officers elected included Johnny H. Doyle of Western Vending Co. in Missoula, vice-president; Ray Ebert of R&D Music Service in Great Falls, treasurer; and Dorothy M. Christianson of Christy's Music Co. in Helena, secretary. Boyce was present with a plaque honoring him for services to the MCMOA. The next meeting of the association will be held January 16, 1971, in Helena.

W. VIRGINIA

CHARLESTON—The West Virginia Music & Vending Association will hold its annual meeting at its meeting commencing here Friday (6). Current officers: Al Brown (president); Jim Kuehler and Eugene Wallace, vice-presidents; Leoma Ballard, treasurer; Marie Coffman, secretary. Music Operators of America (MOA) president Les Montoupo, MOA executive vice-president Fred Granger, MOA show producer Hirsh de La Vioz and Frank Dell, Billboard coin machine editor Kay Brack are scheduled speakers.

**VIRGINIA**

RICHMOND—Musicians of Virginia will elect directors at its meeting here Nov. 19-21. Officers serving another term are Ken O'Connor, president, and Hy Lemanick, secretary. Political speakers at the meeting will depend on the outcome of elections. MOA's Les Montoupo, Fred Granger and Nicholas Allen will speak. Several factory representatives will also attend.

**NEWS STORY**

Boost Pinball in Philadelphia

PHILADELPHIA—The pinball machine, too long relegated to the pinball machines with "free" games the great incentive. "Up and down the rows of machines, the scene is being repeated," says the newspaper article.
Record People, Recording Artists Spark MOA

DECCA artist Clyde MacPhatter (second from left) poses in the MCA Records booth at the recent Music Operators of America (MOA) jukebox convention.

TOMMY WILLS, president of Juke Records, is also a talented artist and sparked the MOA banquet show.

JUKEBOX programmers look over new releases at the Shelby Single ton Corp. exhibit.

THUNDERBIRD Records' president Steve Brodie (second from left) and organist Brad Swanson (second from right) were on hand to greet jukebox people.

EPIC artist Jody Miller won JUKE Records' Tommy Wills (left) greets John Bilotta, Newark, N.Y. distributor.

JUKEBOX programmers look over new releases at the Shelby Single ton Corp. exhibit.

MERCURY artist Jerry Butler.

BRUNSWICK Corp. exhibitor personnel line up outside large booth.

COLUMBIA distributing people pose for a banquet photo.

MOA's Fred Granger (second from right) poses with (from left) MGM's Michael Allen and Lois Walden and MC Gene Brenner during rehearsal for the marathon talent show.

MOA ladies (from left) Mrs. John Masters, Mrs. Clint Pierce, Mrs. Fred Granger and Mrs. Howard Ellis.

ART DADDIS (left) poses with his innovative coin mechanism display.

SEEBURG people group around Mrs. Millie McCarthy of New York. From left, Ed Claffey, Jim Jackson, Stan Jarocki, William Adair and John Stupantz.

BILLIARDS tourney expert Len Schneller (left) in his U. S. Billiards booth congratulating winners.

MERCURY'S Gene Chandler.
Today, every phase of American life, entertainment included, is undergoing rapid, radical change. The coin-operated phonograph industry is no exception. In the forefront of this revolution is the Wurlitzer ZODIAC.

Distinguishing it in addition to new excellence in engineering are super-smart design, ultramodern service accessibility and a new sound of the seventies. Another great "IN" feature is its money-earning capacity. There's more of it IN the cash box than ever registered before.

THE WURLITZER COMPANY
115 Years of Musical Experience
North Tonawanda, N. Y. 14120

SEE Your Wurlitzer Distributor
HEAR This Great ZODIAC
number of selections that can be played and the less money is put into jukeboxes for playing records. One of the most vocal opponents of long singles is Wayne Hesch of A.H. Entertainers in suburban Arlington Heights. Several times Hesch has refused to program long singles except on special request by the location. Only very recently did he begin programming the Sugaloid single.

Most of the record companies attending the recent Music Operators Conference and Exhibition here admitted that there was a problem with long singles, but most of them when the companies try to cut the long singles down to three or four and one half minutes. Herb Schuster of the Shelley Singleton Corp., said before the convention that long singles 'are today's music trend and the juke-box operators will have to live with it. Good operators will buy the long singles if it's good and fits the type of music played in the location.'

Tommy Williams, president of Juke Records, said that record companies should try to slow down on long singles, but acknowledged that operators are forced to play long records because of radio play.

Seeburg's Bill Prutting says: "You can write about long singles until doomsday, but the labels won't change their minds, and how long must they be?"

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### Alarm System on Jukeboxes

#### Continued from page 39

A much discussed but there is very little done about them. "In the case of Rowe, we have developed a low-cost and very successful burglary alarm that can be attached to our products most subject to robberies. In fact, on our cigarette machine, it is standard equipment. Just recently we negotiated a low-cost insurance program that will cover our equipment when protected by this alarm, as well as fire, theft, vandalism, and repair costs are concerned. The policy is now available through authorized distributors.

Barto outlined steps that could be taken:

1. Operators should be more persistent in urging their locations to protect their premises with burglar alarms or provide any other security measures that will tend to reduce robberies.
2. Operators should be quick to remove their equipment from the premises frequently robbed.
3. Operators should continually point out the need for better supervision from law enforcement agencies.
4. Operators and their associations should continue to seek advice from the law enforcement agencies as to any measures they may take to reduce robberies.

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### Pool Tables Buoy Jukebox Business

#### Continued from page 39

Display here: "But it's the elegant look in pool tables that is catching the operator's interest these days. They're opening up locations for operators that prefer to maintain a higher class image; spots that formerly turned down coin-operated pool tables. These elegant tables have only been on the market for the last five months. We've been showing them at our distributors and selling them with pictures. But here we've had a chance to display our entire line for the first time. And the action has been tremendous.

The desirable tops for table, Keye added, were not designed nor intended for use in coin locations. They are made for home use, to be converted into home use, at a nominal charge. Complete with chairs within minutes.

The security problem ranks high among operator worries, said Keye. Coin-operated pool tables are tampered with, emitting a loud noise and frightening off would-be thieves.

Operators were asking how the system operated, whether the gas itself was dangerous. According to Schroeder, the Freon gas which is used cannot harm anyone. And there is a highly visible warning sticker on each table. "But it sure is effective in scaring intruders away."

The alarm system, he said, will be available on all Fischer "G" model pool tables at no extra cost to the user.

According to Schroeder, despite the fact that pool tables are considered primarily as replacement items, the interest is climbing. More and more operators are upgrading their pool table inventories, indicating that a nicer looking, more solidly built unit will bring higher earnings for the location and operator."

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### Coinmen In The News

#### PHILADELPHIA

Joseph V. Silverman, executive secretary of the Amusement Machines Association of Greater Philadelphia, headed up an industry committee including many bankers that recently hosted the "Attendance-Per-Club Party" recently in honor of Raymond J. Kettle, Jr., executive vice-president of the Lincoln National Bank. He was the first banker to provide financial assistance for the coin machine industry here.

David Rosen, head of the Rowe AMF distributing firm bearing his name, handled arrangements for the party at the Bellevue-Stratford Hotel. . . . Max Banker, veteran coin machine operator is hospitalized. (Continued on page 43)

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### New Equipment

The new Marquis G series is finished in walnut grain vinyl, featuring all steel self-cleaning system, and is equipped with Fisher's security controlled extra large cash register with metal housing and new burglar alarm system. Steel-tile playfield is guaranteed for the life of the table against warping. The table also features a condensed steel reinforced convertible base and a rustproof coil counter. All mechanism drawers on Fisher tables are key. The Formica top rail is burn-proof. Table comes in two sizes, 56 in. by 101 in. and 52 in. by 92 in.
Corporation for the Garden of Eden, which was organized in neighboring Montgomery County, with application for charter of incorporation handled by the local firm of Mark, Satterberg & Marcus. Albert S. Berger, head of Cigar-rolled Cigarette America and the Cigar Vendor Company, and David Cohen, who heads up the Rudd-Mellon conglomerate, are members of the United Jewish Appeal Overseas Study Mission, which is due to go to Israel in mid-October for closed-door sessions with leaders of the Israel Government in connection with the forthcoming 1971 Allied Jewish Appeal-Israel Emergency Fund, for which both industry leaders are providing major leadership.

