

# Billboard

NEWSPAPER

NEWSPAPER

APRIL 4, 1970 • \$1.00  
SEVENTY-SIXTH YEAR

The International  
Music-Record-Tape  
Newsweekly

COIN MACHINE  
PAGES 39 TO 42

## Tight Playlist Is Myth, Poll Charges

By CLAUDE HALL

NEW YORK—The record industry has long claimed that singles sales were severely hurt by the advent of the tight playlist. But a *Billboard* survey of more than 100 key Top 40 radio stations coast-to-coast has just revealed that the tight playlist is a myth. One hundred and fifteen respondents to the telephone survey revealed that their playlists run anywhere from 45 to 80 or more records. On the average,

a Top 40 station of today has 57 records on its playlist that it plays.

WTRY in the tri-city area of Albany, Troy, and Schenectady, N.Y., publishes a playlist for distribution to the record stores in the area of 30 records, plus three records that are picked to be hits. However, program director Doug Cole actually features anywhere from 45-to-49 records on  
(Continued on page 28)

## Buddah Adding 3 Labels

NEW YORK—Buddah Records introduced three new labels at the 12th annual convention of the National Association of Record Merchandisers at Bal Harbour, Fla., including Symbolic Records—a partnership venture between best-selling author Harold Robbins, composer-arranger Quincy Jones and conductor Ray Brown. First release to be out within 10

days, will be "Music From the Adventurers." Billing on the album jacket reads "Harold Robbins presents."

Sussex Records is the new label that Buddah Records is launching through a deal with Clarence Avant. First release is "Rodriguez—Cold Fact." Production was by Michael Theodore and James Coffey. Second  
(Continued on page 6)

## '69 Is Seen as Top Disk Sales Year in Britain

By RICHARD ROBSON

LONDON — Although figures for December have yet to be published, it looks as though 1969 was a record sales year for the British record industry. According to the Board of Trade, sales for the 11 months ending November 1969, were 6 percent higher than for the same period in 1968, with exports 14 percent up.

Sales in November 1969, amounted to \$9.12 million—the same volume as for November 1968, although home business increased by 5 percent and export sales declined by 20 percent compared with the same month of the previous year.

Record production in November 1969 at 10,550,000, was 7 percent higher than in November 1968. Pressings of  
(Continued on page 11)

## Pop Theater New Medium for Acts

By MIKE GROSS

NEW YORK — "Pop-Theater" is emerging as a new entertainment concept for live presentations by rock musicians. It's a format in which the music is complemented by a theatrical production which encompasses pantomime or plot or any dramatic technique that will embellish the music.

The new "Pop-Theater" will be launched Wednesday (1) at the Roundhouse in London by the Incredible String Band and will premiere in New York at Fillmore East April 23 in a four-day engagement. The Incredible String Band's show, in which it will be paired with a pantomime group called the Stone Monkeys, the group

which appeared in the tennis scene in Antonioni's film "Blow Up," will be titled "U—Pop Pantomime." The show includes mime, projections and original music written by members of the Incredible String Band. The music will be recorded by the group on the Elektra label.

Other dates lined up for the presentation are at the Boston Tea Party, Boston; the Ludlow Garage, Cincinnati; and Fillmore West, San Francisco.

According to Jay Hoffman, head of Jay K. Hoffman Presentations, who is sponsoring the package, "Pop-Theater" is  
(Continued on page 11)

## NARM Tells It Like It Is in \$\$ & Sense

BAL HARBOUR, Fla.—NARM wrapped up its 12th annual convention here Tuesday (24) with its members more aware of the economic potentials and perils of the record business during the '70s, and more certain of the industry's sociological aspects and obligations. Many problems were left

unsolved; but assuredly they were all brought into the open for analysis and discussion by a group of the most clear-thinking executives ever gathered together by the trade organization. Idle talk was at a minimum; the speeches by keynoteer Jac Holzman, Al Bell, Irwin Tarr, Dave Rubinson and others were extremely perceptive.

Activity at the convention  
(Continued on page 8)

## Eire Waltzes Off With Eurovision

By MIKE HENNESSEY

AMSTERDAM — A simple lilting waltz song sung by an 18-year-old Irish schoolgirl, gave Ireland her first victory in the Eurovision Song contest March 21.

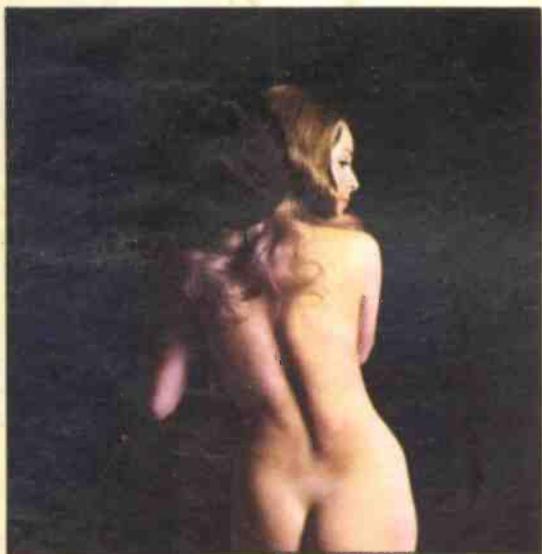
The song, "All Kinds of Everything," written by Jackie Smith and Derry Lindsay and published by Bill Martin and Phil Coulter's Mews Music, was sung by Rosemary Brown, whose stage name is Dana.

The song, released by Rex in Ireland and Decca Ltd. in the U.K., scored 32 votes to give  
(Continued on page 50)

## Tour \$ to Help Campus Radio

By BOB GLASSENBERG

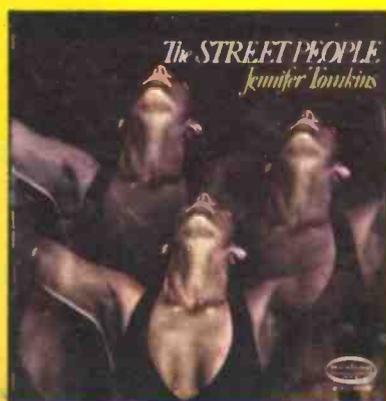
NEW YORK—To help college radio in 27 campuses across the nation, Poppy Records will donate all proceeds of a concert tour by Townes Van Zandt and the Mandrake Memorial. The local college stations, will handle all promotions for the concert. Kevin Eggers, president of Poppy Records, said, "Campus radio has become a major asset  
(Continued on page 33)



LeRoy Holmes Orchestra and Chorus, who usually present easy listening versions of Motion Picture themes, have come up with a hard-driving album of "Themes From the New Provocative Films" (UAS6742). Holmes' arrangements for his 48 piece orchestra and chorus of the new sound in movies is a stereo happening.  
(Advertisement)

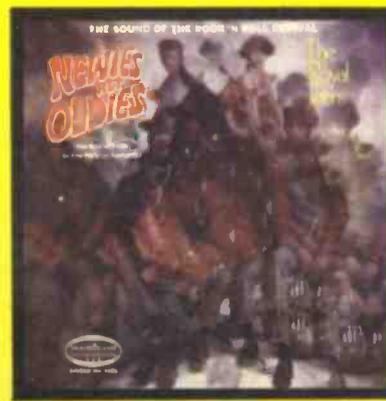


Kenny Rogers and The First Edition continue their parade of hits on Reprise with "Something's Burning," a sizable single and, more important the title song of their newest album. The individual talents of Kenny Rogers, Terry Williams, Mary Arnold, Kim Vassy and Mickey Jones have demonstrated an amazing flexibility in their recording career, which spans hits such as "Just Dropped In," "But You Know I Love You," "Ruby, Don't Take Your Love to Town" and "Something's Burning." "Something's Burning" should be atop the Reprise LP charts immediately.  
(Advertisement)



Here it is . . .  
The Hit Album by  
**The STREET PEOPLE**

includes their current hit  
"Jennifer Tomkins" and the brand-new  
single "Thank You Girl" MUSICOR MS 3189



You have to hear it to believe it!  
**NEWIES  
BUT  
OLDIES**  
by The  
ROYAL TEENS  
The Hits of Today  
In the Style of Yesterday  
MUSICOR MS 3186

MUSICOR — MUSICOR — MUSICOR — MUSICOR

Watch for this ad in Rolling Stone,  
The Village Voice, The Los Angeles  
Free Press, and Fusion.

Listen for the radio spot that plugs  
this angry music on FM Progressive  
Rock stations. And get ready  
for the action.



**RCA** Records and Tapes

**It's dangerous to protest.  
You can get hassled, or jailed,  
or killed if you do.  
But some citizens, maybe the best,  
speak out, no matter what.**

Shostakovich's Thirteenth Symphony, with words by the poet, Yevgeny Yevtushenko, is a document of protest. It is banned and unpublished in Russia. The first American recording features Eugene Ormandy conducting The Philadelphia Orchestra. You can get it on RCA Records and Tapes.

# Radiomen Causing Static on Copyright

By MILDRED HALL

WASHINGTON — As the Copyright Revision Bill moves slowly toward action by the full Senate Judiciary Committee, the Hill is now swarming with broadcast interests furiously determined to scuttle the whole bill if they must, to defeat the proposed record royalty, and above all to kill the compulsory licensing for CATV (cable television) written into the bill by Sen. John L. McClellan's Copyrights Subcommittee.

Jukebox interests are also combing the senatorial ranks for "no" votes on the record performance royalty provision which would cost them \$1 per year per box in royalty, in addition to the \$8 a year for copyrighted music royalty.

Because of the current deluge of tape and record piracy, the record industry has new reason to want the establishment of a full copyright for recordings. Piracy has no serious deterrent

under present U.S. law, and for the first time, Copyright Bill S. 543 would provide heavy penalties for the infringement of a copyrighted recording, as it does for other copyrighted material. Both criminal and civil actions would be available, with discouragingly steep fines for willful violation.

The Revision Bill has been held up on its way to action in the Judiciary Committee by the fight over the Carswell nomination, and may also have to await

(Continued on page 6)

# Laura Nyro's Suit Is Lost Vs. Celestial

NEW YORK—Laura Nyro has lost her suit against Celestial Music. The Appellate Division of the New York Supreme Court recently unanimously affirmed the decision of the New York Supreme Court denying Miss Nyro's motion for summary judgment against her publisher, Celestial Music.

Miss Nyro had contended that her exclusive writer-publisher contract with Celestial was unreasonable and improvident as a matter of law. The Court found nothing in the contract to render it unreasonable or improvident as a matter of law. The exclusive writer-publisher contract, by its express provisions, still has over a year to run before the expiration of its term.

About \$600,000 in recording and performance royalties had been held in escrow pending the outcome of the case.

# RADIO SHOW ON DRUG DANGERS

WASHINGTON — The House Select Committee on Crime will distribute, hopefully through a major network or radio chain, a half-hour radio show featuring Oliver and Art Linkletter and others. The aim of the show, produced by Steve Abrams, is to clue the nation in on the dangers of drugs. On Saturday (4) on ABC-TV's "Dick Clark Show," Congressman Harlie Wiggins will present an award to Oliver for his contribution to the cause. The show blends in music—about eight or nine tunes. The music industry has cooperated by waving rights to the tunes for this special show. The show will be made available to radio stations coast to coast free.

# Chess to Be Distributed in New Orleans Mart by Decca

CHICAGO — The Chess family of labels will now be distributed in the New Orleans market by Decca Distribution Corp. The Decca branch headed by Stan Layton in New Orleans already has Elektra and other brands.

Arnold Orleans and Tony Martel, Decca's vice-president of marketing and creative services, ironed out the New Orleans arrangement. Orleans said the switch was part of Chess' reappraisal of distribution conditions on a market-by-market basis.

Chess recently switched from National Music Sales to Music City Record Dist. in Nashville, from Chatton Dist. to Melody Sales Co. in San Francisco, and more recently, changed distributors in New York City.

Dome Dist. Corp. in New York City, which previously handled only Chess' Neptune Records line, now has all Chess product, consisting of Chess, Checker, Cadet/Concept, Neptune, Head and Pumpkin. Alpha Dist. Corp. formerly had the line in New York City.

Chess recently added Best & Gold Record Dist. in Buffalo, New York and A & I Record

Diss. Co. in Cincinnati, where they previously had no distributor.

Chess labels were formerly handled by Delta Record Distribution in New Orleans.

# NAFMB Meet to Accent Music

By CLAUDE HALL

CHICAGO—Music programming—in all of its format aspects ranging from soul and country music to background music — will be the key emphasis at this year's annual convention of the National Association of FM Broadcasters April 3-5 at the Palmer House. In addition, a demonstration of 4-channel multiplex broadcasting has been slated Sunday (5) afternoon. The annual Major Armstrong Awards will be held at lunch Saturday (4).

Among those speaking during the convention will be Dave Klemm of Blair Radio; Peter Taylor of Kaiser Broadcasting; Alan Shaw of ABC's FM operations; George Duncan of WNEW-FM in New York; C.K. Patrick of WCLV-FM in Cleve-

# NARAS Meet Urges Full Assault Vs Tape Piracy

NASHVILLE — A strong stand against tape piracy by Irving Townsend, national president of NARAS, was the highlight of the two-day meeting here (March 19-20) of the national trustees of the National Association of Recording Arts & Sciences. Townsend urged all members of NARAS to use all legitimate means at their disposal to combat all unauthorized duplicating.

Townsend said, "As a non-commercial, non-political group of individual members, NARAS is not equipped to generate as much force as other groups, geared and dedicated to act in the field of business and govern-

ment lobbying are able to do. However, as individuals, we can and we must use all of our persuasive potential to defend and preserve our inherent rights as artists and scientists dedicated to the various creative aspects of recording. Rather than sit back quietly, while unscrupulous vultures attack our works and our bank accounts, we should, and we must express our opposition to these attacks, whenever and wherever possible, through all courses of communication at our disposal."

He added that the Academy urges each of its members to impress upon their fans and followers, as well as on all buyers

of tapes, the tremendous harm they inflict upon artists by willfully engaging in and encouraging such illegal acts; to constantly urge them to refrain from buying such tapes; to boycott all outlets dealing in such tapes, and, if they feel so inclined, to report to legal authorities all instances of illegal tape pirating of which they are aware.

Other points brought up at the trustees' meeting were: a more intensive involvement in cultural and social affairs affecting NARAS members and the aims of the Record Academy; a reappraisal of membership qualifications; a review of this year's Grammy Awards presentations ceremonies, and the solidification of plans for this year's Grammy Awards TV show scheduled to be aired May 7 on NBC-TV.

Interspersed between the meetings, which also included further discussions regarding a National Administrator, and a financial report from NARAS treasurer Bill Cole, were social gatherings sponsored by ASCAP Tree Publishing Co. and the (Continued on page 62)

# Dylan Wight Bootleg LP Appears in Chi

CHICAGO — After being promised for nearly two months a live recording of Bob Dylan at the Isle of Wight festival in England last summer has been marketed by bootleggers. It is the seventh bootleg Dylan LP, and follows new bootleg products of the Rolling Stones and Beatles.

The Wight concert recording is of variable quality, ranging from listenable to sounding like it was recorded with a pillow

over the microphone. There are 14 songs on the LP which is devoid of markings. Backing Dylan at the Isle of Wight was the Band, Capitol Records artists. Other recent Dylan bootleg LP's are "1,000 Miles Behind," featuring poorly recorded tapes of Dylan performing in Greenwich Village in the early 1960's, and "Great White Wonder II," a double LP of performances available on other bootleg records.

The Rolling Stones album featuring cuts either released as singles or on EP's in England. The first bootleg Stones LP, recorded at a concert in November, is the subject of a recently filed suit by London Records, the Stones company, against several individuals and retail stores seeking to halt the sale and distribution of the LP. London also is seeking \$1 million in damages.

The Beatles LP is in actuality the "Let It Be" album, scheduled for release by either Apple Records or United Artists Records. There are at least two versions available, both in stereo. One of the albums, entitled "Kum Back," is very near to studio quality. Alan Klein, business manager for both the Beatles and the Stones, could not be reached for comment on any further lawsuits to stop distribution of new bootleg products.

# CBS Hit With Memphis Suit

NEW YORK — East/Memphis Music Corp. and BMI filed a suit March 18 in the Memphis Federal Court against CBS-TV charging violations of copyright. The suit claims that the Eddie Floyd-Steve Cropper song, "Knock on Wood," was performed on the "Ed Sullivan Show" without permission of copyright owner.

During the past few weeks BMI and its affiliated firms filed similar copyright infringement suits against CBS-TV in three other cities. In Nashville, the suit was filed with Tree Publishing; in Atlanta, the suit was filed with Lowery Music, and in Detroit, with Jobete Music.

# Writer Berio to Conduct Own Works on RCA

NEW YORK — Contemporary composer Luciano Berio will conduct recordings of his own compositions for the RCA Red Seal label under a long-term agreement with RCA Records. It's the first time RCA has entered into such an agreement since it instituted the practice two decades ago with an exclusive arrangement with composer-conductor Igor Stravinsky.

Three albums for future release have been recorded: The first of these was commissioned by Walter Trampler as a concerto for viola and orchestra. The second recording contains Berio's treatment of folk material from many nations. The third album contains "Epifanie," a work for soprano and full orchestra based on the writings of Proust, Machado, Joyce, Simon and Brecht. It will be recorded this week in London with Cathy Berberian and the BBC Symphony.

# Mother Earth in Full-Length Film

CHICAGO — Mother Earth, who records for Mercury Records, will be in a full-length picture devoted to the Nashville music scene. The group, headed by vocalist Tracy Nelson, is depicted in a six-minute scene on its 600 acre farm in Mt. Juliet, Tenn. The tunes to be performed in the movie are from Miss Nelson's solo LP.

# LONDON PLANT OPENS IN L.A.

LOS ANGELES — London Records will open a factory branch operation here in the middle of May, it was learned by Billboard. Godfrey Dickey will be one of two men involved in managing the new operation. Other details were not known at press time.

KSON in San Diego; Lucky Cordell of WVON in Chicago; Bill Summers of WLOU in Louisville; Harry Wilber of Bernard Howard & Co.; Robert E. Lee of the FCC; Tom Churchill of KRFM-FM in Phoenix; Robert Howe of WRTH in St. Louis; James Schulke of Stereo Radio Productions; Woody Roberts of KTSA in San Antonio; Pat O'Day of KJR in Seattle; and George Burns of Pacific & Southern Broadcasting.

In addition, Roger Hoeck of the All-Industry Committee for Radio All-Channel Legislation, and Walter Schwartz of ABC Radio Network will give a report on the latest happenings in movements to have every radio set manufactured feature both AM-FM.

For More Late News See Page 62

# CAC, Chappell Deal Widens Campus Plan

NEW YORK—Chappell & Co. has tied in with Campus Artist Consultants to broaden its activities in the campus market. The agreement, utilizing a new concept developed by CAC, represents the first move of its kind by a major publisher and the first of its kind between the New York-based CAC and another publisher. Assuming the form of a worldwide talent search, the

concept created by CAC, has its roots in the campuses of the U.S. and Europe. Material emerging from campuses is submitted to CAC and judged by committee as to commercial value. If not publishable, material will receive a thorough analysis suggesting new approaches. Applicants may submit for review up to six times annually.

CAC, scheduled shortly for offices in Australia, Japan, South Africa and South America, includes two publishing companies, Campus Artist Music Group, Ltd. (ASCAP) and Campus Tunes, Inc. (BMI), both of which are administered by Chappell worldwide. The company currently provides services of promotion, public relations through its affiliate Patrick West Associates, and publicity and advertising.

The new partnership is being initiated when Chappell and CAC co-exhibit at the upcoming Intercollegiate Broadcasting System Convention running at the La Salle Hotel in Chicago Friday through Sunday (3-5). At that time, Norman Weiser, vice president and general manager of Chappell, will address the luncheon finale on the subject: "College Radio: The New Horizon for the Music Industry."

## ASCAP Board Names Shayne

NEW YORK—Larry Shayne has been appointed to fill one of the vacant publisher-director slots on ASCAP's board of directors. Shayne became a publisher-member of the Society in 1958, with the Larry Shayne Music, Inc., firm in Hollywood. He also publishes most of Henry Mancini's works.

## Bourne to Publish Forever More Tunes

NEW YORK—Bourne Co. has been set to publish the compositions by the RCA Records group Forever More. The group's debut RCA album is titled "Yours Forever More."

Bourne is preparing a graphic presentation of the group.

## L&H Opens a New 16-Track Multirecording Studio in N.J.

PHILADELPHIA, Pa. — A new 16-track, multirecording studio complex, L&H Sound Recording Studios, Inc., has been opened in Pennsauken, N.J., by Robert Lowden, musical director, arranger and conductor; and Bill Hamilton, an independent record producer.

The company, on 8,000 square feet of space, has three main studios. Studio A is equipped with a 20 input console of latest design with complete equalization facilities in each input. An Ampex MM 1000 16-track unit has also been installed. In order to accommodate a full orchestra, the room specifications are 60 x 50 feet.

Studio B measures 30 x 40 feet and carries similar equipment to Studio A; while Studio C, conceived mainly for small groups, jingles, voice over and narration, measures 28 x 20 feet. Closed circuit television is installed in studios A and B. The three recording studios were designed by Gately Electronics of Havertown, Pa.

Bill Hamilton will head the business end of L&H Recording Studios, while Lowden will handle the creative end, writing, conducting and arranging.

L&H Sound is the first multirecording operation in the Philadelphia area which features both monaural and 16 track recording facilities.

## NARM MEMBERS IN CMA INCREASE TO 35

BAL HARBOUR, Fla.—Close cooperation between NARM and the Country Music Association is producing tangible results. Spearheaded by Jack Geldbart, of ABC Record and Tape Sales Corp., and director and past NARM president, the membership of record merchandisers in CMA has increased to 35. This includes the entire NARM board.

Geldbart, in addition to his NARM activities, is active in CMA, where he heads the record merchandiser committee.

Geldbart termed the entente "a gracious move by NARM and fine for CMA." Geldbart added that at the CMA's upcoming board meeting in Atlanta, plans will be set to implement NARM's interest in country product.

Jo Walker, CMA executive director, a guest of NARM at the convention, contacted numerous wholesalers and manufacturers with a view towards membership in CMA.

## CBS Intl Wraps Up Licensing, Pub Deals

NEW YORK — CBS International recently wrapped up several music publishing and licensing deals. Included are agreements with Blue Seas/Jac Music and Metromedia Records.

The Blue Seas/Jac deal gives CBS International's music publishing companies in Latin America, Holland, Israel, and Japan subpublishing rights to all of the Burt Bacharach and Hal David tunes. In addition, other contracts have recently been signed giving CBS International

in Latin America the rights to all music published by Allied Artists Pictures Music Co. and the rights, from Russell-Cason Music, to the Bobby Russell song, "Then She's a Lover." CBS International's publishing company in Japan obtained from Redwood-Wichub, rights to the songs of Val Stoecklein.

The deal with Metromedia now gives CBS International subsidiaries in Latin America, France, Germany and Israel the rights to Metromedia's entire catalog. Other licensing agreements extend Chess Records' contract with CBS International's Australian subsidiary, The Australian Record Co. and give CBS Records (Israel) Ltd. licensing privileges in Israel for Tamla-Motown.

## Moman Big \$ Deal With Cap

MEMPHIS — Chips Moman, who signed a multi-million dollar production contract with Capitol Records, for his own Chips Records label is completing an album on Ronnie Milsap for his first release for distribution by Capitol.

The deal with Moman and Tommy Cogbill, who will place his own artists on the Trump Record label, calls for each to produce their own artists for distribution by Capitol. Each can continue to produce established artists such as RCA's Elvis Presley, Scepter's Dionne Warwick, Bell's Box-Tops, among others. But the contracts only allows them to record unknown artists for their own two record labels.

The Capitol contracts for three years each involves an estimated \$3 million minimum.

Milsap, who formerly recorded for Scepter Record Co., has played at TJ's Lounge here for the past 18 months. Moman produced Milsap for Scepter at that time.

## Allied Artists Forms a Wing

NEW YORK — Soutown Music has been formed by Allied Artists Pictures Corp. as a wholly owned subsidiary with Carl Prager as president. The company, which is licensed by BMI, will release the score from "End of the Road," an Allied Artists-distributed film, as their first project. Other film scores planned for release by Soutown include "Scorched Rose," De Sade's "Philosophy of the Boudoir," "Eagles in the Air," and "Way of the Eagle."

## Stax Tightens LP Output

MEMPHIS — Stax Records and its subsidiary Enterprise, Respect and Volt labels will only release four or five albums a month under a new policy.

The new policy begins with the March release, which has LP's by Booker T. & the MG's and Rufus Thomas on Stax, Isaac Hayes on Enterprise, and the Rev. Jesse Jackson on Respect, a newly formed label.

Under the new setup, all albums will receive heavy individual advertising, promotion and publicity campaigns for both artists and product with each new release.

## Label Launched By Writer Smith

BRISTOL, Tenn.—Gotta Go Records has been launched here by Wiley J. Smith, a songwriter who has had many songs published by Tree Music and other publishers. First release on the new label will be Smith with "Man Behind the Man" b/w "Hodrod Molly." The Carousel, a 10-man rock group, has already been recorded and their first single will be out soon. The publishing wing of the new label is Gotta Go Music. Several distributors have already been lined up, but a spokesman for the label said Mid-West and Far-West distributors are still being sought.

## Nat'l Sound Marketing in Expansion; Inks New Labels

NEW YORK — National Sound Marketing has established regional offices in several new markets and has signed several new labels for its services of providing independent tape and record manufacturers with a sales force on a national basis.

NSM's new regional offices are in Boston, covering the New England area; Miami, covering Florida, southern Alabama and New Orleans; St. Louis, covering Kansas City, Minneapolis, Des Moines and Denver; and Los Angeles, covering the West Coast. Other offices are in Philadelphia, Atlanta, Cleveland, Chicago and Dallas.

The latest manufacturers to

sign with NSM are the Shelby Singleton Corp., Starday-Nashville, Hickory and Skylite-Sing. Already represented by NSM are Musicor, Jubilee, Fiesta and Ethnic Tapes.

NSM represents the firms for promotion, selling and servicing record and tape distributors, rack jobbers and one-stops at the wholesale level. Paul Adams, president of NSM, said that over 400 accounts are now being serviced on a two-week personal call cycle in every market.

NSM has set up headquarters at 240 West 55th Street in New York. In addition to Adams, the home office houses Tony Lenz, vice president of merchandising and product development.

## High Fidelity Cable TV Forms Consulting Division

GT. BARRINGTON, Mass.—High Fidelity Cable Television has formed a consulting division, Communication Consultants, which will offer service to both the Cable TV industry, and governmental bodies faced with the problem of making intelligent decisions among applicants competing for franchises.

The company headed by Warren B. Syer, vice president of Billboard Publications, Inc., will offer experienced management advice at every stage of the development of the CATV franchise, from planning, to management of the system.

For governmental bodies attempting to choose among franchise applicants, Communication

Consultants will offer an objective appraisal of the realistic capabilities of cable communications in a given community, and will make specific recommendations aimed at dispelling the myths and mysteries surrounding CATV.

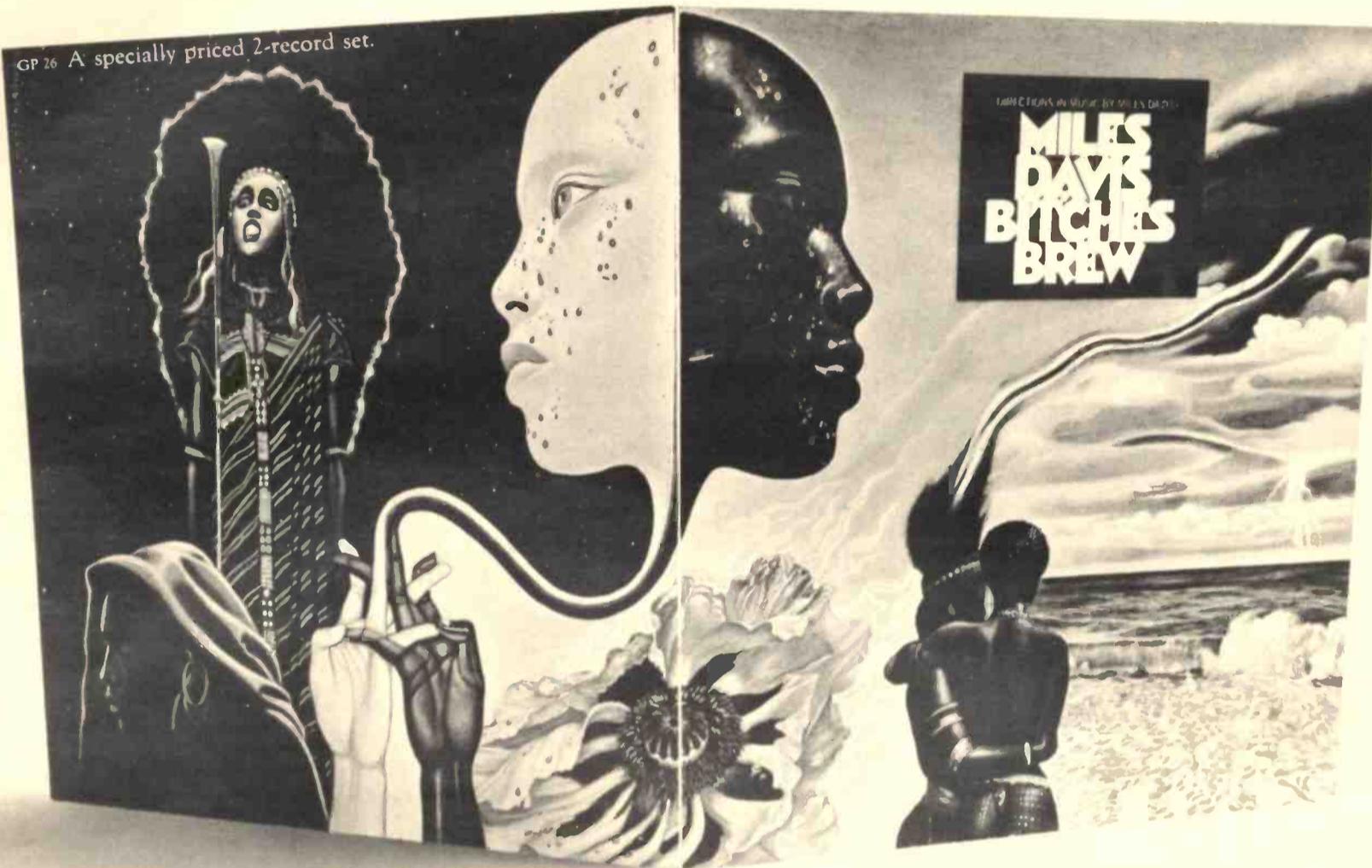
In addition to Syer, other members appointed to the executive staff include, John W. P. Mooney, general manager of High Fidelity CATV, who will specialize in community relations; John L. Diegel, systems manager of the same company, who will advise on technical matters; and John W. Tynan, news director of High Fidelity CATV, who will specialize in local origination production.

## In This Issue

CLASSICAL .....	46
CAMPUS .....	33
COIN MACHINE WORLD .....	39
COUNTRY .....	36
GOSPEL .....	49
INTERNATIONAL .....	50
RADIO .....	28
SOUL .....	34
TALENT .....	20
TAPE CARtridge .....	14

FEATURES	
Music in Print .....	49
Stock Market Quotations .....	11
Vox Jox .....	30
CHARTS	
Best-Selling Classical LP's .....	46
Best-Selling Jazz LP's .....	44
Best-Selling Soul Albums .....	35
Best-Selling Soul Singles .....	34
Breakout Albums .....	44
Breakout Singles .....	49
Hits of the World .....	53
Hot Country Albums .....	38
Hot Country Singles .....	54
Hot 100 .....	58
Labels Disk Action Report .....	49
Tape CARtridge Charts .....	18
Top 40 Easy Listening .....	48
Top LP's .....	54
RECORD REVIEWS	
Album Reviews .....	43, 44
Single Reviews .....	60

GP 26 A specially priced 2-record set.



## **A Novel By Miles Davis.**

Bitches Brew is an incredible journey of pain, joy, sorrow, hate, passion, and love.

Bitches Brew is a new direction in music by Miles Davis.

Bitches Brew is a novel without words.

**On Columbia Records** 

# Billboard

The International Music-Record-Tape Newsweekly

Billboard Publications, Inc., 165 W. 46th St., New York, N.Y. 10036  
Area Code 212, PL 7-2800 Cable: BILLBOARD NEWYORK



President, WILLIAM D. LITTLEFORD  
Vice President of Business Publications, MAL COOK

Publisher: MORT L. NASATIR Associate Publisher: LEE ZHITO

## EDITORIAL

EDITOR IN CHIEF: Lee Zhito

EXECUTIVE EDITOR: Paul Ackerman

### DEPARTMENT EDITORS

MUSIC EDITOR: Paul Ackerman  
ASSOCIATE MUSIC EDITOR: Mike Gross  
RADIO & TV: Claude R. Hall  
TAPE CARTRIDGE: Bruce Weber (L.A.)  
COIN MACHINE WORLD: Earl Paige (Chi)  
MUSIC INSTRUMENTS: Earl Paige (Chi)

COUNTRY MUSIC: Bill Williams (Nash)  
GOSPEL MUSIC: Bill Williams (Nash)  
SOUL MUSIC: Ed Ochs  
CLASSICAL MUSIC: Fred Kirby  
TALENT: Mike Gross  
CAMPUS: Bob Glassenberg

INTERNATIONAL NEWS AND SPECIAL ISSUES EDITOR: Ian Dove  
ART DIRECTOR: Virgil Arnett COPY EDITOR: Robert Sobel

### EDITORIAL NEWS BUREAUS

CHICAGO, ILL. 60601, 188 W. Randolph. Area Code 312, CE 6-9818  
Bureau Chief, Earl Paige  
LOS ANGELES, Calif. 90069, 9000 Sunset Blvd. Area Code 213, 273-1555  
Bureau Chief, Elliot Tiegel  
NASHVILLE, Tenn. 37203, 1905 Broadway, Area Code 615, 244-1836  
Bureau Chief, Bill Williams  
WASHINGTON, D.C. 20005, 733 15th St., N.W. Woodward Bldg., Rm. 533.  
Area Code 202, 393-2580. Bureau Chief, Mildred Hall  
EUROPEAN EDITOR: 7 Carnaby St., London W.1. Phone: 437-8090  
Cable: Billboard London, Mike Hennessey

### FOREIGN CORRESPONDENTS

AUSTRIA: Manfred Schreiber, 1180 Wien XVIII, Kreuzgasse 27, Austria. Tel: 43.30.974.  
BELGIUM: Rene VanDerSpeeten, Grote Baan 148, Herdersem (Dij Asselt), Belgium. Tel: (053) 20591.  
BRAZIL: Henry T. Johnston, Av. Rio Branco 25, Rio de Janeiro, Brazil. Tel: 23-4977.  
CANADA: Richie Yorke, 32 Spencer Ave., Toronto 3, Canada. Tel: (416) 368-7851. Ext. 455.  
CZECHOSLOVAKIA: Dr. Lubomir Doruska, Vinohradska 2 Praha Vinohrady, Czechoslovakia. Tel: 22.09.57.  
IRE: Ken Stewart, Flat 5, 141, Rathgar Road, Dublin 6, Ire. Tel: 97.14.72.  
JAPAN: Eison Irwin, Entertainment Editor, Stars & Stripes, APO San Francisco, Calif. New Zealand: J. P. Monaghan, c/o Box 79, Wellington, New Zealand.  
PHILIPPINES: Oskar Salazar, 1032 Matimyas St., Sampaloc, Manila.  
FINLAND: Kari Helopalo, Perttula, Finland. Tel: 27.18.30.  
FRANCE: Michael Way, 41, rue des Favorites, Paris 15. Tel: 532.81.23.  
HOLLAND: Bas Hageman, Hymnestraat 9, Apeldoorn, Holland. Tel: 19647.  
HUNGARY: Paul Gyongy, Derek Utes 6, Budapest, Hungary. Tel: 35-88.90.  
INDIA: Hugh Witt, P.O. Box No. 524, New Delhi, India. Tel: 46176.  
ISRAEL: Avner Rosenblum, B Gezer St., Tel Aviv, Israel. Tel: 23.92.97.  
ITALY: Daniele Prevignano Ionio, Pizzale Loreto 9, Milan, Italy. Tel: 28.29.158.  
LATIN AMERICA: Argentina: Ruben Machado, Lavalle 1783, Buenos Aires, Argentina.  
Mexico: Enrique Ortiz, Nucleo Radio Mil, Insurgentes Sur 1870, Mexico 20, D. F. Puerto Rico: Antonio Contreras, 26 Gertrudis St., Santurce, Uruguay: Carlos A. Martins, CXB Radio Sarandí, Montevideo, Uruguay.  
POLAND: Roman Wascho, Warszawa 45, Magiera 9 m 37, Poland. Tel: 34.36.04.  
SCANDINAVIA (Denmark and Norway): Espen Erikson, Bestunivelen 21d, Oslo, Norway. Tel: 55.71.30.  
SPAIN: Joaquin Luqui, Donoso Cortes 56, Bajo C. Madrid 15. Tel: 243.99.60.  
SWEDEN: Kjell Genberg, P.O. Box 84, 137 01 Vasterhaninge, Stockholm, Sweden. Tel: 41.73.90.  
SWITZERLAND: Bernie Siger, Im Winkel 7, 8600 Dubendorf, Zurich, Switzerland. Tel: 85.85.48.  
UNION OF S. AFRICA: GIVE Calder, 58 Carlisbrook St., Sydenham, Johannesburg, South Africa.  
WEST GERMANY: Munich: Ursula Schuegraf, Prinzregentenstrasse 54, Munich 22, West Germany. Tel: 20.54.32.  
Hamburg: Gint Walter Mallin, 334 Wolfenbittel, Hermann-Lons-Weg 6, West Germany. Tel: (05331) 3207.  
YUGOSLAVIA: Borjan Kostic, Balkanska 30, Beograd, Yugoslavia. Tel: 64.56.92.