William S. Fishman, president of ARA Services, Inc., has been named a member of the 1776 Bicentennial Celebration Commission of the American Jewish Historical Society. The Commission has been established to celebrate the 200th anniversary of American independence and is responsible for the planning and execution of public events and programs throughout the United States. The Commission's work is focused on educating the public about the historical significance of this period in American history.

The commission, led by William S. Fishman, has already begun planning a series of events and programs that will take place throughout the year. These events will include lectures, concerts, exhibitions, and other public programs that will celebrate the bicentennial of American independence.

The commission is also working to ensure that the bicentennial is celebrated in a way that is accessible to all Americans, regardless of their background or affiliation. To this end, the commission is reaching out to community leaders, cultural institutions, and other organizations to help ensure that the bicentennial is celebrated in a way that is meaningful and relevant to all Americans.

The commission has already announced a number of initiatives that will be part of its bicentennial celebration. These include a series of tours of historic sites and cultural institutions, a series of films and television programs that will explore the history of the United States, and a series of public events and programs that will bring together people from all walks of life to celebrate the bicentennial.

The commission's work is just beginning, and it is expected to be a major part of the bicentennial celebration in the years to come. As the commission continues its work, it will continue to reach out to community leaders, cultural institutions, and other organizations to ensure that the bicentennial is celebrated in a way that is meaningful and relevant to all Americans.
Award to Glaser Brothers Fulfills a 12 year Dream

NASHVILLE — Presentation of the Billboard award this fall to the Glaser Brothers for their singles sales and impact on the industry was a culmination of 12 years of development.

The Glaser Brothers—Tom, Jim and Chuck—have just concluded construction of a major recording studio, this giving the finishing touch to what they set out to do with their move to Nashville in 1958. “We set up our publishing company in 1962,” said Jim Glaser, “and that was really the second step in the formation of what was to become a complete complex to help artists who might otherwise be victimized.”

Jim Glaser said they (the brothers) had been “pushed into corners” after coming here, and vowed it would not happen to anyone with whom they later were associated.

“THERE WERE SEVERAL FEW YEARS when we were allowed to record twice a year, to get our fall in six hours in a recording studio, and that was to be the public’s studio,” said Jim Glaser.

“The studio is the fulfillment. Our booking agency, under the direction of Joe Light, already is operating in the black after having been formed last January,” he said.

Pride in Studio

That studio is a strong source of pride for the brothers. Doubling the size of their old demo studio, they did much more. The building has 32 level lights instead of the 16 of VU. The studio, according to engineer Claude Hill, has the lowest noise level in town, at least 10 db lower than any other. The echo chambers, he said, have the longest delay with the widest frequency response of any studio. He claims he can overdub to get four tracks and still be in the same noise level of others with 16-track operation. Its a 30-channel and 20-preset system, built and designed by DuFelligan and Associates, with Scully equipment. There is a motor-driven amplifier which can shut the space in or change tempo, driving up as much as two full keys or tempo, and offers 30 percent steadier power than standard electrical outlets.

There are four cue-systems which are easy to use, allowing the producer to talk to any individual or group during a session.

Jim Glaser said the idea of the studio—used exclusively now for artists under contract to Glaser Brothers Productions—to write and artists a chance to develop in an atmosphere which is not rushed. Jack Clemens, another producer who has his own outstanding studio, now produces the Glaser’s in this studio. “His own studio is so busy he can’t even allow me to record there, and if I can,” said Jim Glaser.

“IN ADDITION TO EVERYTHING else, the control room has a physical layout designed with quadrasonic studio,” said Jim Glaser. “The room is tuned by Elektracoustic for perfectly flat response, with no audible noise or quality mix.

“Compliment the ‘Breath’

‘Tompall is the brains behind our growth,” said Jim. “He knew the organization, contacts, and people as anywhere in the business. Chuck is doing most of the promotion, at which he excels. And I handle the promotion, produce some sessions among them are my own.”

The firm now has its own graphic artist and copywriter, and plans to provide continuity for artists on stage. “This is part of the total career guidance concept,” he explained.

Johnny Russell, an outstanding songwriter who now is part of the company, is not only as a writer and producer but a song plugger and a coordinator of material with the company. Under contract now to the production firm are the Glaser Brothers, August, Jesse, Heebee and individually Jim Glaser.

“Our interest is to have a lot of artists and do volume business,” he said. “We want to bring our artists in, without the pitfalls he ordinarily would fall into.”

One of the biggest artists developed by the Glaser Brothers, first as a writer and then as an artist, was John Hartford. His “Gentle on My Mind,” published by the Glasers, has been one of the biggest hits of the decade. For it the Glasers have received virtually every award including, this year, the first Robert Burton Award from BMI.

The Glasers’ first movie sound tracks this year, their original songs prevailing through the MGM movie, “Tic Tie Tic.”

The Glasers now are utilizing their promotion department for what may be an all-time promotional piece. Artist Dwane Wherry is painting portraits of disk jockeys and presents them to the radio personalities as a goodwill gesture.

Satherley ‘Available’, Says He Has Law Fete

NASHVILLE—Pay tribute to Don Law, friend and associate, Satherley said he and some of the Glaser family would have the Glaser brothers “available” to advise any company or individual on the production of records.

The record pioneer, who turned 81 last week, was here to attend several functions during the “Grand Ole Opy” birthday celebration. Among other things, he was one of the five nominees for the Hall of Fame. Satherley said he had little to leave now except a “heritage for his children,” recalled his days with Law in Dallas, and the evolutionary part of the two generations in the development of country music. Recently, Satherley turned over to the Hall of Fame his list of early recording sessions, and plans to make other contributions of historical value.

“I am living now to enjoy the past,” Satherley said. “I would be happy to be working in the music business, to give some advice, to help pick tunes.”

Satherley said he and others were able to recognize as early as the 1920’s that country music was “the music of the people.” He said that some of the early black artists sang “unadulterated country music, which then was a sort of boll weevil blues.”

Satherley credits Law with being one of those who had a strong part in making country music what it is today, and then staying with it through the years.

Johnny Cash was another who praised Law. At the Contractors luncheon he referred to Law as “the man who stuck with me through all these years, even the bad times.” And he called Law the “greatest producer” of all time.

LARRY ADAMS, editor of Country Music People in London, presents an autographed copy of Ringo Starr’s new LP, “Beaucaus of Blues” to Hank Snow, whose firm published the title song.

NOVEMBER 7, 1970, BILLBOARD
SEE AND HEAR

MEL TILLIS

SING HIS NEW MGM HIT,

‘COMMERCIAL AFFECTION’

SUNDAY, NOV. 8 ON THE GLEN CAMPBELL SHOW

COMMERCIAL AFFECTION K14176
Written by: Mel Tillis
Produced by: Jim Vienneau on MGM
Published by Cedarwood Publishing Company and Sawgrass Music

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>Last</th>
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<th>Title, Artist, Label, No. &amp; Pk.</th>
<th>Weeks on Chart</th>
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<tr>
<td>1</td>
<td>2</td>
<td>I CAN'T BELIEVE THAT YOU'VE STOPPED LOVING ME</td>
<td>Roy Acuff, RCA Victor 47-9002 (Blue Ridge, BM)</td>
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<td>15 YEARS AGO</td>
<td>George Brown, Decca 30274 (RCA Victor, BM)</td>
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<td>1</td>
<td>3</td>
<td>I CAN'T BELIEVE MYSELF</td>
<td>Jimmie Davis, Columbia 4-4011 (Columbia, BM)</td>
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<td>SUNDAY MORNIN' COMING DOWN</td>
<td>Johnny Cash, Columbia 4-43511 (Columbia, BM)</td>
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<td>1</td>
<td>6</td>
<td>THANK GOD AND GREYHOUND</td>
<td>Ray Charles, Dot 17558 (Window, BM)</td>
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<td>Bill Anderson, Capitol 2914 (Capitol, BM)</td>
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<tr>
<td>1</td>
<td>8</td>
<td>AFTER CLOSING TIME</td>
<td>David Houston &amp; Bobby Harten, Capitol 2930 (Capitol, BM)</td>
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<td>10</td>
<td>GONE STEADY</td>
<td>Elton Young, Mercury 75112 (Capitol, BM)</td>
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<td>THE TAKER</td>
<td>Wayman Tisdale, RCA Victor 47-9005 (Columbia, BM)</td>
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<td>JULIE ANN</td>
<td>Brenda Babish, Columbia 4-45215 (Columbia, BM)</td>
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<td>1</td>
<td>13</td>
<td>THERE MUST BE MORE TO LOVE THAN THIS</td>
<td>Harry Laws, RCA Victor 47-9002 (RCA Victor, BM)</td>
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<td>1</td>
<td>13</td>
<td>ALL MY HARD TIMES</td>
<td>Ray Crutcher, Mercury 75111 (Capitol, BM)</td>
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<td>1</td>
<td>15</td>
<td>SO SAD (To Watch Good Love Go By)</td>
<td>Jack Williams &amp; Jacky Johnson, MGM 14144 (RCA Victor, BM)</td>
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<td>ANGELS DON'T LIE</td>
<td>Johnnie Wright, RCA Victor 47-9008 (RCA Victor, BM)</td>
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<td>IT'S A BEAUTIFUL DAY</td>
<td>Wayne Stewart, Capitol 2888 (Capitol, BM)</td>
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<td>WHERE HAVE ALL OUR HEROES GONE</td>
<td>Bill Anderson, RCA Victor 32244 (Capitol, BM)</td>
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<td>LIVE FOR THE GOOD TIMES</td>
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<td>HOW I LOVE THEM OLD SONGS</td>
<td>Carl Smith, Columbia 4-24235 (Columbia, BM)</td>
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<td>WONDER OF THE WINE</td>
<td>Roy Acuff, RCA Victor 47-9004 (RCA Victor, BM)</td>
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<td>GREAT WHITE HORSE</td>
<td>Roy Acuff, RCA Victor 47-9007 (RCA Victor, BM)</td>
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<td>WAKE ME UP IN THE MORNING</td>
<td>Don Law, RCA Victor 47-9009 (RCA Victor, BM)</td>
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<td>RIGHT BACK LUCKY YOU</td>
<td>Del Reeves, United Artists 30714 (Frisky, BM)</td>
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<td>26</td>
<td>HE'S EVERYWHERE</td>
<td>Sammy Davis, MGM 151501 (Two Rivers, ASCAP)</td>
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<td>26</td>
<td>SHOWBOARDS</td>
<td>Anne Murray, Capitol 2728 (Savannah, ASCAP)</td>
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<td>YOU'VE GOT YOUR TROUBLES</td>
<td>Pam &amp; Joe Mine</td>
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<td>27</td>
<td>CRUEL</td>
<td>Jack Blanchard &amp; Bill Morgan, Waynesville C15 (BM)</td>
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<td>LOUISIANA MAN</td>
<td>Sam Cooke, RCA Victor 47-9007 (RCA Victor, BM)</td>
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<td>Cried</td>
<td>Jack Blanchard &amp; Bill Morgan, Waynesville C15 (BM)</td>
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<td>HOW I GOT TO MEMPHIS</td>
<td>Ray Price, Mercury 40007 (Columbia, BM)</td>
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<td>FROM HEAVEN TO HARTFORD</td>
<td>Ray Price, RCA Victor 47-9009 (RCA Victor, BM)</td>
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<td>FOR THE GOOD TIMES</td>
<td>Ray Price, Columbia 4-43510 (Columbia, BM)</td>
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<td>GRAZIN' IN GREENER PASTURES</td>
<td>RR Price, Columbia 4-43510 (Columbia, BM)</td>
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<td>SHE GOES WALKING THROUGH MY MIND</td>
<td>Billy Walker, MGM 14179 (RCA Victor, BM)</td>
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<td>SOUTH DON'T WE ALL HAVE THE RIGHT</td>
<td>Roger Miller, Mercury 72102 (RCA Victor, BM)</td>
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<td>1</td>
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<td>ALL THE FOR THE LOVE OF SUNSHINE</td>
<td>Hank Williams Jr. with the Mike Curb Organization, MGM 14183 (RCA Victor, BM)</td>
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**Take a two-and-a-half minute course in American History.**

Tommy Cash takes you from Washington at Valley Forge all the way through to today. His new single is an epic.

**"The Tears On Lincoln's Face" by Tommy Cash on Epic Records**
WHERE HAVE ALL OUR HEROES GONE

A GREAT NEW HIT BY

BILL ANDERSON

Decca 32744

Jumping in the charts... excellent sales!

Billboard, 18★ Cashbox, 28 Record World, 26★
Continuing the good times with another #1 hit for ROY DRUSKY

Tally Eyes Club to Push Instruments

NASHVILLE — The Tally Musical Instrument Co., of New York is eying a local dinner club here to showcase its instruments through country music talent.

Fred Watson, who said he had difficulty placing his instruments here, although he has made an initial breakthrough, said current plans were to utilize "local talent" during the week, with name acts on the weekends.

He is using this as a means to push his musical instrument lines. He said Harvey's Department Store would use his product after Jan. 1, but he was anxious to expose guitars, amplifiers and the like to artists in the area, and felt the club exposure was the best approach. He said three sites were being studied as a dinner club. They would most likely be in the Printers' Alley area. He plans to be in business by the first of the year.

Mrs. Williams Plans LP on Life With Hank; Memoirs Set

NASHVILLE—Mrs. Audrey Williams announced through her manager, Earl Owens, that she has begun work on an album telling of her life with the late Hank Williams, and also will write her memoirs.

Mrs. Williams has discontinued her entertainment schedule to devote full time to writing. "Audrey will present her own dialouge of the stories behind the songs Hank wrote," Owens said. "It will establish an anecdote-history of his music."

Mrs. Williams also is collaborating on the eventual publication of her memoirs. Upon completion of her book, she will begin a series of lecture tours.

Earl Owens, agent, and the firm of Gerry-O will work together in a new office for promotion and management set up at 3820 Bransford Rd., near 100 Oaks here.

Gerry Henry Owens, as announced earlier, will operate writing a book called "American," dealing with the life of a Cajun in Louisiana and containing the songs of that section; and he and his mother, Mrs., have completed a Cajun cookbook, with 147 recipes, including alligator meat. Finally, at the request of LSI, kershaw will take part in a planning meeting for French Heritage next week. Brad McCann, president of RPM/Mega Records, has signed Ronnie Prophet. The Canadian singer/songwriter, instrumentalist/comedian has been appearing here nightly for the past two summers at the Printer's Alley club.

Tony Harris, booked by Bill Goodwin of the Hubert Long Agency, opens in a few weeks at the Golden Nugget in Las Vegas for the fifth time this year...

Gene Lepp, president of Leg Talent Productions of Little Rock, announced the signing of Janie Rich and Walter Brother to an exclusive personal management contract. Ronnie and Sharon Ray, young members of the family set, The Rays, have been put in the Denver Post's "Gallery of Fame" for their work in saving a man in a burning home at Commerce City, Colo.

WBIE-FM, of Marlette, Ga., has increased power to 100,000 watts and extended its operational hours. It's full-time country, so it will be put out a strong signal for you. General manager is James W. Williams, music director is Bill Clark, and station manager is Roger F. Allison...

Tadahc Records executives Joe Deuten and Jim Prichard have just completed a session at RCA for Mel Street, who does a weekly TV show on Channel 6 in Bluefield, W. Va.

Jan Arnold and Debbie Brimmer, who have been working for several years as singles with their own bands, have now formed the team of Debbie and Jan. Jan formerly recorded for Rite-Pace and Debbie on Blackbird. They were brought together by Dallas producer Dick Brunning to a management pact. Ginger Mode has signed with Carney Records. Right after her first release, she will open a three-week engagement in Europe.

Dunne Dee has recorded at Woodland Studios for Carrwhee, with Ron Chapman producing. Sonny Throckmorton has completed his single release for Vin-

(November 7, 1970, Billboard)
Hammers, nails and puppy dog tails is what they call Willy Jones
Tambourines and guitar strings don't make us all wrong.
Don't do this and don't do that has got my future looking dim
If Willy Jones can't come to me I'm gonna go to him.

© Blue Book Music, 1970. All rights reserved. Made in USA. Bakersfield, Calif. Written by Buck Owens.

OMAC Artists Corp.
403 Chester Ave.
Bakersfield, Calif.
(605) 391-7201

Willie Jones
by Susan Raye

Capitol Record No. 2970
Country Music

Nashville Scene

* Continued from page 48

Tanya Tucker has been signed to the "Amazing Artists" division of Epic Records, which plans to release her debut album in late 1984. Tucker, 22, rose to fame in the late 1970s with her hit song "Delta Dawn," and in recent years has worked with renowned country producers like Billy Sherrill and Larry Gatlin. Her new album is expected to feature a mix of traditional country and contemporary sounds, with Tucker's distinctive voice at the forefront. Tucker's signing is a significant development for Epic, which has been expanding its country music division in recent years.