## SALES

DIRECTOR OF SALES: Ron Carpenter ADVERTISING MANAGER: Ronald E. Willman  
PRODUCTION MANAGER: Bob Phillips PROMOTION DIRECTOR: Murray Dorf  
CLASSIFIED ADVERTISING MANAGER: Miles T. Killoch (New York)  
CIRCULATION DIRECTOR: Milton Gorbulew (New York)

### REGIONAL OFFICES

PETER HEINE, Manager of Regional Office Operations, Los Angeles  
CHICAGO: Ill. 60601, 188 W. Randolph, Area Code 312, CE 6-9818  
Tom Herrick, Regional Publishing Director  
NASHVILLE: Tenn. 37203, 1905 Broadway, Area Code 615, 244-1836  
Robert Kendall, Regional Publishing Director  
LOS ANGELES: Calif. 90069, 9000 Sunset Blvd. Area Code 213, 273-1555  
Willis Wardlow, Regional Publishing Director  
LONDON: 7 Carnaby St., London W.1., Phone: 437-8090  
Andre de Vekey, Regional Publishing Director

### INTERNATIONAL SALES

United Kingdom: Andre de Vekey, Billboard Publications, 7 Carnaby St., London W.1.  
Phone: 437-8090, Cable Billboard, London  
Italy: Germano Ruscitto, Billboard Gruppo srl., Pizzale Loreto 9, Milan. Tel: 28.29.158  
Spain: Rafael Ravert, Ponzano 26, Madrid 3, Spain. Tel: 234.71.30  
Benelux, Czechoslovakia, France, Hungary, Poland, Scandinavia, West Germany.  
Johan Hoogenhout, Smiroffstraat 40, s-Hertogenbosch, Holland. Tel: 47688  
Japan: Kanji Suzuki/Japan, Trade Service Ltd., Ikejiri 3-1-1-1008, Setagaya-ku, Tokyo.  
Tel: 413-2871  
Mexico: Enrique Ortiz, Nucleo Radio Mil, Insurgentes Sur 1870, Mexico, 20, D.F.  
Puerto Rico: Antonio Contreras, 26 Gertrudis St., Santurce, Puerto Rico  
Argentina: Hector Chaponick, Paraguay 776-8° B y C, Buenos Aires, Argentina  
Brazil: Joan Luiz de Albuquerque, Rua Buihoes Carvalho, 524 c.l., Copacabana ZC 37,  
Rio de Janeiro—GB—Brasil  
Venezuela: Christian Roux, Radio Exitos 1090, Calle El Retiro, Qta. Vilma, El Rosal,  
Caracas, Venezuela

Subscription rates payable in advance. One year, \$30 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$50 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at New York, N. Y., and at additional mailing offices. Copyright 1970 by Billboard Publications, Inc. The company also publishes Amusement Business, Discografia Internazionale, Gift & Tableware Reporter, Merchandising Week, Record Mirror, Record Retailer, Vend, World Radio Television Handbook, American Artist, High Fidelity, Modern Photography, Photo Weekly. Postmaster, please send Form 3579 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214.



Vol. 82 No. 14

## Subscription Order Form

4063

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214  
Please enter my subscription to BILLBOARD for

1 YEAR \$30  3 YEARS \$60  New  Renew  
 Payments enclosed  2 EXTRA issues for cash  Bill me later

Above subscription rates for Continental U. S. & Canada.

Overseas rates on request.

Company \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State & Zip \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_

## Steady Bows 1st Complete Set of Reggae in U.S.

NEW YORK—The first complete set of reggae records ever to be released in this country, has just been made available by Steady Records. The six-volume set—they can be bought individually—features a new music form developed on the Caribbean island of Jamaica. It is an improvement on the original Jamaica Ska, which first made its appearance in the early 1960's, and quickly found popularity in England, the West Indies, and certain parts of Canada where there is a sizable West Indian population.

Reggae is not an original music form, it combines West Indian folk and calypso sounds along with traditional North American jazz, to produce a sensuous, racy and very enjoyable sound. The beat itself, like most West Indian musical sounds, is unbelievably simple—a one, two, three movement that even the least musically minded can follow.

This set of records on the Steady label—"Reggae Revolution," "Reggae's Greatest Hits (Volume 1 & 2)," "Reggae Scorcher," "Boss Reggae" and an oldie, "Many Moods of Lee," which gives the listener an insight into the original reggae—features some of the leading innovators of reggae music. They include Kan Lazarus; guitarist Ernest Ranglin, who is featured on the "Boss Reggae" album; Eddie Lovette; the Gaylets; and the Federalmen, who are largely responsible for the distinctive reggae sound. A uniquely different musical sound.

RADCLIFFE JOE

## Nashville Gets 3d Synthesizer

NASHVILLE — The third Moog synthesizer installation here has been installed at Woodland Sound Studios, according to an announcement by Glenn Snoddy, Woodland president.

The first demonstration in the operation and application to the Moog will be held in the new "Studio B" at the studios March 23. Record producers, artists, and creative people in the advertising industry have been invited.

## Buddah Adds Labels

• Continued from page 1

LP, to be out in a month, will feature Mertizie.

Eleuthera Records, a new label by Artie Kornfeld and Mike Lang of Woodstock Festival fame, will also be distributed by Buddah. First LP will feature Bert Sommer. Buzzy Linhart is set for a future album. The label will concentrate on progressive rock, it was learned, and artists exposed will be receiving extra push through a series of six festivals that the firm of Kornfeld-Lang Adventures will be promoting during 1970. Publishing firms are Luvlin Music and Jamilin Music.

## Executive Turntable

Russ Regan, vice president and general manager of Uni Records, signed a new exclusive contract with the label, effective immediately. Regan has been with the company since December, 1966.

★ ★ ★

Jerry Sharell named director of promotion for the Buddah Group of labels. He had been national promotion director for A&N Records. In another move at Buddah, Cecil Holmes, director of r&b promotion, was appointed vice president. He will be liaison director for all r&b activities on all Buddah distributed labels.

★ ★ ★

Dick Etlinger appointed manager, business and talent affairs, RCA Records, filling the position left vacant by the appointment of Joe D'Imperio as division vice president, popular music. Etlinger has been manager, business affairs, since 1965 and before that was counsel in RCA's law department. . . . Christopher F. Cobern named to the newly created position of executive vice president, GRT Corp. He has been with the company for a year and a half as director of marketing and most recently was vice president, marketing. Before GRT he was with the Fairfield Camera and Instrument Corp. and Hughes Aircraft. . . . Bernie Scherer named professional manager, Metromedia/Valando music publishing firms. He is a former professional manager of Bourne Music.

★ ★ ★

Ray Milanese will coordinate radio promotion with Alan Lott and the general operation of Marnel Record Distributors, Philadelphia. He was formerly with Universal Record Distributors.

. . . Donald E. Koeman named product sales manager Gibbs Special Products Corp., Janville, Wis. He was previously field sales supervisor with the company. . . . Bebe Kallas promoted to executive assistant at David Lucas Associates, New York, music and record production firm. She has been in the firm's traffic department for two years. . . . Alan M. Leeds joins G. R. Industries as tour director and publicity manager. He was formerly publicity director with James Brown Productions, Cincinnati.

★ ★ ★

Freddie Love promoted to director, national sales, Metromedia Records. He has been national promotion manager at Metromedia since its inception in 1968. Before that he was with Epic and Columbia Records. . . . J.S. (Mike) Hoffman named vice president and general manager, Universal Communications Inc., New York. He is a former director of marketing, planning and development of Capitol Directo Marketing. . . . Robert and Alan Slater resigned as officers of New Beat Management Ltd. Previously Robert Slater was an agent at Premier Talent and his brother was an independent record producer and personal manager. . . . Larry Hampton named vice president of Daniels Record Co., replacing Jethro Ingram who is now vice president of Joba Music, also owned by Daniels. . . . Bruce Hirschorn appointed West Coast professional manager of MRC Music Inc. and Three Bridges Music. He was formerly professional manager with the Richmond Organization and was previously associated with Columbia-Screen Gems.

★ ★ ★

Herbert A. Lowe has been appointed Eastern regional sales manager of Infonics. . . . Darol Rice, a&r at RCA, has left to go into independent production for Three Dee Music. . . . Shelley Haims has been appointed general sales manager of Century City Music. . . . Larry Adair has joined Don Perry Enterprises to direct the company's music publishing firms, Susaper Music and Invador Music. . . . Jerry Sharell leaves A&M as its national promotion director, a post he held for several months.

★ ★ ★

Philip J. Kreizer elected president of Artistic Cover Products, New York, replacing Theodore Wolf. Kreizer is also president of Glenwood Fabrics Corp. Milton Rashkow named executive vice president, replacing R.B. Wolf. Rashkow is general manager with Artistic Cover.

★ ★ ★

Teme C. Brenner elected president of Rogers Cowan and Brenner Inc. Warren J. Cowan, president for the last five years of the international public relations firm, moves up to chairman of the board. Henry C. Rogers, former board chairman, appointed chairman of the executive committee.

## Radiomen Cause Static on Copyright

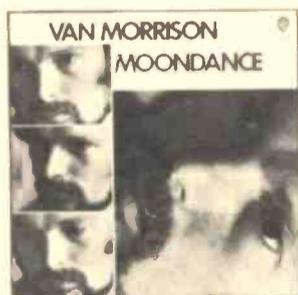
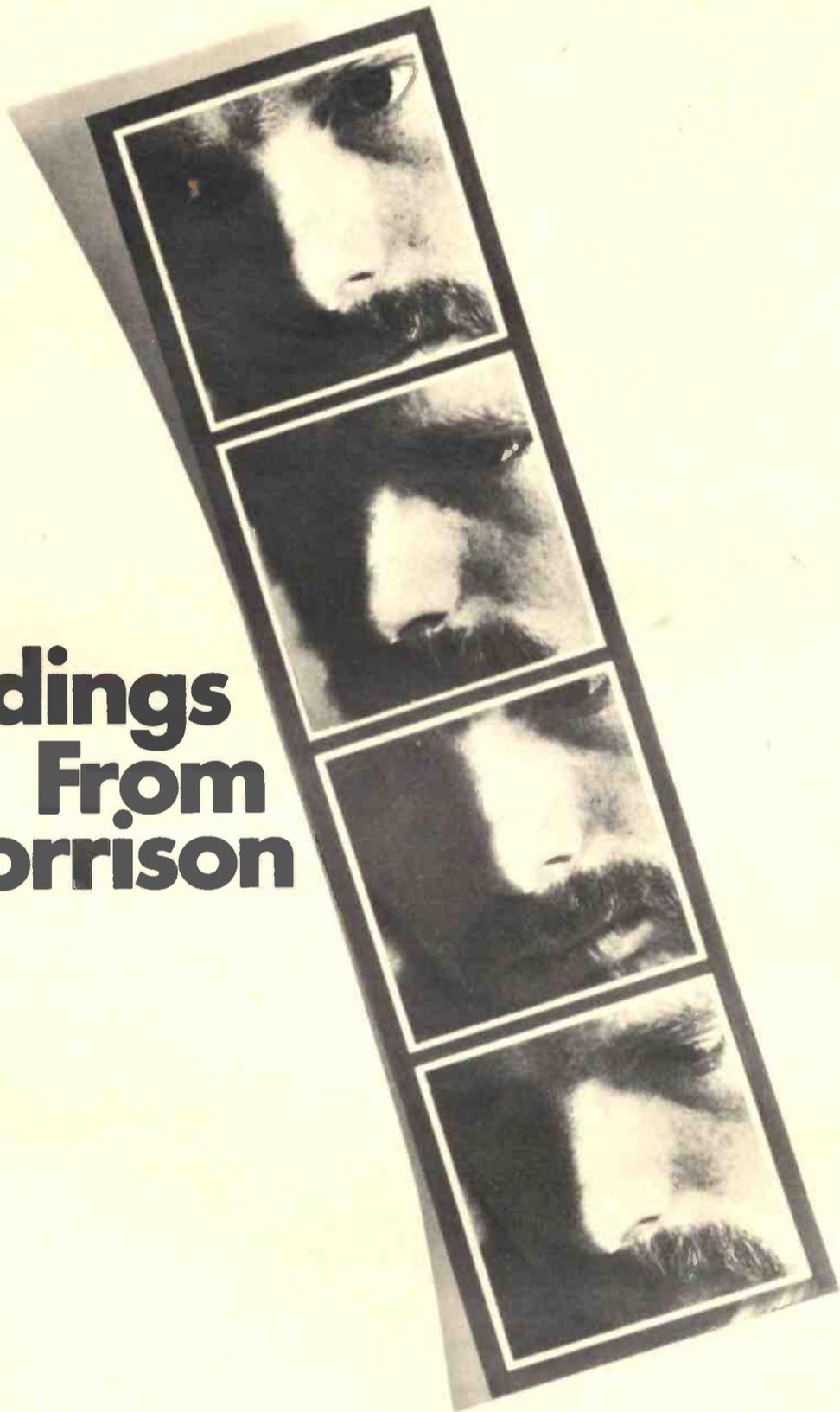
• Continued from page 3

action on a constitutional amendment on voting rights. Sen. McClellan (D., Ark.) has urged that the copyright law be taken up at the earliest possible moment, but no one can predict at this time just how soon the bill will be acted on by the Judiciary Committee and reach the Senate floor, after which it must go through House vote.

Most Senators are heavily in

favor of the Bill's special copyright tribunal arrangement, to settle the perennial and time-consuming problems of rate adjustment for all statutory (but not privately negotiated) copyright royalties. The special panel would free Congress from old problems of jukebox royalties and mechanicals, and the newer ones of CATV and record performance royalty, if these two stay in the bill when it comes out of the Senate Judiciary Committee.

# Glad Tidings From Van Morrison



Last year, Van gave us "Astral Weeks," which Rolling Stone and Fusion and a lot of other people think may have been 1969's finest rock recording.

This year, Van Morrison has enriched rock music with "Moondance," which has those same people even more excited.

Van Morrison is Irish, ginger and poker-faced (most of the time) and his voice and his world of moondancing and astral weeks are the best of all possible. Find out for yourself.

Van Morrison is a howler and a wailer for Warner Bros. Records, where he belongs.

# Cash Squeeze Spurs 'Exchange'

BAL HARBOUR, Fla.—The question of finances came up at NARM for serious, though reserved, discussion here in a panel discussion moderated by Stan Gortikov, president of Capitol Industries. On one side, Robert Lifton, chairman of the board of Transcontinental Investing Corp., said the major department stores were not paying their bills and, because of the high cost of financing, leading wholesalers were being forced to turn to the record labels to share some of this burden. "It's a matter of business position. We have no leverage on the department store," he said, adding that the rack jobber cannot bear any more of the burden.

On the other side, Al Bennett, president of Liberty/UA Records, pointed out that hit product doesn't come easy and manufacturers were not going to assume any more of the cost of financing records in the marketplace.

Lifton countered with the statement that it could not be that simple a solution. . . that record labels stood to lose millions in business. He said, however, that his staff was being encouraged to put pressure on the department stores for payment and he would be finding out the consequences of this

move soon and whether the department stores were using records as loss-leaders or profit-makers.

In another part of the discussion, Bennett said he felt the demise of the independent distributor was "around the corner." He felt the business would continue to improve marketing methods. Norman Racusin, president of RCA Records, said that he didn't see the demise of the independent distributor as much as the growth of the service distributor.

Brought out, too, during the panel session was returns. Lifton said manufacturers, in spite of the government's aim to cut down on production of all prod-

ucts, was turning out a heavy flow of records and forcing them into the market. This brought about heavy returns. "The only ones really making money are the freight people," he said.

Record manufacturers are sitting in the middle between the wholesalers and the artists, said Bill Gallagher, president of Famous Music Corp. Irwin H. Steinberg, president of Mercury Records pointed out that it would be very good if the burden of financing was spread out more and that very few manufacturers in other industries guarantee the flow in and out of the market as much as does the record industry.

# LP Content, Black Hiring Aired

BAL HARBOUR, Fla.—Controversial material in albums and black-hiring practices came up for torrid discussion in a NARM panel session moderated by Joseph Smith, executive vice president of Warner Bros. Records.

Clive Davis, president of Columbia Records, felt there would be considerable problems in the near future regarding the content of albums. He pointed out that in the same

store books were being sold regardless of the content while albums with even questionable material were not. There's also a big problem coming up regarding radio play of questionable lyrics, he felt.

Jerry Wexler, executive vice president of Atlantic Records, said that in a study an album designed for rack sales with an ordinary cover far outsold the same album with a "filthy" cover.

Regarding hiring of blacks, air personality Del Shields said that there's no other industry than music in which a black "has more right to be," but too often blacks are not being given the privilege of making a mistake; one mistake and they're fired.

Davis pointed out that Co-

## SCHWARTZ NEW HEAD OF NARM

BAL HARBOUR, Fla.—Jim Schwartz president of Schwartz Bros. and District Records, Washington, D.C., was named president of NARM, replacing Amos Heilicher of Heilicher Bros. and J.C. Marsh, Minneapolis.

Others on the new slate include Jack Grossman of Merco Enterprises, first vice president; Merritt Kirk of Music West, second vice president; Carl Glaser of Pleasure Products Safes Corp., treasurer; Dick Stultz of Record Supply Co., secretary. Two new members elected to the board were Stultz and Al Lorber of Transcontinental Music Corp.

## 'Spaghetti' Box Pkg Brings on Loot at Korvette

NEW YORK—All the E.J. Korvette discount chain will convert to featuring tape CARtridges in the "spaghetti" box package. Harry Apostoleris of Alpha Distributing said that a test in four stores of the Korvette chain doubled and tripled business in cartridges, even outselling the chain's leading store, on Fifth Avenue.

The next store to go to the spaghetti pack will be the 34th Street store. The major stumbling block with the package, he said, is store security; in one store they found 25 empty boxes the first day of using this sales concept, but it was discovered most of the thefts were by the employees, not the customers.

# Black Impact Is Cited by Al Bell

BAL HARBOUR, Fla.—Al Bell, executive vice president of Stax/Volt Records, told NARM attendees that the black influence has helped considerably in shaping the direction of most popular music recorded.

Speaking on the role of black influences in the recording industry, Bell said, "Black music is now a major influence on all record sales in every city. The impact of its influence is largely felt among young buyers, both black and white, in big cities and on college campuses."

He disclosed that with a black median age 21, the black consumer is today the youngest in the country. "Because of his number, his age and the fact that black music is the mainstay of his life pattern, he dominates the campus, big city and other choice markets," said Bell.

He also said that because all black people are young at heart, regardless of age, the older folk in the black consumer market cannot be excluded or separated from the total market picture.

He added, "Statistics show that, on a per capita basis, blacks, regardless of income, buy more records and record playing equipment, and spend more money for entertainment than anyone else in the major markets."

Elaborating on his theme, Bell disclosed that total disk sales for 1969 accounted for over \$1 billion in revenue, while tapes netted some \$400 million. "What could they be

(Continued on page 11)

Columbia Records now has 716 blacks, compared to 472 in 1967. This represents 13 percent of the working force.

Wexler said that Atlantic Records has always had broad ethnic hiring practices.

Youth in the industry and growing pains of the record business were also discussed.

# NARM Tells It Like It Is in \$\$ & Sense

• Continued from page 1

mirrored not only the promise of the future but also the tribulations of the present. The tensions due to tight money and undercapitalization — with the attendant fears of a "shakeout" (Billboard, March 28) — were obvious to all; and many manufacturers took advantage of the opportunity to collar their distributors and extract some long overdue dollars.

Other tensions between manufacturer and wholesaler were obvious, with the manufacturers feeling that they are taking on increasing financial burdens; that not only do they find the talent and make the product, but also assume promotional and other costs as the distributor grows lax in these traditional functions.

It was recognized that many distributors are facing a crisis in morale, especially in view of the policy of multiple distribution and consequent loss of exclusivity; and that this negated the likelihood of full catalog exploitation.

Mirroring the times, convention discussions devoted many hours to an examination of how to adequately give representation to black members of the industry — as executives as well as artists; and the total black market's dollar volume potential was exhaustively presented in a study by Al Bell. The changing radio scene and its effect on record promotion; ways and means of battling the bootleggers, concepts in record and tape packaging were among current industry problems tackled in speeches and panel discussions.

Meanwhile, simmering just below the surface, was a realization among astute conventioners that change is constant and that myriad preparations must be made for the upcoming audio-visual era.

The convention's tone was businesslike and quiet, with no hint of rowdiness. Many members brought wives and children, and the agenda was completed without a hitch.

## NARM PICKS ITS BEST

BAL HARBOUR, Fla. — NARM presented the following awards at its annual banquet:

For the Best Selling Single, "Sugar, Sugar" by the Archies on RCA; Best Selling Childrens Line, Disneyland Records; Best Selling Economy Products, Pickwick International; Best Selling Comedy Artist, Bill Cosby, Warner Bros. Records; Best Selling Vocal Group, The Beatles, Apple and Capitol Records; Best Selling Male Country Artist, Johnny Cash, Columbia Records; Best Selling Female Country Artist, Tammy Wynette, Epic Records; Best Selling Instrumentalist and/or Instrumental Group, Herb Alpert and the Tijuana Brass, A&M Records; Best Selling Orchestra, Henry Mancini, RCA.

Also, Best Selling Classical Artist, Leonard Bernstein and The New York Philharmonic Orchestra, Columbia Records; a special award was given to Columbia Records and Walter Carlos for "Switched on Bach." Best Selling Male Vocalist, Tom Jones, Parrot Records; Best Selling Female Vocalist, Dionne Warwick, Scepter Records; Best Selling Rhythm & Blues Artist, James Brown, King Records; Best Selling Female Rhythm & Blues Artist, a tie award was presented to Aretha Franklin, Atlantic Records and Diana Ross, Motown Records. Best Selling Movie Sound Track, "Romeo & Juliet," Capitol Records; Best Selling Original Cast Show, "Hair," RCA Victor; Best Selling Jazz Artist, Isaac Hayes, Enterprise Records; Best Selling Folk Artist, Bob Dylan, Columbia Records; Best Selling Album, "Abbey Road," the Beatles, Apple Records.

# Industry Potential Unlimited—Tarr

BAL HARBOUR, Fla.—With some 70 million record players and tape players in the market, the recording industry has failed to "even scratch the surface of this vast consumer potential," Irwin Tarr, vice president of marketing for RCA Records, told a meeting here Sunday (22) of the National Association of Record Merchandisers.

He told the wholesalers that between 50-80 percent of any manufacturer's annual volume comes from a handful of artists and if the same percentage applied to the distributor's volume of business "then our collective ineptness at achieving

any real impact on that body public is in very clear focus. Mass merchandiser my foot! We can't even cream our cream!"

Pointing out that record manufacturers still bring to the marketplace far too many albums for which that is no discernible market in the first place, he also stated that there were many flaws in packaging and failure to use the visible space for merchandising — getting a message to the potential buyer.

He pointed out that radio advertising, if used effectively, can amply boost album sales. He called upon the industry to shoot for a total of \$6 billion in business by the 1980's.

# Keep Competitive Pace—Heilicher Urges Indies

BAL HARBOUR, Fla. — In a panel discussion on independent distribution in the 1970's, Amos Heilicher stated that the independent — both the manufacturer and distributor — must maintain the competitive pace. Stressing that he was speaking as head of the distributing firm of Heilicher Bros., he said that the future of the independent manufacturer depends upon the independent distributor. He added that only in this way could the independent manufacturer compete with the major.

Heilicher noted that costs were continually rising, but not

the price of records. The distributor has had to absorb these costs, and Heilicher averred that a readjustment should be made. He urged the independent manufacturer to take back returns more readily, as the majors do. The independent does it ultimately, anyway.

With regard to the manufacturer-distributor relationship, Heilicher was blunt: "If a manufacturer cooperates with a distributor, and the distributor fails to do a job, the manufacturer should find another distributor."

Heilicher suggested that on basic catalog the manufacturer give the distrib an additional discount.

The executive also made these points: 1) Those distributors that are geared for change have survived; 2) The record business is recession-proof because recorded music is one of the cheapest forms of entertainment; and 3) A distributor must go vertical to survive.

More NARM News  
In Tape Section  
and Page 62



**"Come Saturday Morning"  
by The Sandpipers  
is on 14 major stations,  
23 different charts and one  
Academy Awards show.**

The 14 stations are:

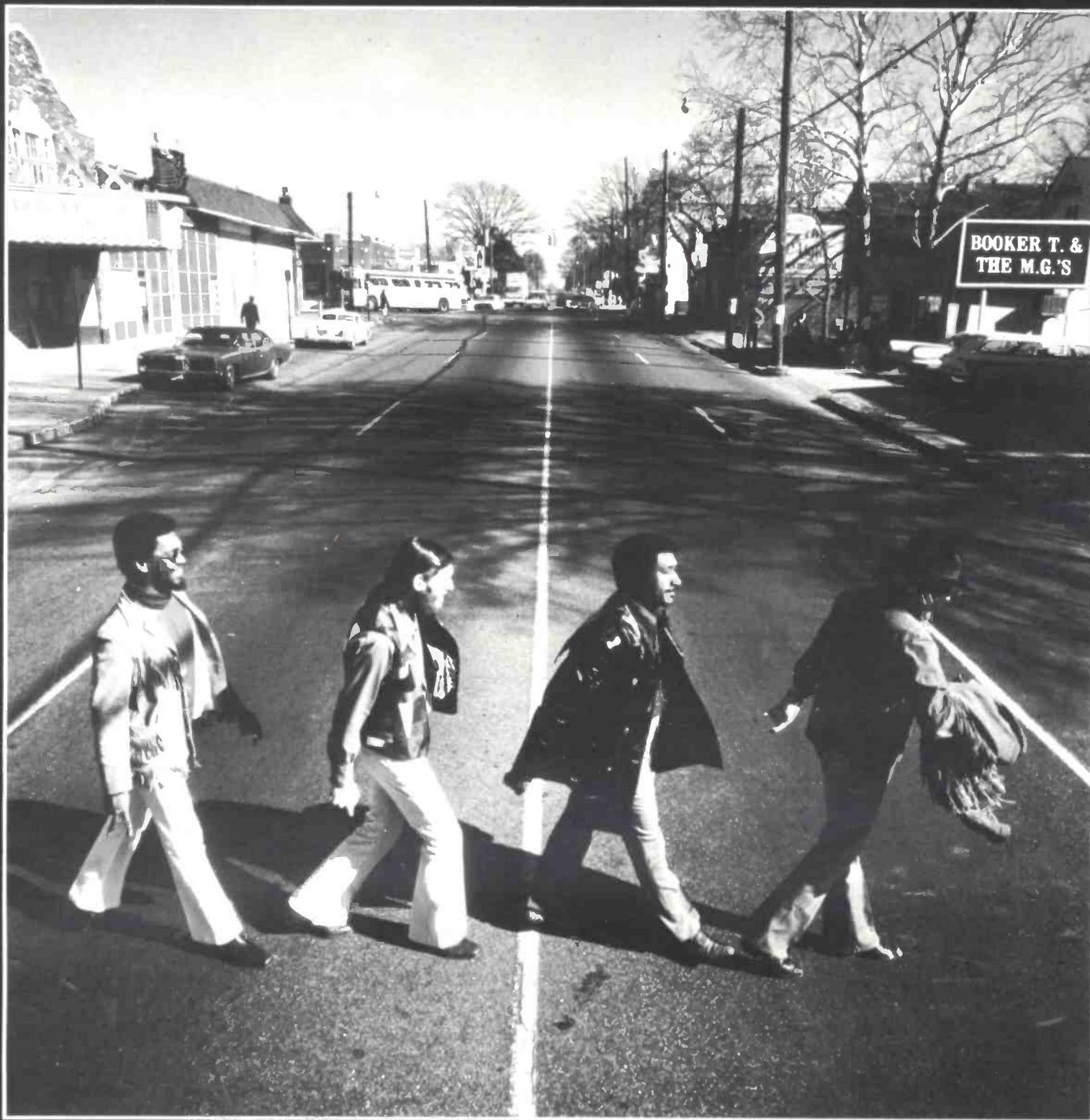
WCAO	Baltimore	WQAM	Miami
WPGC	Washington	WOKY	Milwaukee
WIRL	Peoria	WIBG	Philadelphia
WSAI	Cincinnati	WFIL	Philadelphia
WIXY	Cleveland	KYA	San Francisco
KLZ-FM	Denver	KFRC	San Francisco
KGB	San Diego		

Don't miss "Come Saturday Morning" (A & M 1134) as performed by The Sandpipers on the Academy Awards television special on Tuesday, April 7th.

Produced by Allen Stanton for A & M Records.



# The picture may look familiar.



## But the sound is Memphis.

**BOOKER T. & THE M.G.'S**, doing the Beatles like they've never been done before - with the pure soul sound of Memphis.

**McLEMORE AVE.** (STS-2027), an album that's going to do its thing and allow you to do your thing.

STAX THE SOUND OF MONEY



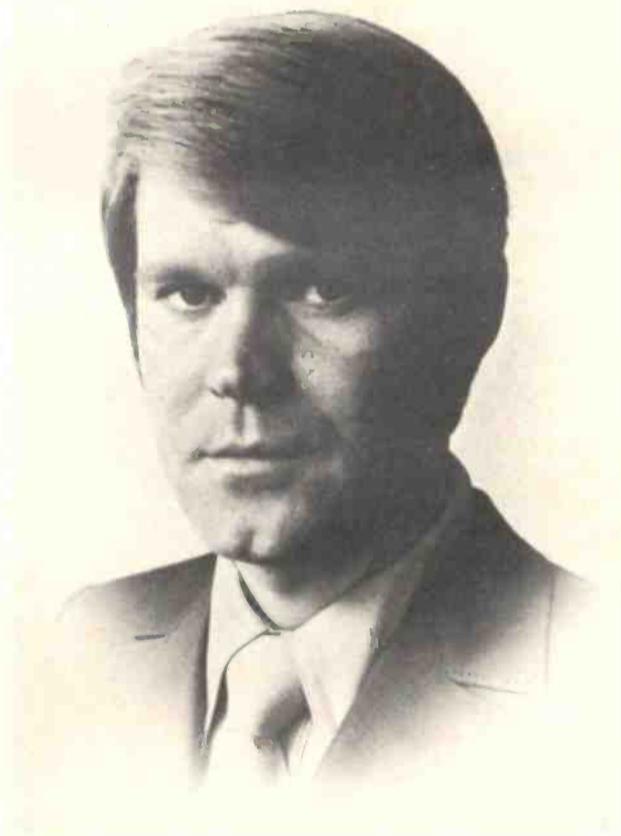
STAX RECORDS, A DIVISION OF FAMOUS MUSIC COMPANY, A G.I.W. COMPANY  
STAX RECORDS, 98 NORTH AVALON, MEMPHIS, TENNESSEE 38104

ALSO AVAILABLE ON 8-TRACK CARTRIDGE AND CASSETTES

# CONSISTENCY.

**GLEN CAMPBELL — Oh Happy Day**

A familiar title . . . an uncommon interpretation. Campbell is comfortable with this tune, radio stations are comfortable with this hit. A nice arrangement — Oh happy day.  
(#2787)



# LEISURE TIME TIPS

by: Larry Finley

Even though last week's NARM Convention in Miami was designed primarily as a "record" meeting, it was again TAPE that was the center of interest among the participants.

Probably the most interesting set of statistics distributed at the meeting, contained in the 1969 NARM STUDY, was the "Analysis of Tape Volume," which showed that of the total Tape volume generated by NARM members, that a full 50% was produced through automotive departments, automotive outlets and Tape Centers. The percentage is probably even higher on a national scale, since NARM members accounted for only \$260 million of the \$410 million in pre-recorded Tape sales in 1969. It is likely that the balance was provided by a higher proportion of non-record outlets who are not NARM members whose sole business is Tape.

A percentage breakdown of the analysis shows 9% of the Tape volume was being done by "AUTOMOTIVE OUTLETS," 12% by "TAPE CENTERS" and 29% by department and discount stores—"AUTOMOTIVE DEPARTMENTS!" It is interesting to note that the department and discount stores ("AUTOMOTIVE DEPARTMENTS") with 29% of the Tape volume exceeds the department and discount stores ("RECORD DEPARTMENT") whose sales amounted to 23%. The expansion of these sales outlets that NEVER BEFORE were in the music business helps to explain the astonishingly rapid growth of the pre-recorded Tape industry.

When the writer of this column first discussed Tape Cartridges at the NARM meeting of September 1965, just a handful could visualize the tremendous potential of this new industry. Now, less than five years later, every NARM member is "reaping the harvest" with TAPE sales; TAPE distributors and rack jobbers stating that TAPE is now 30 to 50% of their overall volume.

If you would like to know more about the Tape industry or if you are a Tape distributor interested in new releases as well as promotional Tapes, contact NORTH AMERICAN LEISURE CORPORATION, 1776 BROADWAY, or call collect (212) 265-3340.

## SONY TO BOW 33 RECORDERS

LOS ANGELES — Sony is planning to release 33 tape recorders this year, including eight cassette AM/FM combination units.

The eight units consist of five monaural and three stereo units.

Joseph S. Tushinsky, president and chairman of Superscope, U.S. distributor for Sony, believes "Superscope's 1970 earnings should be substantially higher than in 1969 due to Sony's new product line and its penetration of the low-end tape recorder market."

## Repairing Company Image Is First on ITCC Execs' Agenda

FAIRFIELD, N.J. — John Landry and Jack Cowen have a few ideas on how to successfully run a company.

They'll put those ideas into practice as they attempt to unscramble, reorganize, revamp and salvage International Tape Cartridge Corp. (ITCC), a tape duplicating company.

Landry, "troubleshooter" for the Dexter Corp., which owns the bulk of ITCC stock, and Cowen, ITCC vice president and general manager, plan to tighten purse strings and administer the duplicator until "we reverse a decaying situation."

"It may take some time to rebuild ITCC," said Landry, "but we plan to stay in business—contrary to many rumors that the company is planning to file bankruptcy papers."

"It's strictly a rebuilding job," revealed Landry. "Our initial step is to repair the company's image."

The reorganization job is major. More than 60 employees have been laid off, including Cary Salter, president, and other management personnel. Landry plans to replace key personnel.

"The duplicating operation will continue on a limited scale for 60-90 days," said Landry. "We have formulated new plans for ITCC that are designed to give

## 8 Key Mfrs Agree on Videocassette Standard

NEW YORK — Eight major consumer electronics manufacturers, engaged in the production of videotape cassettes and players, have agreed to cooperate in the establishment of a standard for Videocassettes used in television player systems.

The companies are Telefunken and Grundig of West Germany, Zanussi of Italy, Matsushita, Victor and Sony of Japan; Philips of Holland; and Norelco, the North American Philips Corp.

Videocassette is the Sony trade name for a cassette containing a prerecorded tape program. Like its audio counterpart it slips easily into a television player which can be connected to any color TV set without modification to the set. The Videocassette System immediately reproduces the program on the television screen, in color and with sound. It can also be reproduced in black and white.

The unit, which was first

# Tape CARtridge

## Piracy, Prices, Packaging Plaguing Tape Industry

By BRUCE WEBER

LOS ANGELES — A litany of woes stemming from piracy, pricing, packaging and generally poor economic conditions is hampering the tape industry.

Although executives are exceedingly skeptical about forecasts that business will turn sour in coming months, many see a "shakeout coming."

Financial analysts agree.

Gilbert Kiggins, a partner in Hornblower & Weeks, Hemphill

Noyes, sees a "shakeout coming spurred by heavy pricecutting. He feels the situation will "force many of the smaller companies to run for cover, and possibly some of them could be run out of business."

While many of the larger companies continue to map record capital spending programs for tape, smaller firms are feeling the pinch of a downward business, admitted a spokesman

at Capitol Records, "but the prospect isn't prompting us to cut back on our tape marketing merchandising programs."

(Capitol recently consolidated its merchandising department by combining tape and record merchandising under Rocky Catena, national merchandising vice president.)

In terms of some of the smaller companies with "big multiples," Aldo Magnanini of E.F. Hutton urges investor caution in the current uncertain market.

The key question for investors is which stocks, if any, do you buy in light of their run-up in price and the market uncertainties.

An analyst for Merrill Lynch, Pierce, Fenner & Smith sounds this warning: "Be wary of a number of the newer and small concerns in the field—notably those with thin capitalizations and whose stocks have climbed on the basis of participation in this fast-growing business."

Competition is forcing many smaller companies to run for cover, especially in the tape duplicating field. Many companies, which built duplicating plants during the "blue chip" years, are now groping to keep lines running.

Several tape companies have been walking an earnings tightrope for so many months now that many are in a mood just to relax and forget for a while if possible.

The economic uncertainties and strain has included most situations and affected most companies one way or another, like:

—International Tape Cartridge Corp. (ITCC) reported an unaudited loss of \$1.4 million for fiscal 1969.

—Muntz Stereo-Pak, after suffering financial woes, was sold to five "outsiders," with Earl Muntz, president, retiring.

—Several major companies are depleting warehouse inventory of 4-track cartridges at "dump" prices.

—Tape piracy continues at a record level with bootleggers "killing the goose in the very act of laying the golden egg."

—Superscope, a major tape company, and Muntz Stereo-Pak were named as defendants in separate tape pirating actions.

—Packaging remains unsolved.

Just about every analyst in consumer electronics is quick to acknowledge that the hottest growing segment of the business is tape cartridges, especially cassettes.

But they had predicted a "shakeout" period late last year.

the company a needed business lift."

Instead of concentrating on 4-track, ITCC will emphasize both 8-track and cassette, explained Cowen. "4-track is as dead as high-button shoes and spats. We're phasing out of that configuration completely."

Company spokesmen blamed several situations on ITCC's unaudited loss of \$1.4 million for fiscal 1969. One was bad debts, another was U.S. economic trends.

But one major reason for the financial dip, admits a company spokesman, was a redundant pre-recorded 4-track inventory that was close to 750,000 cartridges.

"We're dumping 4-track at prices that are unbelievable," the source revealed. "We merely got caught with our pants down."

A fourth reason for ITCC's financial woes has been royalty payments to record companies for duplicating rights. "Licensing agreements and royalty payments are unrealistic," claimed Landry. "It has been a giant giveaway, and only the record companies and independent production companies have been winners."