* Continued from page 37

SPECIAL MERIT PICKS

* LOW PRICE COUNTRY

George Jones & Melba Montgomery: Country Day (MCA 434) (3) This package is from two earlier Merle Watson, "It's a Long Way to Go," "Let's Get Together," "Pete's Train," and "Willie." The song has always been a favorite of fans, and it's hard not to imagine Jones singing it.

* SOUL

CLAYTON KING: Dear Mr. Lincoln (Amuse R 1138) (3) This album features King on vocals and guitar, with a wide range of musical styles, from blues to jazz to pop. The songs are well-written and performed, and King's voice is both smooth and soulful. This album is a must-listen for any soul music fan.

* CLASSICAL

Bach: Portrait of the Composer. Various Artists, Amuse R 1137 (3) This is another wonderful addition to the series of modern, western, and minimalist compositions. Previously released on RCA 1138 (3). This library pack is expandable with the addition of new compositions.

(Continued on page 53)

* Continued from page 37

PALM SPRINGS

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MORE NICE

WILLIAM HENRY HAYES

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Country Music

Country. 'Time Has a Funny Way' and "Secret of the Blues." (Continued on page 48)

ALILDA RAYNES MUSIC—Ampex A 300B (3) Basically a folk album with a soft sound and happy lyrics. The album features Raynes singing and playing, and Raynes also shows his talent on the guitar. This album has a great deal of potential for younger listeners. The album is recommended for any collection.

GEORGE MARSHALL RECORDS—SP 3035 (3) George Marshall is a musical group that has performed together for many years. Their music is a mix of country, rock, and pop. This album features new and old songs, and the group is well-known for their live performances. The album is recommended for any collection.

RICHARD LEE MANNING—SP 3003 (3) This is a great album of traditional country music. Manning's vocals are strong, and his storytelling ability is impressive. The album features new and old songs, and it is recommended for any collection.

WACO—SP 3003 (3) This is a great album of traditional country music. Waco's vocals are strong, and his storytelling ability is impressive. The album features new and old songs, and it is recommended for any collection.

WALKING WATER—For Everyone, Mexico MCA 102 (3) For collectors, this library pack of works by Walking Water is a must-have. The album features Walking Water's vocal style, and it is recommended for any collection.

* JAZZ

HOOPER: Anna Livia Pulverable-Variats Artists (MCA 102) (3) This album features Hooper, an accomplished composer, singing and playing a variety of instruments. The album is recommended for any collection.

* SPECIAL MERIT

ALILDA RAYNES MUSIC—Ampex A 300B (3) This album features Raynes singing and playing, and Raynes also shows his talent on the guitar. This album has a great deal of potential for younger listeners. The album is recommended for any collection.

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(Continued on page 53)

* LOW PRICE POPULAR

GENE PITNEY: Twenty Years From Telma. Atlantic MCA 1108 (3) Gene Pitney's greatest songs, all performed and released between 1963-1978. The album features Pitney on vocals and guitar, with a variety of musical styles, from rock to pop. The songs are well-written and performed, and Pitney's voice is both smooth and soulful. This album is a must-listen for any pop music fan.

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(Continued on page 53)
A nice place to visit?
Buck Owens and his Buckaroos salute ten big cities they might like to visit... but would rather not live in!

"I WOULDN'T LIVE IN NEW YORK CITY"
ST-626

Buck Owens and His Buckaroos

This unique collection of ten new "big city" songs features the actual "Sounds of the Cities" recorded live!

The Boy from Bakersfield (Pop. 67,366) is used to small towns; he likes 'em. He's also used to being at the top of the country album charts.

Call your local Capitol distributor for immediate stock... no matter how big a city you live in.

www.americanradiohistory.com
NEW YORK—The first nine albums issued by Everest Records under its deal with London Records and its parent, British Decca, are bountiful and bode well for the new arrangement. Featured are such outstanding artists as Samuel Barbirolli with the composer conducting the New Symphony Orchestra of London in his “Médée Ballet Suite” and “Symphony No. 2.” Another album with music of a 20th century composer couples Erich Bloch’s “Schelom,” conducted by the National Symphony Orchestra of Washington, D.C. and Bloch’s “A Voice in the Wilderness,” with Amernet conducting. The London Philharmoniclikewise was heard.

Amernet is magnificent in two sets with his L’Orcheste de la Suisse Romande, one of which features the Mozart Choir of Geneva in Ravel’s “Daphnis et Chloé.” The other set, devoted to Debussy, contains “Pelléas et Mélisande” and “Six Épigraphes Antiques.” Other fine Amernet presaging has the London Symphony in the Rossini “William Tell,” “La Boutique Fantasque” and the Paris Conservatory Orchestra in a program of Ravel’s “Boléro,” beautifully done, and Honegger’s “Pacific 231,” "Dukas’ "Sorcerer’s Apprentice” and "Klawans is flawless as the piano soloist with Boul and the London Philharmonic in a pairing of Rachmaninoff’s “Rhapsody on a Theme of Paganini” and Debussy’s "Variations on a Nursery Theme," which will be heard next week with the池 soloist in Brahms’ “Piano Concerto No. 2” with Schuricht and the Vienna Philharmonic.

A stirring marathons was by Sargent and the London Symphony completes the release. The selections are Elgar’s "Pomp and Circumstance March No. 1, "Pageant of Empire" March,” and Walton’s “Coronation March” (Ob and 18th) and the "Coronation March" (G/E and 18th). This initial re-

## Col Marks Copland 70th Yr.

NEW YORK — Columbia Records is celebrating Aaron Copland’s 70th birthday with four releases by that composer supported by heavy consumer advertising. Columbia also has a special release marking tenor Richard Tucker’s 25th year with the company. Masterworks also is cooperating with the Friends of the Philadelphia Orchestra, with a specially priced two-LP Stravinsky package with Leonard Bernstein and the New York Philharmonic. Cellist Leonard Rose is featured with Eugene Ormandy and the Philadelphia Orches-

## Krainev Fine As Soloist

NEW YORK — Vladimir Krainev, who tied for first place in this year’s International Tchaikovsky Competition, was the conductor of the Philadelphia Orchestra’s “Piano Concerto No. 1” with Antal Dorati and the Indianapolis Symphony Orchestra at Philadelphia Hall, Oct. 25. Krainev, whose touch was forceful and warm, recorded the work.

## Pavarotti Exciting at Met

NEW YORK—Luciano Pavarotti, who figures prominently in London’s recording picture, was heard as Edgardo in Donizetti’s “Lucia di Lammermoor” at the Metropolitan on Oct. 24. His lyric voice added distinction to the performance throughout from his entrance to the last scene. A London panel ad, in addition to current material, listed an operatic recital and Verdi’s “Un Ballo in Maschera” and Donizetti’s “L’elisir d’amore” in his future recording plans. Soprano Renata Scotto, whose cetera recording of the title role now is available on Everest, sang well, especially in the Mad Scene.

## Classical Music

### Everest Re-Channeled Sets Are Things of Beauty—Artists Excel

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### Loftly Price

LEONTYNE PRICE, signs copies of her RCA Red Seal albums, at a recent autographing session at Gimbel’s, Herald Square, New York. More than 400 of her RCA albums were sold during the visit.
New York — The gospel field is making inroads into new areas such as fairs, national television and colleges, according to Don Light, who operates the Don Light Talent Agency in Nashville. Light, whose acts include such well-known properties as the Oak Ridge Boys, the Florida Boys, the LeFevres, Jimmie Davis and the Singing Rambo's, said that gospel record sales were also increasing.

For one thing, he added, gospel records today are produced better than they used to be, and are, therefore, more acceptable for airplay. Too, many stations are devoting an increasing amount of time to this record genre, with resultant record sales from the added exposure.

Record labels in the gospel field, said Light, used to get most of their sales at the artists' concerts — where the artists pitched the disks directly to the customers. The sales ratio was four to one, that is, four times as many disks were sold at concerts as were sold in stores. Today, however, this situation is reversed, with six times as many records sold in stores as at concerts.

A gospel album today, according to Light, can rack up sales of 50,000, and sales are consistent for the top groups. Regarding station exposure, Light noted that the breakthrough for gospel product has occurred on country stations.

Into Big Cities

Gospel personal appearances have also moved into the big cities. In Chicago, Cleveland, Detroit, Hartford, Cincinnati, Phoenix, and other major cities, gospel performers have many residents who are gospel-oriented. In these Northern industrial areas, Light said, gospel concert tickets sell better between 53 and 55 percent of the audience run to 5,000 and 7,500. "This fact does not minimize the continuing importance of the Southern market," Light said. He added that Friday and Saturday are the big nights for such shows, and that big gospel acts worked 150 to 200 days a year on an average.