"No longer will ITCC get involved in major bidding wars with other duplicating firms for product rights," he maintains.

demonstrated last fall, utilizes a magnetic videotape recording method, and officials of all the companies involved in the manufacture and development of videotape recording equipment, believe that the system is economical, practical and reliable.

According to officials of the Sony Corp., standardization of the system will make it possible for any Videocassette to be used with any one of the Videocassette systems manufactured by the eight companies.

The interchangeability of Videocassettes is expected to create a new industry and open a worldwide market for producers of videotape programs used in home entertainment, education and industrial fields. The standard for the Videocassettes will shortly be announced, and at that time, the eight participating companies will welcome other companies interested in adopting the standard.

GRT's Tom Bonetti, vice president and general manager of GRT Music Tapes, last week said that the (tape) "industry took some time to learn about licensing and advances but last year's philanthropy by tape companies is over."

He emphasized that many of the new record companies formed last year were specifically established to take advantage of extraordinary advance paid by tape companies and tape licensees.

"With the maturity of the industry," said Bonetti, "the financial giveaway days will not continue to new record-production companies."

Landry's position on advances follows a rigid business line. "We can't give away our profits by out-of-line royalty agreements. It's as simple as that."

Part of the reorganization plans include duplicating a budget line under the ITCC name and establishing an avenue for marketing cassette and 8-track equipment within three months, the latter on a "probably dropship basis," says Landry.

"All our restructuring plans and reorganizational changes hinge on rebuilding the image of ITCC," he says. "Our marketing was sloppy and our business practices failed to enhance our financial position."

"We're going to start all over by going through the 'crawl-walk-run' routine."

Before the rebuilding beginning, though, the company plans to take legal action against five major rack merchandisers who owe ITCC more than \$1 million.

"They just never paid," claims Landry, "and our former management just never made a great effort to collect."

This is the second major reorganization at ITCC since James J. Elkins was replaced as president a few months ago.

It seems, on paper, that Landry means business—"hard-nose business."

## Tape Happenings

Vis-A-Pak Manufacturing Corp., New York, is offering plastic trays designed to hold cassettes for storage cases. It also is designing a plastic fold-over tape package for NMC Corp. . . . 3M is offering a line of low-priced blank cassettes under the Highlander label for \$1.39 (30-minute), \$1.69 (60-minute) and

\$2.49 (90-minute). . . Mitsubishi Electric Corp. is introducing a postcard-sized cassette recorder at \$50 for the Japanese market. . . National Sound Marketing, New York, has been named sales representative on tape products for the Shelby Singleton Corp., Nashville. . . Ampex is opening an (Continued on page 19)

Scepter  
has a  
Splash  
single

# "TIMOTHY"

by  
**THE BUOYS**

(SCE 12275)



**TIMOTHY, Where On Earth Did He Go?**

The Buoy (pronounced "Boys") tell the story of Timothy

on



(Who Always Gives Great Music)

## Audio Devices Shows It Does Give a Damn

LOS ANGELES—Not long ago, Stanley Gortikov, president of Capitol Industries, urged the music industry to acknowledge the social and economic struggles going on in the country.

He put Capitol in the forefront of an employment drive to hire blacks and foster the growth of black culture.

Today, Audio Devices, a wholly owned subsidiary of Cap-

### Merc Promotion On Two Singles

CHICAGO — Mercury Records is mounting promotion campaigns for two recently released Mercury singles. The singles are "Looking at You Now," by Randy Benjamin and "Them Changes" by the Buddy Miles Express. The Miles single is getting action in soul markets and Mercury will be concentrating on breaking the single in the Top 40 market.

### Rain, New Label, to Be Handled by Bell

NEW YORK — Rain, a new label headed by Chuck Blore, Milt Klein and Don Richman, will be distributed by Bell Records. The first product for the new label will be "See the Lady With Child" b/w "Love Is a Funny Place," sung by Jerry Wright.

itol, is pursuing Gortikov's philosophy on aiding minority-group members.

Wesley A. Estabrook, president of Audio Devices, is providing jobs for unskilled workers, including blacks and Indians in the company's new tape facility in Bolton, N.C.

Audio Devices is hiring unskilled persons and training them in cassette assembly, technicians, equipment maintenance and other tape operating areas.

The company is working with both state and local government officials in establishing a work program for unskilled Indians and blacks. Schools in the area are planning to offer semi and technical courses to train workers for industry needs.

A city official in Bolton feels Audio's philosophy in offering aid to the unskilled "will go a long way in patching up the differences between minority groups and white America."

"Our study indicates that a strong market exists for industrial development in Bolton, the ample labor forces available for diversified industrial jobs, and that industrial development would release the area's true potential," says Estabrook.

The new Audio Devices plant is on the site of the Waccamau Indian School, which had been moved several years ago to new, consolidated facilities.

The plant, which enhances

the company's Glenbrook, Conn., facility, is capable of assembling about 20 million 8-track cartridges and cassettes (C-20, C-30, 60, 90 and 120) per year.

Audio's Glenbrook plant is at capacity, says Estabrook, producing video, computer, cassette, instrumentation, reel, lubricated and 8-track tape. Although it manufactures 4-track, the company is completely phasing out of producing that configuration.

Estabrook sees rapid growth for the tape industry, although a "shake-out" this year will eliminate many poor quality tape producers. "I'm extremely concerned that poor product (tape) can harm our entire industry. There are too many volume tape manufacturers boasting they build a high quality tape. They're not."

The soft-spoken executive is bullish on the state of tape, particularly in the cassette area. "There is a vast, unexplored market for the cassette configuration in education, industrial and computer."

But he believes that the 8-track market also will show an upward growth pattern in the automotive field.

Another area of tape growth according to Estabrook, is in blank cassettes. "I anticipate an industry blank tape growth rate of about 40 percent over the Gross National Product (about 4 percent) over the next five years."

The entire tape industry is exploding, he feels, and it is bound to improve after a shake-out period.

## NARM Parley Talk On Locks, Packaging

BAL HARBOUR, Fla.—The pros and cons of locking up tape CARtridges and the so-called "spaghetti" pack were rehashed at the NARM convention here and both sides won, depending on the situation. Joel Friedman of Warner Bros. Records stated that a series of 10 different packaging concepts for cartridges drew slight response and perhaps the industry needed to concentrate more on merchandising.

James LeVitus of Car Tapes, Inc., related how tests with a bubble packaging concept was so successful that within 30 days the firm will move into full production of bubble packs, changing accounts as fast as possible. Categories are color-coded, so it

makes for an exciting department, he said.

Kent Beauchamp of All Tapes, Inc., felt that perhaps cartridges may not be a self-service item; he told how one test of the spaghetti package last year was disastrous. In one store, said Victor Faraci of Musical Isle of America, the manager demanded they take out the spaghetti packs after only a 24-hour test.

Jim Schwartz of Schwartz Bros. distributing firm said in the four stores he had in operation, there were no tapes under glass—all were using the spaghetti box—and pilferage was negligible. "All stores that have been converted to using the spaghetti boxes have increased their business markedly," he said.

## NARM Meet Beefs Up Trade Drive Vs Pirate

BAL HARBOUR, Fla.—The all-industry drive on tape bootlegging gained momentum at last week's NARM convention as the antipirating push emerged as a three-front war. On the national front, industry leaders are intensifying their drive to gain revision of the copyright law so as to include copyright protection of a recording. At the state level they are asking for stronger laws banning illegal duplication of recording. On the local front, the fight against illicit duplicators is being spread to include wholesalers and retailers who sell the pirates' products.

To add muscle to this phase of the fight, NARM's board last week passed a resolution whereby the association would drop anyone from membership who is convicted of being involved with counterfeit products. NARM also pledged this all-out support in combatting bootlegging.

At a panel session devoted to tape piracy, chaired by NARM general council Earl W. Kinter, an appeal was made for all NARM members to help whenever and wherever possible in this multifront war against the counterfeiters.

Al Berman, managing director of the Harry Fox Agency, said: "Unless everyone in this room becomes a one-man vigilante, you'll find your business has been taken away from you."

"If we can't legislate against piracy, let's at least take the profit out of it," Berman said.

He asked the rack jobbers to "blow the whistle" when they detect a pirated tape by buying it and sending it to him along

with the name and address of the place of purchase. He asked that the bogus tape be sent to him at the Fox Agency, 110 E. 59th St., New York, N.Y.

The intensified crackdown on retailers handling pirated products was explained by Henry Brief, RIAA executive director. "Heretofore, efforts had been confined to uncovering and prosecuting the guy who illegally duplicates the tape, but we have come to the conclusion that concentrating on him and not involving the retailer and distributor is like going after the thief and leaving the fence alone," Brief said.

The only answer, Brief said, lies in legislation both on a national and state level. He called on NARM's members to contact their senators and congressmen to press for passage on Bill S-543 which would revise the copyright law of 1909 to include protection of recording.

RCA council Bill Dyczko said that more than 30 countries—from Australia to Zambia—have copyright laws protecting recordings, and the U.S. must fight for similar statutes. He asked that this be sought at the national and state levels. At present, only New York and California have such legislation.

He asked that Brief provide NARM members with the New York and California laws to serve as guidelines in establishing similar legislation in other states. Brief said he and RIAA are available to appear at any time on behalf of passage of such state legislation.

Certron Corporation was listed on the American Stock Exchange March 30, under the symbol... **CT**



Certron manufactures blank and pre-recorded cassette and cartridge tapes for the entertainment, educational and industrial markets. The Company is also a leading supplier of precision plastic components for the computer and communications industries.

Formed four years ago, Certron is the first of the "new generation" magnetic tape companies to be listed.

For fiscal 1969 sales were \$17,084,000, up 185% from 1968. Earnings increased 105%.



**CERTRON CORPORATION**  
1701 South State College Blvd.  
Anaheim, California 92805

HITS are  
SCORED  
in  
**Billboard**

# This week you'll be hearing from the internationally famous Roger Whittaker.

We were expecting it to happen. After all, he already has ten hits in Europe. And in South America, he won recognition in 1969 when he walked away with three gold medals at the Rio Festival for his song, "New World in the Morning."

His appearances at London's top cabarets have coincided with a rapidly rising Top Twenty Disc on the British charts: "Durham Town (The Leavin')."

With his own radio and TV series about to be launched in England,

Roger Whittaker's popularity is gaining. His songs are poetic ballads with a simple guitar backing. The kind of unhyped, unelectronic sound that the young adult audience is again looking for.

And we've taken the logical next step: we're releasing his two hits in the States as a back-to-back single. It's already getting airplay on top M.O.R. stations in Boston, Philadelphia, St. Louis and New York. You'll be hearing from Roger Whittaker.



## "New World in the Morning"

c/w "Durham Town (The Leavin')." #74-0320

**RCA**  
Records  
and Tapes

# 3M Study on High Speed Duplication of Signals

ST. PAUL, Minn.—The 3M Co. is engaged in a research project involving the high speed duplication of magnetically recorded signals predicted to have a significant impact on the future of video communications.

The project indicates the possibility of duplicating videotaped programs at a throughput approaching 30 to 1 accomplished by simultaneously producing multiple copies.

Although 3M would not disclose details of the equipment used in the high speed transfer system on which it is working, M.C. Hegdal, vice president of 3M's Magnetic Products Division, said the high speed operation would produce both color and black and white transfers that are equivalent in video quality to duplicates now made by conventional electronic recording techniques.

Hegdal also added that the 3M process is the result of a research and development effort in contact duplicating which started nearly 25 years ago. He continued, "the system that 3M is developing would not require a special mastering tape and mirror-image master machine. This should permit the user to duplicate his present library without first transferring each program to a special intermediate tape.

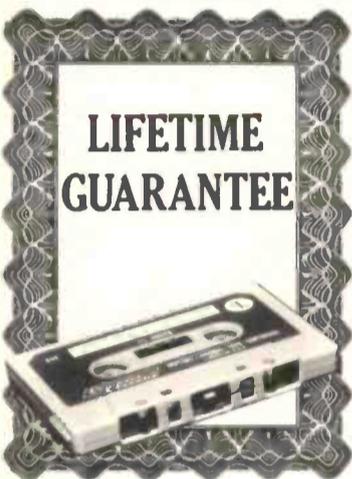
"We anticipate the 3M process will be able to duplicate different tape widths and formats with minimal adjustment," he added. "This multiple width, multiple format feature could solve much of the expense problem currently connected with dubbing in the helical recording area with its many tape standards."

Hegdal said the economics of duplicating videotape make high speed transfers particularly for the program producer, syndicator broadcaster and educator.

He explained, "In view of the high capital investment necessary for quadruplex videotape equipment, more than \$100,000 per recorder and the associated costs of its operation still skyrocketing, high speed duplicating offers the first real hope for reducing costs and creating new application possibilities.

"We think the already growing trend towards electography will get a strong boost from such a duplicating system. It will help to add quick, economical production of duplicates to the medium's other advantages of instant previewing, editing, simultaneous special effects and reusability," he said.

3M plans public demonstrations of the high speed duplicating system during the second half of 1970, when marketing and production plans are expected to be announced.



**AUDIO MAGNETICS CORPORATION**  
14600 So. Broadway • P.O. Box 140 • Gardena, Calif. 90247 • (213) 321-6841 • Telex 67-4311

at Forbes,  
tape is  
our most  
important  
product.\*

\*It's our only product.

**Forbes Electronics, Inc.**  
19 Heyward Street, Brooklyn, N.Y. 11211  
(212) 365-0600

Let audio put you in the tape duplicating business



A full program with all Electro Sound equipment, installation and training, for top quality hi-speed operations

AUDIOMATIC CORPORATION 915 Westchester Ave., Bronx, N.Y. 10459 (212) LU 9-3500/Cable: AUDIOMATIC

# EVR in New Breakthrough With Compatible Player

By RADCLIFFE JOE

NEW YORK—The CBS Electronic Video Recording Division (EVR) pulled an electronic surprise on the industry (March 25) when it demonstrated a fully functional unit of its new color EVR player at a press demonstration and conference held at the Pierre Hotel.

The unit, a fully compatible black & white/color player, obsoletes the company's original concept of a monochrome system, a prototype of which was demonstrated in December 1968, with a commercial deadline set for July this year.

The new color unit, which will sell for a list price of \$795, the same price at which the monochrome set was originally fixed to be sold, will go into full commercial production by September this year, almost one full year ahead of the originally scheduled time set for color EVR production. The first sets to come off the production line will go to buyers who originally placed orders for the black & white sets.

Key features of the unit, developed by Motorola Systems Inc., which is the CBS-EVR exclusive licensee for Canada and the United States until the end of 1971, include a flying spot scanner, designed to provide clarity and definition of both color and black & white EVR pictures; and an audio input from an external microphone, which allows an instructor to override the soundtrack of an EVR program with his own comments.

The microphone can also be used by the instructor when discussing a single picture held still on the TV screen—a unique capability of EVR.

### Other Features

Other features are the use of dual sound tracks on color programs permitting different narratives from different age groups, or narratives in two languages. Standard features include fast forward and fast rewind of film.

The EVR CARtridge utilizes a film strip containing two parallel channels both of which run for 25 minutes. The color format is electronically encoded on the second channel. According to Dr. Peter C. Goldmark, president of the CBS Laboratories and developer of both today's color EVR and the LP record introduced more than two decades ago, longer playing time on a cartridge will be made available as technology in the area increases.

Among those attending the March 24 demonstration were CBS president, Frank Stanton, and Elmer H. Wavering, president of Motorola Systems, Inc.; Darryl F. Zanuck, chairman and chief executive officer of 20th Century-Fox Film Corp.; Ralph O. Briscoe, president of the CBS Comtec Group; Albert W. Massman, director of EVR engineering for Motorola; Robert E. Brockway, president of CBS Electronic Video Recording Division, and Dr. Peter Goldmark.

Wavering announced that his company had established an entire new division, Education and Training Products, to market the new player. He said that industry, business, institutions and education will be the initial targets of the company's wide rang-

ing marketing program which begins with a nationwide demonstration tour that will cover such markets as Chicago, Boston, Philadelphia, San Francisco, Detroit, Dallas, Washington, D.C., and Los Angeles.

Zanuck, hailing the new EVR player as another milestone in the major development of film presentation, said he would rec-

ommend to 20th Century Fox the conversion of films to the EVR format. He said that under the contemplated plan, all Fox films will be made available to EVR five years after their initial release. If the Fox Board of Directors accepts Zanuck's recommendation, some 1,500 films will become immediately available to

(Continued on page 19)

## BEST SELLING Tape Cartridges

### 8-TRACK

(Licensee listed for labels which do not distribute own tapes)

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 1810 0750	6
2	7	HEY JUDE Beatles, Apple BXT-385	3
3	5	LED ZEPPELIN II Atlantic TP 8236 & Ampex 88236	20
4	3	ABBEY ROAD Beatles, Apple BXT 383	24
5	9	SANTANA Columbia 1810 0692	23
6	6	EASY RIDER Soundtrack, Reprise BRM 2026	17
7	8	CHICAGO Columbia 18 80 0858	6
8	2	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 88397 (Ampex)	15
9	4	HELLO, I'M JOHNNY CASH Columbia 1810 0826	6
10	14	WAS CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill-Ampex 850068 & GRT 8023-50068	15
11	11	I WANT YOU BACK Jackson 5, Motown M5 8-1700	5
12	17	TRY A LITTLE KINDNESS Glen Campbell, Capitol BXT-389	4
13	15	LET IT BLEED Rolling Stones, London M72167 (Ampex)	14
14	12	TOM JONES LIVE IN LAS VEGAS Parrot M79831 (Ampex)	19
15	—	GRAND FUNK Grand Funk Railroad, Capitol BXT-406	1
16	—	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter S-580	1
17	—	DEJA VU Crosby, Stills, Nash & Young, Atlantic TP 7200	1
18	16	MONSTER Steppenwolf, Dunhill-Ampex 850066 & GRT 8023-50066	15
19	18	THE BAND Capitol BXT 132	10
20	—	MORRISON HOTEL Doors, Elektra ET 8-5007	1

### CASSETTE

(Licensee listed for labels which do not distribute own tapes)

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 1610 0750	5
2	3	HEY JUDE Beatles, Apple 4XT-385	3
3	1	ABBEY ROAD Beatles, Apple 4XT 383	23
4	9	SANTANA Columbia 1610 0692	17
5	6	LED ZEPPELIN II Atlantic CS 8236 & Ampex 58236	17
6	11	EASY RIDER Soundtrack, Reprise/Ampex M 2026	6
7	7	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 58397 (Ampex)	14
8	4	HELLO, I'M JOHNNY CASH Columbia 1610 0826	5
9	5	TOM JONES LIVE IN LAS VEGAS Parrot M79631 (Ampex)	14
10	10	WAS CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill-Ampex 550068 & GRT 5023-50068	12
11	—	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thoms, Scepter S-580	1
12	15	BLOOD, SWEAT & TEARS Columbia 1610 0052	30
13	13	TRY A LITTLE KINDNESS Glen Campbell, Capitol 4XT-389	3
14	14	CHICAGO Columbia 16 80 0858	2
15	—	GRANK FUNK Grand Funk Railroad, Capitol 4XT-406	1

BILLBOARD SPECIAL SURVEY For Week Ending 4/4/70

## Superscope to Record Rock Bands for Tape

LOS ANGELES — Superscope Tapes plans to record rock bands for its 8-track and cassette catalog. The material will initially be released in tape form, including open reel, with records as a follow-up consideration.

Jack Daley, the new general manager of the company's recorded product division (who replaced Jack Wagner), states the tape company will be releasing between 60 to 100 tape titles this year.

A batch of 18 titles is slated for release this week as a back-up to an initial release of 18 offered Sony Superscope dealers in six three-packs. The suggested price per three-pack is \$9.95.

Some of the material in the new release comes from Columbia Records sources and features music by Paul Weston, Andre Previn, Skitch Henderson.

Steve Gaines, who has been with the company one year, has been assigned as top rock talent scout by Daley, formerly with a rock-oriented management firm.

Independent producer Steve Lester is working on an album by the Barnaby Street String Band of Beatles songs for a June release.

Two pop acts under contract to Superscope are Natural Gas and the Scarborough Strings.

A Superscope salesman will attend the NARM convention in Florida to introduce the new product.

## Tape Happenings

• Continued from page 14  
office in Italy, with Renzo Bracco, formerly with Voxson, guiding the office. . . . Audio Devices held national sales meetings in the form of education seminars and informal workshops. New marketing approaches and concepts were

presented by William Goldstein, marketing and sales vice president. . . . Ampex has named five representatives for reel and cassettes, including the Texport Co., World Wide Products Inc., Norpac Sales, Howard Roach and Assoc., and J. E. Hall Co.

Your sound. Our silence. Beautiful.  When you play a tape in our new pin-type cassette, all you hear is the tape.  And not one peep from us.  There's no chance of crosstalk. No cassette chatter. No flutter. No wow. No static electricity.  Nothing but your sounds.  And because our new cassette has two lubricated steel pins, you get smoother wind and rewind for a flat tape pancake.  All of which means that your tape will sound better longer, and that our cassette will unsound better longer.  Your sound. And our silence. In the long run, they'll make a quality name for both of us.  Available assembled or un-assembled. Write for complete information. Cassette Corporation of America, 640 So. Commercial Ave., Carlstadt, N.J. 07072.

# Introducing the silent partner to your great sound.



## EVR in New Breakthrough

• Continued from page 18

EVR for conversion to its format.

Commenting on EVR's breakthrough, Zanuck said the strength of EVR lay in the quality of its color reproduction, the modest rental price which will make it available to the mass market, the mechanics which provide a defense against unlawful copying and bootlegging of prints, and the benefits that will accrue to all segments of the film industry through the expansion of the market for feature films.

Meanwhile, major agreements have been completed by CBS-EVR spreading the EVR network across Europe. John C. Lewis, managing director for The EVR Partnership, said that under the new arrangements EVR cartridge films will be produced and distributed in Switzerland by a joint organization, CADIA, formed for this purpose by CIBA, Geigy and Editions Recontre. (CIBA Ltd., along with Imperial Chemical Industries Ltd. and CBS, form The EVR Partnership.) CADIA will create EVR materials in medical, agrochemical, scientific, encyclopedic and purely cultural topics.

In Germany, Robert Bosch of Stuttgart has been licensed by The Partnership to produce and sell EVR players; an agreement has also been signed with Videothek Programm of Wiesbaden, under which they will act as the EVR processing agent in Germany and Austria.

The charts tell the story —  
**Billboard** has  
**THE CHARTS**

Cassette  
Corporation  
of America

## Revival Show Vol 3 —Screamers on Stage

NEW YORK—The Revival Shows have become ritual. The audience wants the material performed exactly as was. Witness the faint murmurings of protest when the Drifters went through a well produced compression of their earlier hits, ideal for ordinary patrons but not quite enough for a cult audience.

Emcee Scott Muni always stresses the emotion backstage, the tears and reunions after being so long away (from each other, and, occasionally, work). The memorabilia of the Rockin' 50's—from dress to radio—is brought in and then the scene is set to receive the final jolt, the artists, who either play to this nostalgia or ignore it.

Bo Diddley finally made it to New York, after being billed in earlier shows. He brought the Chess studio sound with him, and became a bridge of many gaps, part freaky Jimi and part Pigmeat Markham. And a lot

of gutty music. That story about Presley copying his leg movements from Diddley could well be true.

Little Richard travels with his own ambience, a big band (and a good strong toned tenor to take most of the solo work), a vocal quartet from—yes!—the Panama Canal, two "butlers" and a whole lotta tongue in cheek. Aisles were dutifully danced in and his boots (thrown) were battled for. Nobody apparently minded a program made up of a dozen up-tempo screamers, sounding remarkably similar. Through it all Richard camped gaily at the (and sometimes on top of) piano, reigning over all his chaos.

Making "Revival" debuts this time were Timi Yuro who turned out to be more country than rock and Gene Vincent. Muni implied that Vincent retired about eight years ago but in fact has been good box (Continued on page 22)

## 8 Symphony Longhairs Go Rock Longhair on London

NEW YORK—London Records is bringing eight members of the Detroit Symphony into the rock world. The group, which will debut with a single release, "Creation" b/w "Reach

Out," will be known as Symphonic Metamorphosis. The group's producer is Don Griffith, who is also the executive director of the serious music division of Belwin Mills Music.

The group has been touring the Midwest as a special presentation with concerts by the Detroit Symphony youth series. Negotiations are under way for the group to give a concert at Carnegie Hall at the end of April.

London is planning an all-out drive with Midwest promotion topper, Sam Cerami, already on the road beating the drums. Stan Terry is doing the same in the Southern territory, while Detroit-based Al Mitnick will kick off a new push next week. The company is also planning continuous promotions into the summer when the group is likely to play a number of summer festivals. First of these is expected to be in Carbondale, Ill., on May 10.

The Music Educators National Conference recently designated the group as the official interpreters of rock in education.

## Taos Showcased At Electric Circus

NEW YORK — Taos, whose music is being called "positive rock," is being showcased for five days at the Electric Circus beginning Wednesday (1) as part of Mercury Records large-scale promotion for the quintet. Taos is named for the area in New Mexico where the group lives. Other stops include Toronto and Tampa.

## Buddah's Christie in 2d Europe Swing

NEW YORK—Lou Christie, Buddah Records artist is on his second tour of Europe within the last three months. The tour includes performances in London, Spain, Holland and Germany. He will make cafe appearances and several appearances on European television. There is a possibility for a trip to Italy as well.

## Talent In Action

### MOODY BLUES, LEE MICHAELS

Fillmore East, New York

If rock is rhythm, then Lee Michaels, the latest in flashy West Coast rock fashion, is its newest star. Who cares if Michaels is a Hollywood rock personality first, and a musician second, for feeling is the first and ultimate rule. So despite the thought that Michaels has practiced and perfected what little he can play; that he digs and splashes the organ like a mindless sun-struck surfer; despite his typical California overcompensation, Michaels steals your attention, lifts your energies, and generates a real excitement. His sidekick in this rare duet, Bartholomew Smith-Frost ("Frosty"), is a computer-picked partner to Michaels' brand of rock, overplaying into melodrama what sounded like "my first drum solo," acting out the changes and protecting the best like an agitated suma wrestler. Yet the Fillmore crowd roared, and they roared back, enjoying "Heighty Hi," "Blind" and "Time Is Over" as much as anybody else. Michaels records for A&M.

Clashing with Michaels' fling was the affected, mock-religious mien of the Moody Blues, London artists, who, stripped of their mystical musical disguise, moved erratically through material ripped rudely from the cosmic contest of their music, and despite occasional highs coaxed by Mike Pinder from the Mellotron, the Moody Blues bruised the pure flow of their carefully planned albums by their shaky appearance. When the British rock Brahman weren't confusing matters with erratic reproductions of their masterfully produced disks, the burden of carrying the group fell to Justin Hayward, whose straining voice changed the Moodys into an extraordinary folk-rock group. "Never Comes the Day" showed that the group could adapt their beautiful compositions from the master plan. Also outstanding was Ray Thomas' "Dr. Livingston, I Presume."

ED OCHS

### THE ENGLISHMEN STONE THE CROWS

Auditorium Theatre, Chicago

Joe Cocker is becoming the first male rock superstar since Elvis Presley shook his way into the hearts of teenagers in 1955. It seems that no matter what his backing group consists of, the audience is assured of a topnotch show. So it was March 22 when Cocker and his new group exploded onto the Chicago scene.

Trying to describe what happened during the concert is like trying to describe the sounds in a Moog recording. His backing group, Mad Dogs and the Englishmen, consists of 11 musicians and eight singers. This makes the group one of the largest in rock music. Leon Russell, on guitar and piano, led the musicians and conducted the group masterfully. Although the group was together only a short time before the concert, it meshed perfectly, aided by four members of the friends of Delaney & Bonnie.

Cocker was in good shouting form, and his robot-like motions quickly won the hearts of the audience. He provided unique interpretations of "The Weight," "Cry Me a River," "Honky Tonk Women," and many others. He also did a fine version of "Space Captain," his new single for A&M Records.

The first group on the show was Stone the Crows, who record for Polydor Records. It was hurt by singer Maggie Bell's bad case of laryngitis. The rest of the group performed ably, although the loss of Miss Bell midway through the performance was almost too much. The extended jam which ended the concert provided a good showcase

for Jimmy Dewar's bass playing, although the jam's length (15 minutes) did not contain enough musical ideas.

GEORGE KNEMEYER

### ARGENT

Ungano's, New York

Argent, headed by Rod Argent, formerly of the Zombies, had a first-rate opening set at Ungano's March 24. Argent's keyboard work, especially on organ, ranks with the best, while guitarist Russ Ballard, also flashed on vocals.

The quartet opened with two numbers from their Epic Records album, "Stepping Stone" and "Schoolgirl." The former included intricate instrumentals by Argent plus a good lead vocal by Ballard, who was supported vocally by Argent and Jim Rodford, a good bass guitarist. The drumwork of Robert Henrit was an asset throughout.

Argent's version of "Aquarius" was inventive with both Argent and Ballard displaying good instrumental work. Their version of "Time of the Season," which Argent originally wrote for the Zombies, was highly unusual as Ballard punctuated with hand claps and sighs, while Argent handled vocal. In vocal stretches, Argent and Ballard echoed each other with Ballard continuing with his punctuation. The solid work of Henrit and Rodford also was evident here. This new group definitely can go places. FRED KIRBY

### IRON BUTTERFLY

Auditorium Theatre, Chicago

The Iron Butterfly concert March 21 started with a jam session, and unfortunately it turned out to be some of the best music put down that night. The jam resulted after Doug Ingle could not get his organ working, and the rest of the group decided to entertain the crowd on its own.

The concert was marred by amplifier trouble and a listless audience displeased because Eric Brann is no longer with the group. Brann, who split to form his own group, was replaced by Mike Pina and Larry (Rino) Rheinhardt. Both are fine guitarists, but have yet to jell with the rest of the group.

The group broke almost entirely from its past image that saw them drop from underground favor. The Butterfly is incorporating some blues into their repertoire, although it hasn't fallen into place. The group's only link with the past was its final number, "In-a-Gadda-da-Vida," the title track from the biggest selling album in Atco Records history. Most of the new numbers were from their forthcoming album, "Metamorphosis," to be released in about a month. The new group shows potential and could win favor again with the underground market.

GEORGE KNEMEYER

### STEVIE WONDER

Copacabana, New York

The audience was largely youthful, full of love and enthusiasm, but this was neither the only reason, nor the main one why Tamla recording artist, Stevie Wonder, received a long and enthusiastic ovation at his Copacabana opening March 19.

Wonder, making his debut appearance at the Copa, kept returning for a seemingly endless stream of encores, as the audience, whipped into a near-frenzy of excitement by his 90 minute pot-pourri of unadulterated funk, yelled themselves hoarse for "more."

His repertoire which spanned old favorites, some new material and a number of request tunes, included, "Bridge Over Troubled Waters," a beautiful and very professional harmonica version of

## Stonemans for Fillmore West

NASHVILLE — The Stonemans have signed to appear for four nights at Fillmore West April 23-26, according to the group's booking office, Bean, Murphy and Solberg. The Stonemans have made previous appearances throughout the Bay Area during a two week tour earlier this year which was geared to exposing the group to a new market.

"We wanted to prove that the Stonemans have an almost universal appeal and should not be confined to the country market exclusively," said Paul Solberg, co-manager of the group.

Bob Bean, president of the firm, pointed out that activities such as these do not mean the group is forsaking their present country market. He said that the Stonemans are just expanding what they have already been doing for so many years.

## Kim on 18-Day Tour of Europe

NEW YORK — Andy Kim, Steed Records recording artist, has embarked on an 18-day tour of European markets. He will visit Hamburg, Berlin, Zurich, Dusseldorf, Cologne, Amsterdam, Paris, London, Madrid, and Essen where he will receive Radio Luxemburg's Silver Lion Award for his hit record, "Baby, I Love You." Extensive radio and television interviews are planned for each city.

## Mac Davis Set For Col Tour

NEW YORK — Columbia Records has recently kicked off a nine-city national tour for singer-writer Mac Davis and his debut Columbia LP, "Mac Davis, Song Painter." Columbia is hosting press parties in each city and Davis will visit radio and television stations performing material from his album.

The cities are Los Angeles, Houston, Dallas, Atlanta, Miami, Cleveland, Chicago, New York and Boston.

## Univ'sal Attractions Fest-I-Rama Deal

NEW YORK — Universal Attractions, Inc., has signed an exclusive agreement with Fest-I-Rama to provide talent for the Churubosco (Plattsburgh, N.Y.) Rock Festival May 29-31 and July 2-4.

Universal's president, Jack Bart, is booking talent for the six days.

"Alfie"; a uniquely "Wonder" version of "I Gotta Be Me," as well as "Blowin' in the Wind," "The Theme Song From Romeo and Juliet"; and his own composition, "My Cheri Amor."

RADCLIFFE JOE

(Continued on page 22)

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**

EACH IN 8x10

1000 LOTS \$12.95 per 100 Post Cards \$49 per 1000

1,000 8x10 COLOR \$175.00

3,000 Postcards \$120.00

Special Color Process

**COPYART Photographers**

A Division of JAMES J. KRIEGSMANN  
165 W. 46th St., N.Y. 36 PL 7-0233

Original **Vesuvio** RESTAURANT

YOUR HOST: **Tony**

163-65 W. 48th St.  
New York, N. Y. 10036  
245-6138

The Gourmet's Haven for Italian Cuisine

THIS WEEK WE SALUTE **MARVIN CANE**

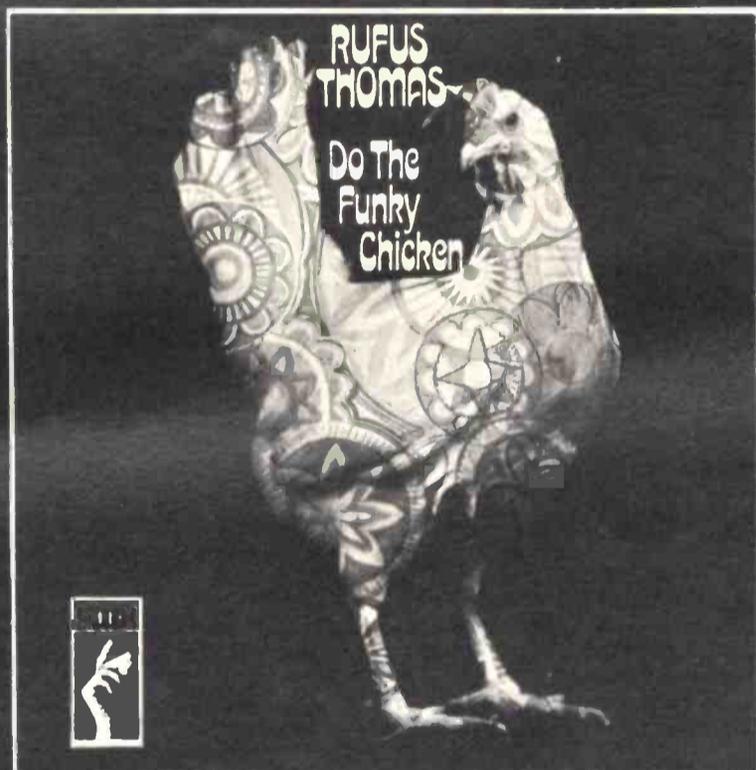
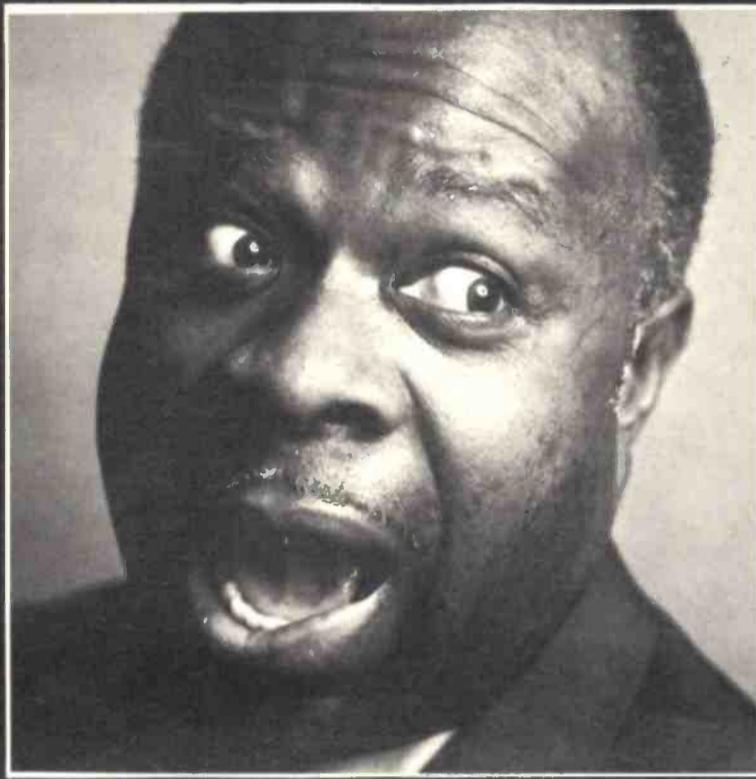
Vice-Pres. of Famous Music Corp. and General Mgr. of Famous Music Division

- Diners' Club
- American Express
- Carte Blanche

**B**

The SIGN of great reading

# Which comes first,



STS-2028

## the chicken or the Rufus?

The Rufus, naturally! RUFUS THOMAS serves up the Funky Chicken in a dozen (minus one) funky ways, that's gonna make your fingers jive, your feet alive, and your body do some very strange things.



STAX THE SOUND OF MONEY

STAX RECORDS, A DIVISION OF FAMOUS MUSIC COMPANY, A G+W COMPANY.  
STAX RECORDS, 98 NORTH AVALON, MEMPHIS, TENNESSEE 38104  
ALSO AVAILABLE ON 8-TRACK CARTRIDGE AND CASSETTES

Special Merit  
Spotlight

"When  
There's  
Only  
Two  
Of Us"

(b/w "Nothing Can  
Separate Me From  
Your Love")

SAMMY TURNER  
GLORIA HENRY

Distributed by Red-Light, Inc.

 SINGERS  
STUDIOS  
INTERNATIONAL INC.