"They worked even more often, because it was necessary to run concerts in order to keep up record sales on the spot."

All-Night Sing

So-called gospel spectacles are held in cities like Indianapolis and Waynesvile, Ga. These are all night sings, with the ticket buyers bringing food and lawn chairs. Such events can draw between 10,000 and 15,000.

Gospel's inroads into the fair market, according to Light, has been accelerated because many country acts are very highly priced — with the result that the promoter is motivated to turn gospel acts. Additional aspects, according to Light, are the reliability of the gospel acts. They rarely fail to show. Too, they bring their own sound equipment, and it is of top quality, representing an investment of between $5,000 and $7,000.

Not so many years ago, according to Light, gospel acts generally booked themselves, but today the field is more business-like, with formal contracts and planned promotional campaigns.

Carmichael Score Captures Israel Soul in New Film

WACO, Tex.—The "soul" of the nation of Israel is captured in sound by composer Ralph Carmichael with his musical score to Billy Graham's new film, "The Land.""Cliff Barrows and British recording artist Clifford Richard sing six Carmichael songs, many of which are written on location. Carmichael also arranged the Hebrew folk song "Hava Nagila" and Handel's "Hallelujah Chorus."

The hour-long color picture was filmed on location in Israel. It tells the story of Israel from ancient to modern times. The picture's soundtrack is available from Light Records, a division of Word, Inc., of Waco.

Carmichael also scored in the pop field. The Carpenters have released a new album which includes "Love Is Surrender" from the folk musical "Tell It Like It Is." The Carmichael selection is included in the "Close to You" LP from A&M Records.

Light Music, which holds the copyright on "Love Is Surrender," has secured permission to use a photo of the Carpenters on a new edition of the sheet music. The picture also appears on an octavo for the educational field.

A侨nal, president of Lexin- Music, said he feels it will be the first of many such deals in the coming year. He feels that copyrights going into the hands of young people in the religious field will soon over into the mainstream of the pop field.

The Florida Boys have just completed a successful engagement at the Eastern State Exposition in West Springfield, Mass. The group was booked into the feature show by Bill Wills, general manager of the exposition, through the Don Light Talent Agency of Nash- ville...K.C. Enterprises of Mem- phis, now is booking scores of Gospel groups. Among the new ones are Evangelist Shirley Caesar and Cassandra, the Mighty Clouds of Joy, the Five Blind Brothers, the Violinists, the Brooklyn All Stars, the Sons of Dixie, the Jones Boys, the Boundary Brothers, Jesse Anderson and others. Among those elected recently by the Nash- ville Song Writers Association to its country music Hall of Fame was Alfie. Mo, although virtually all of his big hits were of the Gospel variety.
U.K. Summer Business Is Called Healthy

LONDON—Even allowing for a drop in production in 1967, the trade is traditionally at its slowest state of the year during the summer months, particularly in the record industry. During the month of August, sales were down over 10% on last year, with even the major labels suffering in consequence. The month saw a total sales value of £1,000,000, and there are reports that the trend is continuing into September.

Home, Export
Units Sales Up 14% Over ’68

PARIS—Home and export units sales records in France last year were 62,493,918—an increase of almost 14% over the previous year’s figure of 39,800,804.

The figures were announced by Jacques Masson-Forestier, general secretary of the Centre d’Information et d’Etudes des Disques, and are based on returns submitted by manufacturers and importers of records. The recent growth in the French record industry, according to SNICOP (Syndicat National des Industries et des Commerces de publications sonores et Audiovisuelles), has resulted in a substantial increase in the number of new titles and formats available to the consumer.

STURTE LINDEN, second from left, managing director of CBS Gram- monin, Denmark, is pictured here presenting CBS International with one of its largest-ever sales deals. The contract, which was signed in January, will see CBS sell over 100,000 records to the Danish company in the next 12 months. In return, CBS will receive a substantial royalty on each record sold.

CBS Sales Doubled in Denmark Over ’59

COPENHAGEN—Sales of CBS records have more than doubled in Denmark this year as compared to 1969, Sture A. Linden, managing director of CBS Grammonin, told delegates at the first-ever record company sales convention to be held in Denmark, and only the second of its kind to be held in Scandinavia. The first such convention was staged in Stockholm by the Swedish branch of the IFPI in 1967.

Apart from the 200 dealers who were present at the convention, Linden extended welcome to CBS’ sales director, Hedie Roundtree, who was accompanied by an International director for marketing and development, Nick Dersham, from London; jour de France; Paris; CBS International LP, director David Howells from London; the president of GDC Distribution, Karl Emil Knudsen; and GDC’s managing director, Birger Thorsen, both from Copenhagen.

Sensing the fact that everything begins with the artists, Linden said, “Our ambition is to be the No. 1 label in Denmark.” Linden handed a gold disk in gold and silver of 40,000 copies sold of Simon & Garfunkel’s LP, “Bridge Over Troubled Water” to Howells, who will present it to Simon & Garfunkel. 

Also present at the sales convention were representatives of the Danish guitarist-nick Sefeleif, who recently signed a contract with the company, and his management. It is their first visit to Copenhagen, Denmark. His LP, “Singing,” will be issued in Denmark next month. It is also the Swiss progressive group Skid Row, who have not yet been in Denmark. 

Howells introduced the CBS Rockbanders with a demonstration of their style and ingenuity, which was well received by the audience. The group, which features the talents of young Danish musicians, is formed to promote the work of young Danish composers.

CBS Austria Product Hiked

VIENNA—Sales of CBS/Austria products have increased by 63 percent. And because of the company’s expansion, the stock room and office have become too small. CBS Austria will, therefore, move into larger quarters.

Its new address will be A-1010 Vienna. The company will remain in the same building, but will move to larger premises.

Reason for the increased turn-over is due mainly to the tremendous promotion efforts of the company’s sales manager and recordings of Simon & Garfunkel’s album, “Bridge Over Troubled Water.” The album has been sold, bringing in $125,000.

The singles, “Bridge Over Troubled Water” and “Old Blood,” have sold 24,000 copies (33,000), but “El Condor Pasa” was tops with 60,000 ($14,000).

DATE LINE: ORIENT—“FLOP RANDO” (1970)}
River Fifth Pop Festival 
-Argentine 'Sleeper' Wins

RIO DE JANEIRO — Río's Fifth Popular Song Festival finished strongly — perhaps the best ever — after a weak and disappointing start. The festival produced at least one surprise: the winner, Argentinian entry turned out to be a sleeper. It received little attention when it was first heard.

The song, "Pedro Nadie" (Pedro Nobody), is a modernized Argentine ballad, composed and interpreted by Italian-born Piero (full name: Piero De Benedetico).

The film's producers were noted for their attention to detail.

Wearing glasses and strumming a guitar, Piero was wildly cheered by the constructive-minded but critical Brazilian audience which often has轴了 the first choice in the past. As a concession to the need for drama, the simply garbed Piero changed his white shirt for a colored one on the final night. The ensemble's seminarian student made a sharp contrast with his flamboyant, shocking competitors.

The usually hypocritical audience of 30,000 Brazilian popular music fans fanned into the reconstructed Maracanãzinho Stadium, behaved itself as never before: there were many cheers and few boos. The disorderly, politically minded elements that marred previous festivals seemed to be under better control.

Because of the three-week postponement in holding the festival, many of the entries were considered to be weaker than usual. However, the entertainment provided at the start, during the intervals and at the finish of the night, made it a notable occasion. Ray Conniff from the U.S. toured the audience to sing along with the chorus in such old favorites as "Brazil," "Besame Mucho," and "Dr. Zhivago Theme." Spanky Wilson made a resounding success of her international debut. She was presented by Dr. Augusto Marzagão, Festival director, who announced that he had discovered her in New York.

Brazilian composer Jorge Boe's new, specially written samba, "Eu Quero Moerê," is a Want Caves' Fool Jelly, was presented in a show by Eilon Chaves, a Brazilian entertainer.

Yugoslavia's Radoyka won second place with "The World Is Mine," interpreted by Radoyka and composed by Alfi Kobiljo. Radoyka took the prize for the best female singer, as well. The so-called "popular jury" made up of unofficial judges from the audience, agreed with the second place award of the official judges. Like many of the songs presented, the Yugoslavian number was performed in English for the international market.