1733 Broadway  
New York 10019  
(212) 245-0206

TOP QUALITY  
8X10  
PRINTS

LITHOGRAPHED ON HEAVY KROMEKOTE  
UNDER 3¢ EACH  
IN 1000 LOTS  
500—\$18.85 1000—\$29.75  
For larger quantities add \$22.00 per 1000

ALSO AVAILABLE NOW:  
8X10 COLOR PRINTS

1000 8X10s \$175.00

Send for a sample 8X10 color  
print and black & white 8X10  
plus prices for other sizes in  
black & white and full details  
on ordering.

 PICTURES  
317 N. ROBBERSON  
SPRINGFIELD, MO. 65806  
(subsidiary of the Advertising Brochure Co.)



THE SOUND ENGINEERING MAGAZINE

Must reading for recording  
engineers and all others in  
the professional audio field.  
Only \$6.00 yr.

Sample copy on request.

Sagamore Publishing Co. Inc.  
980 Old Country Rd.  
Plainview, N.Y. 11803

## Largent Forms Three-Fold Co.

DALLAS — Nick Largent has formed Show Art Productions for recording, promotion, and concert show production.

The first single just released on the Show Art label is "You're My One and Only" b/w "Nobody But Me" by Little Anthony (not of Little Anthony and the Imperials). The company has scheduled two more record releases for this month, with some college concerts slated for April.

Other artists signed by the company include Steve Wade, a folk blues singer and writer; C. D. Young, writer and singer; O. D. Williams and the Dynamics, Arthur Jerrell and a heavy group called Exitt. A Show Art Soul Revue is being planned for the summer.

## Graham to Run Series of Pop Shows at State Pavilion

NEW YORK—Bill Graham will run a series of pop programs at the New York State Pavilion of the 1964-65 World's Fair in Flushing from June 19 through Labor Day.

The Pavilion, which can accommodate 8-10,000, was operated by Howard Stein last summer. Graham, producer-owner of Fillmore East and West, plans shows for Fridays and Saturdays running from 8 p.m. to 1 a.m. with the top being \$4. The program will be presented in conjunction with the New York City Department of Parks, Recreation and Cultural Affairs.

The "Fillmore at the Pavilion" offerings will be adjacent to the Theaterama building where the Queens Playhouse is to be constructed.

Graham said the youth-oriented concerts would also include elements of gospel, folk, country and jazz music, plus poetry.

## Signings

Al Jarreau signed with Geoffrey Lissauer, independent producer, for recording. . . . Lord Sutch has signed an exclusive agency contract with J.L. Caulfield Enterprises. . . . Tito Mora to Tico, which will release his first single soon. . . . The Live Wires joined R.E.F. Recording Co. of Home, Pa., with their debut disk due next month. . . . Chris & Shack have been signed by We Three to Stax, where their first pressing will be "Goodies" . . . Sly Boots to Commonwealth United Music. . . . Baker Knight to Happy Tiger, where his debut disk is "The Man Who Never Made It," produced by Jupiter Productions for Knight's  
(Continued on page 27)

## Talent In Action

• Continued from page 20

### PETER, PAUL & MARY

Pasadena Civic Auditorium,  
Calif.

Peter, Paul & Mary presented a familiar program March 21 at the Pasadena Civic Auditorium, only everything was excitingly different. After 10 years of upholding their excellent calibre of music, the trio's attack today on songs which are its own "standards" is undeniably strong and believable.

PPM's approach, exemplified during this packed house concert, is to modify a song or involve the audience almost totally in singing along.

The standing ovation for PPM was a truthful display of affection for the trio's dynamic offering of such songs as "When the Ship Comes In," "For the Love of a Lady," "The Song is Love," "The Great Mandella," "And When I Die," "Jesus Met the Woman," "Don't Think Twice It's All Right," and "If I Had My Way." Stookey and Yarrow additionally sang some of their own new compositions. Bassist Dick Kniss, who is the fourth member of the group, was barely audible in the large room. The main three voices came across strongly, however.

ELIOT TIEGEL

### FLORENCE HENDERSON

Persian Room, New York

Florence Henderson is the solution to air pollution. The clean-as-a-whistle voice she displayed and the fresh-as-country-air performance she gave March 18 at her Plaza Hotel Persian Room opening, should clear the foul air around us for some time, gracefully and without cost.

She uses tunes such as "Conversations," her latest Decca Records single, and "New World Coming," "I'll Do Anything" and "It's Over," to fill the air with sounds of music which float far and wide. And the effect is indeed far-reaching. For she knows, because of her long experience in the theater, how to listen, not just to herself, but to the audience, her arranger and the orchestra. The result displaces the smog of confusion and replaces it with fusion and style.

This response stemming from response does the trick, too, when she turns to humor. For the most part spontaneous, it succeeds because of that very reason, and shows off her unusually warm, informal personality.

ROBERT SOBEL

### TOM RUSH

Quiet Knight, Chicago

Tom Rush always has been an interpreter of other people's songs, and his stay here March 18-22 proved he has accomplished this art to the highest degree.

He has been singing songs by Joni Mitchell and James Taylor long before either was heard by the wide audience that now knows them. Rush was at home with Miss Mitchell's "Circle Game" and Taylor's "Drop Down Mama," the latter included in Rush's new Columbia Record album. He was accompanied by Trevor Veitch on guitar and Duke Bardwell on bass, both able musicians.

While the songs were mostly folk or country in nature, Rush proved he and his group could belt rock with the best as they rammed their way through Bo Diddley's "Who Do You Love." During the song, Rush's voice covered nearly a two-octave range and showed he may be ready to gain the wide recognition he has deserved for several years.

GEORGE KNEMEYER

### COUNT BASIE BAND

Lido Manor, Studio City, Calif.

Count Basie came to the San Fernando Valley for the first time and big band buffs were there to greet him. The happy union occurred March 22 as the Basie aggregation worked through two joyously entertaining sets before a very receptive adult audience.

From the moment the 16-piece precision instrument began "Splanky," until it concluded its first set with a taste of "One O'Clock Jump," the mood was bright and breezy.

There was Eddie (Lockjaw) Davis' stimulating solo on tenor saxophone during "Splanky" which revealed his own brand of deep toned quality.

From this light first number, the band moved into a faster tempoed "Frankie and Johnny" and then swung into "Blues in Hoss Flat" featuring a delicate flute and trumpet pairing.

The band worked through seven and one-half numbers in 30 minutes, with tenor man Cecil Payne's solo on "Good Time Blues" a standout effort. Basie's sparing piano style opened that number with a "long" solo, backed very softly by bass and cymbals.

There was one number which got into a hard, modern groove, "Speak Low," done very fast and propelled by Davis' controlled frenzy. The band played in what seemed like an effortless mood, for all the section work was crisp and disciplined.

ELIOT TIEGEL

## Revival Show Vol 3

• Continued from page 20

office—billed as "King of Rock"—in the U.K. and Europe and recently made a brand new album. Maybe through lack of rehearsal, his act lacked fire for one of the original black leather wearers.

Ruby & the Romantics and the Five Satins performed exactly as revival artist should and were rewarded for yesterday's pains by tremendous ovations, especially the Satins who are extra special favorites of this audience. Bobby Comstock's orchestra backed throughout except for Richard.

IAN DOVE



## JESSE BOONE & THE ASTROS

Jesse Boone & The Astros are just plain Funky on their new release. "I Got The Rings" which is supposed to be the "B" side to "I Got To Love You." SP-226. DJ's write to

SOUL-PO-TION RECORDS  
632 Holloway Ave., Albany, Ga. 31705  
Telephone: (912) 439-8575

BEST NEEDLE  
GUIDE  
IN THE BUSINESS

PFFANSTIEHL'S NEEDLE GUIDE is cross indexed by brand, cartridge, needle number, or picture for exact duplication with new diamond or sapphire needles . . . helps you to make the sale quickly for bigger profits. Write today for your free copy and Factory-to-Dealer sales plan information.



Pffanstiehl CHEMICAL CORPORATION  
3300 WASHINGTON ST. • BOX 498 • WAUKEGAN, ILLINOIS 60085  
WEST COAST: 14757 1/2 OXNARD STREET • VAN NUYS, CALIFORNIA 91409

when answering ads . . .

Say You Saw It in Billboard

Welcome to RENO'S  
**PONDEROSA!**  
Reno's first new hotel in a decade.  
Lose yourself in the lavish luxury of early 19th Century Nevada. Elegantly furnished rooms with color TV. Reasonably priced for family budgets. Dancing nightly. Swimming. Free parking. Be prepared for a Many Splendored Fling!  
**PONDEROSA!**  
HOTEL / CASINO  
FOR RESERVATIONS CALL  
RENO: (702) 786-6820  
515 S. Virginia, Reno, Nev.

The Record & Music  
Industry Meet For  
Lunch & Dinner At...  
Gene Norman's



8240 Sunset Strip / Hollywood  
Phone 656-1313

**THE ORIGINAL SOUNDTRACK ALBUM**

**FEATURING**

**THE GRATEFUL DEAD THE KALIEIDOSCOPE**

**PATTI PAGE THE PINK FLOYD**

**THE YOUNGBLOODS AND OTHERS**



STEREO  
SE-4668ST

SE-4668ST

Zobajika, Africa

1968



EREO  
668ST

Music From The Motion Picture Sound Track ZABRISKIE POINT

The GRATEFUL DEAD  
The KALEIDOSCOPE  
The PINK FLOYD  
The YOUNGBLOODS  
and others



## From The Music Capitals of the World

(DOMESTIC)

### LOS ANGELES

Gordo Productions will produce sessions for Kapp following an initial purchase by Kapp of the instrumental single, "Viva Tirado" by El Chicano. Eddle Davs, owner of the production company, is now working on material for A Boy & A Girl, a new act for Kapp. On another MCA related matter, Bill Cosby has recorded a spoken word single for Uni, "Grover Hensen Feels Forgotten," written by Christian Wilde. The song relates to a soldier's loneliness at a war front. Uni executives are working out a series of radio public service spots stressing the importance of writing to servicemen overseas, to tie in with the single's theme.

Black Market Ltd. is a new music production-advertising company formed by Eugene Cox in association with Henry Carr, Richard Aaron and Theo Colbert. First three acts signed are the Whitney Family, Maxine Weldon and Don & Debby. The firm's publishing companies are Black Market and Malika.

Walter Scharf is setting up publishing deals in Rome and Madrid for his Cinema Songs company.

Nell Diamond has established Prophet Music, with Don Reese named as professional manager.

Chris Band and Susan McCusker have formed Granny Productions and Uncle Fred's Music. The management-record production firm handles Rod Evans, formerly with Deep Purple, Amanda Ambrose, Lance Legault, Tom Brown and Grits, a rock group. The publishing company's catalog consists of material by its acts. Chris Stone got into management three years ago with Action Talents. Miss McCusker was formerly with Tetragrammaton Records in its tape department. Sandi Hobbs is an administrative assistant to Bangs.

Jimmy Haskell is the music director for Doris Day's first CBS-TV musical special, "The Doris

Mary Anne Kappelhoff Special," co-starring Perry Como.

Ascot Park in Gardena will be the site of rock festivals on April 3, 10 and 17. Producer Nick Bell has lined up Southwind, Smokestack Lightnin', Time, Glass Family, Country Store, Frosty and Peace for the first concert.

Mort Garson and Dave Williams have formed Patch Cord Productions to create electronic music commercials for broadcast media. Artist/designer Cal

Schenkel spent a week traveling with Crow and attended the group's recording sessions in order to develop an existential illustration" for the group's next Amaret LP cover. . . . John Kay of Steppenwolf has formed Black Leather Music for his compositions. ELIOT TIEGEL

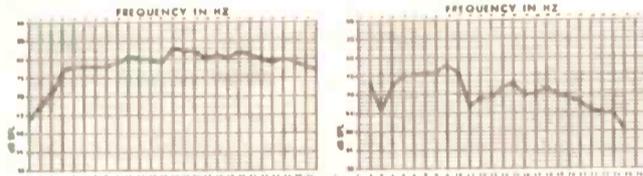
### LAS VEGAS

Liberty's Vikki Carr, plagued with a severe case of "Vegas throat," bowed out of her Riviera engagement early. Roger Miller flew in as her replacement. . . . St. Patrick's Day openings included John Davidson at the Riviera and Trini Lopez at the Landmark. . . . Singer Phil Flowers took a night off from his Caesars Palace show to jet in for a one nighter at the Factory in Beverly Hills. . . . Na-

(Continued on page 34)

## Every studio has its own ups and downs.

No two studios look alike in size, shape and location of speakers—in acoustic environment. So naturally no two studios look alike in frequency response either—in acoustic response.



You hear different sounds in Studio A than in Studio B.

Acousta-Voicing® takes the ups and downs out of studios.

Acousta-Voicing makes all studio monitors alike as far as the sounds you hear from them at your ears.

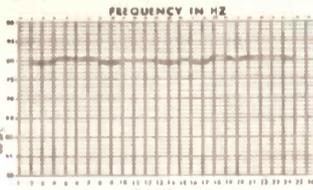
**Highs and lows are in perfect balance with mid-ranges.**

Acousta-Voicing doesn't remove any of the usable program material.

Instead, it takes all the over-emphasized frequencies and equalizes them with all the normal responding tones in the room.

Acousta-Voicing lets you hear exactly what was recorded when tracks are played-back.

You hear the same sounds in all studios.



**Acousta-Voicing is performing at many major studios.**

Just some of the places Acousta-Voicing is performing include Columbia Records, Century Records, Capital, Universal/Decca and the Academy Awards Theater.

And recently Brendt Albright, the Administrative Engineering Manager at Universal Decca Recording Studios, told us, "Finally we have a single reference point of perfect sound to work from in all our recording studios... Acousta-Voicing takes the educated guesswork out of balancing tracks."

**Here are some Acousta-Voicing specifics.**

Acousta-Voicing is the only sound equalization system of its kind to use calibrated, fully-adjustable, critical, bandwidth, band rejection filters.

This allows each loudspeaker to be individually tuned in the room where it's installed. So the sound quality is vastly improved. So the sounds you hear from all your studio monitors are identical.

## RIMROCK RECORD MFG. CO.

OFFERS

COMPLETE MANUFACTURING OF RECORDS AND FOUR COLOR JACKETS

• NATIONWIDE DISTRIBUTION OF 7" SINGLES

• FULL DIMENSION AMPEX STUDIO

• PROMOTION • PUBLISH YOUR SONGS

Due to low overhead, way out in the country We Can Offer You Savings of 30% to 60%!

For Further Information

Write

Or Call

WAYNE RANEY

SHIRLEY BABB

Rimrock Mfg. Co.  
Concord, Ark. 72523

(501) 668-3404

## Signings

• Continued from page 22

"Living Under Pressure" album.

The '69 Merger signed with Brookster Productions, Inc., where Irwin Levine and Steve Metz will produce. . . . TV's David Canary to Don Perry Enterprises, an independent production company.

The Morgantowns joined Roulette. H.B.S. has management.

The Kallahash Corporation, which headquarters in Greensboro, N.C., signed with Mercury, where their first LP, produced by Barry Oslander and Don Oriolo, will be released in May.

Hugo Montenegro signed with GWP with his first single and album due in April.

Little Richard to Reprise with his first sessions in Muscle Shoals, Ala.

A&M's Procol Harum to Chris Wright and Terry Ellis for management through Chrysalis. Chris Thomas will produce the group's next album through the AIR Organization. . . . Steve Rossi signed with Skye with Danny Wells producing his first album for the label. . . . Paul Leka joined Cotillion through an independent production deal.

Danny Abramowicz of the New Orleans Saints signed with Jerry Purcell for personal management.

Gary Knight & Gene Allan, writer-producing team, have joined Kaplan Cullen Associates, Ltd. and Golden Egg Music, Kaplan Cullen's BMI publishing firm. . . .

The Kallahash Corp., signed with Mercury, will have their first album in May.

Now you can give artists exactly what they want.

● Acousta-Voicing produces honest sounds —because it's the only accurate way to neutralize acoustical environments in all studios.

● Acousta-Voicing retains these honest sounds all the way to the final track —because equalization can be performed at various stages along the way



without having to go back to the original recording room.

● Acousta-Voicing frees your studios for more recording dates—because time-consuming dub-downs are eliminated.



A QUALITY COMPANY OF LTV LING ALTEC, INC.

Get a free demonstration of Altec Acousta-Voicing right in your own studio.

To: Altec Lansing, 1515 South Manchester Ave. Anaheim, California 92803.

I'd like to have a free demonstration of Altec Acousta-Voicing in my studio—including a frequency response curve that will show me all the ups and downs. Please have an Altec Sound Contractor contact me to set up a demonstration date.

Please send me your free Acousta-Voicing literature.

NAME \_\_\_\_\_  
POSITION \_\_\_\_\_ STUDIO \_\_\_\_\_  
ADDRESS \_\_\_\_\_ PHONE \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

**Altec Acousta-Voicing.  
For the perfect balance of sound.**

# Radio-TV programming

## Tight Playlist a Myth: Billboard Poll

• Continued from page 1

his internal playlist. In addition, WTRY adds five or six new records each week, depending on what is good, to the internal playlist. He doesn't believe in adding records "just to gamble" on them, so he has to rely fairly strongly on record promotion men to discover what's happening among the new records. "If it's a good record company," said Cole, "they'll often let you know about the potential hits even before the records get to the station. And it doesn't take long before you realize which record company promotion man you can depend upon."

The average Top 40 station today adds eight new records each week, the survey found.

Here's how the playlists of many Top 40 stations shape up: Program director Dave Tucker of KFJZ in Fort Worth uses a playlist of 60 records and adds six to eight new records a week. Program director Gary Lockwood of WLYV in Fort Wayne, Ind., has a playlist of 45 records, but adds six-to-ten new records each week and is eager to expose new product. Program director Michael Faulkner of KRBC in Abilene, Tex., works with a playlist of 60 records, adding 10 new records each week and reports that he's "very much" interested in exposing new records. WLCS in Baton Rouge, La., has a playlist of 55 records and adds anywhere from 10-to-15 each week. The station is definitely eager to expose new product. Program director Gary Fuller of KAFY in Bakersfield, Calif., uses a playlist of 55 records and adds about 10 new ones each week. He's interested in playing new records if they have merit. At WMID in Atlantic City, N.J. station manager Bob Badger works from a playlist of 50 records, adding about eight new records a week. He's eager to play new records. Music direc-

tor Tom Nix of KEYS in Corpus Christi, Tex., has a playlist of 52 singles, plus between 15 and 20 album cuts. The album cuts are only played at night. The station prints a list for distribution in local stores that features only 30 records, so, like an iceberg, the bulk of the programming is on the air rather than in printed form. Nix said that he's not real quick on exposing new records, although he adds from six-to-ten a week, "but we're not slow either. There's less of a push on exposing new singles since we added the album cuts to the playlist."

KRIZ in Phoenix is positive proof that a long playlist can be successful. Program director Pat McMahon uses an "unlimited" playlist. He has a printed chart of 50. The station features around seven extras and plays from around 68 albums at the moment. KRIZ adds five-to-seven new records each week and is anxious to expose new product "that we believe in." The main criteria for picking records is the sound. McMahon listens to every record that comes in.

### Listens to All

Larry Ryan, program director of KEEL in Shreveport, La., also listens personally to every record that comes in. He pays special attention to the music "because we're playing to the people we want to reach" and every record is targeted toward reaching a specific listener. The station has a playlist of 55 records and adds anywhere from seven to 12 each week. Because KEEL has the market locked up in ratings, the station's not necessarily eager to expose new records, but the real hangup bothering Ryan is that KEEL gears its programming toward both adults and teens. "There are too few bright and happy tunes being turned out today on record. I don't need sad ballads, I assure you."

WIFE program director Perry Murphy reported that for the Indianapolis market he uses a playlist of 50 records, adding anywhere from five-to-fifteen each week and "we break our share of the new nationwide hit records."

Dan Walker, program director of KJRB in Spokane, Wash., said his station features a playlist of 53 records, while he adds as many new records each week "as I feel justify being added. But we seldom have more than 60 records on our total list . . . usually only five-to-ten new records are added each week."

But KJRB is eager to expose new records. "A lot of music directors have the attitude they're just not going to play new records; they let someone make the hits for them. But I enjoy getting a gold plaque for helping launch a nationwide hit. Too, I take satisfaction out of hearing a new record. I even listen to the flipside . . . I find a lot of good records that way." He estimated that KJRB, as a station over the years, may have garnered as many as 20 gold plaques for breaking hits.

WAVZ in New Haven, reported program director Lee Manson, has a playlist of 60 records, plus four pick hits. Seven new records are added each week and the station is "very eager" to expose new records.

WBBF program director Jack

Paulvino, Rochester, N.Y., works from a playlist of 60 records, adding around 10 new records each week, and admitted that he likes "to break new records" and gets his information about new product mostly from record promotion men.

Eric G. Norberg, program director of KMBY in Monterey, Calif., uses a playlist of 52 records, adding around six on any given week. He's eager to expose new records.

### 60 Records

Greg Dean, program director of KEYN in Wichita, Kan., reported that he has no set number on his playlist though "it's around 60 records at the moment. My playlist is longer than that of most stations, I guess. But I believe in playing what's deemed warranted." KEYN "tests" new records at night. Once a reaction is received, the records are worked toward prime time areas—the drive times. Dean makes it a rule never to play anything except a top 20 records during the 7-8 a.m. period, when he feels most adults are on their way to work and driving their car.

New records at KEYN are picked by music director Jay Roberts, whom Dean feels "has quite an ear." The station listens to every tune—whether it comes to the station via a single record, an album, or a tape. "Slow Down" by the Crow, for example, came to the station on a test pressing. Although it began to sell as soon as records arrived in the local stores, the song was restricted to night play only because of its sound.

The KEYN playlist, incidentally, does not hinge on sales alone because the station programs to the listener. However, Dean has a unique system of cooperation with record stores that could prove quite valuable for other markets. A weekly stock advisory list is sent out to major stores and one-stop and distributors . . . stores like Double Good Records and the three outlets of David's Stores. This is a three-way card. Besides the stock advisory list of records that KEYN recommends they stock, it has a chart on the back for their sales report and it's pre-addressed back to the station.

"I felt that we'd get better cooperation from the dealers if we could offer them something—thus the advisory report, which is based on telephone action. We encourage the stores to stock these records. And if a given record gets on the list, the dealers don't have to be afraid of us dropping it from the playlist in a week or two." Terry Reid's "Stay With Me" was ordered by a local one-stop because it was on the advisory list and it started selling right away. The Crow on Amaret Records is another example of a record that got stocked because it was on the advisory list, as was "Evil Woman." The advisory list tells dealers also what distributor is carrying the record.

"We're not in business to sell records," Dean pointed out, "but there's no reason the station shouldn't have a rapport with local record stores. It cannot possibly hurt, when they're promoting the station." He felt his "bag" was public relations with the public as a platform for building a successful radio sta-

tion, as well as programming. And the rapport with record stores, all of whom spread the fame of KEYN, is an excellent form of public relations.

Jessie James, program director of WWUN in Jackson, Miss., uses a playlist of 50 records, adding four-to-six each week. He tries some new records, but admitted that he's not too anxious to expose new records.

Jerry Kaye, program director of WING in Dayton, Ohio, has a playlist of 40 records, plus 10 extras. He adds 10 new records a week, but is not eager to break records—it all depends on the quality of records available each week.

KLMS in Lincoln, Neb., is eager to expose new records. The station has a playlist of 64 records.

(Continued on page 30)

## KPEG Shifts to Easy Listening

SPOKANE, Wash.—KPEG, 5,000-watt daytime station, has dropped its Top 40 programming to switch to an easy listening format, reports new program director Dennis Collins. Former program director Ed Mosley has become news director; the station will accent local news. Music will be announced, but the station is negotiating for an automated music package and will be automated as soon as possible.

In addition, the owners are now negotiating to buy a local FM station, which will be a 24-hour operation. Format for the FM station will be announced as soon as the sale is approved by the FCC.



WARM AIR PERSONALITIES play it cool with the Fifth Dimension, presenting them a key to WARMLand. The group was recently in Wilkes-Barre and WARM deejays visited backstage. From left: WARM deejay Len Woloson, program director George Gilbert, deejays Joey Shaver, Pete Gabriel, Jim Drucker (right below Gabriel, wearing glasses), Stephen Allen Scott, and Florene, Ron, Marilyn, Lamonte, and Billy of the Fifth Dimension. Herb Byrd of A&L Distributing in Philadelphia and WARM air personality Tony Murphy, right, kneel in front.

## WCTO-FM Is 'Airborne'

SMITHTOWN, N. Y. — WCTO-FM began broadcasting March 16. The all-stereo station features a "fully orchestrated, lush music" format from 6 a.m.-midnight seven days a week, according to general manager Richard J. Scholem. The station plays 52 minutes of music an hour in 15-minute segments. Each segment is a program in itself and is uninterrupted.

Programming for the station was decided upon after a survey had been taken over a cross section of Long Island

## WCLV-FM in Play Expansion

CLEVELAND — WCLV-FM, classical station here, was forced to expand its weekend marathon to a total of four-and-a-half days to take care of all of the requests from listeners, reported Bob Conrad, vice president of programming and operations. Listeners making pledges for the Cleveland Orchestra Sustaining Fund Drive were to be granted a request from the station's library of more than 600 selections featuring the Cleveland Orchestra. A goal of \$10,000 was exceeded by some \$20,000, so it took much longer than expected to fulfill the requests.

citizens. The staff includes Richard Grove, commercial manager; Tom Polino, chief engineer; Joseph Mikeals, operations manager; Larry Toran, Paul Fleishman, Ivan Rothberg, Steve Epstein, Walter Watmuff, Donald Hubert, Seymour Mark and Robert Bruhns.

## WNOB-FM to Drop ABC 'Love' Pkg

CLEVELAND — WNOB-FM will drop the ABC "Love" syndicated package as of Thursday (28) and replace it with live air personalities. Daytime will still be easy listening-Top 40. Hank Navin, production director, will do a nightly progressive rock show as "Fat Daddy," and the new music director, Tom Kinsella, will also be doing a progressive rock show nightly.

## WPEN-FM Power Up

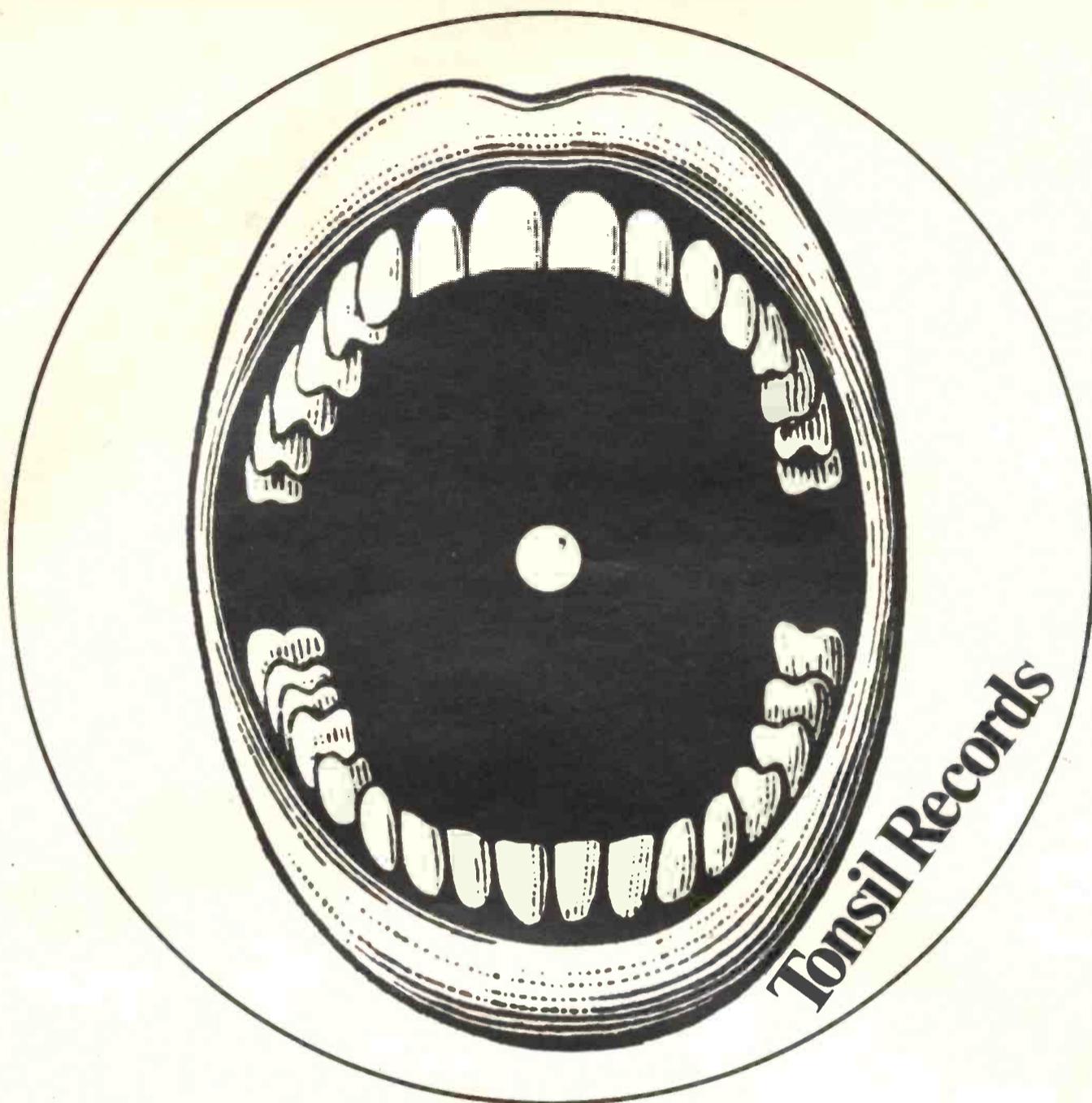
PHILADELPHIA — WPEN-FM has received permission from the FCC to boost their power output to 50,000 watts. The station plans to build new studios, transmitter and antenna as well as install a stereo multiplex system. Last October, WPEN revamped their AM station.

## WBSR Pitch Gets Oldies

PENSACOLA, Fla.—WBSR recently netted 1,740 oldies for its record library in a promotion called The WBSR Great T Shirt Exchange. News director Allen Moore paid that listeners who brought in five old singles each received a tee shirt with the slogan "WBSR Good Guy" printed on the front. "More records could have been obtained, but the station ran out of tee shirts in two days," he reports. Only about three of five records were usable for the station's 24-hour Top 40 format, but the promotion was excellent.

## AM-FM Planning Guide Is Offered

BLUE RIDGE SUMMIT, Pa.—Tab Books has just published "AM/FM Broadcast Station Planning Guide," by Harry A. Etkin. The \$12.95 book details every aspect of planning, building, and equipping a station, including tested floor plans, and details about everything from frequency searches to filling out Form 301. The book does not cover programming.



# **Tonsil Records just pressed its first single! “I’ll Keep It With Mine,” performed by Great Jones. (Bob Dylan wrote it.)**

**Tonsil Records does things right. (Starting with our big-mouth logo.)**

- 1. We signed up Great Jones (led by Jay Traynor, who was the Jay of Jay and the Americans). Not bad.**
- 2. We gave them a scoop; Bob Dylan’s “I’ll Keep It With Mine.” Not bad.**
- 3. We had it produced by Jerry Ragovoy. Not bad.**
- 4. We signed up Great Jones to do the sound track for the new movie, The Sidelong Glances of a Pigeon Kicker. Not bad.**
- 5. They elicited sustained applause at Filmore East, extreme acclaim at the Rockpile, Toronto, and won over the Electric Factory, Philadelphia. Not bad.**

**(With our other hand, we signed Asylum, a very very good big jazz rock band. They’re belting out their first album right this minute, and we’ll release it in May. Right after that, they’ll play a summer engagement at the Caribe Hilton, San Juan.)**

**Good old APA is the faithful booking agent for both groups.**

**Call Neville Gerson, Tonsil Records, 586-6750, 1700 Broadway, New York City.**

# Vox Jox

Bill Shupert is the new program director of WBZ, Boston; he'd been operations manager of WTOP in Washington. . . . Old buddy Johnny Nash, who has moved back to Houston, recently visited KJR in Seattle — to play basketball in a series of charity games. . . . In case any of you people are near Chicago, Billboard will be located at Suite 2105-6 in the Conrad Hilton Hotel during the annual convention of the National Association of Broadcasters. Starting Sunday (5) about noon, I'll be there. Will treat to a drink anyone who visits.

By CLAUDE HALL  
Radio-TV Editor

followed with "Northeast Arkansas Mississippi County Bootlegger" by Kenny Price on RCA Records. Production was tighter than a pair of new boots. Listened for quite a while, but never caught the deejay's name. His voice wasn't perfect; too low, but he was doing a good job and the station kept me listening. Just hated to turn the dial. But China Valles and Dick Webber had come up to me in the lobby of the Americana Hotel and I'd promised to listen to Valles on his all-night WGBS show. En route across the dial, I heard a good Spanish station (yep, I'm a wet-back at heart); it was about 1140 on the dial. Then I found, by accident, WINZ and listened a while; however, I found that flower "spring" promotion much too lone and I couldn't catch the deejay's name, so I kept turning and finally found China. He was doing an interesting show, heavy with soul and hard blues. Listened for a good while. Billboard music editor Paul Ackerman and I liked China's choice of music and the blend. China told you his name, so you at least knew who you were listening to. At 6:53 a.m., when I woke up, I listened to WFUN. Lord, but the station has improved since I was last in Miami! However, I'll tell

I was at the annual convention of the National Association of Record Merchandisers in Miami last week and got to listen to some radio. Around 1:15 a.m. on March 22, I heard WWOK playing "Beneath Still Waters" by Diana Trask on Dot Records, a really great tune, and this was

## WREM on the Air

JENKINS, Ky. — A new country station has gone on the air, WREM. The signal covers parts of three states including Kentucky, Virginia, and West Virginia. Lineup at the 1,000-watt station includes Jake Cress, Joe Coe, program director Gary Slemp, Roger Graiger and Joe Cress.

## Tight Playlist Myth: Billboard Poll

• Continued from page 28

ords and adds 10 each week. Johnny Eagle, program director of WFLI in Chattanooga, Tenn., uses a playlist of 50 records, although "some of these we don't play except at certain times." He adds no less than five and no more than eight new records a week. Although he's not particularly interested in breaking new records, he pays close attention to what stations in Atlanta and Knoxville are playing. "I have people who listen to those stations that report to us." He can pick up at least one of the Chicago Top 40 stations there. In addition, he receives the playlists of several stations.

"One of the few records I've gone on hot and heavy is Bobby Goldsboro's 'Can You Feel It,' which I think is going to be a smash," said Eagle.

KTLK in Denver has a playlist of 40 records and program

director Joe Finan adds two-to-six new records each week. He's "very eager to expose new records, if they have good selling potential."

Art Wander, program director of WNDR in Syracuse, N.Y., said he was "absolutely interested in exposing new records . . . anything that has hit potential. I listen to both sides of every record. It's the most painstaking thing in the work." WNDR has a playlist of 37 and adds four or five new records each week.

WAAB in Worcester, Mass., has a playlist of 55 records, adding six or seven each week. Program director Bill Garcia said he tries "to listen to every record that comes in and expose as many new ones as I can. We jump on the bandwagon fast and give a record three weeks' good play. I feel this type of activity gives the station a valuable fresh sound."

you more about my opinion of WFUN later. Because I had to shovel off to work—attending and covering the NARM convention. Gary Schaffer, former music director of KYA in San Francisco, was there, trying to line up some record production deals. Met him briefly in the lobby. Later, I heard Irwin Tarr of RCA Records comment that Top 40 format radio will not survive the 70's. Not that this forebodes evil times. A minute earlier, he'd stated that the growth of FM will help radio in general and possibly equal AM radio in five years. Irwin's a good friend, but I disagree. Make it two years or less, Irwin.

Then came an evening at the  
(Continued on page 32)

## WWSR-FM in Vermont Bow

ST. ALBANS, Vt.—A new station — WWSR-FM — will go on the air here Saturday (4) featuring an uptempo easy listening format. General manager is Bob Kimel; John Kimel is program director. Air personalities include John Kimel, Stu Wilkins, Pete Tosi, and Harry Tea. The station will be totally separate in programming from WWSR, a daytime station. The station hopes to go stereo around September. Signal of the new station will cover all the ski resort areas.

## WIRL and Atl Aiding Teens

PEORIA, Ill. — WIRL, local Top 40 station, is teaming with Atlantic/Atco Records to raise funds for a Teen Center. Teens in the area had vowed to help build their own Teen Center if they could obtain funds for the materials. WIRL program director Dan Hoffman sought help from Atlantic/Atco. Result is that the Iron Butterfly, Arthur Conley, and the Blues Images, plus various local groups, donated their time March 22 for a concert. Margo Knesz of Atlantic/Atco worked with the station on the project.

## Radio Listening Increases 5%

NEW YORK—Radio listening has grown 5 percent during the past year, according to the latest study of Radio's All Dimension Audience Research. The spring 1969 study by the Brand Rating Research Audience Studies, Inc., shows that nearly 141 million radio listeners, or 93.3 percent of the total population 12 years old and older, average just under 21 hours (20.52) of radio listening per week.

## WAEF-FM Is Sold

CINCINNATI—WAEF-FM, Cincinnati's oldest indie FM station, owned by Alvin W. and Edward L. Fishman and Pilot Stores, Inc., has been sold to a newly formed Cleveland firm, Berkshire Radio, Inc., for a reported \$400,000, subject to FCC approval. WAEF-FM, which first went on the air in 1959, is 50,000 watts horizontal. Harrison M. Fuerst, president of the new Cleveland group, says the station's present personnel will be retained.

# Selling Sounds

What's doing among the major music houses. Items should be sent to Debbie Kenzik, Billboard Magazine, 165 W. 46th St., New York City, N.Y. 10036.