Brazil, which has won first place twice before, took third place this time with "BR-3" interpreted by Tony Tornato, composed by Antonio Adolfo with words by his partner, Tiberio Gaipar. English words were mixed with Portuguese in the lyrics. The song deals with life, speed and death on Brazil's BR-3 highway.

The noted U.S. entry, "Think About the Children," took only seventh place, presented by Richie Havens, who won the prize for the best male singer despite meager applause. The song was composed by Bobby Scott with words by Danny Mehans.

Fourth place went to Greece's "Kiva Vorgena," sung by Maroulia, composed by Georges Kastoros, words by Pappouglides. Bulgaria's Wallace Collection won great applause but only fifth place with "Who Knows My Name?" by John Velke, words by Sylvec Van Holmes.

A minor crisis occurred at the start, when three judges failed to arrive — Jimmy Webb of the U.S., Attilio Rodrigues of Portugal and Astrid of Brazil who lives in the U.S. Paul Simon substituted for Webb and acted as chairman of the judges. Brazilian Marcio Valls took Astrid's place. The judges included Lalo Schifrin of Argentina, Ed Avasko of Canada, Francois Hardy of France, Peter Sullivan of England, Ray Conniff, Léo Placido of Italy, Peter Mooser of Germany, Jose Jose of Mexico and Takis Kambas of Greece.

Sammy Cahn was guest of honor.

Artists, composers and judges stayed at the Hotel Gloria, the Festival headquarters. Closed circuit TV repeated the songs continuously.

Brazil's President Emilio Medici received the visitors at the presidential palace. Numerous receptions and parties were given about the city.

Festival director Marzagão was honored with a silver plaque presented by the Mexican journalist delegation. Mr. Marzagão was obliged to postpone the festival for three weeks and reschedule the artists participating on account of the delay in repairs of the stadium because of a fire.

Criticism of the acoustics was heard. The engineers did not have time to install a baffled sound system during the three-week period. The artists participating on account of the delay in repairs of the stadium because of a fire.

International Executive Turntable

Polydor U.K. has restructured its staff in preparation for the departure of Alan Bates as manager of creative services at the end of the year. Wayne Bickerton will join Polydor as A&R manager on Jan. 1, leaving his present post at Decca as producer and manager of the Dermas label. Peter Knight will continue to produce concert acts for the company, but his primary responsibility will be as music administrator. He and Bickerton, together with promotion chief Adrian Rudge, will report to managing director John Finnin. Bickerton, who is also signed as a composer to Decca's Burlington Palace publishing group with considerable success with his material in the U.K. and Europe, will at Polydor be charged with seeking and developing new talent for Polydor in Britain and DGO throughout the world. All plans are being discussed at Polydor at the end of December to establish an independent production company.

Claude Ehred, former managing director of Skigwood France, has been appointed manager for foreign products, export and international promotions for CBS Disques International Department.
Love in Expansion—Signs 4 New Acts

TORONTO—Love Productions is launching "a massive winter expansion program" and has already signed four new acts.

Four new acts were signed on the west coast: One was with King Biscuit Boy and one with the CTV's "Nashville" series. The other two are the English rock group, the Caste, and the Canadian country group, the Hard Core.

Original Caste On TV Trail

TORONTO—Bell Records' Original Caste has a busy schedule of TV spots coming up in the next few weeks. The group, which scored in the U.S. with "One Tin Soldier," are appearing on the CTV's "Wayne and Shuster" special on Oct. 4, and on the "Nashville North" program on CTV Nov. 10. The group is also appearing on the CBC's "Come Together." The group's first single, "Even," was released on Sept. 1, and they have been voted "the most exciting new group" by the network for three consecutive weeks.

Polydor Push on Fleder Album

MONTREAL—Polydor Records is staging a heavy national promotion campaign for its first album release. The album, "Fleder," with the Boston Pops Orchestra, will be released Oct. 4. The campaign is being handled by Arnold Schwartzman, who is also organizing the group's U.S. tour.

MLS Revamps Operation; Voting Calls, Play Changed

TORONTO—Represents—MLS's 15 Maple Leaf radio stations flocked here this week for the network's first general meeting in more than a year.

On Friday (23) MLS chairman, Roy Hennay, revealed a number of changes in the system's operation. As from Nov. 1, conference calls will be placed weekly by Telax. Prior to these, voting calls had been quite frequent, but Hennay said that the improving quality and quantity of Canadian records has made the calls more frequent. Local disks selected by the MLS vote will still be granted two weeks play on each of the stations, which are hosted in Canada's 15 leading urban markets.

In addition, records by established Canadian artists (e.g., the Guess Who) will still be voted on, but an extra disk will be played by the MLS when it is possible. This new single by an artist such as the Guess Who, which is seen as a challenge to the traditional system, will be played on all stations.

(Continued on page 66)
British Decca Dolby Product

LONDON—Next month British Decca will release its first tape product to be duplicated with the Dolby B noise reduction system. The company is issuing seven Dolby-edited albums, among them are the following records, all of which bear the name of the group by the same name, and "Dolores Warlick's Gold Hill." Decca plans to Dolbyize all its tapes at the company's Bridgwater duplicating plant.

POLYDOR artist Jake Holmes, second from right, on his arrival in Sweden, for appearances during his European tour. Left to right are Monty Norman, publicity, Polydor Sweden; Teddy Erwin (Holmes guitarist), the three members of Taste, a group 

The British connection with Dolby British history of music have been seen first in the works of composer Bjorn Hoyer and, among others, the recording of "The Song of the Red Ruby." It is a world premiere with Hoyer's 

Phonogram Pkg Tells History of Dutch Clubs

AMSTERDAM—Phonogram re-leased a 161 album set detailing the history of Dutch cabinet since 1965. Produced by Wim Bo, the set is presented with a booklet which outlines the history of Dutch cabinet during the past 75 years. Two Sammler, Amsterdam's burgomaster, was the recipient of the first copy. It was presented to him by the author of the set in the Little Hall of the Amsterdam Con-statehouse—"a noble birthplace of so many cabinet artists' careers in the past.

The two-album set consists of historical recordings by numerous artists who are the foundation of a lively Dutch cabinet tradition.

Dutch Pubs Seek Closer Links With Songwriters

COPENHAGEN—Dutch pub-lishers are seeking more direct links with songwriters in order to increase more promotion of their work.

Singer, producer, composer Johnny Reimair has been hired by Dacapo, an exclusive lyricist, composer and arranger. Reimair will continue to work as both a publisher and artist/producer with Nordisk Polyphon. Among artists who have recorded his songs are Birthe Kjær, Bjørn Okby and, of course, Reimair himself.

Helmer Olsen has also been hired by Dacapo as lyricist-composer-arranger.

There has been increased activity within the light-music sphere at the Imadisco publishing house. Composer Ole Hoyer has been eng-aged by Imadisco as composer and arranger. Hoyer has written the music for a series of Danish films, the last being "The Song of the Red Ruby." Two LPs of his film music have been recorded, one comprising of various film themes. This latter album has been sent to Imadisco sister companies throughout the world, together with relevant sheet material. The record itself has been distributed to radio companies throughout Europe, plus a few samples of the sheet music so that radio staff can add the music to their repertoire.

One other LP containing Hoyer's film music is the afore-mentioned "The Song of the Red Ruby." It is a world premiere with Hoyer's other film music LP. Hoyer himself played the part of the conductor in the film.

These recordings are on the HMV label. The film themes have already been issued in several countries, notably Germany and Sweden.

Hoyer is also an arranger and leads his own orchestra. He is one of the most sought-after pop music arrangers in Denmark's several record labels for which he has arranged the treatments which will color the TV set owner's choice of pre-recorded programs and play them through their TV sets. Traylor joined RCA in 1945, and was most recently staff of about 40 and is a depart-ment of an independent distri-bution company, CBS President James J. Scopel encouraged the project. All product hitherto handled 

The new department is similar to the Barclay Group's CDS distri-bution service, which helped to found when he was with that company. Other main independent distributors in France are Reimar, a son of Albert Reimar, the company president.

The move had been in mind for about two years but the decision was not reached by the Board of Directors.

The company will continue to use CBS sales and promotion expertise, and new recordings will be produced exclusively for French distribution.

amicable relations, which, it is expected, will lead to further co-operation between the two companies.

The new department, which is to be headed by a general manager with commercial responsibility, will be responsible for the marketing and selling of France's music to foreign markets. It will operate through representatives in Western and Eastern Europe, as well as in the U.S., Canada and Japan.

The new department will not affect the company's existing sales and promotion activities in France, and it will continue to work with the following independent distributors: Reimar, an affiliate of the公司在France; CBS France; and, of course, Sony Music France.

From The Music capitals of the World

TORONTO

Vancouver's New Syndrome label reports strong sales in its new single by Crosstown Bus whose new single is "Rochester River"

Canada Executive Turntable

Eduard T. Traylor appointed marketing manager of Selecta-Vision in Canada, according to George J. Harrison, vice-president and general manager of RCA's Video Division. Selecta-Vision is RCA's home video playback system which will enable color TV set owners to select pre-recorded programs and play them through their TV sets. Traylor joined RCA in 1945, and was most recently manager, Les Disques RCA. He will be headquartered at the new Selecta-Vision office at 910 La
gauceur Street, East, Montreal.

(Continued on page 60)
6 days of loneliness
don't be surprised,
everyone will be at the:

MIDEM

THE ONLY WORLDWIDE MARKET FOR THE POPMUSIC INDUSTRY
CANNES - PALAIS DES FESTIVALS ET DES CONGRÈS
17/22 JANUARY 1971

commissionaire général: BERNAUD CHEVRY

international representatives: X - ROY A. BERNARDO
42, av de Sainte-Foy, 92 - Neuilly - France - Tél.: 624.10.61 13.68 22.00 25.68 42.31 722.36.12
R. WATKINS
25 Fair Lane - Jn. Besley House - West - Tel.: 01.303.0136
Dr. G. MOTTI
via Sarto 24 - 50 - Milano - Italia - Tel.: 46.83.15 46.83.167 - Roma - Tel.: 46.82.12

for information: MIDEM - 42, av. Sainte-Foy, 92 - Neuilly - France - Tél.: 624.10.61 13.68 22.00 25.68 42.31 / 722.36.12

SAVE RUNNING AROUND THE WORLD, DO ALL YOUR BUSINESS IN 6 DAYS IN SUNNY CANNES
From The Music Capitals of the World

Toronto last week cutting tracks for their next single at Sound Canada. The group was gathered for an autograph session at Music Canada, with John C. White in attendance. The new single, "Help You," is due out later this month.

Toronto's other major label,king Urania, was also busy last week, with Mark Anderegg and his band, "The Rascals," recording a new album at Studio 33. The group, which includes Paul LaPlante, Brent McFarlane, and Don Henderson, is set to release their debut album next month.

In Montreal, the new group, "The Stingers," has signed a recording contract with CBS Records. The band, consisting of brothers John and Mike Stinger, as well as Dan and Steve McLean, is expected to release its first album later this year.

In New York, the legendary group, "The Beatles," has announced they will be recording a new album in London. The group, which includes George Harrison, Paul McCartney, John Lennon, and Ringo Starr, is scheduled to begin recording next month.

In London, the new group, "The Kinks," has signed a recording contract with Decca Records. The group, consisting of Ray Davies and Dave Davies, as well as Pete Townshend and John Entwistle, is expected to release its first album later this year.

In Paris, the new group, "The Rolling Stones," has signed a recording contract with EMI Records. The group, consisting of Mick Jagger, Keith Richards, Brian Jones, and Charlie Watts, is expected to release its first album later this year.

In Rome, the new group, "La Grande Compagnie," has signed a recording contract with RCA Records. The group, consisting of members from the band "The Who," is expected to release its first album later this year.
IN (PMd. CHERRY-MELL-Penned new FLUP& programming orchestra Cher. 62 release winner. Mickie Tommy Corncob 62-2804-2). This song was named after the first hit of the summer, "PM's First Hit," which came from Cher's new album, "Mell." The song was written by Jeff Barry and Barry Mann, both of whom had previously written hits for Barry Manilow.

MANN-MELLE-MELL-Penned new FLUP& programming orchestra Cher. 62 release winner. Mickie Tommy Corncob 62-2804-2). This song was named after the first hit of the summer, "PM's First Hit," which came from Cher's new album, "Mell." The song was written by Jeff Barry and Barry Mann, both of whom had previously written hits for Barry Manilow.

**SPOTLIGHT SINGLES**

**SANTANA—BLACK MAGIC WOMAN (3:16)**

(Prod. Fred Cater/Scarnier) (Writer: John P) BMG. Their "Evil Ways" just put them in the Top 20 last spring. This song was written by Steve Winwood and Al Stewart.

**ARETHA FRANKLIN—BORDER SONG (2:30)**

(Prod. Jerry Butler/Marc And A&R Margo) (Writer: John-Precht) (BMI) (The O'Jays). This song was written by Aretha Franklin and her brother, Clarence Franklin.

**JOHNNY MATHIS—EYES WIDE OPEN (3:30)**

(Prod. Jerry Butler/Label) (Writer: John-Precht) (BMI). This song was written by Johnny Mathis and his brother, Tom Mathis.

**DANA VALERY—PUT YOUR HAND IN MY HAND (2:43)**

(Prod. Jeff Barry/Mann) (Writer: John-Precht) (BMI). This song was written by Dana Valery and her brother, John Valery.

**GENTRYS—GODDESS OF LOVE (1:30)**

(Prod. Jeff Barry/Mann) (Writer: John-Precht) (BMI). This song was written by Gentrys and their manager, John Valery.

**BERGEN WHITE—SPREAD WORD THE 1:30)**

(Prod. Alan White/Mann) (Writer: John-Precht) (BMI). This song was written by Bergen White and his brother, John White.

**SPECIAL SPOTLIGHTS**

**SPOTLIGHT SINGLES**

**COUNTRY**

**LIZ ANDERSON—WHEN I'M NOT LOOKING (2:12)**

(Prod. Ken Nelson) (Writer: Saver Varsness) (BMI). This song was written by Liz Anderson and her brother, John Anderson.

**JOHNNY & JONIE MOBY—LITTLE ME OF A LITTLE YOU (2:25)**

(Prod. Ken Nelson) (Writer: Saver Varsness) (BMI). This song was written by Johnny & Jonie Moby and their manager, John Moby.

**CHART**

**CHERYL POGUE/Win Vas (2:30) (Central Sings, BMI). PAULA 1932**

**ROGER & JETHRO/Rollin' On (3:36) (Central Sings, BMI). RCA 47-9972**

**SOUL**

**SPOTLIGHT SINGLES**

**BARRY SHELTON—Get a Little Bit More (3:00)**

(Prod. Barry Shelnut) (Writer: Barry Shelnut) (BMI). This song was written by Barry Shelnut and his brother, Ken Shelnut.

**WILLIE NELSON—Bake Me An Angel (2:50)**

(Prod. Don Nelson) (Writer: Willie Nelson) (BMI). This song was written by Willie Nelson and his brother, Don Nelson.

**KING OLIVER—Now We're Here (3:00)**

(Prod. King Oliver) (Writer: King Oliver) (BMI). This song was written by King Oliver and his brother, John Oliver.

**EVANGELINE ENDOW—Everybody's Looking For (3:00)**

(Prod. King Oliver) (Writer: King Oliver) (BMI). This song was written by Evangeline Endow and her brother, Don Endow.
WAYNE NEWTON HAS THE POP HIT OF "FOR THE GOOD TIMES"

Ask anybody who works for Columbia
Super single
by
Tom Jones
CAN'T STOP LOVING YOU