By DAVID PERRY

WEEK OF 6-10 APRIL

Big guns in the record business continue to move into the field of commercials. On the West Coast names like Mark Lindsay, Henry Mancini, Artie Butler, Perry Botkin Jr. and Nelson Riddle have made themselves available for commercial assignments. In Chicago, Richard Evans, one of the most artful soul arrangers, has formed his own production company for records and commercials. In New York, where record people have long been splitting themselves between both fields there are new entries such as Joe Renzetti, arranger of hits such as "Sunny" and "Apples, Peaches, Pumpkin Pie." Others, such as Al Ham, Artie Schroeck, Jimmy Wisner, Wes Farrell and Joe Brooks continue to service both industries.

Schaefer Beer and its agency, BBD&B, have announced the 10 winners of their talent hunt. Music director Marc Fredericks has been in the studio all week recording the winners singing the Schaefer jingle. I'll have details in the next column. . . . Kodak and its agency, J. Walter Thompson, have leased the song "Green Green Grass of Home" for a series of commercials to debut on the Academy Awards Show in April. The charts were handled by Torrie Zito, another record veteran.

Trade sources are estimating singers' residuals on the new Pepsi jingle at about \$125,000 per voice this year. Not bad for a few hours in the studio. Composer of the jingle, Joe Brooks, was one of the singers. He also has a new album out with Rosko on the Elektra Records Label. Pepsi as well as Coke is swinging into the second cycle of their jingle series. No one seems to know how long the series will last, but both ad agencies involved are busy shaping up the replacements.

There are several trade rumors circulating this week that a TV network will air a one-hour special next year devoted to cigarette commercials. It will probably go on after the ban on cigarette advertising takes effect on January 2. Sounds like an intriguingly campy idea.

# Dexter's Scrapbook

By DAVE DEXTER JR.

HOLLYWOOD — "I went back over all the things we recorded over the years, and the things that kept us alive were the simple things, the sincere things, the unpretentious ones. I think the public smells and rejects the pretension in music."

Who said that at a recent meeting of the Hollywood Press Club? Lawrence Welk? Johnny Mathis? Maybe Glen Campbell?

It was, on the contrary, the silver-haired maverick Stan Kenton, whose defiant, daring, ultra-progressive music launched the avant-garde movement in the forties. Still enthused, still eager to create, Big Stan is puzzled with 1970 sounds and songs, but along with Henry Mancini, Shelly Manne, Benny Carter and Don Ellis, who also appeared as guests at the conclave, he retains an undying hope and optimism that jazz will again flourish and sell records as it once did to millions.

"Young, skillful musicians are coming up," Kenton said. "With the advancement of technique, they'll make jazz explode all over again. You'd be surprised at the recent, sudden new interest we see in exciting jazz modes."

April 10 is the target date for the opening of the all-new Coconut Grove of the posh Hotel Ambassador on Los Angeles' Wilshire boulevard. Sammy Davis Jr., who will somehow serve as managing director of the totally renovated room and headline the opening bill, gleefully reports that the flashy room with silver and black walls and orange, purple and black carpeting will never again reflect Polynesian fever and a bunch of monkeys.

Some 600 guests recently attended a "tear it down" party hosted by Davis. The 49-year-old palm trees and even the walls

were actually knocked down by imbibing, unsentimental friends of Davis, and he announced that Frank Sinatra, Ray Charles, Diana Ross and the Blood, Sweat and Tears combo are all booked to perform in the new Now Grove, as it will be called.

But there are some, in the face of the hoopla and drum-beating for the new room, who recall the glamour days of the Grove fondly, days when Bing Crosby and Russ Columbo were featured with Gus Arnheim's danceable band, and the myriad of top acts and orchestras that held forth. The late night broadcasts with Freddy Martin, Anson Weeks, Hal Kemp, Harry Owens and many another titan of their time were invariably exciting (and there was the night that Lionel Barrymore let loose seven live monkeys to hop about diners' tables and climb into the palms).

It's all nostalgia now. Yet the memories linger on. David Rose is one of those who treasures his. He left the "tear it down" party proudly clutching one of the ancient cocoanuts in his hands and has it enshrined now at his home amid a mass of other memorabilia of the music business.

Eleanor Green is rehearsing a new mixed vocal group, the Togetherness, for a Las Vegas run. She's the wife of California Angel pitcher Rudy May. . . . New heavyweight champ Joe Frazier is setting up recording plans as he fronts the Knockouts, a rock combo, at Caesars Palace in nearby Vegas. . . . RKO-General dropped the nationally syndicated Della Reese show, originating in Hollywood, with reluctance. "Too much talk, not enough music," they concluded. Since last May, the delectable Della of Detroit wrapped up 191 hour programs.



OLIVER, center, goes over material with Bob Crewe, left, head of Crewe Records, and arranger Hutch Davis during a recording session in New York.

# OUR REPORTER SAYS THE CHICAGO DEFENDANTS WERE MOSTLY PATIENT, REASONABLE AND QUIET.....

... Our reporter was Gene Marine, and he says that Judge Hoffman shouted repeatedly, humiliated the defendants and their lawyers before the jury, and treated the prosecution attorneys as friends.

Gene was there—not covering the “highlights” or rewriting wire service copy—and he says the judge mocked the defendants by clowning with their names (“Dillinger” and “Derringer” for Dellinger), quaking in mock terror of defense witnesses, and making public cracks about defense lawyers outside the courtroom.

In a 25,000 word report about the trial (and the riots) he says that Bobby Seale was polite and well-behaved and that his outbursts came only after provocation. He says that Seale was slugged in the courtroom while the jury was absent.

Gene says that Malik Seale, age 3, was ejected from court when he started crying at the sight of his father in chains.

Gene says that the judge okayed, for the record, the definition of “subversive organization” as “any organization that could create problems for the city or county.”



## EXCERPT:

...out-of-town reporters, wire service reporters, news magazine reporters, all wanted to know the same thing: Who are the demonstrators to be? So of course they went to the people who would know: the cops. And—to judge by the stories—they believed what they were told: the demonstrators are a group of young ugly unwashed types known as Yippies, and they are led by Rennie Davis, Jerry Rubin, Tom Hayden, and 53-year-old Dave Dellinger (the latter, obviously unmeasurable for the costume in which Yippies are supposed to be bedecked, becomes the sinister outside manipulator providing the connection to the old You Know Who).

But trust reporters. Given all this misinformation—for the thousands really had no leaders beyond a few sketchy plans, and there was nothing leaders could have done—the press, as it invariably will, found the right way, the colorful guy, the guy who was always good for a quote and a fast good one-and-a-half-minute film insert for the six o'clock news. It was Abbie in front and Jerry close behind and nobody else had a shot...

They arrived on August 15th, and it was a delightful series of interviews. What are the Yippies going to do, Abbie, old boy?

• “Well, we’ve got a bunch of Yippie girls dressed up as whores, but young, you know, and nice, and they’re going to pick up convention delegates and slip acid into their drinks...”

• “Ten thousand kids, all of a sudden one day, floating nude on Lake Michigan...”

• “A hundred greased pigs, released one day in the Loop...”

• “All the Yippies wearing black pajamas, passing out rice...”

• “Yippie studs whose job is to seduce the delegates’ wives and daughters...”

Abbie Hoffman even told reporters that clean-shaven, crewcut Yippies, wearing sober suits, would circulate through the bars and other gathering places, waiting for the opportunity to get into a conversation and interpolate: “You know, these Yippies have something to say...”

When Abbie slyly let it be known that the Yippies were going to slip massive amounts of LSD into the water supply, Daley ordered an around-the-clock guard. When (after they released one pig, who was promptly seized by a cop) Abbie announced that the next plan was to liberate a lion, the guard force at the Chicago Zoo was trebled.

By the day the convention opened, there were about 2000 demonstrators-to-be (by the end of the week, possible 10,000). Chicago has 12,000 cops plus six thousand National Guardsmen and six thousand regular Army troops, complete with bazookas, jeeps bedecked with barbed wire, and tanks. Tanks? Tanks!

He says that the judge, when picking the jury, asked only the questions submitted by the prosecution. He ruled the defense questions “irrelevant.” Such questions as, “Do you admire Billy Graham?” “Do you have hostile feelings towards persons with differing life styles?” “Have you heard of the Fugs?” Those were irrelevant.

He says that the judge effectively prevented the defense from questioning Mayor Daley by sustaining 70 consecutive prosecution objections.

He says the judge didn’t think that the prosecution’s having had a spy in on defense consultations was grounds for mistrial.

Gene says that all of this and more happened because it wasn’t a real trial, except in the Kafka sense. The day-to-day goings on were not really about what happened in Chicago at all. They were about hair, dope, sex, dirty words, that kind of thing. Misbehavior. And that a whole generation could go to jail in the same kind of trial.

Gene Marine, writing in Rolling Stone, says the trial reported on in the daily papers must have been some other trial.

Mail to:

**ROLLING STONE**

746 Brannan St., San Francisco, Calif. 94103

Please put me down for a subscription to Rolling Stone.

Please send the issue about the Chicago 7 free.

(Enclose \$8.00 for one year.)

Thank you.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Mail to:

Committee to Defend the Conspiracy

28 E. Jackson Blvd.

Chicago, Illinois 60604

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Enclosed is my check for \$ \_\_\_\_\_

# RADIO-TV mart

Billboard is read by nearly every air personality, program director and station manager in the nation. Results are guaranteed. The cost is only \$15 for two times, but, because of the lowest cost, payment should be enclosed with the advertising copy. Send to:

Radio-TV Job Mart  
Billboard  
165 W. 46th St.  
New York, N. Y. 10036

## POSITIONS OPEN

I'm interested in as many airchecks as I can lay my hands on. I'm not looking for any particular time segment, but will listen to everything that comes in as long as it's good. Interested jocks can air special airchecks to me. Mel Phillips, program director, WRKO, RKO General Bldg., Government Center, Boston, Mass. 02114.

Wanted: First phone announcer with MOR and easy rock exp. Good career opportunity, excellent pay and fringe benefits. Write Bill Schaaf, WCVL, Crawfordsville, Ind. 47933.

Immediate opening for announcer with professional sound, tight board, production on music, talk show. Top pay, new facilities, religious-oriented 5,000-watt AM. Permanent with advancement. Age 25-35 preferred. Modern country and gospel programmed in advance. Send resume, tape to KKOW, P.O. Box 579, Hot Springs, Ark. 71901.

First ticket Top 40 personality for late night slot. Pretty good salary in congenial atmosphere. Call program director Lee Arbuckle, WLEE, 703-288-2835, or write WLEE, Box 847, Richmond, Va. Hurry!

KLWW, contemporary station, seeks good morning personality who's capable of keeping a show moving and being entertaining. Good pay. Stability. But we want a man who can think. Willing to consider a small market man wishing to move up. Tape and resume immediately to program director John Long, KLWW, P.O. Box 876, Cedar Rapids, Iowa 52402.

Top-rated medium market adult-contemporary seeks self-starter news director. Fast-paced operation emphasizes mobile news and actualities. Program director for right man. Send tape, resume to Lee Thomas, KLMS, Box 1804, Lincoln, Neb. 68501.

Program director needed fast for 24-hour uptempo easy listening FM station in one of nation's major markets. Experienced professionals may call 215-TR 8-1500 and ask for Mr. Kay, station manager of WWDB-FM, Philadelphia.

An opportunity exists at this adult music station for a good second in command, first-class ticket holder. If you have the experience and know-how please contact C. Mills at 203-221-5133 or write: The Westport Broadcasting Co., Box 511, Westport, Conn. 06880.

Immediate opening for a top-flight announcer in a bright, MOR format, 5,000-watt, 24-hour station in central Virginia. First ticket preferred, but not required. Excellent working conditions. Top salary to the right man. Contact Pete Jason, Evans Communication Systems Inc., Box 631, Charlottesville, Va. 22902 or call 703; 295-5121.

News man needed immediately for WPOP, Hartford, Conn. Call program director Dan Clayton.

Wanted: Announcer for summer work as Demolition Derby announcer and advance man. Must be available to travel as we perform at county fairs in Ohio, Indiana, Illinois, etc. College student with training preferred. State salary minimum first letter, send photos and other details to: Variety Attractions Inc., P.O. Box 2276, Zanesville, Ohio 43701.

Black program director needed as soon as possible for WHAT in Philadelphia, which is now programming a blend of blues and jazz targeted at the Negro population. Must have a good track record and can set together and make your program director. Hugh Jarrett, KBBQ Radio, 121 E. Magnolia Blvd., Burbank, Calif. 91502.

KBBQ Radio, in beautiful downtown Burbank, the modern country sound of Los Angeles, is currently interested in audition tapes from top-seasoned personalities who are familiar with the nation's current country sound in radio. Applicants must have first phone license. Send tape (including news and commercial spots), picture, resume to program director Hugh Jarrett, KBBQ Radio, 121 E. Magnolia Blvd., Burbank, Calif. 91502.

KOOO Big Country Radio in Omaha, Neb., looking for 1st ticket DJ for afternoon drive shift. No maintenance, just good production, and know country radio. Good starting pay with a growing chain. Send tape and resume to Frank Lee, Operations Director, KOOO, Box 37 W.D., Omaha, Neb.

Heavy station in Seattle looking for a Giant-of-a-Morning man. If you have the pace, production and ability to entertain, send tape and resume to Box 0205, Radio-TV Job Mart, Billboard.

WOKW, Brockton, Mass., seeks a 1st phone. The format is MOR. Working conditions are pleasant. Great situation for young married professional. Contact program director Jack Sullivan.

WJNC—Bright morning man needed. Has to be pretty good to fit sophisticated format \$150-\$160 per week to start. Call 919; 455-2202, Jacksonville, N.C.

Want to hear from aircheck collectors having station tapes from the 1950's and 1960's. Write: Box 0227, Radio-TV Job Mart, Billboard.

Morning Man needed, MOR or rock O.K. Send tape to Ev Wren, 7075 W. Hampden, Denver, Colo. 80227.

South Florida's top 50,000-watt independent needs happy morning man with good voice and sense of humor. No clowns, please! Send tape and resume to George Cooper, program manager, WINZ, 100 Biscayne Tower, Miami, Fla. 33132. Telephone calls will not be accepted.

WINZ must have heard about the impact of a Billboard Radio-TV Job Mart ad. Would you believe four or five times the results of an advertisement placed in any other publication?

CKFH, Toronto, needs class A Top 40 personality capable of tight production. Class A pay. Call program director Gary Palant, 416-923-0921.

Is there an ambitious, dedicated news director who'd like to set up the new operations at this contemporary country station in the Gulf South? Must enjoy scooping the competition and know how to give us the local news image. Bring us these qualities, plus good credit and health, and we'll give you \$150 a week to start, plus completely paid life, health and dental insurance, bonuses and profit-sharing plan. We guarantee you'll enjoy working here. Send non-returnable tape, resume to Mike Malone, WUNI Radio, Mobile, Ala. 36604.

## POSITIONS WANTED

Gung Ho! Desire to return to radio after two years in Marines. Rated No. one in each time slot worked. 23. Aggressive. No drifter. Great references. Every offer considered. Neal Caplan, Box 248, Wittenberg, Wis. 54499.

I would like to work in the Carolinas, Virginia, or most of all, in Tennessee. 23. Draft free. Have done production, drive time air work, music director duties. Murray Eugene Crawley, 919-273-6698, or write 3432 N. Wichita Place, Greensboro, N.C. 27405.

Soul personality. 3rd ticket. Seeking top 40, soul, or country music station. Congenial. Music background. Will send tape and resume. Prefer South or Midwest. Promotion ideas, with drive to carry them out. Bobby King, 1520 W. Lehigh Ave., Philadelphia, Pa. 19132.

Somewhere in radioland, there is a manager pulling his hair out because he needs an experienced operations-program manager, but just can't find one. He wants a man who knows production, FCC, rock and news. He wants to leave the internal operation of his station to this individual so he can concentrate on sales. If you are this manager and there are only three hairs left on your head, call Dennis at 1-215-692-3131 now so we can set together and make your station what you want it to be. Call only between 10 a.m. and 5 p.m. and ask for Dennis. Want permanency and opportunity to grow. Married and draft exempt. Let's do our thing together. Now.

One of the top names in nite-time contemporary radio is looking for a heavy afternoon drive thing in one of the top markets. I've doubled the nearest competition in three very big markets. Currently pulling almost half the radios turned on from 7-midnight in one of the top 10 markets. If you really dig the days of the big numbers, tales begin at \$25,000. Write Box 0229, Radio-TV Job Mart, Billboard.

I want to meet new people in a new place, and as a student have three months of summer. 3rd endorsed, mature sound to set your disks spinning. For a tight board, with tape to prove it, write: Tape, Box 244, Haggin Hall, University of Kentucky, Lexington, Ky. 40506. Get hand-ironed results in a "no ironing required" world! Possible interview March 14-22. Bradford D. Carey.

Need a good morning Jock? I'm looking for a steady reliable position at a country station. Age 22, married, 3d class ticket with broadcast endorsement, honor discharge from U. S. Navy. Will travel. 2 1/2 years' experience, some production, pd experience. Call: 812; 365-2513 after 4 p.m.

Let's get together. Now! Young, creative top 40 DJ available immediately. Four years' experience in half-million market. 3d ticket. Military service just completed, now ready to get back in action. Excellent knowledge of pop and progressive rock music. Former music director. Call: 212; 545-6800 between 4-6 p.m. or write: Bob Thomas, 293 Nagle St., Bound Brook, N. J. 08805.

Presently general sales manager seeking medium market in Ohio, Indiana, Michigan or Ill. Two years' experience in broadcasting media. Vet. 25, dependable, aggressive. Available after March 9. Contact: Box 0216, Radio-TV Job Mart, Billboard.

I've 5 yrs. exp. as DJ in a small market. Would like to now move into a medium market. Info and audition tape available upon request. If I may be of service, please contact Randy Gallher at 904-771-2905 or write me at 3907 Angol Place, Jacksonville, Fla. 32210.

One of America's top pop music programming authorities is looking for job as announcer and/or music director. Former editor of national broadcast music weekly publication. Major market sound. 3rd. Looking for challenging opportunity. Good chance to catch man on the way up. Write Tom Roberts, 7016 N. Kenton, Lincolnwood, Ill. 60466, or call 312; 675-7084.

Got a station and want to make it go country? Got a country station and want to make it go? Want to hear a major market success story? Want to build a successful organization? Want to find the man who can spearhead it for you? Write Box 0225, Radio-TV Job Mart, Billboard.

Shane. Married. Two children. Stable. Professional dependable. Successful as a programmer in six markets— took five stations to No. 1, another to No. 2. Background includes Top 40 and country music. Seeking program director position, but willing to consider air personality position in medium or large market. Call Shane at 801; 363-1048 or write: 1480 W. Gillespie, Salt Lake City, Utah 84104.

LOUD, EMOTIONAL, FAST-MOVING jock that knows Top 40 music and loves it. Seeks position with Top 40 station. Prefer teen audience slot. 1st ticket. Call 606-528-2539.

Aha! Now you've reached the ad you've been waiting for! Well, don't just stare—call or write or something! Five years' rock background; wild mind; production; oldie nut; audience pleaser. Write copy. FCC 3rd. Medium markets and up, or, please, Mike Thomas, RD No. 2, Box 172, Englestown, N. J. 07726. Phone 201; 462-2784.

First phone personality seeks contemporary AM or FM stereo deejay position with production duties in one of the major 50 markets. Six yrs. exp. as dj, md, pd in 400,000-plus market. 25. Draft free. Excellent ratings and references. Call Don B. Williams, 316-842-3500.

College radio, FM connoisseurs: Add a touch of Europe to your programs! Give your listeners the pleasure and the excitement of enjoying such great talents as Joe Cocker, Mireille Mathieu, Jethro Tull, Paul Mauriat, the Shocking Blue, Charles Aznavour, and Julie Driscoll. They're all Europeans—and they're now! You can be the first to play their brand-new smash hits when you book the weekly half-hour "Europe After Hours" show. Each show will be produced under the direction of Barry Graves. 27. Berlin's leading rock music critic. For demo tape and details, write to Barry Graves Music, 1000 Berlin 30, Ahornstrasse 2, West Germany.

Nine-year radio veteran with experience as personality, music director, and program director. Married, college graduate, 25 years old. Stable, loyal, dependable. Excellent in all phases of production. Good voice. Seeking medium market position. Call Russ Thompson, 304-525-4577. Or write me at: 2509 Third Ave., Huntington, W. Va. 25703. Contact Claude Hall for references.

Want to totally own your market? Exp. programmer. Hip. 11 yrs. radio. Heavy on demographic research, mass psychology, to audience control. Scientific approaches; no guesswork. Just hard work. Exp also administration and sales. 1st phone. Married. Resume on request to Box 0231, Radio-TV Job Mart, Billboard.

Gentlemen, are you looking for a freshwheeling, experienced Top 40 jock? One who can entertain? With excitement? Here I am. Outstanding character production (agency). Grip packed... will travel. Call 519; 621-2498. Ask for S. A. Reid.

Progressive underground radio. Do you need Kenny Kohl, Mt. Tremper, N.Y. 12457; 914-679-2518?

Are you looking for a new personality as a DJ? If so, why not consider me. I'm a recent graduate from a broadcasting school with a 3rd class license. I love pop music and I have over 3,000 records in my collection. If interested, write to Don Green, 6933 Oakland St., Philadelphia, Pa. 19149, or call 215-RA 8-6677.

I'm a very good Top 40 personality, production-3rd phone man in a small market who wants to become better, both professionally and financially. I know I'm ready. Medium or larger markets only. Now Florida based. Will relocate anywhere, but prefer S.E. or New England. Call college, 2 p.m.-4 p.m., 904-357-6299.

100% professional jock with 1st phone, exp. in Top 40 and modern country formats. Good production man. Programming exp. Some on-camera TV. I have 14 years in broadcasting with the last 10 years in major markets. Available immediately. Call Ray Robin 513-274-5086.

First phone P.D. wants return to medium market in New York State or Pennsylvania. Will consider offers. Top 40 or country format. Not a screamer. Handle news, production, copy. Want Progressive Company with solid future. Minimum \$175. Will consider less if moving expenses are paid. Now employed. Resume on request. Reply Box 0232, Radio-TV Job Mart, Billboard, or call after 5 p.m. 703-635-6761.

Ron Britain type screamer. Two years on Cleveland FM. Production shark seeking permanence. BBA in marketing. No draft problem. Prefer community-minded AFTRA. No sales, 1st phone, or news. Presently employed. Henry Navin, 9325 Beacon Ave., Cleveland, Ohio 44105. 216-271-7116.

Frustrated/enthusiastic. There's a thin line of difference if you really care about the business. Medium market announcer has had it with operation that can't make up its mind to go somewhere. Let me put my professional exp. and voice to work for your competitive operation. MOR to progressive rock; the heavier it gets the more I can dig it. 5 yrs. exp. 2 1/2 yrs. at current job. 27. 3rd. deejay, entertaining, enthusiastic. Aircheck/audition, resume, production, picture ready now. Medium market and up with a chance to advance preferred. Box 0233, Radio-TV Job Mart, Billboard.

Now guy with total experience, including Top 40, sports, MOR, news. Looking to join your action team. Young, vet with 3rd endorsed. Write Box 0226, Radio-TV Job Mart, Billboard.

Let's make a deal: Let me observe your major market programming for 3 months, and I'll give you an experienced, talented, 1st phone summer relief announcer and the most enthusiastic workhorse you ever had. Currently successfully programming a medium market rocker. Will complete my college communications degree next fall. Phone: 205-269-1023.

Fun-loving, fast-moving jock that knows music—Top 40 past, present, and future—and loves it. Seeks position with Top 40 station. 3rd class ticket. Chuck Mosier, 2534 N. Drake, Chicago, Ill. 60647.

"Radio Girl" longs to return to palm trees, sand and fishing in Central or South Florida. Has 7 yrs. continuity, traffic, promotion, sales, production, news, and ad agency experience. 3rd phone. Resume and samples on request. Write Box 0223, Radio-TV Job Mart, Billboard.

How! Heap good jock ready to collect seals of competition. Plenty talent! Plenty expensive (\$12,000 minimum). You gotum wampum, me cookum for you. Tape and resume on request. Write: Box 0228, Radio-TV Job Mart, Billboard.

Top ten major market (50 kw.) jock in Northeast. Wants new challenge with stable organization. Experience includes TV. Seeks rock on contemporary MOR in minor or major metro. Willing to relocate. Excellent references. Tapes, resume, photo on request. Box 0230, Radio-TV Job Mart, Billboard.

# Vox Jox

Continued from page 30

home of Shirley and Jerry Wexler in Miami, and Jerry played for myself and Paul Ackerman some as-yet-unreleased sides of material he's produced at Atlantic South, the new Atlantic Records studios in Miami. In the backyard, on the stereo system Jerry has there, we heard a tremendous "Who Will Wear the Crown" by Aretha Franklin. Then Joe Galkin, a record promotion man of the first water, came up in his boat at the dock. I tried throwing him a rope, but we couldn't make connections and then the motor went dead and the wind took Joe Galkin and wife and son away down the canal.

We also heard the new Delaney & Bonnie & Friends album, a live thing of which I liked "Tutti Frutti" best. Later, Jerry played a whole tape by Lulu and I liked "Saved" out of it. Ronnie Hawkins called and I told him how much I enjoyed "Down in the Alley" on Cotillion Records. Also heard an instrumental of "Move to My Rhythm" which I liked. Kenny Gamble, the independent record producer, was there visiting, along with Dee Dee Sharp and Waxie Maxie.

Turned on WFUN again Monday at 7:15 a.m. and listened for a while. Someone had told me that WQAM and WFUN were, more or less, now tied. I thought that the situation might have been one of default, since so many people had left WQAM in past months and WFUN had sounded so bad before. I was wrong. WFUN sounded very good. I didn't like a couple of records, but that's to be expected. A couple of the funny drop-ins were good. For example, air personality Bob Gordon came out of "Quiet Village" with a bit about being stuck in the jungle 30 days "without food, water, or booze... just me and my native guide, Maryann." Production is much tighter than a few months back. The commercials were programmed better.

Wynn Alby has been named general manager of WYDE in Birmingham, Ala.; he'd been general sales manager of the station. . . . Charlie Chandler is now with WLOK in Memphis and is also co-hosting a TV show called "Swing Shift" on WMC-TV there with Harry Winfield. The half-hour color show comes on at midnight Fridays. . . . Gene Crockett has joined WDAF in Kansas City; he'll do the 6-9 p.m. slot; previous stations Crockett has worked at include WCKY in Cincinnati and as program director of WOAI, San Antonio. . . . Dave Hedrick, general manager of WIXE, Monroe, N.C., has sold his interest in the station. The new owners may change the Top 40 format to country music. Soon.

★ ★ ★

Art Morgen, operations manager of WKQW in Nanuet, N.Y., takes sides with Dick Shepard of WNEW in New York; this is in regard to my recent criticism of Shepard airing a cash call that put down WNEW right horrible like. Morgen says: "As a broadcaster with a couple of daily talk shows on delay, I assure you I don't cut away if a caller mentions WRKL, our competitor. My listeners think more of me and I feel better knowing that I am being honest and realistic. Other stations and mediums do exist." Sorry, Art, but I can't agree with you on this situation.

Ron Huntsman is now handling an 8-midnight stint on KOMA, Oklahoma City, plus assistant music director chores. Lineup includes Carl Mann, John David, program/music director Johnny Bridges, Scott Walker, and Jerry Knight. . . . Don St. John, air personality at KWK, St. Louis, needs records. . . . Elton H. Rule has been appointed president of the ABC TV Network.

## Community-Minded WBUR-FM Looks to Community for Help

By DAVID BIEBER

BOSTON — Community involvement pays off for a radio station when it gets into trouble. Such is the case with WBUR-FM, Boston University, which has been serving the Boston area residents for 20 years. On March 20, the station's entire record library was destroyed by a fire. No one was hurt, but the station, which depends largely upon personal contributions from its listeners, sees much potential difficulty.

"Our second annual 'Marathon' which we really depend upon looms on the horizon," said the articulate station manager, Will Lewis, "and the show must go on. The question is, How? We have received a few professional courtesies since Friday. WCRB in Waltham has donated 100 albums and was making courtesy announcements. WGBH also was making announcements about our mishap. WBCN-FM asked its listeners to donate albums as well. They also offered us the use of their classical library and as soon as we catalog their records, we will start using them. We still have

to build a new classical library, however. The one which was destroyed took 20 years to build. I doubt if we can ever replace some of the albums we had," said a dismayed Lewis.

WBUR-FM had hoped to raise \$35,000 during their marathon scheduled to start Monday (6). Now the ante has been raised to \$40,000. This is a fair price to the community when one considers the services which the station performs. "We play more classical music than the full-time classical stations in Boston. We also have more jazz than any other station in Boston. We broadcast two major weekly drama programs from Pacifica and BBC and present the only black community oriented programming at night," said Betsy Russell, station program director.

The program for the black community is handled by 15 trainees at the station. It is called "The Drum" and is used to train qualified young Blacks, Spanish speaking youths and white urban poor for jobs of responsibility in broadcasting.

The program is so good that the regular, daytime soul station in Boston always puts in a plug for its "brother" nighttime show.

The most important project at the station right now is the rebuilding of its record library and the marathon. In addition to relatively uninterrupted programming, listener sponsors are also given a one-year free subscription to WBUR-FM's monthly programming guide, Folio, which lists classical music selections and regular and special programs. There had been hopes of giving away a free record with a \$15 subscription. Often individual programs such as the "Indian Exchange," devoted to the music of India, offer gift certificates to local specialty shops in return for contributions. The programming for the marathon will be determined by listener requests and what is on hand in the new library. Lewis hopes that his plea for new records will be heard by all companies.

## School Demonstrates Sound Modulators

BOSTON — Condor Electronic Sound Modulators, one of the most recent innovations in the music industry, were demonstrated, recently at the Berklee School of Music "Sounds of the '70's" program. The units, developed by the Innovex Division of the Hammond Corp., were used throughout a three-hour concert by students and faculty of the school demonstrating the technique.

Hammond has developed two

modulators, one for use with guitars, and the other for reed instruments. The units, which are attached to the instruments, and play through regular amplifiers, impersonates the sounds of other instruments, creating the illusion of big band sound without big band personnel or equipment.

According to Lee Berk, vice president of Berklee, these qualities make the modulators ideally suited for college campus bands which hardly have instruments like French horns and bassoons among their ensemble.

The Condor Reed Sound Modulator (RSM), a gadget the size of a small amplifier, has different stops integrated into its circuit for the instrument sound the player wishes to create. Included are stops for bassoon, English horn, bass clarinet, French horn and trombone. A musician playing a tenor saxophone, simply has to attach one end of the input cord to the modulator stop, and the other to his instrument for

(Continued on page 35)

## Poppy Will Help College Radio With 17 Campus-Tour Proceeds

• Continued from page 1

to the record industry by appealing directly to a key buying public—the students in our colleges and universities. We feel that credit should be given to these stations for their role in developing new artists." All participating radio stations have received a promotion kit which outlines the basic direction which the promotion should take. "We wanted to give these people what we thought would be the best way to approach the promotion of a concert. Most of the stations have highly personalized the campaigns developed from our kits. These people know the best way to reach their audience which is primarily composed of their peers." Eggers feels strongly about personal appearances of an artist on the college campus. "Since we are going directly to those people who buy the records, and since we are working closely with stations that are run for the students and by the students, the tour can only be a success. Personal appearances are the best way to gain recognition for an artist."

The underlying philosophy be-

hind the campaign is to stage a concert which will benefit everyone. "Record companies have flooded the market with so much product that there is a danger of overexposure. The best way to prove an artist worthwhile is to let him appear before his established and prospective record buyers. The campus station will obviously bene-

fit from the concert in a monetary fashion. It will also benefit by the promotional campaign they run. It will further their knowledge of both the music and radio industries."

There is another reason why Eggers chose to promote the concerts on college radio. "The listener runs the college radio

(Continued on page 35)

## Campus Dates

The James Cotton Blues Band, Verve recording artists, will appear at the University of San Diego in California, Saturday (4). Tom Rush, Columbia recording artist, appears at Case Western Reserve in Cleveland, Saturday (4). Josh White Jr., recording for United Artists, will appear at Florida Jr. College in Jacksonville, Friday (3).

Townes Van Zandt and the Mandrake Memorial, of Poppy Records, appear at American International College in Springfield, Mass., Thursday (2); Franklin Pierce College in Rindge, N.H., Friday (3); and St. Lawrence University in Canton, N.Y., Saturday (4). The Huntington High School Chorus appears at the New York University School of Education, Friday (3). The Free Design, who record for the Project 3 label, will appear at Bucknell University in Lewisburg, Pa., Saturday (4); and Oklahoma State University in Stillwater, Monday (4).

## Adderley Artist-in-Residence At Calif. U. Jazz Festival

LOS ANGELES — Julian (Cannonball) Adderley will be an artist-in-residence at the fourth annual University of California jazz festival on the Berkeley campus, April 24-25. Adderley, who has been adding lectures to his regular college concert dates, will be on hand for the Berkeley school's entire jazz week starting April 19.

This year's festival theme is "Black & Blues." Also announced for the festival is bassist Charles Mingus. Appearing with Adderley's quintet will be his brother Nat on cornet; Joe Zawinul on keyboard instruments; Walter Brooks on bass and Roy McCurdy on drums.

Adderley, who originally began earning his living as a school teacher in Florida, has found strong acceptance for his series of lectures. His manager John Levy sets up the entire program of lectures capped with a formal concert by the Adderley band.

Adderley began talking to students about jazz nearly two years ago at the State College in Albany, Ga. He was originally scheduled to perform during the school's Negro History Week, but the concert expanded into a seminar on the contributions of the black man to American music.

Adderley has been performing and speaking at other black

colleges and as he has gotten more involved, he has had to prepare a formal schedule of topics. The saxophonist's regular package includes a lecture-demonstration of jazz styles down through the years, a question and answer period and a regular concert. On the second day, individual members of the band conduct clinics on jazz improvisation as it applies to their instruments.

During his first day lecture, Adderley discusses music of pre-1930's, 1930-1940 (the bop era), 1950-1960 (hot and cool styles and gospel funk). The second day's topics revolve around "Black Music: a Social Factor" and exploring the academic possibilities of jazz through patterns of improvisation.

## Crewe's Push On Vacations

NEW YORK—Daytona and Fort Lauderdale, two long time college vacation haunts, will see one of the few record promotions geared to college students during their vacation time. Crewe Records is planning an all out promotion campaign for these two areas via local radio stations WMFJ, Daytona, and WSRF, Fort Lauderdale. The

(Continued on page 35)

## Best LP's

These are the best selling LP's at Goody's Discount Records serving the University of Cincinnati in Ohio. LeRoy Goodlander is the manager.

1. "Deja vu," Crosby, Stills, Nash & Young, Atlantic, SD 7200.
2. "Bridge Over Troubled Water," Simon & Garfunkel, Columbia, KGS 9914.
3. "Hey Jude," Beatles, Apple, SW 385.
4. "Take Me to Tomorrow," John Denver, RCA Victor, LSP 4276.
5. "Morrison Hotel," Doors, Elektra, EKS 75007.
6. "Joe Cocker!" Joe Cocker, A&M, SP 4224.
7. "Frijid Pink," Frijid Pink, Parrot, PAS 71033.
8. "Chicago," Chicago, Columbia, KGP 24.
9. "sssh," Ten Years After, Deram, DES 18029.
10. "Closing the Gap," Michael Parks, MGM, SE 4646.
11. "Santana," Santana, Columbia, CS 9781.
12. "American Woman," Guess Who, RCA Victor, LSP 4266.
13. "Everybody Knows This Is Nowhere," Neil Young and Crazy Horse, Reprise, RS 6349.
14. "Grand Funk," Grand Funk Railroad, Capitol, SKAO 406.
15. "Volunteers," Jefferson Airplane, RCA Victor, LSP 4238.

## Soul Sauce

BEST NEW RECORD  
OF THE WEEK:

### "FARTHER ON DOWN THE ROAD"

JOE SIMON  
(Sound Stage 7)



By ED OCHS

**SOUL SLICES:** Stax's spoken word label, Respect Records, will feature the first in a series of albums by the Rev. Jesse Jackson, national director of the S.C.L.C.'s Operation Breadbasket. Keeping with the label's logo, Rev. Jackson will "tell is like it is" on the initial Respect release, "I Am Somebody." Larry Shaw, newly appointed advertising and creative director, will direct a specialized program to reach schools, churches and other public outlets. Shaw also serves as director of advertising and communications for Operation Breadbasket. Other heavy releases from Stax besides "The Country Preacher" series includes: Isaac Hayes' second monster, "The Isaac Hayes Movement"; Rufus Thomas' "Funky Chicken" album and Booker T. & the M.G.'s "McLemore Street." The Delphonics have struck gold with their "Didn't I (Blow Your Mind This Time)" on Bell's Philly Groove label. The group is riding the LP charts with "Super Hit." Little Richard was at Fame Studios in Memphis last week doing a session for Warner Bros. Melba Moore, one of the stars of "Hair" and now the new Broadway hit "Purlie," is now starring on Mercury with her first LP, "Living to Give." Motown's Edwin Starr and the Originals ("The Bells") star at the Apollo Theatre from April 1-7. Elmore James Jr. appeared recently at JoJo's on Chicago's South Side. New Joe Simon: "Farther on Down the Road," on SS7. Atlantic is putting the "best bets" tag on Archie Bell & the Drells' "Don't Let the Music Slip Away," King Curtis' "Teasin'," and "Gotta Get Back Lovin' You," by the Hollywood Spectrum, on Cotillion. Eddie Holman has busted out on ABC with a two-sided winner, "Don't Stop Now" b-w "Since I Don't Have You," both, along with his previous two hits, on his first ABC album, "I Love You." The Beatles may make the soul charts—in the person of Doris Troy, that is, who's aiming for the top with a song she co-penned with George Harrison, "Ain't That Cute." New Johnny Adams, "Georgia Morning Day," on SSS Int'l. Eddie Holman's "Hey There, Lonely Girl" has turned to gold. B. B. King will make his debut at Caesar's Palace in Las Vegas, April 10, for two weeks. Starday/King are in the blues reissue business with "The Best of Little Willie John"; "Moanin' Blues," by John Lee Hooker; "Good Rockin' Blues," by Wynonie Harris; and "Cherry Red Blues," by Eddie (Cleanhead) Vinson. Also on tap is a new James Brown album, "Soul on Top," pairing the king with drummer Louie Bellson and the Oliver Nelson Orchestra. New Jimmy Holiday, "A Man Ain't Nothin' Without a Woman," on Minit. Lelan Rogers and the Silver Fox family reads Soul Sauce. Do you?

## From The Music Capitals of the World

(DOMESTIC)

• Continued from page 27

live Las Vegas Charles English, along with Gloria Carter and Daniel Dick joined the cast of the International Hotel's love-rock musical "Hair." English has appeared with Tom Smothers and was leader of the rock group Sound Foundations. Billy Eckstine made a rare Vegas appearance when he replaced Ike & Tina Turner for four weeks at the International. Marty Helm Trio held over at the Sahara Hotel's Don the Beachcomber. A "Teen Happening," with proceeds going to the Easter Seal Society, was held March 20 in the Convention Center. Columbia artists Stoney Brook People, Sahara Hotel's Las Blues and Radio KENO DJ's participated.

The Spurrrows, mobile music youth group appeared in concert. Composed of 27 singers and instrumentalists, the folk-rock-gospel group is in the midst of a 40 state tour. Frankie Avalon opened a one week engagement in the Sands Celebrity Theatre, but closed early because of the recent strike.

Young baritone Tony Rage, who recently closed at the Frontier Hotel will cut a record for Mercury. The Unusual We, who moved from the Frontier to Caesars Palace, have a new Pulsar disk. Diana Ross returns to the Frontier May 7, while the "new" Supremes appear in late summer.

Ray Anthony, after autographing his records at local Wonder World stores, over dubbed a single for Ranwood records at United Recording. Caesars Palace has signed Steve Lawrence, Eydie Gorme, the Smothers Brothers, Jim Nabors, Carol Burnett, Leslie Ugams and Tom Jones. Soul singers The Sisters Love closed at Caesars Palace and left for an Oriental tour. Billy Joe Royal, new to the night club circuit, made his initial appearance at the Flamingo Hotel. The Four Guys, backed RCA Victor's Jimmy Dean at the Landmark have a new release, "When I Fall in Love." Phil Flowers has had his gig at Caesars Palace extended. Flowers has a new song "Every Day I Have To Cry" which is soon to be

released on an A&M single. Local talent John McCormick, featured in the International Hotel's Persian Room, will have his first album released shortly. Two labels are dickering for the master.

LAURA DENI

### NEW YORK

United Artists' Bobbi Martin opens a three-week engagement at the Rainbow Grill Monday (6). Snuff Garrett, president of Snuff Garrett Productions, and his wife, Yolanda, are the new parents of Yolanda Dawn Garrett, born to Mrs. Garrett March 19 at Valley Presbyterian Hospital, Los Angeles. The soundtrack for Norman Jewison's United Artists' film, "The Landlord," was recorded by composer Al Kooper at the Hit Factory. Composer Charles Fox became the father of a new girl, Lisa Barbara Fox, born to Mrs. Fox March 19. Hollybrooke International, Inc., which includes Hollybrooke Records, has signed

with Stanley Polley for business representation.

Metromedia's Him He & Me will entertain in the Catskills this summer, including dates at the Concord, Grossinger's, Tamarack and Stevensville. UA International's Duo Ouro Negro will return from Portugal for a U.S. concert tour this fall, booked by Columbia Artists Management.

Felix Cavallere of Atlantic's Rascals and Arif Mardin will produce Laura Nyro's next Columbia granted by Atlantic Records. John Taglieri, also known as Johnny Dea, has opened a recording studio at 701 7th Ave. He formerly was with Variety studios. Mary Louise Fremd, daughter of Peter Fremd, formerly of Columbia Records publicity department and now with Yorkville Sound Ltd., died March 6. Funeral was in Boston with burial in West Chester, Pa. Larry Weiss will produce a Constock, Ltd., album at the Warehouse, Ithaca, N.Y.

FRED KIRBY

Billboard SPECIAL SURVEY For Week Ending 4/4/70

## BEST SELLING Soul Singles

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	6	ABC Jackson 5, Motown 1163 (Jobete, BMI)	3	26	26	GONNA GIVE HER ALL THE LOVE I'VE GOT Marvin Gaye, Tamla 54190 (Jobete, BMI)	4
2	5	GOTTA HOLD ON TO THIS FEELING Jr. Walker & the All Stars, Soul 35070 (Jobete, BMI)	6	27	27	CAT WALK Village Soul Choir, Abbot 2010 (Arden, BMI)	10
3	1	CALL ME Aretha Franklin, Atlantic 2706 (Pundit, BMI)	8	28	28	YOU SAY IT Al Green, Hi 2172 (Jac, BMI)	9
4	3	IT'S A NEW DAY James Brown, King 6292 (Dynatone, BMI)	7	29	29	CONCRETE RESERVATION Syl Johnson, Twinnight 129 (Midday, BMI)	6
5	9	YOU'RE THE ONE Little Sister, Stone Flower 9000 (Stone Flower, BMI)	6	30	30	LOVE LAND Charles Wright & the Watts 103rd Street Rhythm Band, Warner Bros.-Seven Arts 7365 (Wright/Gerstl/Tamerlane, BMI)	5
6	4	THE BELLS Originals, Soul 35069 (Jobete, BMI)	8	31	31	MY SOUL'S GOT A HOLE IN IT Howard Tate, Turntable 508 (Cissl, BMI)	5
7	7	TO THE OTHER WOMAN Doris Duke, Canyon 28 (No Exit/Wally Roker, BMI)	7	32	16	THE THRILL IS GONE B. B. King, BluesWay 61032 (Grosvenor House, ASCAP)	14
8	2	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	12	33	38	YOU'VE MADE ME SO VERY HAPPY Lou Rawls, Capitol 2734 (Jobete, BMI)	2
9	8	DO THE FUNKY CHICKEN Rufus Thomas, Stax 0058 (East/Memphis, BMI)	12	34	46	LOVE ON A TWO WAY STREET Moments, Stang 5012 (Gambi, BMI)	2
10	12	UP THE LADDER TO THE ROOF Supremes, Motown 1162 (Jobete, BMI)	4	35	—	BAND OF GOLD Freda Payne, Invictus 9075 (Gold Forever, BMI)	1
11	18	TURN BACK THE HANDS OF TIME Tyrone Davis, Dakar 615 (Wally Roker, BMI)	3	36	—	THEM CHANGES Buddy Miles Express, Mercury 73008 (MRC, BMI)	1
12	15	CALIFORNIA GIRL Eddie Floyd, Stax 0060 (East/Memphis, BMI)	7	37	42	BUFFALO SOLDIER Flamingos, Polydor 14019 (Singleton/Hip Hill, BMI)	3
13	11	PSYCHEDELIC SHACK Temptations, Gordy 7096 (Jobete, BMI)	11	38	44	DO YOUR DUTY Betty Lavette, Silver Fox 21 (Dief, BMI)	3
14	10	DIDN'T I (Blow Your Mind This Time) Delphonics, Philly Groove 161 (Nickel Shoe, BMI)	12	39	—	YOUR FOOL STILL LOVES YOU Oscar Weathers, Top & Bottom 402 (One Eyed Soul/McCoy, BMI)	1
15	40	I COULD WRITE A BOOK Jerry Butler, Mercury 73045 (G.H.B., BMI)	2	40	—	I GOT A THING, YOU GOT A THING Funkadelic, Westbound 158 (Bridgeport, BMI)	1
16	14	NEVER HAD A DREAM COME TRUE Stevie Wonder, Tamla 54191 (Jobete, BMI)	8	41	—	UHH Dyke & the Blazers, Original Sound 89 (Drive-In/Westward, BMI)	1
17	25	LOVE OR LET ME BE LONELY Friends of Distinction, RCA 74-0319 (Porpete, BMI)	3	42	43	WHAT CAN I TELL HER J. P. Robinson, Alston 4583 (Sherlyn, BMI)	2
18	19	LAUGHIN' AND CLOWNIN' Ray Charles, ABC 11259 (Kags, BMI)	4	43	—	CHICKEN STRUT Meters, Josie 1018 (Rhinelander, BMI)	1
19	20	CRYING IN THE STREETS George Perkins & the Silver Stars, Silver Fox 18 (Prize, ASCAP)	5	44	—	MORE THAN I CAN STAND Bobby Womack, Minit 32093 (Tracebob, BMI)	1
20	13	THANK YOU (Falettin' Me Be Mice Elf Agin) Sly & the Family Stone, Epic 5-10555 (Stone Flower, BMI)	13	45	45	WAN-TU-WAH-ZUREE George Tindley, Wand 11215 (Double Diamond, BMI)	2
21	39	FUNKY DRUMMER (Part I) James Brown, King 6290 (Golo/Dynatone, BMI)	2	46	47	TOO BUSY THINKING 'BOUT MY BABY Young Vandals, T-Neck 917 (Jobete, BMI)	2
22	17	GIVE ME JUST A LITTLE MORE TIME Chairmen of the Board, Invictus 9074 (Gold Forever, BMI)	11	47	—	GREATEST LOVE Judy Clay, Atlantic 2697 (Malaco, BMI)	1
23	24	DEEPER (In Love With You) O'Jays, Neptune 22 (Assorted, BMI)	4	48	48	JUST ANOTHER HEARTACHE Artistics, Brunswick 755431 (Dakar/BRC, BMI)	3
24	—	YOU NEED LOVE LIKE I DO (Don't You) Gladys Knight & the Pips, Soul 35071 (Jobete, BMI)	1	49	—	DEAR PRUDENCE Five Stairsteps, Buddah 165 (MacLen, BMI)	1
25	33	TENDER WAS THE LOVE WE KNEW Intruders, Gamble 4001 (Assorted, BMI)	4	50	50	DETOUR Perslans, GWP's Grapevine 206 (Millbridge, BMI)	2

### CINCINNATI

Ferrante & Teicher jammed the 2,500-seat Taft Theater Saturday night (14) in another of a series of pop concerts being sponsored by Station WKRC in association with Jim Bridges, Dayton, Ohio, concert promoter. Alan Colford, until recently campus reporter at the University of Texas, Austin, has joined the staff of Columbia Records here as associate to Chuck Moore on promotion. Singer Johnny Desmond in town last week to host Bob Braun's "50-50 Club" on WLW-T and affiliate Avco stations while Braun vacationed.

Fraternity Records bossman Harry Carlson and Dave Howe, music director at WCKY here, have put a session with the Casinos on a new Fraternity acquisition, "Cold River," penned by West Virginia songwriter-entertainer Jim Belt. Casinos standby Gene Hughes sings the lead on the piece. Carlson took the finished product to Dave Tweedy in Nashville Tuesday (17)

(Continued on page 35)

Billboard SPECIAL SURVEY For Week Ending 4/4/70

## BEST SELLING Soul LP's

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	I WANT YOU BACK Jackson 5, Motown MS 700	12	26	25	LOOK-KA PY PY Meters, Josie JOS 4011	9
2	—	PSYCHEDELIC SHACK Temptations, Gordy GS 947	1	27	30	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKAD 404	3
3	2	THIS GIRL'S IN LOVE WITH YOU Aretha Franklin, Atlantic SD 824B	8	28	32	PHILOSOPHY CONTINUES Johnny Taylor, Stax STS 2023	9
4	5	TODAY Brook Benton, Cotillion SD 9018	7	29	24	ICE ON ICE Jerry Butler, Mercury SRS 61234	28
5	7	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	39	30	36	GRITTY, GROOVY & GETTIN' IT David Porter, Enterprise ENS 1009	3
6	8	COMPLETELY WELL B. B. King, BluesWay BLS 6037	15	31	31	IF WALLS COULD TALK Little Milton, Checker LPS 3012	4
7	4	STAND Sly & the Family Stone, Epic BN 26456	49	32	26	GOLDEN HITS, VOL. II Dionne Warwick, Scepter SPS 577	23
8	3	PUZZLE PEOPLE Temptations, Gordy GS 949	26	33	29	DOWN HOME STYLE Brother Jack McDuff, Blue Note BST 84322	17
9	6	AIN'T IT FUNKY James Brown, King KS 1092	8	34	43	FUNKADELIC Westbound 2000	2
10	14	DIANA ROSS & THE SUPREMES' GREATEST HITS, VOL. III Motown MS 702	12	35	37	BLACK GOLD Nina Simone, RCA Victor LSP 4248	5
11	11	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	17	36	28	FOUR IN BLUE Smokey Robinson & the Miracles, Tamla TS 297	18
12	12	LIKE IT IS Dells, Cadet LPS 837	6	37	39	RIGHT ON Wilson Pickett, Atlantic SD 8250	3
13	10	I LOVE YOU Eddie Holman, ABC ABCS 701	10	38	41	THE DEVIL MADE ME BUY THIS DRESS Flip Wilson, Little David LD 1000	6
14	9	DELPHONICS' SUPER HITS Philly Groove PG 1152	20	39	27	R. B. GREAVES Atco SD 33-311	13
15	15	GET READY Rare Earth, Rare Earth RS 507	11	40	40	CAN'T TAKE MY EYES OFF YOU Nancy Wilson, Capitol ST 429	3
16	16	WALKING IN SPACE Quincy Jones, A&M SP 3023	17	41	33	LOVE IS BLUE Dells, Cadet LPS 829	33
17	17	THAT'S THE WAY LOVE IS Marvin Gaye, Tamla TS 299	9	42	38	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	46
18	20	CREAM OF THE CROP Diana Ross & the Supremes, Motown MS 694	19	43	45	GOODNESS Houston Person, Prestige PR 7678	4
19	13	SANTANA Columbia CS 9781	16	44	—	REAL FRIENDS Friends of Distinction, RCA Victor LSP 4313	1
20	19	BABY I'M FOR REAL Originals, Soul SS 716	12	45	—	STILL WATERS RUN DEEP Four Tops, Motown MS 704	1
21	—	GLADYS KNIGHT & THE PIPS' GREATEST HITS Soul SS 723	1	46	46	I'M A LOSER Doris Duke, Canyon 7704	2
22	21	LOVE, PEACE & HAPPINESS Chambers Brothers, Columbia KGP 20	12	47	44	MY MAN! WILD MAN! Wild Man Steve, Raw 7000	10
23	23	BEST OF THE IMPRESSIONS Curtom 8004	7	48	48	MANY GROOVES Barbara Lewis, Enterprise ENS 1006	2
24	18	WHAT DOES IT TAKE TO WIN YOUR LOVE Jr.-Walker & the All Stars, Soul SS 721	15	49	47	MY CHERIE AMOUR Stevie Wonder, Tamla TS 296	26
25	22	FEELIN' GOOD David Ruffin, Motown MS 696	14	50	50	WILD IS LOVE Patti Drew, Capitol ST 408	2



GLADYS KNIGHT and the Pips, Motown stars, show how its done during the "Ed Sullivan Show," which was telecast on March 29. The show was filmed at two army medical centers where the group sang for wounded Vietnam GI's. Their latest hit, "You Need Love Like I Do," is on the Soul label.

## From The Music Capitals of the World

DOMESTIC

• Continued from page 34

for commercial embellishment. "Cold River" is slated for a rush release. Ray Allen, head of Sambo Recording Studios, Louisville, huddled with Carlson here March 16.

Blood, Sweat & Tears play a campus date at Oxford, Ohio, April 5, and are set by promoter Keith Aiken for stops at Evansville, Ind., April 12, and Louisville, April 13.

Rick Blackburn, formerly on record promotion in this area, is leaving his post as national promotion director for Columbia Records in New York to join a West Coast music firm.

The prominent Hungarian Quartet, comprising Zoltan Szekely and Michael Kuttner, violins; Denes Koromzay, viola, and Gabriel Macyar, cello, returned here March 19 for a concert at the Art Museum under auspices of the Cincinnati Chamber Music Society.

The Rod Argent group, a reformation of the former Zombie aggregation, is set for Jim Tarbell's Ludlow Garage, local progressive rock spot, April 10-11. Taj Mahal set a record at the Garage Feb. 27-28 when he pulled 2,500 in two nights, with ducats pegged at \$3.50.

Al Waslon, who formerly toured with the Buddy Morgan, Jimmy Dorsey, Woody Herman and Buddy Clayton bands, has

joined WLW-T here as music arranger for all locally produced shows. Waslon comes here from WLW-C, Columbus, Ohio.

"Hello, I'm Johnny Cash" contest, promoted jointly by WUBE Radio and the local Columbia office, has been netting excellent mail returns. Winner gets an all-expense round-trip for two to Nashville for a taping of Cash's ABC-TV show. . . . Mike Quatro and Russ Gibb, Michigan promoters fostering the 12-hour rock festival to be held at Cincinnati Gardens March 26 in association with Station WEBN-FM, hosted a kaffee klatsch for the local press, music men and rock enthusiasts March 16 to promote the marathon event. More than a dozen rock groups are slated to participate in the March 26 showing.

Hubert Kockritz, associate professor of voice at the University of Cincinnati's College-Conservatory,

will direct four operas this summer at the Inspiration Point Fine Arts Colony at Eureka Springs, Ark. Between June 15 and July 25, he will produce and direct "The Merry Wives of Windsor," "Don Quichotte," "Cinderella" and "Ruth."

Van Grove, formerly with the Cincinnati Summer Opera, has been artistic director of the Fine Arts Colony Workshop the last 14 years.

BILL SACHS

## Poppy Will Help College Radio With 17 Campus-Tour Proceeds

• Continued from page 33

station. The staff is more in tune to the happening records than on regular radio. The station staff does not think they know what their fellow students want to hear until they ask them. They understand the music without being pedantic. The campus is where the trends are set. The air personalities

## Sound Modulators

• Continued from page 33

a quick switch to a bassoon sound.

The guitar Sound Modulator (GSM) operates in the same manner. Each instrument must have a separate modulator as only one sound at a time can be produced.

there know this. They also know the responsibility they have to their listeners. They play a new record and let the listener make up his own mind. There is rarely any censorship."

Eggers sees the campus radio station as a natural training ground for the industry. "We will not only have young people coming out of college radio and into 'commercial' radio, we will also have artists, engineers, producers and executives who have received important training for the music business. It is not only vital to service these stations, but to build up a working rapport with the people involved. The new rock media is FM radio and college radio. It's about time every record company recognizes this fact and goes from the talking stage and into action."

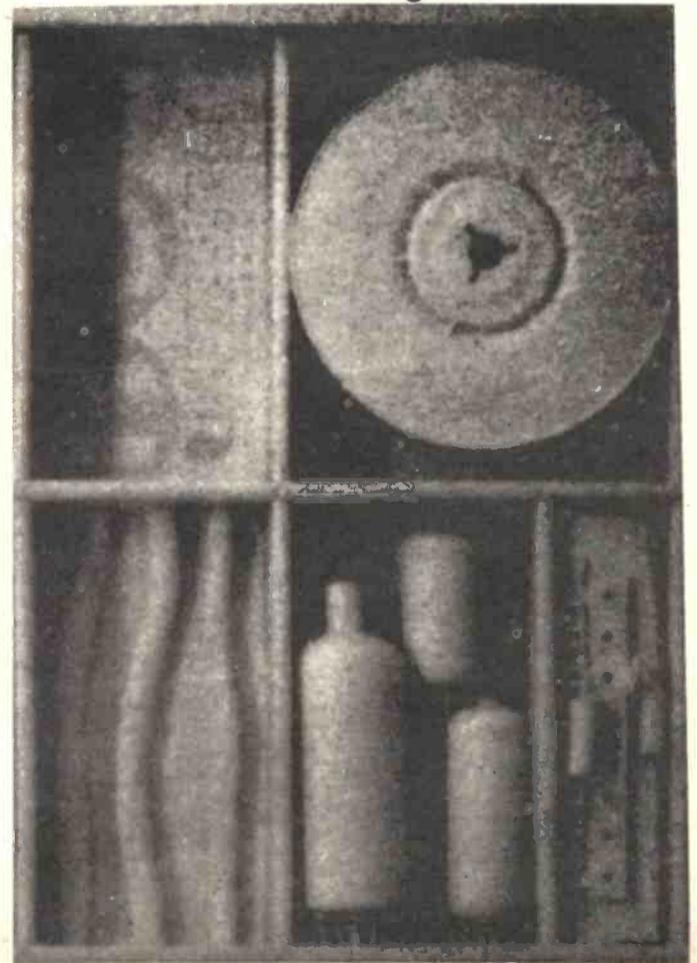
## Crewe's Push On Vacations

• Continued from page 33

Crewe promotion will be for the Fox and the Rationals, two of their newer recording groups. A number of drawings will be held during the week in both cities with prizes consisting of the two albums. Both radio stations will air spot announcements relating to the scenes on the beaches.

Perry Cooper, director of special projects for Crewe, and Bernie Kaplan, Crewe's Southern promotion representative, will spend parts of the week in the two cities setting up dealer displays and windows in the local record shops. This is a tie-in promotion which is being spearheaded by Go Magazine in association with such other companies as American Motors, Tanfastic, Falstaff Beer and other youth minded organizations.

coming into focus August, 1970



# Country Music

## Dunwich Launches Country Invasion on Three Fronts

NASHVILLE — Dunwich Productions, a Chicago based firm, has signed its first country acts, announced a vigorous move into the field, and placed the acts with a label.

Bill Traut, president of Dunwich, said all of the artists currently under contract will be produced for Happy Tiger records, but that future signings

will be done on an independent basis, and that he would negotiate with any label.

The first artist under contract is Red Tuck, whose "Hobo" was released by Happy Tiger this week. Next is Tami Novak, 22, from Spillville, Ia., who had sung in the Iowa Country circuit for a number of years, then moved on to Denver and to Chicago, where Traut found her singing in a club as a rock artist. He said he recognized her abilities at once as a country artist, and moved her back into that field. She will be co-produced by Traut and Ricci Moreno, who heads the Terrace Music office here. Dunwich now is negotiating with two other artists, one of whom is Bobby Sykes left without a label when ABC got out of the country business (Billboard, April 28). Sykes is a veteran of the industry, and has enjoyed consistent success. Moreno will act as executive producer on future country product, and he will utilize independents.

The Dunwich production work will be done at different studios in this area. Dunwich and Terrace jointly own Rolling Meadows Music (ASCAP) here, and are in the process of starting a BMI firm.

Rolling Meadows now has its own professional manager, Billy Ray Reynolds, and its own

staff of writers, including David Patton and Mike Cameron.

Traut said Dunwich plans to sign Kathy Taylor, a West Coast country artist, but that she would record here. "All of our country production will be done in Nashville," he said.

Miss Novak was accompanied here for her signing by Ed Baumann, her manager. Traut, in addition to his work with Dunwich, is a national trustee of NARAS, which recently held its first trustee's meeting here.

## Copyright Infringement Suits Filed Against Two Promoters

NASHVILLE—Copyright infringement suits involving songs composed here and elsewhere were filed in federal court here against two local show promoters.

Named as defendants were Richard Blake of Nashville and Detroit, and Sponso Red Events, Inc., located in the Victor building here. The suits involved the songs: "Everybody Loves Somebody," "Scarlet Ribbons," "Take These Chains From My Heart," "Mona Lisa," "Mule Train," "They Call the

Wind Maria," "Lovesick Blues," and "Born to Be With You."

The alleged infringement took place during a music spectacular held in Detroit last November.

The suits ask the court to fine the defendants on each of the nine counts and enjoin them against further infringement. The plaintiffs are Russell-Cason Music, Nashville; Sands Music and Walt Disney Music, Los Angeles; Alan Jay Lerner and Frederick Lowe; Mills Music; Milene Music, Mayfair Music and Famous Music.



**JUST RELEASED**  
**PAULA FOWLER**  
"A Day in the Life of a Drinking Man's Wife"  
b/w  
"This Time's the Next Time"  
Varsity 1111 DJ's write  
Varsity Productions  
1705 Church Street,  
Nash., Tenn.  
37203

## Eastern States Country Music To Hold 'Regrouping' Meeting

NEWBURG, N.Y. — The Eastern States Country Music, Inc., in a move to generate some impetus again, will hold a three-day convention at the Golden Nuggett here May 1-2-3.

Plans to move the meeting to Wheeling, W.Va., were scrapped because of the shortage of time allocated for planning.

Johnny Brewer, owner of the club and a radio personality in this area, offered his facilities and also \$300 into the sagging treasury of the organization, whose goal is to facilitate the growth of country music in the northeast.

"It will be more of a regrouping meeting than anything,"

Brewer said. But there will be extras. Artists who appear will take part in a television show which will be shown in several cities. It will be a 90-minute program on TelePrompTer of Newberg.

The Friday night functions will include a banquet, dance and award of trophies. Saturday afternoon will be devoted to business meetings. On Sunday afternoon there will be a big "jam session" to be broadcast on station WGNV here.

Brewer said he anticipated about 300 for the hastily-called gathering, and that a new set of officers and board of directors would be elected at this time.

Dusty Miller, past president of the organization and currently the membership director, said a preliminary meeting held recently (March 7) indicated a strong interest in the organization, despite a "lack of cooperation" on the part of some. Arnie Phillips, a past chairman of the board, chaired the meeting. Other board members on hand were George Arnold, Norb Paync, Gil Rogers, Bob May and Miller.

Entertainment for the gathering is being worked out by May of Dunellen, N.J.

Miller said the convention this year would be attended by artists, songwriters, bookers, managers, publishers, disk-jockeys, television personalities, agents, promoters, club owners, record company officials, distributors, etc.

ESCMCI boasts that it helped many of the early members of its organization to a loftier place in the business. Among those it lists are Johnny Dollar, the Compton Brothers, Penny DeHaven, Junior Norman, Dick Heard, Ronnie Barth, George Arnold, Annie Phillips and Bain.

## Davis & Brass to Do Pops Concert

NASHVILLE — Danny Davis and the Nashville Brass will perform as guest-soloists at the Nashville Symphony's spring pops concert May 15-16.

The powerful act, which won both the Grammy and the CMA Award as country instrumental group of the year, was an overwhelming selection for the rare honor. Past performers with this group have included Eddy Arnold, Chet Atkins and, many years ago, Roy Acuff.

## Owen Quitting Business for Road

NASHVILLE — Earl Owen, a leading booker here, has resigned and will go on the road with his own band.

A co-founder of the I&O agency with Charlie Louvin, Owen later joined the Buddy Lee Talent Agency and was instrumental in opening new doors for artists in Las Vegas and other areas. He was cited nationally as "agent of the month."

Lately, however, he has been playing local clubs with his own group, and has decided to return to road work. A multi-talented instrumentalist, he has developed into a singer and plans to "get his voice in shape" for recording.

Changing his name to Owen Oliver, he has signed with the Sam Gibbs Booking Agency of Wichita Falls, Tex., and will start on a lengthy swing through Louisiana, Texas, Colorado and Arizona, returning in 10 weeks.

His four-piece band includes Johnny Hawk, C.W. Mitchell, and Gene Wiggins, all of whom have been featured with leading country entertainers.

## Tweedy on Job After NARAS

NASHVILLE—Don Tweedy, arranger-executive who conducted the orchestra and prepared the overture arrangements for the recent NARAS show here, is now carrying out his music duties both here and in Hollywood, commuting by air.

Tweedy has been involved in major album productions by Walter Brennan, Julie London, Bobby Goldsboro and Bucky Wilkin, the latter just completed performing on a Dennis Hopper movie produced in Peru. Tweedy arranged, conducted and produced the Wilkin LP for Liberty. Tweedy also is producing Vernon Oxford and Ben Peters, the latter one of Nashville's most successful songwriters.

Tweedy also flew to Houston with Bobby Goldsboro to conduct a 30-piece orchestra on behalf of the singer.

Dee-Jays/Distributors now:  
**STEVE AKIN**



the  
**PHANTASMAGORIC**  
new  
Soul-Rock Super-Star  
sings  
**"TAKE YOUR TIME"**  
Ash 1001  
for bookings or info:  
phone (713) 946-8258

## Nashville Scene

Lois Johnson has been added to the growing list of country artists to sign with MGM. . . . Long-time singer Jack Irvin and his talented wife have formed the Pearce/Irvin Productions and Artist Management, and have opened a new office in the heart of Music Row.

Roger Sovine of Imperial has flown to Los Angeles for conferences with company executives in regard to a national promotional campaign. Roger also is vice-president of Showbiz, Inc., the top country music syndicator.

Johnny Darrell is mastering his latest UA session in Hollywood before going to Hawaii for two weeks of personal appearance. . . . The Gross Brothers, described as "the pride of Rising Sun, Ind.," have released their third single for Rich-R-Tone Records. The trio consists of 15-year-old twins, Jerry & Larry, and 12-year-old brother, Jamie. The brothers are well known throughout Kentucky, Ohio, and Indiana, and have performed with leading artists. Rich-R-Tone is a product of Champ Records of Johnson City, Tenn. . . . Nashville-based NRS (Nashville Recording Services) records signed Ramsey Kearney. His recordings are produced by Dave Mathes. . . .

"Carolina Charlie" Wiggs, former country personality at WCMS, Norfolk, has resigned as president of World International Talent, Inc., to work full time as an entertainer. Wiggs will be featured in more than 200 "Country A-Go-Go" shows in 1970, in addition to some 150 dances he has scheduled.

The Shenandoah Apple Blossom Festival in Winchester, Va., this year will include Sunny Frye & the String Dusters. Featured are Penny Dehaven, Hank Thompson, Del Reeves and their bands. . . . Charley Pride set another record, this one at the Houston Stock Show and Rodeo. He played to 58,889 in three nights. . . . Lynn Shults has been appointed to the newly created post of general manager for SSS International and Plantation Records, both divisions of the Shelby Singleton corporation. Shults' background include both Acuff-Rose and Starday-King. Dick Heard, president of Royal American Records, announced that Eddie Rabbit has been signed to a long-term recording contract. Rabbit, a Noma-SPR Music staff writer, is the composer of leading

(Continued on page 38)



ARLO GUTHRIE, during his visit to Nashville for the "Johnny Cash Show," spent three hours with Skeeter Davis in an impromptu session of folk-singing.

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

**Brite Star's Pick Hits**

- Children—Joe South (Capitol)
- Somebody Else's Loss—Arthur Thomas (Musicor)
- Secretly—Cliff Ayers (Roulette)
- I Feel Another Heartbreak—Norman Wade (Spinn)
- I Saw the Light—Lee Moore (Natural Sounds)
- Mister Pride—Mr. Blue—Dusty Carlson (V.O.C.)
- Forever Is Such a Long Long Time—Lonnie Holt (Breeze)
- Dallas Is the City for Me—Melus Bradley (Pod Records)
- I Forgot to Get Myself Together—Little Dondi (Rain)
- Old Lonesome Me—Jan Hurley (Opossum)
- You Don't Know What You've Got—Alvin Christy (Pin-Point)
- After All These Years (LP)—Carmine Gagliardi (Cambray)

**Brite Star's Pick Hits**

For Promotion, Distribution, Deejay Coverage, Press Release Service, Major Label Contacts, Movie Promotion see Brite Star's Ad in Billboard's Class. Mart Today; SEND YOUR RECORDS FOR REVIEW TO: Brite Star Promotions, 728 16th Avenue South, Nashville, Tenn. 37203. 615 244-4064.

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

Billboard SPECIAL SURVEY For Week Ending 4/4/70

# Hot Country Singles

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1★	3	<b>TENNESSEE BIRDWALK</b> Jack Blanchard & Misty Morgan, Wayside 010 (Back Bay, BMI)	9
2	2	<b>ONCE MORE WITH FEELING</b> Jerry Lee Lewis, Smash 2257 (Combine, BMI)	7
3	4	<b>MY WOMAN, MY WOMAN, MY WIFE</b> Marty Robbins, Columbia 4-45091 (Mariposa, BMI)	7
4	5	<b>IS ANYBODY GOIN' TO SAN ANTOÑO?</b> Charley Pride, RCA Victor 47-9806 (Tree, BMI)	5
5	1	<b>FIGHTIN' SIDE OF ME</b> Merle Haggard & the Strangers, Capitol 2719 (Blue Book, BMI)	9
6★	10	<b>ALL I HAVE TO DO IS DREAM</b> Bobbie Gentry & Glen Campbell, Capitol 2745 (House of Bryant, BMI)	7
7★	12	<b>I KNOW HOW</b> Loretta Lynn, Decca 32637 (Sure-Fire, BMI)	5
8	7	<b>I'LL SEE HIM THROUGH</b> Tammy Wynette, Epic 5-10571 (Gallico, BMI)	10
9★	11	<b>TOMORROW'S FOREVER</b> Porter Wagoner & Dolly Parton, RCA Victor 47-9799 (Owepar, BMI)	8
10	9	<b>IF I WERE A CARPENTER</b> Johnny Cash & June Carter, Columbia 4-45064 (Faithful Virtue, BMI)	11
11	6	<b>OCCASIONAL WIFE</b> Faron Young, Mercury 7301B (Hartack/Reneau, BMI)	9
12★	16	<b>YOU WOULDN'T KNOW LOVE</b> Ray Price, Columbia 4-45095 (Tree, BMI)	5
13★	18	<b>LOVE IS A SOMETIMES THING</b> Bill Anderson, Decca 32643 (Stallion, BMI)	4
14★	17	<b>I WALKED OUT ON HEAVEN</b> Hank Williams, Jr., MGM 14107 (Minstrel, BMI)	5
15	15	<b>WE'RE GONNA GET TOGETHER</b> Buck Owens/Susan Raye, Capitol 2731 (Blue Book, BMI)	7
16★	21	<b>POOL SHARK</b> Dave Dudley, Mercury 73029 (Newkeys, BMI)	4
17	8	<b>COUNTRY GIRL</b> Jeannie C. Riley, Plantation 44 (Singleton, BMI)	10
18	14	<b>IT'S JUST A MATTER OF TIME</b> Sonny James, Capitol 2700 (Eden, BMI)	12
19★	40	<b>LORD IS THAT ME</b> Jack Greene, Decca 32631 (Blue Crest, BMI)	4
20	20	<b>A LOVER'S QUESTION</b> Del Reeves, United Artists 50622 (Progressive/Eden, BMI)	9
21★	29	<b>PULL MY STRING AND WIND ME UP</b> Carl Smith, Columbia 4-45086 (Milena, ASCAP)	4
22	24	<b>SOUL DEEP</b> Eddy Arnold, RCA Victor 47-9801 (Barton, BMI)	6
23	25	<b>TALK ABOUT THE GOOD TIMES</b> Jerry Reed, RCA Victor 47-9804 (Vector, BMI)	5
24	23	<b>NORTHEAST ARKANSAS MISSISSIPPI COUNTY BOOTLEGGERS</b> Kenny Price, RCA Victor 47-9787 (Tree, BMI)	10
25	26	<b>RUNNING BARE</b> Jih Nesbitt, Chart 5052 (Yonah, BMI)	6
26	27	<b>A GIRL WHO'LL SATISFY HER MAN</b> Barbara Fairchild, Columbia 4-45063 (Combine, BMI)	8
27	28	<b>MY ELUSIVE DREAMS</b> Bobby Vinton, Epic 5-10576 (Tree, BMI)	6
28★	33	<b>DON'T TAKE ALL YOUR LOVIN'</b> Don Gibson, Hickory 1559 (Acuff-Rose, BMI)	4
29	13	<b>HONEY COME BACK</b> Glen Campbell, Capitol 2718 (In Litigation)	11
30	30	<b>THE CHICAGO STORY</b> Jimmy Snyder, Wayside 009 (Newkeys, BMI)	8
31	32	<b>KENTUCKY RAIN</b> Elvis Presley, RCA Victor 47-9791 (Presley/S-P-R, BMI)	6
32	22	<b>I'VE BEEN EVERYWHERE</b> Lynn Anderson, Chart 5053 (Hill & Range, BMI)	8
33★	39	<b>WHERE GRASS WON'T GROW</b> George Jones, Musicor 1392 (Glad, BMI)	4
34	19	<b>WELFARE CADILLAC</b> Guy Drake, Royal American 1 (Bull Fighter, BMI)	13
35	36	<b>THIRD WORLD</b> Johnny & Jonie Mosby, Capitol 2730 (Melrose, ASCAP)	6
36★	45	<b>TOM GREEN COUNTY FAIR</b> Roger Miller, Smash 2258 (Combine, BMI)	4