You saw and heard him sing it last Friday on "This Is Tom Jones" ABC-TV
Now see and hear him perform it as a special guest on the "Glen Campbell Show" Nov. 8 CBS-TV
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<td>LED ZEPPELIN III</td>
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<td>SANTANA</td>
<td>Atco 6001</td>
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<td>3</td>
<td>JAMES TAYLOR</td>
<td>Sweet Baby James Warren Bros. 65 846</td>
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<td>4</td>
<td>JACKSON 5</td>
<td>Third Album Motown M6 8179</td>
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<td>5</td>
<td>CREEDENCE CLEARWATER REVIVAL</td>
<td>Coque's Factory Fantasy 6404</td>
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<td>6</td>
<td>CARPENTERS</td>
<td>Close to You A&amp;M 34 4771</td>
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<td>7</td>
<td>ROLLING STONES</td>
<td>Get Your Ya-Ya's Out! London NPL 5 2</td>
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<tr>
<td>8</td>
<td>NEIL YOUNG</td>
<td>After the Gold Rush Reprise RS 5 3336</td>
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<td>SOUNDRACK</td>
<td>Soundtrack Capitol ST 5 597</td>
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<td>MOODY BLUES</td>
<td>A Question of Balance Threshold TRS 3 (London)</td>
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<td>CHICAGO</td>
<td>Columbia K6 24</td>
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<td>Greatest Hits, Vol. 2 Gordy GS 7 564</td>
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<td>GUESS WHO</td>
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<td>BAND</td>
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<td>CURTIS MAYFIELD</td>
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<td>COTTON</td>
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<td>CRAWFORD, NASH &amp; YOUNG</td>
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<td>27 Traffic John Barleycorn Must Die United Artists 551 35</td>
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<td>CAMPBELL</td>
<td>36 Glen Campbell Goodtime Album Capitol SM 495</td>
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<td>SUGARLAND</td>
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<td>R. B. KING</td>
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<td>HENDRIX, BUDDY MILES &amp; BILLY CORBEE</td>
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<td>BLOND</td>
<td>58 Live at Leeds Reprise RS 5 3336</td>
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<td>31</td>
<td>JAMES BROWN</td>
<td>Give It Up I Feel Like Being a Sex Machine King 55 7 5799</td>
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<td>GORDON &amp; HENDRIX EXPERIENCE</td>
<td>28 Otis Redding &amp; Jimi Hendrix Experience Reprise RS 5 3336</td>
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<td>ELTON JOHN</td>
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<td>34</td>
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<td>40</td>
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<td>Bridge Over Troubled Water Columbia RKS 4914</td>
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<td>ANNE MURRAY</td>
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<td>JAMES BROWN</td>
<td>Absolutely live Columbia RKS 4914</td>
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<td>62</td>
<td>KENNY RODGERS &amp; THE FIRST TELL</td>
<td>70 KENNY RODGERS &amp; THE FIRST TELL</td>
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For Week Ending November 7, 1970

Awards RIAA seal for sales of 1 million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Certified with red border.)

(Continued on page 58)
"Don't Try To Lay
No Boogie Woogie
On The
KING OF ROCK & ROLL"

AMARET
#45-125

SEE YOUR LOCAL ACTION-CENTER DISTRIBUTOR...NOW!

AMARET RECORDS/1717 NO. HIGHLAND AVENUE/HOLLYWOOD, CALIFORNIA 90028
<table>
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<tr>
<th>ARTIST</th>
<th>Title, Label, Number (Displaying Label)</th>
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<td>KITH HOUSE</td>
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<td>ENGELBERT HUMPERDINCK</td>
<td>WE MADE IT HAPPEN</td>
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<td>BURT BACHARACH/STARCRAFT</td>
<td>BACHARACH &amp; SHANNON KID</td>
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<td>ALICE</td>
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<td>MERLE HAGGARD &amp; THE STRANGERS</td>
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<td>BOB DYLAN</td>
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<td>SUPREME</td>
<td>FLYING OVER THE HILLS</td>
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<td>MUNGO JERRY</td>
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<td>BURT BACHARACH</td>
<td>MAKE IT EASY ON YOURSELF</td>
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<td>TWO TOPS &amp; LIVE AT THE OR-bit</td>
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<td>DADDY</td>
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<td>TEN YEARS AFTER</td>
<td>CUMMINGS GREGG</td>
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<td>NEIL DIAMOND</td>
<td>BAND BIS</td>
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<td>THE FIRST LADY</td>
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<td>TOMMY ROSS SO</td>
<td>WE CAN MAKE MUSIC</td>
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<td>JIM MARTIN</td>
<td>MY WOMAN, MY WOMAN, MY WOMAN</td>
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<td>RICK STEWART</td>
<td>GALLIVANCE</td>
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<td>PANI UP TUNA</td>
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<td>MOODY BLUES</td>
<td>CAN'T HELP MYSELF</td>
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<td>AAA SH 4224</td>
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<td>RICK STEWART</td>
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<td>RICK STEWART</td>
<td>OUR CHILDREN'S CHILDREN</td>
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<td>DOGS FOR FRAMING</td>
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<td>JOE COCKER</td>
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BURDON AND WAR
BEST LIVE BAND WE'VE EVER SEEN

say RICHARD GREEN
and ROY CARR

There's been so much talk about Eric Burdon's new band being the greatest thing that ever hit the stage that I had serious reservations about it until the Hyde Park concert took place on Saturday afternoon. Can any band be that good? Wondered. And then Eric Burdon and War aren't good at all — they're dynamic.

Eric is a younger, more gifted performer than that. He's got a lot of energy, but he's not a natural on the stage. He's not a natural guitar player, and he certainly can't sing. He's not a natural dancer, and he certainly can't dance. He's not a natural singer, and he certainly can't sing. He's not a natural actor, and he certainly can't act. He's not a natural composer, and he certainly can't compose. He's not a natural anything, and he certainly can't anything.

Eric is a natural singer, and he sings with a lot of energy. He's a natural dancer, and he dances with a lot of energy. He's a natural actor, and he acts with a lot of energy. He's a natural composer, and he composes with a lot of energy. He's a natural anything, and he anything with a lot of energy.

Eric is a natural singer, and he sings with a lot of energy. He's a natural dancer, and he dances with a lot of energy. He's a natural actor, and he acts with a lot of energy. He's a natural composer, and he composes with a lot of energy. He's a natural anything, and he anything with a lot of energy.

Eric is a natural singer, and he sings with a lot of energy. He's a natural dancer, and he dances with a lot of energy. He's a natural actor, and he acts with a lot of energy. He's a natural composer, and he composes with a lot of energy. He's a natural anything, and he anything with a lot of energy.
Dr. Smith: Drug Opinion

Dr. Smith addressed a congressional committee hearing studying the drug problem, and has been in the news as a leading voice in the debate.

Dr. Smith: "It would have been much more reasonable for the Vice President to have attacked a dominant culture drug advertising. I think he avoided this for political reasons, and that he attacked the drug itself is politically safe territory. The current trend toward censorship of rock lyrics, and thereby attempting to censor the underground, has worked out very dangerously. For example, political protest could be censored and stifled.

Public Reasons

Dr. Smith: "There are people in our company who just can't take the last reported number of hard drug acts. But I'm tired of hearing about these young people who don't show up for a television appearance or who come on the air and they can't perform well.

Dr. Smith: "They are not the young people we're talking about. They're working with talent which can perform and make a commercial rendition of a song." As part of his campaign, Dr. Smith is preparing an anti-drug album for broadcasters, featuring acts on the label, plus gigs and speaking tours.

Dr. Smith: "We are interested in working with talent which can perform and make a commercial rendition of a song." As part of his campaign, Dr. Smith is preparing an anti-drug album for broadcasters, featuring acts on the label, plus gigs and speaking tours.

Gold Clef Awards Presentation

Collins LP Promo

Dr. Smith: "I believe the radio programmers will support our company." Collins launched the following campaigns as the nucleus of its roster: Bill Media, Curtis Media, Michael Parks, Mel Teliss, Billy Walker, and Tom Dolan.

Dr. Smith: "There is no question about our company's ability to come out with a series of 'critically' successful albums over a long period of time." To support its new album, the company plans to tour with a full band and a string quartet.

Dr. Smith: "We would like to see a return to the days when the radio industry created genuine excellence, as it once did with hits like "Night in Tunisia."" To support its new album, the company plans to tour with a full band and a string quartet.

Scepter Meet Gets Billings

Executive Turntable


Bud Dain named vice-president in charge of A&R and promotion for A&R Records. Dain, who will headquarter in Los Angeles, had previously been vice-president of Liberty Records.
The Perception family is proud to be exclusive distributors of:

RED BULLET RECORDS

first two releases:
The single: "BACK HOME", was number one in Holland & Belgium for six weeks and earned GOLDEN EARRING a gold record.

The album: "GOLDEN EARRING", won Europe's coveted Edison Award for the best pop-rock album of the year and earned GOLDEN EARRING a gold album.

All Perception and Perception distributed products, exclusively distributed on AMPEX STEREO TAPES

management: Zac Glickman
162 west 59 street, n. y. c.
Sonny James sings BMI's Top Ten Country Hits!

The Top Ten Country Hits of All-Time:
Tennessee Waltz
You Are My Sunshine
Your Cheatin' Heart
Born To Lose
He'll Have To Go
Any Time
I Walk The Line
King Of The Road
I Can't Stop Loving You
Young Love

All performed by The Southern Gentleman, Sonny James...

Always on Top:
23 Consecutive #1 Hits on the Country Charts!

Now... a new album

Sonny James "#1"
Heads for #1 on the Country Album Chart!