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
37★	42	<b>I WON'T BE WEARING A RING</b> Peggy Little, Dot 17338 (Hill & Range/Blue Crest, BMI)	7
38★	53	<b>STAY THERE TILL I GET THERE</b> Lynn Anderson, Columbia 4-45101 (Gallico, BMI)	3
39	37	<b>HUSBAND HUNTING</b> Liz Anderson, RCA 47-9796 (Greenback, BMI)	8
40	38	<b>THEN HE TOUCHED ME</b> Jean Shepard, Capitol 2694 (Gallico, BMI)	14
41	41	<b>YOU GOT-TA HAVE A LICENSE</b> Porter Wagoner, RCA Victor 47-9802 (Central Songs, BMI)	4
42	35	<b>CHARLIE BROWN</b> Compton Brothers, Dot 17336 (Tiger, BMI)	11
43	47	<b>ROCK ME BACK TO LITTLE ROCK</b> Jan Howard, Decca 32636 (Wilderness, BMI)	3
44★	—	<b>SHOESHINE MAN</b> Tom T. Hall, Mercury 73039 (Newkeys, BMI)	1
45	31	<b>THAT'S WHEN SHE STARTED TO STOP LOVING YOU</b> Conway Twitty, Decca 32599 (Tree, BMI)	14
46	49	<b>PLEASE BE MY NEW LOVE</b> Jeannie Seely, Decca 32628 (Tree, BMI)	5
47★	57	<b>SHE'S HUNGRY AGAIN</b> Bill Phillips, Decca 32638 (Cedarwood, BMI)	2
48	50	<b>JULY 12, 1939</b> Charlie Rich, Epic 5-10585 (Gallico, BMI)	2
49★	54	<b>RISE AND SHINE</b> Tommy Cash, Epic 5-10590 (Cedarwood, BMI)	2
50	51	<b>DARLING DAYS</b> Billy Walker, Monument 1189 (Blue Crest, BMI)	3
51	55	<b>PICKIN' WILD MOUNTAIN BERRIES</b> Kenny Vernon & Lawanda Lindsay, Chart 5055 (Crazy Cajun, BMI)	3
52	52	<b>HONEY DON'T</b> Mac Curtis, Epic 5-10574 (Hi-Lo, BMI)	6
53★	63	<b>MARRY ME</b> Ron Lowry, Republic 1409 (Jewel, ASCAP)	6
54	46	<b>ROCK ISLAND LINE</b> Johnny Cash, Sun 1111 (Hi-Lo, BMI)	6
55	56	<b>ONCE MORE WITH FEELING</b> Willie Nelson, RCA Victor 47-9798 (Campbell, BMI)	4
56★	—	<b>A WOMAN LIVES FOR LOVE</b> Wanda Jackson, Capitol 2761 (Gallico, BMI)	1
57	58	<b>GETTIN' BACK TO NORMA</b> Bob Luman, Epic 5-10581 (Blue Echo, BMI)	2
58★	75	<b>LITTLE BIT LATE</b> Lewie Wickham, Starday 888 (Para-Kim, BMI)	2
59	60	<b>IF GOD IS DEAD (Who's That Living in My Soul)</b> Nat Stuckey & Connie Smith, RCA Victor 47-9805 (Wilderness, BMI)	4
60	65	<b>LONG LONESOME HIGHWAY</b> Michael Parks, MGM 14104 (Hastings/Rivers, BMI)	3
61★	—	<b>LITTLE BOY'S PRAYER</b> Porter Wagoner, RCA Victor 47-9811 (Sawgrass, BMI)	1
62★	72	<b>BAD CASE OF THE BLUES</b> Linda Martell, Plantation 46 (Singleton, BMI)	2
63	70	<b>GOOD MORNING</b> Leapy Lee, Decca 732625 (James, BMI)	3
64★	—	<b>I DO MY SWINGING AT HOME</b> David Houston, Epic 5-10596 (Algee, BMI)	1
65	71	<b>TAKE ME BACK TO THE GOOD TIMES, SALLY</b> Bobby Wright, Decca 32633 (Acuff-Rose, BMI)	2
66	66	<b>I FEEL FINE</b> Penny DeHaven, Imperial 66437 (Maclean, BMI)	3
67	67	<b>BENEATH STILL WATERS</b> Diana Trask, Dot 17342 (Blue Crest, BMI)	2
68	62	<b>WAX MUSEUM</b> Dave Peel, Chart 5054 (Sue-Miri, ASCAP)	4
69	73	<b>IRMA JACKSON</b> Tony Booth, MGM 14112 (Blue Book, BMI)	2
70	64	<b>IT AIN'T NO BIG THING</b> Mills Brothers, Dot 17321 (Central Songs, BMI)	3
71★	—	<b>LOVE HUNGRY</b> Warner Mack, Decca 32646 (Page Boy, SESAC)	1
72	74	<b>MERRY-GO-ROUND WORLD</b> Webb Pierce, Decca 32641 (Wandering Acres, SESAC)	2
73★	—	<b>THE NIGHT THEY DROVE OLD DIXIE DOWN</b> Don Rich & the Buckaroos, Capitol 2750 (Canaan, ASCAP)	1
74★	—	<b>LONELINESS WITHOUT YOU</b> Hagers, Capitol 2740 (Blue Book, BMI)	1
75★	—	<b>LIFT RING, PULL OPEN</b> Jim Edward Brown, RCA Victor 47-9810 (Criterion, ASCAP)	1

## SOUNDS of the 70's

here's to 4 in a row from

**ANTHONY**

**ARMSTRONG JONES**

"LEAD ME NOT INTO TEMPTATION"  
(R. Hollingsworth)



Marson Music, Inc.—BMI  
Time 3:03

**CH-5064**  
884  
Producer  
Cliff Williamson

**STEREO**

**Anthony Armstrong Jones**  
806 16th Ave., S.  
Nashville, Tennessee 37203

here's to a hit from

**JIMMY GATELEY**

"PEOPLE-LUTION"  
(C. Smith & S. Sames)



PLUG SIDE  
Marson Music, Inc.  
BMI—2:30

**CH-5062**  
878  
Intro Time :09  
Producers  
Cliff Williamson

PROMOTION COPY  
**STEREO**

**JIMMY GATELEY**  
806 16th Ave., S.  
Nashville, Tennessee 37203

OF THE BILL ANDERSON SHOW

MARSON MUSIC, INC.  
709 17th Avenue South  
Nashville, Tenn. 37203

# Billboard Hot Country LP's

Billboard SPECIAL SURVEY  
For Week Ending 4/4/70

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	HELLO, I'M JOHNNY CASH Columbia KCS 9943	8
2	4	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	7
3	3	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	11
4	2	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	23
5	5	TRY A LITTLE KINDNESS Glen Campbell, Capitol SW 389	9
6	6	WINGS UPON YOUR HORNS Loretta Lynn, Decca DL 75163	8
7	7	THE WAYS TO LOVE A MAN Tammy Wynette, Epic BN 26519	8
8	8	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	40
9	11	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	31
10	9	SHE EVEN WOKE ME UP TO SAY GOODBYE Jerry Lee Lewis, Smash SRS 67128	8
11	10	BIG IN VEGAS Buck Owens, Capitol ST 413	11
12	16	TO SEE MY ANGEL CRY/WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca DL 75172	8
13	13	FROM MEMPHIS TO VEGAS/FROM VEGAS TO MEMPHIS Elvis Presley, RCA Victor LSP 6020	18
14	14	STORY SONGS OF TRAINS AND RIVERS Johnny Cash & the Tennessee Two, Sun SUN 104	17
15	12	GOLDEN CREAM OF THE COUNTRY Jerry Lee Lewis, Sun SUN 108	12
16	21	THE EVER LOVIN' SOUL OF ROY CLARK Dot DLP 25972	15
17	20	YOU GOT-TO HAVE A LICENSE Porter Wagoner, RCA Victor LSP 4286	8
18	18	WISH I DIDN'T HAVE TO MISS YOU Jack Greene & Jeannie Seely, Decca DL 75171	9
19	17	TALL DARK STRANGER Buck Owens, Capitol ST 212	22
20	15	WHERE GRASS WON'T GROW George Jones, Musicor 3181	14
21	23	JOHNNY CASH'S GOLDEN HITS, Vol. 2 Sun SUN 101	28
22	22	SWITCHED ON NASHVILLE, COUNTRY MOOG Gil Trythall, Athena 6003	15
23	26	THE FAIREST OF THEM ALL Dolly Parton, RCA Victor LSP 4288	4
24	25	IT'S JUST A MATTER OF TIME Sonny James, Capitol ST 432	4
25	27	MOVING ON Danny Davis & the Nashville Brass, RCA Victor LSP 4232	17
26	31	WAYLON Waylon Jennings, RCA Victor LSP 4260	9
27	19	A PORTRAIT OF MERLE HAGGARD Capitol ST 319	27
28	28	HOMECOMING Tom T. Hall, Mercury SR 61247	9
29	32	HAUNTED HOUSE/CHARLIE BROWN Compton Brothers, Dot DLP 25974	6
30	24	MY BLUE RIDGE MOUNTAIN BOY Dolly Parton, RCA Victor LSP 4188	26
31	34	GLEN CAMPBELL "LIVE" Capitol STBO 268	29
32	29	HANK WILLIAMS JR. LIVE AT COBO HALL DETROIT MGM SE 4644	26
33	35	COOKIN' Jerry Reed, RCA Victor LSP 4293	4
34	30	MUDDY MISSISSIPPI LINE Bobby Goldsboro, United Artists UAS 6735	10
35	37	LITTLE JOHNNY FROM DOWN THE STREET Wilburn Brothers, Decca DL 75173	3
36	36	GREAT HITS Mel Tillis, Kapp KS 3589	11
37	39	PORTER WAYNE & DOLLY REBECCA Porter Wagoner & Dolly Parton, RCA Victor LSP 4305	2
38	33	SHOWTIME Johnny Cash & the Tennessee Two, Sun SUN 106	19
39	40	DON'T IT MAKE YOU WANT TO GO HOME Joe South, Capitol ST 392	3
40	43	UPTOWN COUNTRY GIRL Lynn Anderson, Chart CHS 1028	2
41	—	JOHNNY CASH AT FOLSOM PRISON Columbia CS 9639	90
42	44	TAKE A LETTER MARIA Anthony Armstrong Jones, Chart CHS 1027	3
43	—	BABY BABY David Houston, Epic BN 26539	1
44	—	HITS THE DON GIBSON WAY Hickory 153	1
45	45	BIG DADDY DEL Del Reeves, United Artists UAS 6733	4

## Country Music

### Nashville Scene

• Continued from page 36

songs, including "Kentucky Rain," "The Sounds of Goodbye" and scores of others. . . . Nat Stuckey is off to the West Coast for a recording session with RCA's Felton Jarvis. . . . Nashville-based Jed Records is preparing a single release by Carol Jones, a talent discovered by Faron Young. Billy Deaton has set her for bookings in several future strong packages. . . . Del Reeves is back from Hollywood where he met with executives regarding a TV special planned for late fall. Del already has eight movies to his credit, and a dozen of his records have made the top ten. . . . Tompall & the Glaser Brothers, currently one of the hottest personal appearance acts around, will tape the "Johnny Cash Show" next week, to be aired April 22. . . . New MGM releases on Billy Walker and Mel Tillis in April. . . . Sanford Brown, president of Ante Bellum Music, Ltd., and Beauregard Clayton Music, Inc., announced the signing of George Lewis to a personal management contract and an exclusive writers' contract with Ante Bellum, the ASCAP firm.

The tribute to Bob Wills at the Longhorn Ballroom in Dallas and Panther Hall in Fort Worth was a great success. Among those who appeared were Tex Ritter, Ray Price, Webb Pierce, Charlie Walker, Conway Twitty, Johnny Seay, Wynn Stewart, and Johnny Lee Wills. Billy Gray and the Cherokee Cowboys house band played at Panther Hall while Dewey Groom and the Texas Longhorns house band performed at the Longhorn. . . . Skeeter Davis now claims to have twice as many dogs (10) as Mamma Cass. The two have become close friends, with plenty in common. . . . Shirley Field & the Country Casuals are the beneficiaries of one of the most complete and well-organized fan club publications ever put together. The same is true of Durward Erwin. His publication is 40 pages in length, contains a color cover and several color inserts. If this sort of thing helps artists, the two have a great deal going for them. . . . Bill Anderson & Jan Howard are set to entertain at the National Press Club meeting in Washington, D.C., April 20. . . . A sign of true popularity: Jeannie C. Riley has been booked by BOTH gubernatorial candidates in Alabama, and will appear on both sides of the fence. . . . Jim Malloy now is freelancing as a producer-engineer.

Talent has been set for guest appearances on taping of the "Hee-Haw" show for 13 weeks in the fall. The taping will take place May 18 through June 27. Those confirmed are Roy Rogers & Dale Evans, Waylon Jennings, Mel Tillis, Connie Eaton, Doug Kershaw, Ed Bruce, Kinda K. Lance, Sonny James, Porter Wagoner & Dolly Parton, Diana Trask, Jean Shepherd, and Jeannie C. Riley. . . . Guests on the "Teddy Bart Show" for the week include Bryon Williams, Tom Tichener, Kenneth Schoen and Bishop Durck. . . . Leona Williams has a new Hickory release, and each record she has turned out has surpassed the earlier ones. . . . New Hickory artists Tommy Dec & Kallie Jean will be doing a series of local TV shows in the Nashville area. . . . Ray Price, with his "new-old" sound, is being played by disk jockeys in country, good listening and pop programming. . . . Martha Renshaw, formerly of ABC and NBC, Chicago, has joined the firm of Bonnie Bucy & Associates in Nashville. . . . Dick Pierce, president of Happy Tiger, has purchased the master of Carl Phillips rendition of "Big Vine-Covered House" on Spar. . . . The Roger Miller "King of the Road" Motor Inns are not franchised, as reported, but rather a chain. . . . Roy Drusky, Penny DeHaven and Gwen & Jerry Collins entertain at the Association of Housing and Re-development in Atlanta.

# Billboard

8th ANNUAL DIRECTORY ISSUE

## 1970 WORLD OF COIN-OPERATED MACHINES

- Top Playmakers • Manufacturers
  - Distributors • Operators
  - One-Stops • Industry Who's Who
- Trading Mart and featuring  
**SPECIAL JUKEBOX PROGRAMMING SECTION**

Published: May 30, 1970



*If you're in the coin machine industry, your product story should be in Billboard's Coin Machine World Directory.*

**Distribution:** To buying decision-makers in all categories of the coin machine universe. . . operators, jobbers, distributors, suppliers. PLUS distribution at all major conventions, national and international.

**Advertising Deadline: April 30, 1970**

FOR FURTHER DETAILS,  
CONTACT YOUR NEAREST BILLBOARD OFFICE TODAY:

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

NASHVILLE  
1905 Broadway  
615 244-1836

CHICAGO  
188 W. Randolph  
312 236-9818

LOS ANGELES  
9000 Sunset Blvd.  
213 273-1555

# Coin Machine World

## NAMA Convention Program

Friday

10:20 a.m. to noon—Panel Discussion on "Building and Using Job Descriptions for Routemen, Mechanics and Supervisors," and "Upgrading the Managerial Talents of Route Supervisors," presented by Organization Program Dynamics, both at the convention center.

10:30 a.m. to 4:15 p.m.—NAMA seminar for vending supervisors, by special registration only, at the Grand Hotel.

1 to 5:30 p.m.—Exhibit area open, Convention center.

2 to 3 p.m.—"Security As You Like It," an informal discussion with Security Consultant Bob Curtis, convention center.

5:45 to 6:15 p.m.—Get acquainted reception sponsored by the exhibitors, convention center.

Saturday

10 a.m. to noon—"Open Forum Presentation on NAMA Profit Improvement Handbook," moderated by vending operators, and "A New Approach to the 70's" a NAMA panel headed by John L. Burlington, chairman of NAMA, and G. Richard Schreiber, president of NAMA, convention center.

8:30 a.m. to 3:30 p.m.—NAMA seminar for vending supervisors, by special registration only, Grand Hotel.

Noon to 5 p.m.—Exhibit area open, convention center.

2 to 3 p.m.—Same program as Friday at 2 p.m.

7:30 p.m.—NAMA Western Banquet and Show, convention center.

Sunday

10 a.m. to noon—Same program as Saturday at 2 p.m.

10 a.m. to noon—Same program as Friday at 2 p.m. plus "What's Ahead in the 70's," a presentation by NAMA Labor Consultant Benjamin S. Werne.

Noon to 4:30 p.m.—Exhibit area open.

## NAMA Calif. Show Apr. 3-5

LOS ANGELES—The ninth annual western convention of the National Automatic Merchandising Association (NAMA) will open at Anaheim Convention Center here Friday through Sunday (3-5). The annual west coast vending convention will feature a larger exhibit hall which will house at least 49 exhibitors. There is no registration fee for NAMA members but non-member operators are required to pay a \$25 registration fee. Non-member registration for those other than operators is \$50 per person.

Exhibitors:

American Automatic Merchandiser  
Armour Food Service  
Automatic Products Company  
Automatic Vendors of America, Inc.  
Beech-Nut, Inc.  
Borden, Inc.—Industrial Food Prod.  
Bowel's Division, The Nat'l Sugar Refining  
Brandt Automatic Cashier Co.  
Brow & Williamson Tobacco Co.  
Canada Dry Corporation  
Coffee Mat Corporation  
Coin Acceptors, Inc.  
Continental Can Company, Inc.  
Continental Coffee Company  
The Cornelius Company

(Continued on page 40)

## Study of Air Play Vital To Jukebox Programmer

By BEN OLLMAN

MILWAUKEE—The swing to two for a quarter play pricing on jukeboxes means that programmers must often pay more attention to local radio action on records because jukeboxes featuring higher prices and serviced every week require a constant flow of new product. This is the view of Jim Pawlowski, Badger Novelty Co. routeman, who said that a growing proportion of his own firm's jukeboxes are being checked weekly.

Pawlowski offers jukebox programmers these tips:

- Become a "dial hopper" (and be sure to monitor FM stations, too, for ideas on easy listening and adult jukebox material).

- Don't limit your monitoring to just the local radio shows that feature the programmer's own favorite brand of music.

- Listen and sample stations carefully during "prime time" segments when radio audiences are heaviest (Pawlowski

finds that here the prime period is 2:30-4:30 p.m. as youngsters come home from school and adults turn on car radios on the way home).

"Any jukebox programmer who relies strictly on his own musical tastes and on location requests is missing the mark," he said. "Most people who patronize jukeboxes are habitual radio listeners. That is why the routeman's knowledge of what's being played on the air is so important."

Rising route overhead is another reason programmers must jump on promising new records fast. "All of our machines receive an average of six to eight new records every two weeks and we're starting to change records on some machines every week where we've adopted two for a quarter play."

"With that many new numbers being programmed, I have to stay alert to what's on the radio and what's happening on trade paper charts."



HERE ARE THE Music Operators of America (MOA) officers, directors, and guests during the recent board meeting (left to right): Front row, Phonograph manufacturers' attorney Perry S. Petterson, J. Harry Snodgrass, John R. Trucano, Howard N. Ellis, A.L. Ptacek Jr., Les Montooth, founding president George A. Miller, MOA attorney Nicholas E. Allen; Second row, William Cannon, P.J. Storino, Robert E. Nims, Russell Mawdsley, Mrs. Leoma Ballard, Lawrence F. LeStourgeon and Harlan Wingrave; Third row, Clinton S. Pierce, Leonard E. Leonard, Fred J. Collins, Jr., Sam Weisman, William N. Anderson, John Masters, Nels Chaney and Joseph Silverman; Fourth row, Henry J. Leyser, L.M. Smith, Don Van Bracket, Harry A. Schaffner, George W. Woolridge and Harold A. Heyer; Fifth row, Fred M. Granger, Hy Lesnick, Hal Shinn, Robert D. Walker, K.A. O'Connor, Garland Garrett and Raymond Barker. Other directors not pictured include Jim A. Stansfield, Bob Rondeau, John Snodgrass, James I. Mullins, Harry G. Witsen, Joe C. Silla, A.L. Witt and Henry C. Knoblauch.

## NO MERGER PLAN

### Munves Sees Arcade Growth

By EARL PAIGE

NEW YORK—The number of new games that have established quarter play, more games that interest women and girls and the continued expansion of

the leisure time market will cause the arcade business to mushroom, according to Joe Munves, Mike Munves Corp. here. Joe and Mike Munves are so enthusiastic about the arcade business that they decided not to go through with a recent decision to merge with International Mutoscope. "We want to see our business continue. We have no plans to merge in the foreseeable future."

Justifiably proud of a reputation that goes back 57 years, Joe Munves said he is most enthusiastic about the knowledge testing and driving skill games that will lure women and girls to arcades. "For years, operators have been wanting pieces that will appeal to women and games such as Unscramble, IQ Computer and Computer Quiz are a break-through in this direction."

"Driving games with film and sound have been another type of breakthrough that has established 25-cent play, he said. "I have been saying all along that the quarter a play game will take over, and we're seeing it.

(Continued on page 40)

## MOA Selects Committees

CHICAGO—At the recent annual directors meeting in San Francisco, the Music Operators of America (MOA) appointed several people to various committees for the 1970 exposition. Co-Chairmen of the committees are Harlan C. Wingrave and William N. Anderson. The committees and appointees are:

Committee on Committees: John R. Trucano, Chairman; Leonard E. Leonard, Lawrence Le Stourgeon, Russ Mawdsley, William Anderson, Fred Collins; Registration Committee: Leonard E. Leonard, Chairman; Hy Lesnick, Vice Chairman; Jim Stansfield, Robert O. Walker, Joseph A. MacQuivey, Harry A. Schaffner, Bob Rondeau, Jon Brady, Nels Cheney, Henry C. Knoblauch, Jr.; Membership Committee: Lawrence F. Le Stourgeon, Chairman; Joe C. Silla, Jr., Vice Chairman; L. M. Smith, Thomas Greco, K. A. O'Connor, William O'Connor, George Holtzman, H. A. Heyer, George Woolridge;

(Continued on page 42)

## Executive Turntable

Edgar E. Blankenbeckler, a 20 year veteran of the music vending business, has been named vice-president of the coin-operated phonograph division of the Seeburg Sales Corp. a subsidiary of Commonwealth United Corp. Blankenbeckler joined Seeburg in 1950 as a member of the company's sales engineering staff. He was named district sales manager for the southeast in 1960 and served Seeburg as regional vice president in the mid-south and



west coast from 1963 through 1968. . . . Palmer Pyle, former professional football player with the Baltimore Colts and other teams, has been added to the Midwest sales staff of Fischer Manufacturing Co. Inc. Before joining Fischer, Pyle was a principle in the Institutional Food Brokerage Business.

\*\*\*

Directors of Bally Manufacturing Corp. elected Joseph E. Lally vice-president, engineering. He will continue as director of engineering both in Chicago and overseas. He has been with Bally 30 years.

## Distribution in the '70s

Joseph Robbins

Vice-president  
Empire Distributing, Inc.  
Chicago

Distribution as we know it will undergo vast changes in the next decade. The trend toward factory-owned distributors will continue. The operation of a large distribution facility is so complex and involved that factory ownership is inevitable. For financial reasons alone, very few independent distributors will be able to survive.

Leasing is still in its infancy but it is starting to be a dominant factor in some areas, such as the midwest. With very few exceptions, the distributor must operate or lease or both if he is to survive. Leasing is really the more realistic route but it requires enormous sources of financing. This is where the factories can and must help.

The operator is caught in a declining market for street-type locations such as taverns and restaurants. The income in such

locations is declining. But there is a terrific future in off-street types of locations. These include terminals, arcades, discount stores, chains, etc. The current trend toward 25-cent play on games such as Speedway, Grand Prix, Missile, Sea Raider, etc., has proved to the operator that big collections are really possible.

The trend to two for a quarter play in phonographs is helping but it is far from the ultimate answer. The last real innovation in this segment of the industry was the console (LPC-1) by Seeburg, and that was six years ago.

It will be extremely difficult, as it is now, for an independent distributor to compete with the factory-owned branches. Properly managed, a factory outlet can be brutal competition, especially with regard to prices and financial terms.

The small operator is gradually becoming a thing of the past. The number of operators is declining rapidly. I expect that once the large vendors have paused to absorb, consolidate, and study their current operations, there could be an enormous rush to acquire music and game routes in most areas. This poses even more problems for the independent distributor.

The small operator cannot survive and neither can the small distributor. They will be eliminated in the next decade.



JOSEPH ROBBINS

# Munves Sees Arcade Growth

• Continued from page 39

Munves said that many operators have a dozen or half dozen games they hate to chop up that could form the basis of a good arcade. "The older games can be salt and peppered with new ones. Operators can rent a building and sublease the front to a food concession—rent is no object once you have traffic. Munves said his firm now specializes in designing arcades

# Vendors Meet in Anaheim

• Continued from page 39

Dean Foods Company  
Dr Pepper Company  
Everpure, Inc.  
Frito-Lay, Inc.  
General Cigar Company, Inc.  
General Foods Corporation  
Hershey Foods Corporation  
Hills Bros. Coffee, Inc.

that fit any merchandising theme. "There are only six to ten top new pieces a year but an arcade can call for as many as 100 pieces—we're in business to supply that kind of variety. Arcades and fun centers are springing up everywhere. The demand for equipment will continue."

Holloay Cups, Inc.  
Just Born Incorporated  
Kraft Foods, Div. Kraftco Corp.  
Liggett & Myers Incorporated  
Litton Industries, Atherton Div.  
Lorillard Corporation  
Lynde-Ordway Company, Inc.  
M & R Food Service Company  
Mason Candies, Inc.  
Monsanto Company  
National Biscuit Company  
National Vendors  
Old World Div. of Keebler Co.  
Food Service Div. of Quaker Oats Co.  
R. J. Reynolds Tobacco Company  
RMI Industries  
Rowe International, Inc.  
Security Devices, Inc.  
Standard Brands, Inc.  
Standard Change-Makers, Inc.  
Superior Tea and Coffee Company  
Sweetheart Cup Corporation  
Trans World Services, Inc.  
U. S. Automatic Sales, Inc.  
Victor Products Corporation  
Wm. Wrigley J. Company

## Proven Profit Maker!

CHICAGO COIN'S FABULOUS **SPEEDWAY**

- REALISTIC DRIVING!
- REALISTIC RACING CAR SOUNDS!
- SKILL PLAY!
- TROUBLE-FREE!  
No Film! No Belts! No Photo-Electric Cell!

ALSO IN PRODUCTION:  
SUPER CIRCUS  
VARSITY • TOP HAT



Mrs. of PROVEN PROFIT MAKERS Since 1931

CHICAGO COIN MACHINE DIV. **CHICAGO DYNAMIC INDUSTRIES, INC.**  
1723 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60614

## All Machines Ready for Location

222 National Cigarette	\$295.00
Seeburg 200 selection wall box	24.50
9 Col. National	35.00
11 Col. National	75.00
Smokeshop V36	40.00
Smokeshop 630 Starlite	155.00
Smokeshop 850 Starlite—w/50¢ unit	195.00
Rowe Model 77 Candy Machine—like new	295.00
AMI JAL 200	225.00
2500 Wurlitzer	185.00
Ami 200 selection wall boxes	14.50

**Lew Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: ME195 5-1593

# What's Playing?

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

### Alton, Ill., Location: Kid Restaurant

Harry A. Schaffner, operator,  
Helen Franklin, programmer,  
Schaffner Music Co., Inc.



**Current releases:**  
"Let It Be," Beatles, Apple 2764;  
"Love Grows," Edison Lighthouse, Bell 858;  
"Gotta Get Back to You," Tommy James & the Shondells, Roulette 7071.

**Oldies:**  
"96 Tears," ? and the Mysterians;  
"Hey Jude," Beatles.

### Galesburg, Ill., Location: Kid Restaurant

Donald Knott, programmer,  
Knott Music Co.

**Current releases:**  
"Bridge Over Troubled Water," Simon & Garfunkel, Columbia 4-45079;  
"Instant Karma," John Ono Lennon, Apple 1818;  
"Let It Be," Beatles, Apple 2764;  
"Spirit in the Sky," Norman Greenbaum, Reprise 0885.

### Galesburg, Ill., Location: C&W Tavern

Donald Knott, programmer,  
Knott Music Co.

**Current releases:**  
"Tennessee Birdwalk," Jack Blanchard and Misty Morgen, Wayside 010;  
"We're Gonna Get Together," Buck Owens and Susan Raye, Capitol 2731;  
"Is Anybody Going to San Antonio," Charley Pride, RCA 47-9806.

### Belleville, Ill., Location: Adult Tavern

Herschel "Bud" Taylor, programmer,  
Taylor Sales Co.

**Current releases:**  
"Ruby Don't Take Your Love to Town," Ace Cannon, Hi 2174;  
"Raindrops Keep Fallin' on My Head," B. J. Thomas, Scepter 12265;  
"Honey Come Back," Glen Campbell, Capitol 2718.

**Oldies:**  
"Wheel of Fortune," Kay Starr;  
"Release Me," Engelbet Humperdinck.

### Brooklyn, Location: Adult

Al Denver, operator,  
Martin Herbstan, programmer,  
Lincoln Vending Corp.



**Current releases:**  
"Raindrops Keep Fallin' on My Head," B. J. Thomas, Scepter 12265;  
"Children," Joe South, Capital 2755;  
"Honey Come Back," Glen Campbell, Capitol 2718.

### Brooklyn, Location: Soul

Martin Herbstan, programmer,  
Lincoln Vending Corp.

**Current releases:**  
"Rainy Night in Georgia," Brook Benton, Cotillion 44057;  
"ABC," Jackson 5, Motown 1163;  
"Up the Ladder to the Roof," Supremes, Motown 1162.

### Haddonfield, N.J., Location: Kid

Bill Cannon, operator,  
Pat Pavese, programmer,  
Cannon Coin Machine Co.



**Current releases:**  
"Instant Karma (We All Shine On)," John Ono Lennon, Apple 1818;  
"Love Grows (Where My Rosemary Grows)," Edison Lighthouse, Bell 858;  
"Spirit in the Sky," Norman Greenbaum, Reprise 0885.

### Jackson, Miss., Location: Soul

Windham Coughman, programmer,  
Capitol Music Co.

**Current releases:**  
"Turn Back the Hands of Time," Tyrone Davis, Dakar 616;  
"Poor Little Fool," Fontella Bass, Vesuvius 1002;  
"Love on a Two Way Street," the Moment, Stang 5012.

### Miami, Location: Soul

Jim Mullins, operator,  
Mullins Amusement Co.



**Current releases:**  
"Turn Back the Hands of Time," Tyrone Davis, Dakar 616;  
"Rainy Night in Georgia," Brook Benton, Cotillion 44057;  
"ABC," Jackson 5, Motown 1163.

### Daytona Beach, Fla., Location: Kid

Sol Tabb, operator,  
Mary Knowles, programmer,  
Beyer & Brown Associates



**Current releases:**  
"Let It Be," Beatles, Apple 2764;  
"Instant Karma (We All Shine On)," John Ono Lennon, Apple 1818;  
"The Rapper," Jaggerz, Kama Sutra 502.

# Bally CAMELOT

One, two, three or 4 CAN PLAY



## TWO NEW WAYS TO SCORE BONUS

(1) Left Kickout Hole scores minimum of 100 or highest lit bonus—200—300—400—500—which advance each time ball hits any of 4 Top Rollovers or 3 Side Targets, when lit on mystery basis. Highest lit bonus remains lit until ball enters out hole, giving player opportunity to score bonus again and again with each ball. (2) Right Kickout Hole normally scores 50 but is worth 500, when 10 Times light is lit. Trick is to watch 4 Clue Lights which advance on each 1-point hit. Fifth 1-point hit lights 10 Times light, which remains lit until sixth 1-point hit. Clue cycle then repeats, giving player another crack at 500.

## TWO NEW WAYS TO GET FREE BALLS

(1) Free Ball Gate is moved from bottom of playfield to right center edge, adding a new skill dimension. Free Ball scores 300 en route to shooter tip. Gate opens by new type Drop Post, simplified to minimize gate maintenance. (2) Ball shot upward through Extra Ball Alley, when light is lit on mystery basis, scores 300, dives down the score-studded field, returns to shooter tip as Free Ball.

## TWO DOZEN WAYS TO BUILD SCORES

From 1-point hits, which also light 10 Times light, to the fat 500 bonus of Left and Right Kickout Holes, two dozen different ways to scores are scattered around the fast action CAMELOT playfield.

World wide operations prove that CAMELOT is among the top games of all times in the 4-player class. Get your share of the CAMELOT cash. Get CAMELOT today.

QUICKLY ADJUSTABLE 3-Ball or 5-Ball Play  
With or Without Match Feature

# The Rage Of The Age Of Aquarius



Wherever youth gathers to do its thing, the Wurlitzer STATESMAN gets tremendous play. From its modish cabinetry to the way it reproduces its discs, it sends them! Result . . . the STATESMAN is making out with the money good. Make the scene at your top teenage spots. Get a STATESMAN into action fast. Next time you count your blessings, the pumped-up total will prove that you are a real smart operator.

## WURLITZER STATESMAN

# Gulf Coast Distrib Opens



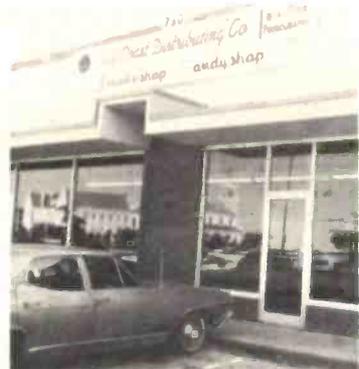
L.C. BUTLER (left), president of Gulf Coast Distributing Co., and Gus Wente, manager, tour the recently opened home of the company in San Antonio, Tex. The spacious interior is painted oyster white, floors of beige tile are polished to high luster, and large acoustical ceiling tiles are white for added light reflection.



MISS CATHY NORMAN reigns over office and parts section of the company's new location. Horizontal sliding windows in background facilitates servicing of customers and personnel for L-shaped showroom area. The entire facility contains over 6,000 square feet of floor space.



KAREL H. JOHNSON (center), seminar instructor for Wurlitzer, explains the mechanical details of the phonograph selector accumulator during a recent seminar at the company's new headquarters. This seminar also was attended by two girl technicians.



THIS SHOWS the exterior of new building, part of the Kallison Commercial complex. It is a stucco, red Roman brick, blue-gray glazed ceramic tile.

# Coinmen In The News

## DALLAS

The Commercial Music Co. here recently hosted a Wurlitzer service seminar. Attending were: Eugene Osburn, Robert A. Gipson, James D. Mosely, Vincent J. Lalena Jr., Rudy Barker, Rudy Ayala Jr., Billy C. Eason, W.H. Porter, Bobby Turner, Harvey Cunningham, Walter Armbruster, J.W. Morton, George A. Melssner, Andrew L. Zak, Bill Kohutek and Jack James, all from Commercial Music; William Brocker of Gulf Coast Distributing Co. in Houston; Edgar Bergen of Culp Distributing Co. in Oklahoma City; and James Godwin, Dan Hill and Cecil Durham of Godwin Distributing Co. of North Little Rock, Ark.

## SAN FRANCISCO

The Wurlitzer Distributing Corp. recently sponsored a seminar. Attending were: Louis C. Paulino, Richard Lucy, Andrew A. Rodriquez, Donald Schmuck, Robby Robinson, Keith Ballard, John Thomson, Tom Olden, Jack Larson, Larry McCarthy, Ernie Rose, Bob Bennett, Hugh James, Harry Waedekin, Jerry W. Hurelle, J.E. Fuller, Jim Rupe, Lee M. Hays, Frederick G. Welch, Edward Shipley, Mark Litteral, E.L. Phillips, Kenneth D. Younkin Jr., Edwin Engberg, Jerry Fyffe, Hugh Darnell, Steward Brickley, Robert Harvey, Tom Martin and Harry Leander.

### ELECTRIC SCOREBOARDS . . . 2 Models

**OVERHEAD MODEL**  
(Natural finish hardwood cabinet)

- Two-faced. Scores 15-21 and/or 50 pts.
- F.O.B. **\$169.50**
- Chicago

**SIDE-MOUNT MODEL . . . \$249.50**

EACH model also has these features:

- 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play. Easily serviced.
- "Game Over" light flashes on at end of game.
- Large metal coin box—holds \$500 in dimes.

**COIN BOX**

Heavy-duty steel. Dark brown baked enamel finish. 10c or 25c operation. Large coin capacity w/National Rejectors. Size: 8" x 16" x 4". Electric counter optional.

Terms: 1/2 dep., bal. C.O.D. or S.D.  
**MARVEL Mfg. Company**  
2845 W. Fullerton, Chicago, Ill. 60647  
Phone (312) 342-2424

New 1970 billiard supplies catalog avail.

### Reconditioned SPECIALS Guaranteed

PIN BALLS — BOWLERS — ARCADE			
<b>BALLY</b>			
WORLD CUP . . . . .	\$290	DIXIELAND . . . . .	\$295
SAFARI . . . . .	390	SURFER . . . . .	260
<b>CHICAGO COIN</b>			
TEXAS RANGER . . . . .	\$210	APOLLO . . . . .	
KICKER . . . . .	165	MOON SHOT . . . . .	\$545
<b>WILLIAMS</b>			
TEACHERS PET . . . . .	\$155	FULL HOUSE . . . . .	\$175
LUCKY STRIKE . . . . .	140	8 BALL . . . . .	205
KING PIN . . . . .	125	APOLLO . . . . .	220
<b>MIDWAY</b>			
BASKETBALL . . . . .	\$340	KING OF DIAMOND . . . . .	\$205
MONSTER GUN . . . . .	195	SING-A-LONG . . . . .	225
RIFLE RANGE . . . . .	195	ROYAL GUARD . . . . .	265
<b>GOTTLIEB</b>			

Write for complete 1969 Catalog of Phonographs, Vending and Games.  
Established 1934

## ATLAS MUSIC COMPANY

Cable: ATMUSIC—Chicago  
2122 N. WESTERN AVE., CHICAGO, ILL. 60647. ARmitage 6-5005

## Draws a crowd!

160 SELECTIONS  
33-1/3, 45's, LP's

- New outside!
- New inside!
- New service ease!

### ROCK-OLA Model 442

"we want you to Take it easy!"

Rock-Ola Manufacturing Corporation  
800 North Kedzie Avenue  
Chicago, Illinois 60651

## ONE STOP

### service for all BULK VENDING MACHINE OPERATORS

**MERCHANDISE**—Leaf ball gum, wrapped gum, charms, filled capsules, panned candies, bulk & vacuum packed nuts, ball point pens, combs, 1¢ tab, 5¢ package gum, 5¢ & 10¢ vending pack candy bars.

**SUPPLIES**—Empty capsules V-VI—V2, coin weighing scales, counters & wrappers, stamp folders, decals, route cards, padlocks, spray paints, machine cleaners & lubricants, paper cups for hot nut venders & hot beverages.

**EQUIPMENT**—All Northwestern bulk venders, cast iron stands, wall brackets, sanitary & stamp venders, new & reconditioned bulk venders of all kinds, parts for all bulk venders.

**DEPENDABLE, FAST SERVICE, LOWEST PRICES FROM LARGEST INVENTORY IN THE U. S.**

Send for prices and illustrated literature.

MAIL THIS COUPON TODAY . . . for details, prices and other information on all Northwestern machines.

NAME \_\_\_\_\_  
TITLE \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_  
STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Fill in coupon, clip and mail to:  
**T. J. KING & CO. INC.**  
2700 W. Lake St. Chicago, Ill. 60612  
Phone: (312) 533-3302

## SCHOENBACH CO.

Manufacturers Representative  
Acorn-Amco Distributor

### GREAT TIME SAVER! COIN WEIGHING SCALE

**\$28.95**

FILLED V 2 CAPSULES IN STOCK

10¢ CAPSULE MIXES (all 250 per bag)

Casino	\$8.00
Asst. Items with Lighter	8.00
Precious Gem Rings	7.50
Jewelry Mix	7.00-8.00
Jumbo Dice Mix	8.00
Jumbo Creepy Bugs	8.00
Love Rings	8.00
Combination Lock Mix	8.00
Pool Ball Mix	8.50

HOT 5¢ VEND ITEMS (all 250 per bag)

Asst. Economy Mix	\$4.25
Bugs	5.00
Rings	5.00
Heads Mix	5.00
Circus Toys	4.25
Regular Deluxe Assmt.	5.00
Asst. Jewelry (Bangles & Beads)	5.00
Many Other Assortments.	

1¢ CHARM MIXES & ITEMS  
From \$3.50 to \$24.00 per M.  
25¢ capsules in stock.

Parts, Supplies, Stands & Globes.  
Everything for the operator.  
One-third deposit with order, balance C.O.D.

### SCHOENBACH CO.

715 Lincoln Pl., Brooklyn 16, N.Y.  
(212) PResident 2-2900

You'll Laugh All the Way to the Bank . . .

—with the Savings  
Midway  
White Lightning Gun

## SPECIAL \$495.00

Reconditioned — Like New

Exclusive Rowe AMI Distributor  
Ea. Pa. S. Jersey Del. Md. D.C.

## DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19123  
Phone 215 Center 2-2900

# MOA Selects Committees

• Continued from page 39

**Evaluation Committee:** Hal J. Shinn, Chairman; Samuel Weisman, Vice Chairman; **Exhibit Committee:** Russel Mawdsley, Chairman; John Masters, Jr., Vice Chairman; James I. Mullins; **Banquet Committee:** Garland B. Garrett, Chairman; A. L. Witt, Vice Chairman; Mrs. Leonia Ballard, Raymond E. Barker, Don Von Brackel, Joseph Silverman; **Public Relations Committee:** Pat J. Storino, Chairman; Albert S. Denver, Vice Chairman; **Forum Committee:** Fred J. Collins, Jr. & Harry G. Witsen, Chairmen; Norman Pink, John Snodgrass; **Awards Committee:** Howard N. Ellis, Chairman; William Cannon, James F. Tollisano, Clinton S. Pierce; **Activities Program Committee:** Robert E. Nimms, Chairman; Edward Zorinsky; **Nominating Committee for Directors:** Howard N. Ellis, Chairman; Harlan Wingrave, Garland B. Garrett, John Snodgrass, Joe C. Silla, Millie McCarthy, Robert Rooney; **Alternates:** P. J. Storino, John Masters, Fred Ayres; **Nominating Committee for Officers:** Howard N. Ellis, Chairman; William Cannon, James F. Tollisano, Clinton S. Pierce, Harlan Wingrave, Garland B. Garrett, John Snodgrass, Joe C. Silla; **Alternates:** P. J. Storino, John Masters.

## BUY! METAL TYPERS

Vending Aluminum IDENTIFICATION DISC

### WHY!

- LIFE-TIME INCOME
- TROUBLE-FREE OPERATION
- ONLY 18" x 18"

**STANDARD HARVARD METAL TYPER INC**  
1318 N. WESTERN AVE.  
CHICAGO 22, ILL. EV 4-3120

## ARCADIES

There's No Substitute For Experience! Ours Is Over 57 Years In

### ARCADIES

Planned Modern, Theme or Antique.

Make 1970 Your Best Year With The Money-Getting Machines, Computers, Drive Cars, With Sound Talking Guns, etc. Complete New or Reconditioned Outfits. Write For Details.

## MIKE MUNVES CORP.

577 10th Ave., New York BR. 9-6677

## Victor

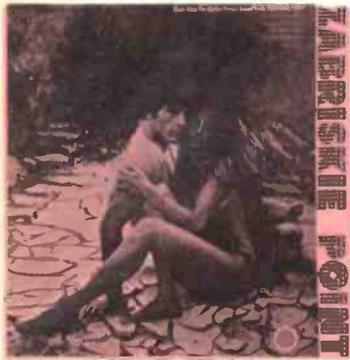
Graff is the world's largest supplier to the operator and distributor alike. Volume purchases world wide, custom packaging and merchandising fronts that empty machines keep Graff the Bulk Vending Industry's leader.

THE DISTRIBUTOR DISTRIBUTOR  
**GRAFF**  
VENDING COMPANY

HOME OFFICE 2066 IRON BRIDGE  
DALLAS, TEXAS 214 631-2552

# Billboard Album Reviews

APRIL 4, 1970



**SOUNDTRACK**  
**SOUNDTRACK—**  
 Zabriskie Point.  
 MGM SE 4668 ST

Here's a soundtrack album that should receive heavy play and heavy sales since it includes selections by such today groups as the Pink Floyd, Grateful Dead, Kaleidoscope and Youngbloods. Even Patti Page's "Tennessee Waltz" is included. "Brother Mary" by the Kaleidoscope and "Crumbling Land" by the Pink Floyd are among the best cuts, while good guitar work is turned in by Jerry Garcia of the Grateful Dead and John Fahey.



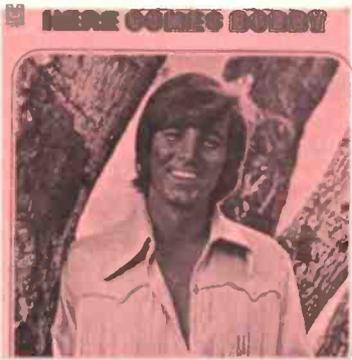
**SOUNDTRACK**  
**SOUNDTRACK—**  
 tick...tick...tick...  
 MGM SE 4667 ST (S)

The big selling point of this soundtrack set is the vocal work of Tompall and the Glaser Brothers. They've already made their mark in the country field and this package should move them into pop areas. "Gentle on My Mind" and "Woman, Woman" should help their pop cause without losing any of their country footing.



**POP**  
**FRANK SINATRA—**  
 Watertown.  
 Reprise FS 1031 (S)

Bob Gaudio and Jake Holmes have created an Our Town-like story in songs for Sinatra, who interprets the lovely material like the master he is. "I Would Be in Love (Anyway)" is the important ballad, which is a Hot 100 single entry, while the title song and "What's Now Is Now" stands out also.



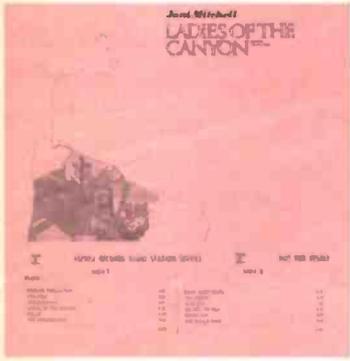
**POP**  
**BOBBY SHERMAN—**  
 Here Comes Bobby.  
 Metromedia MD 1028 (S)

The star of TV's "Here Comes the Brides" has been riding the Hot 100 with three smash singles hits in a row, and this second LP outing features two of them: "La La La (If I Had You)" and his current winner "Easy Come, Easy Go." Another highlight of the album is his original "July Seventeen" and John Sebastian's "She's a Lady." A sure chart winner.



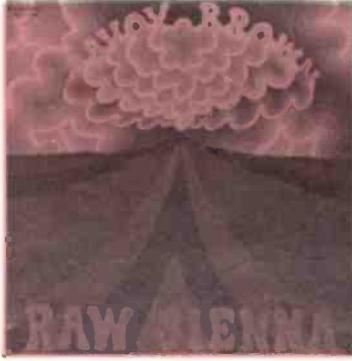
**POP**  
**TEN YEARS AFTER—**  
 Cricklewood Green.  
 Deram DES 18038 (S)

Heavy rock favorites, Ten Years After will have no trouble muscling into the top twenty with this fiery exhibition of electric rock energy by Alvin Lee & Co. First in excitement, the group lays down a hard rock manifesto that offers something for every rock fan, including gems like "Working on the Road," "Love Like a Man" and "As the Sun Still Burns Away." A big winner.



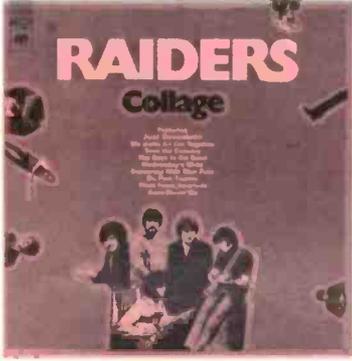
**POP**  
**JONI MITCHELL—**  
 Ladies of the Canyon.  
 Reprise RS 6376 (S)

One of today's most talented writer-performers, Joni Mitchell here has a delightful set of 12 fine cuts, which, in addition to the title song, include her first recording of one of her best compositions, "The Circle Game," a high mark of many of her affecting performances. "Morning Morgantown" is another familiar selection to Miss Mitchell's legion of fans.



**POP**  
**SAVOY BROWN—**  
 Raw Sienna  
 Parrot PAS 71036 (S)

Rising from the depths of the underground to the thick of the chart races, Savoy Brown bids for the top of the charts with another hot album and featured single "A Hard Way to Go." Chris Youlden is a super fine rock-blues singer, and co-writes the group's subtle, penetrating material. Never better, the outfit scores throughout, especially on "While the Night Is Young" and "Needle and Spoon."



**POP**  
**RAIDERS—**Collage.  
 Columbia CS 9964 (S)

Featuring the now hot voice of lead Mark Lindsay, the Raiders' latest LP should benefit greatly from Top 40 and FM programming, with choice cuts from either format. Two recent chart singles "Just Seventeen" and "We Gotta All Get Together" are included, and other highlights include "Think Twice," "The Boys in the Band," and Laura Nyro's "Save the Country," the only song not written by a group member.



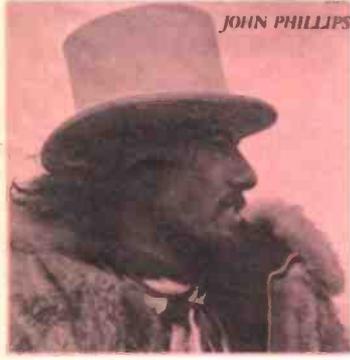
**POP**  
**RAY CONNIFF & THE SINGERS—**  
 Bridge Over Troubled Waters.  
 Columbia CS 1022 (S)

With Simon & Garfunkel's smash hit "Bridge Over Troubled Waters" as the spotlight item in this collection, Conniff is sure to have a winner on the Top LP chart. With his chorus, he offers his own special interpretations of such winners as "Early in the Morning," "Leaving on a Jet Plane" and "Raindrops Keep Falling on My Head."



**POP**  
**SMALL FACES—**  
 Warner Bros. WS 1851 (S)

The British quintet of "Itchycoo Park" fame are back, this time with Rod Stewart's writing-performing talents. His vocal solo on his own "Stone" composition is a highlight, as is the group's standout work on Dylan's "Wicked Messenger," and "Flying."



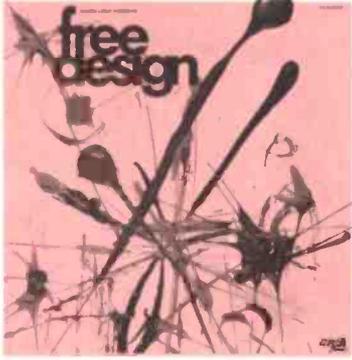
**POP**  
**JOHN PHILLIPS—**  
 Dunhill DS 50077 (S)

Former "Papa" Phillips' solo LP on Dunhill, with the support of some fine chorus and instrumental work, should keep his name in mainstream of contemporary pop music. All the songs are his own, and among the best cuts are "April Anne," "Malibu People," and "Let It Bleed Genevieve."



**POP**  
**PATTI PAGE—**  
 Honey Come Back.  
 Columbia CS 9999 (S)

Miss Patti Page is showcased in this latest outing in a collection of contemporary hits that are perfect for her warm, caressing style. She floats with ease through the ballads "I'll Never Fall in Love Again" and "Yesterday" and romps delightfully through the rhythm items "Early in the Morning" and "Wonderful World, Beautiful People." A perfect programming item, with healthy sales assured.



**POP**  
**FREE DESIGN—**Stars/Time/Bubbles/Love  
 Project 3 PR 50455D (S)

The Free Design's 4th Album for Project 3 matches the earlier ones in originality of performance, arrangements, and material. The group is at its best in the delightfully skittish "Bubbles," which as a single is on many easy listening station playlists. Another outstanding original is "Kije's Oulja"; other featured cuts include their recent single "Buttfiles Are Free," and "Howdjadoo."



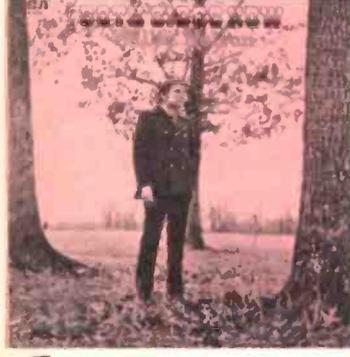
**POP**  
**TERESA GRAVES—**  
 Kirshner KES 104 (S)

Teresa Graves, besides being a regular member of the "Laugh-In" crew, is an accomplished popular singer whose warmth and graciousness make every track on this album uniquely her own, whether it is the romantic "A Time for Us" or the rocking "Speak Your Mind" or the Motown-flavored "Nothing's Gonna Stop Our Love." A powerful Kirshner publicity campaign assures this record the attention it deserves.



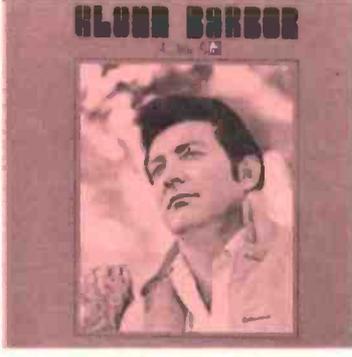
**COUNTRY**  
**HITS, HITS, THE DON GIBSON WAY—**  
 Hickory LPS 153 (S)

Don Gibson has moved over to the Hickory label, and this album marks his debut there. He's chosen top material, and each performance is a winner on its own. He especially shines with "There Goes My Everything," "All I Have to Offer You is Me" and the beautiful "You Gave Me a Mountain." This will win immediate acceptance on both the airplay and sales level.



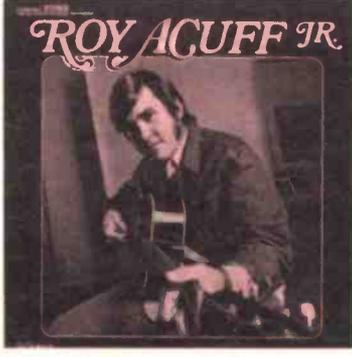
**COUNTRY**  
**WILLIE NELSON—**  
 Both Sides Now.  
 RCA Victor LSP 4294 (S)

This is hot country product. Willie Nelson has his own highly stylized vocal manner, and on this package it really projects. The material is powerful, including such standards as "One Has, My Name," "Crazy Arms," "Wabash Cannon Ball" and more.



**COUNTRY**  
**GLENN BARBER—**  
 A New Star.  
 Hickory LP 152 (S)

Glenn Barber is indeed "a new star" as the album's title proclaims. He's a performer and a composer in the truest country sense and he'll go far. His songs depict the sin and sex of the country life-style and his vocal style excellently captures the moods.



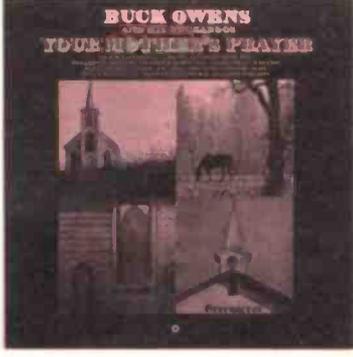
**COUNTRY**  
**ROY ACUFF JR.—**  
 Hickory LSP 150 (S)

Young Acuff is destined to be a very bright star on the country music horizon if this latest LP outing is any indication. His style is perfect for the well chosen material, including "Follow Your Drum" and "I Wish It Were Me," both penned by John D. Loudermilk, and an original "As Long as I Live." Should quickly prove an important sales item.



**JAZZ**  
**PHAROAH SANDERS—**  
 Jewels of Thought.  
 Impulse AS 9190 (S)

Reed player Sanders has been able to move into the sales spotlight with his avant-garde jazz forms without any hint of compromising himself. This album has Sanders and small group aided by a normal rhythm section and a whole potpourri of African percussion instruments played by everybody in the group. One asset is the strange yodel-vocalizing of Leon Thomas now emerging as a jazz star in his own right.



**RELIGIOUS**  
**BUCK OWENS—**  
 Your Mother's Prayer.  
 Capitol ST 439 (S)

The great country artists are close to God. In this album Buck Owens and the Buckaroos do "Your Mother's Prayer," "Walt a Little Longer Please, Jesus" and "That Old Time Religion," among others. The sincerity and high spiritual quality of the package is evident as soon as the disk starts spinning.

# We built a New York sound studio just **90 short minutes** from New York and only **9 minutes** from Philly!



## THERE ISN'T MUCH WE CAN'T DO

For rock, country and western, and gospel groups. We can provide everything.

A couple of organs included.

We can also provide first-rate sidemen and arrangers. From the recording session, we can take you all the way to the finish.

We'll do everything except guarantee you number one on the charts.

For agency people, we can record, mix, edit, assemble, anything, for radio and television.

## NEW YORK, NASHVILLE and NOW PHILLY

So far, we've equated ourselves with New York and Nashville.

Now we'll show you how we're better.

An hour of 8-track studio time in New York runs around \$90.00.

If you can get the studio.

An hour of 8-track studio time at L & H runs \$70.00.

And although we get a lot of work, we're not so swamped that we'll turn you away.

- All-Ampex Recorders
- 3 Grand Pianos
- 2 Organs — (Hammond)

L & H Sound Recording Studios facilities include three separate studios — the dimensions are as follows:

Studio A — 50 x 60 x 15

Studio B — 25 x 35 x 15

Studio C — 20 x 20 x 14

• Rate card sent upon request.

• Our entire operation is on ground floor level.

• Ample parking in our own parking lot adjacent to studios.

New York sound studios are technically the best in the business.

They have the best facilities, the latest equipment, the finest engineers.

But they do have their problems.

Namely, they're very expensive. And very hard to book.

Nashville studios rate second only to New York.

And in music, because so many great sidemen and arrangers are there, they're probably number one.

Which is why, in terms of cost and studio time, Nashville has its problems too.

Well, we've taken the principle of the New York and Nashville studios, and reproduced them.

Once you're inside our studios, you'd think you were in New York or Nashville.

## ALL THE EQUIPMENT IS BRAND NEW

There's probably more of it at L & H Sound than you'll ever need.

To give you some idea, we've just installed an 8-and-16 track Ampex MM-1000 Master Recorder (a lot of studios in New York haven't gotten up to it yet).

Moreover, our floating studio was built to be a studio. It was built for the specific purpose of being acoustically perfect.

There isn't just one studio, either. There are three. A large one, a medium, and small one.



## THE OBVIOUS CONCLUSION

If you work any place in the north, it's ridiculous to travel anywhere, when we're so close.

If you work outside the north, it might even pay you to come up.

A number of people have.

It's sort of like shooting a commercial in Europe.

You end up saving money.

**L & H** SOUND RECORDING STUDIOS, INC.

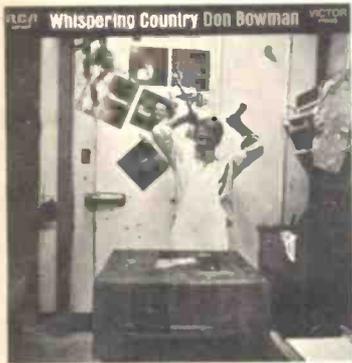
Bob Lowden Bill Hamilton

6027 Crescent Boulevard  
U. S. Route 130  
Pennsauken, N. J. 08109

(Area Code 609) 662-4110  
Phila., Direct Line  
(Area Code 215) LO 3-4679

# Billboard Album Reviews

APRIL 4, 1970,



**COUNTRY**

**DON BOWMAN**—  
Whispering Country.  
RCA Victor LSP 4295 (S)

Don Bowman is at it again! Here is a new album of strange, but uproarious material. Here are "One a Day No. 3," "Go Somewhere and Find Myself a Sheep," and "I Don't Love You Anymore I Guess." Bowman, as usual, offers a fun set that should draw the attention of his many fans.



**GOSPEL**

**REV. CLEOPHUS ROBINSON**—  
He'll Open Doors.  
Nashboro 7082 (S)

Rev. Cleophus Robinson is, without doubt, one of the most gracious and eloquent artists ever to make the gospel scene. He has a sincerity that grabs the listener and commands his attention. This album aptly demonstrates the expertise of this talented artist. Tunes featured here include, "Blessed Assurance," "The Velvet Rose," and "When I Wake Up in Glory." Truly a treat for the gospel lover.

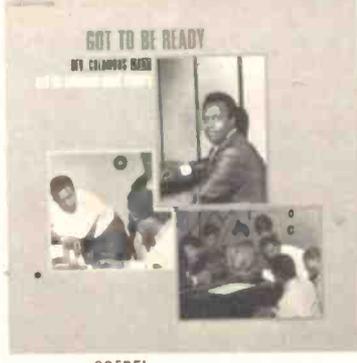
**THE WINNER**  
Dorothy Love Coates



**GOSPEL**

**DOROTHY LOVE COATES**—  
The Winner.  
Nashboro 7080 (S)

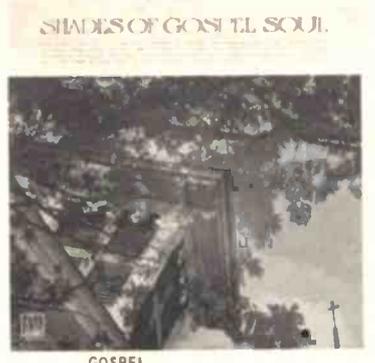
Dorothy Love Coates and the Gospel Harmonettes, have, like good wine, grown increasingly better with time. Combining their talents this refreshing group has selected a number of old favorites, along with some new ones written by Miss Coates, and given them a creative and enjoyable finish. Included here are, "Love Lifted Me," "Take a Little Time to Pray," and the title tune, "The Winner."



**GOSPEL**

**REV. COLUMBUS MANN**—  
Got to Be Ready.  
Creed 3016 (S)

Here is a very well-done album by the Detroit-based Columbus Mann and The Singers. Rev. Mann has a dramatic approach to the gospel medium that sets him apart from many other artists in this particular field. He displays a sincerity and musical charisma which make his works a happening rather than a production. You'll understand after you've heard songs like "Put a Little Love in Your Heart," and "He's Coming Back."



**GOSPEL**

**VARIOUS ARTISTS**—  
Shades of Gospel Soul.  
Motown MS 701 (S)

This album from Motown's new gospel catalog features some of the better known names in the gospel field, working out on some really soul-stirring numbers. Brought together here are Columbus Mann, The Gospel Stars, and the Wright Specials. Tunes include, "Give God a Chance," "Hush Children Hush," and "Ninety-Nine and a Half."

**ALBUM REVIEWS**

**BB SPOTLIGHT**

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

**SPECIAL MERIT**

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

**FOUR STARS**

★ ★ ★ ★ Albums with sales potential within their category of music and possible chart items.

★★★★ 4 STAR ★★★★★

**POPULAR ★★★★★**

- EDDIE LOVETTE**—Little Bluebird/Too Experienced. Steady SS 101 (S)
- JONAH JONES**—A Little Dis, a Little Dat. Motown MS 690 (S)
- GENE VINCENT**—I'm Black and I'm Proud. Dandelion D 9-102 (S)
- THE GREAT SONGS OF ROY ORBISON**—MGM SE 4659 (S)
- FAT WATER**—MGM SE 4660 (S)
- J. F. MURPHY**—Verve/Forecast FTS 3085 (S)
- BOLD—ABC ABCS 705 (S)**
- HIGH MOUNTAIN HOEDOWN**—Atco SD 33-320 (S)
- VARIOUS ARTISTS**—This Is How It All Began, Vol. 2, Specialty SPS 211B (S)
- BRUCE HAACK**—The Electric Lucifer. Columbia CS 9991 (S)

**ARTHUR LEE HARPER**—Love Is the Revolution. Nocturne NRS 905 (S)  
**THE POETRY OF ROBINSON JEFFERS**—Judith Anderson. Caedmon TC 1297 (S)

**SOUNDTRACK ★★★★★**

**SOUNDTRACK**—Day of Anger. RCA Victor LSO 1165 (S)

**COUNTRY ★★★★★**

**ETHEL DELANEY**—Goin' to the Country. Ohio OLP 27001 (S)

**SOUL ★★★★★**

**HANK MARR**—Greasy Spoon. King KSD 1061 (S)  
**ARTHUR (BIG BOY) CRUDUP**—Crudup's Mood. DeMark DS 621 (S)

**BLUES ★★★★★**

**JOHN LEE HOOKER / EARL HOOKER**—If You Miss 'im . . . I Got 'im. BluesWay BLS 6038 (S)

**RELIGIOUS ★★★★★**

**TOM KEENE & THE CONTEMPORARIES**—It's Time. Creative Sound CSS 1533 (S)

**GOSPEL ★★★★★**

**THE MIGHTY KINGS OF HARMONY OO ROCKING SPIRITUALS**—Klondike 2520 (S)

**SPOKEN WORD ★★★★★**

**KAULA: AFRICAN VILLAGE FOLK TALES, VOL. ONE**—Brock Peters / Diana Sands. Caedmon TC 1309 (S)  
**KAULA: AFRICAN VILLAGE FOLK TALES, VOL. TWO**—Brock Peters / Diana Sands. Caedmon TC 1310 (S)  
**KAULA: AFRICAN VILLAGE FOLK TALES, VOL. THREE**—Brock Peters/Diana Sands. Caedmon TC 1312 (S)

**SPECIAL MERIT PICKS**

**POPULAR**

**MONGO SANTAMARIA**—Sing a Simple Song/Since You've Been Gone. Columbia CS 9988 (S)  
The tough aggressive sounds of Santamaria's small group which has the addition of a four girl chorus to point up the soul-type material ("Since You've Been Gone," "Sing a Simple Song"). Material culled from a couple of years ago this is a rocking little album that has the advantage of the Latin rhythms employed by Santamaria to push the tenor-and-rhythm sound further.

**TONY MOTTOLA'S GUITAR FACTORY**—Project 3 PR 5044 SD (S)  
On this album Tony Mottola has put together an inventive series of instrumentals that could catch on with both easy listening and pop audiences. Included are chart-toppers such as "Come Together," "Spinning Wheel," and "Sugar Sugar," plus a catchy new Dick Hyman composition, "Guitar Thing."

**KIM WESTON**—Big Brass Four Poster. People PLP 5001 (S)  
Former Motown songstress Kim Weston has progressed rapidly toward stardom, gathering a reputation as not only a fine quality singer but a sensitive stylist. Her first album for the Hollywood-based People label features Miss Weston at the brink of much-deserved success, as she covers pop and middle road material with poise, polish and depth. Starring are "Something," "Sounds of Silence" and "Those Heartaches Again."

**COUNTRY COALITION**—BluesWay BLS 6043 (S)  
The country-rock genre is expertly rendered here by Peggy Moje, Dick Bradley, Tom Riney and John Kurtz, who make up the Country Coalition. The group's at its best when they essay a rhythmic beat as in "Your One Man Band," but their other moods are okay for underground play, too.

**THE 2 SIDES OF SAM COOKE**—Specialty SPS 2119 (S)  
Sam Cooke occupies a firm place in the pop/rock history and this collection of very early sides shows the true beginnings of his pop artistry which was always rooted in his early career as a gospel singer with the Soul Stirrers. One side of this album is devoted to that phase of his all-too-short singing career, Cooke's treatment (always stylized) of gospel hymns and shouts. The other side takes the listener into the secular. But Cooke never moves too far away from rock-church.

**DAVID PEEL & THE LOWER EAST SIDE**—The American Revolution. Elektra EKS 74069 (S)  
This album will find its audience in the deeply-rooted underground areas because of strong anti-establishment statements. David Peel, the writer of the songs, is pro marijuana, and getting high and is against the war and cops. If you dig his message, you'll dig his music.

**HAL SINGER**—Paris Soul Food. King KSD 1075 (S)  
Don't be fooled by the title and artist, because inside of this surprisingly excellent pop instrumental album is the stuff that hits are made of: heady arrangements, top pop tunes and the agile tenor sax of Hal Singer. Another top American jazz man living in Paris, Singer wails, sails and grooves his way through "Jumpin' Jack Flash," "Son of a Preacher Man" and "Hey Jude."

**SOUL**

**WILLIE HENDERSON & THE SOUL EXPLOSIONS**—Funky Chicken. Brunswick BL 754163 (S)  
Producer-arranger Willie Henderson hit with the "Funky Chicken" and now with the Soul Explosion resouls for dancing "Can I Change My Mind," "Sugar Sugar" and "Off Into a Black Thing," penned by Henderson. The instrumentals move from bouncy soul ditties to heavily psychedelic-soul excursions, all reflective of soul's changes from funk to swamp to rock. A strong outing.

**BARBARA ACKLIN**—Someone Else's Arms. Brunswick BL 754156 (S)  
Barbara Acklin is a genuinely fine songstress who should return to chart stature with her latest LP featuring material copenned by Miss Acklin and award-winning Eugene Record. Carl Davis, along with Record, produced this bluesy, subtle rhythm disk modeled after Miss Acklin's best-seller "Love Makes a Woman." Highlighting the album "Someone Else's Arms," "It It Me" and "More Ways Than One." A comeback performance.

**JAZZ**

**GATO BARBIERI**—The Third World. Flying Dutchman FDS 117 (S)  
With the avant-garde type of jazz selling with chart appeal (Miles, Sanders, etc.) there is definitely room for musicians like Barbieri. Argentinian-born, he plays all over tenor saxophone and flute (and even essays a mild vocal) backed by Roswell Rudd's raucous trombone on the front line and a pumping rhythm section. Out of the Shepp bag it is possible to follow Barbieri's thinking (even if you disagree with it which doesn't always happen). Barbieri should soon establish himself.

**FOLK**

**BRIOGET ST. JOHN**—Ask Me No Questions. Dandelion D 9-101 (S)  
Miss St. John is an exceptional new talent with an interesting low register voice and marvelous facility with the guitar. To boot, she writes sensitive songs of sadness and human needs, the best of which are "Curl Your Toes," "Barefeet and Hot Pavements," and the title song.

**BEST SELLING Jazz LP's**

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	17
2	2	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	38
3	3	WALKING IN SPACE Quincy Jones, A&M SP 3023	20
4	4	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	48
5	5	BEST OF HERBIE MANN Atlantic SD 1544	6
6	6	BEST OF RAMSEY LEWIS Cadet LPS 839	5
7	10	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKAO 404	4
8	8	IN A SILENT WAY Miles Davis, Columbia CS 9857	30
9	9	BEST OF EDDIE HARRIS Atlantic SD 1545	3
10	12	STONE FLUTE Herbie Mann, Embryo SD 520	5
11	7	YE ME LE Sergio Mendes & Brasil '66, A&M SP 4236	14
12	—	WES MONTGOMERY GREATEST HITS A&M SP 4247	1
13	—	RAMSEY LEWIS, THE PIANO PLAYER Cadet LPS 836	1
14	11	BUDDY & SOUL Buddy Rich Big Band, World Pacific BST 20168	31
15	15	CONCERTO GROSSO IN D BLUES Herbie Mann, Atlantic SD 1540	13
16	—	FEELIN' ALL RIGHT Mongo Santamaria, Atlantic SD 8252	1
17	—	MOVE YOUR HAND Lonnie Smith, Blue Note BST 84326	1
18	13	DIDN'T WE Stan Getz, Verve V6-B780	15
19	16	CRYSTAL ILLUSIONS Sergio Mendes & Brasil '66, A&M SP 4197	33
20	—	GOODNESS Houston Person, Prestige 7678	1

Billboard SPECIAL SURVEY For Week Ending 4/4/70

**Action Records**

**Albums**

★ NATIONAL BREAKOUTS

- CROSBY, STILLS, NASH & YOUNG** . . . Deja Vu Atlantic SD 7200
- HOLLIES** . . . He Ain't Heavy, He's My Brother Epic BN 26538
- TEMPTATIONS** . . . Psychedelic Shack Gordy GS 947
- MANTOVANI** . . . Today London PS 572

★ NEW ACTION LP's

- BEACH BOYS** . . . Good Vibrations Capitol ST 442

**LOU RAWLS** . . . You've Made Me So Very Happy Capitol ST 427

**TOMMY JAMES & THE SHONDELLS** . . . Travellin' Roulette SR 42044

**BOBBY SHERMAN** . . . Here Comes Bobby Metromedia MD 1028

**SONNY JAMES** . . . It's Just a Matter of Time Capitol ST 432

**STEVIE WONDER** . . . Live Tamlo TS 298

**AL MARTINO** . . . I Can't Help Falling in Love With You Capitol ST 405

**VARIOUS ARTISTS** . . . Motown at the Hollywood Palace Motown MS 703

More Album Reviews on Page 43



# Classical Music

## 'Faust' 3-LP Set on Angel

LOS ANGELES — Angel Records is issuing a complete "Damnation of Faust" of Berlioz on three LP's this month. The low price Seraphim line has a "Great Recordings of the Century" monaural release including performances of Jussi Bjoerling, Vladimir Horowitz, Victoria de los Angeles, Joseph Schmidt, Wilhelm Furtwaengler, Yehudi Menuhin and Leonard Warren.

The Berlioz opera features Janet Baker, Nicolai Gedda, Gabriel Bacquier, L'Orchestre de Paris, and Paris Opera Chorus, Georges Pretre conducting. Another Berlioz disk on Angel has the final scenes of "The Trojans at Carthage" with Miss Baker and the London Symphony, Alexander Gibson conducting.

Serge Baudo conducts L'Orchestre de Paris in a coupling of Ravel and Mussorgsky-Ravel. A pairing of Bach and Bruckner features Miss Baker, Birgit Finnila, Tobert Tear and Thomas Hemsley with the New

Philharmonia Orchestra and Chorus, Daniel Barenboim conducting.

The Soviet Army Chorus and Band sing songs of the Russian Revolution on Melodiya/Angel Records.

The "Great Recordings of the Century" release includes a two-LP package of Leoncavallo's "I Pagliacci" with Bjoerling, Miss

De Los Angeles, Warren, Robert Merrill, and the Robert Shaw Chorale, Renato Cellini conducting.

A Joseph Schmidt album has operatic arias on one side and songs on the other. Another disk features Horowitz, while a Beethoven pressing has Menuhin and the Philharmonia Orchestra, Furtwaengler conducting.

## RCA Issues 2 2-LP Sets From Previous Cuts

NEW YORK—RCA Records is issuing two 2-LP sets in April, both culled from previous pressings. Included is Richard Rogers' "Victory at Sea" conducted by Richard Russell Bennett.

The other multiple contains operatic selections with Leontyne Price, Montserrat Caballe, Beverly Sills, Birgit Nilsson, Anna Moffo, Renata Tebaldi, Franco Corelli, Carlo Bergonzi, Placido Domingo, Jussi Bjoerling, Sherrill Milnes and Robert Merrill.

Miss Caballe and Shirley Verrett also have an album of operatic duets with Anton Guadagno and the New Philharmonica Orchestra. Pianist Van Cliburn is the soloist with Eugene Ormandy and the Philadelphia Orchestra in Chopin.

Antonio de Almeida conducts

the same orchestra in a program of first recordings: Florent Schmidt's "La Tragedie de Salome," Chausson's "Viviane," and Duprac's "Lenore." Completing the Red Seal titles is a coupling of Beethoven and Schubert by Seiji Ozawa and the Chicago Symphony.

The low price Victrola label has a monaural-only Gladys Swarthout album, and Richard Russell Bennett conducting Leonard Bernstein. Gustav Leonhardt has an LP of early harpsichord music.

Pianist Sviatoslav Richter is the soloist in a Beethoven pressing with Charles Munch and the Boston Symphony. Completing the Victrola release is a Mozart program by pianists Jorg Demus and Norman Shelter and an album by counter-tenor Alfred Deller.

## Top Concert By Graffman

NEW YORK—Gary Graffman, in a program of Schumann, Liszt, Haydn and Beethoven piano sonatas at Philharmonic Hall March 18 amply lived up to the high reputation he has won through past concert appearances and his several Columbia Records albums.

Throughout the performance, Graffman displayed an extraordinary understanding of the various composers and the way in which each achieves his kind of communication. Graffman was so deeply into the music that it often seemed to be coming spontaneously from the pianist rather than being the well-learned work of another man.

Playing Liszt's "Sonata in B Minor," the moments of pensiveness and near-desperation seemed an expression of the performer himself. The fact that Graffman seemed equally identified with the facile elegance of Schumann's "Sonata No. 3" and the Grandeur of Beethoven's "Sonata No. 23 (Appassionata)" is a tribute both to the pianist's perception and to his musicianship.

NANCY ERLICH

## New 'Parsifal' for Met

NEW YORK—The Metropolitan Opera plans a new production of Wagner's "Parsifal" for next season, but is deferring the completion of the new

## Fine Program By Markevitch

NEW YORK — Igor Markevitch was in marvellous control March 23 as he conducted an excellent American Symphony concert at Carnegie Hall. Included was a superb performance of Roussel's "Bacchus et Ariane, Suite No. 2," which proved an exciting ending for the first half of the program.

Brahms' "Symphony No. 1" received a full reading after intermission. The concert opened with Mozart's "Symphony No. 40" (Continued on page 49)

production of Wagner's "Der Ring des Nibelungen."

Leopold Ludwig, who conducted when the Hamburg Opera visited the Met in 1967, will make his debut as a member of the company conducting "Parsifal," which also will see the debut of Swedish tenor Helge Brilioth in the title role.

Also featured will be Christa Ludwig, Thomas Stewart, and Cesare Siepi. The first performance is slated for mid-November at a benefit for the Metropolitan Opera Guild. A special Good Friday performance is scheduled for April 9, 1971.

The "Ring" is being delayed because the postponement of this season's opening caused Herbert von Karajan, who is conducting and directing the cycle, to accept other engagements, thereby preventing the presentation of a new production of "Siegfried."

ativa contains John Cage's "Atlas Eclipticals" and "Winter Music" and Dieter Schnebel's "Glossolalic for 4 Speakers and 4 Instrumentalists."

Karl Richter conducts the Munich Bach Choir and Orchestra in Beethoven with Miss Janowitz, Edith Mathis, Julia Hamari, Horst Laubenthal and Ernst Schramm. Gezanda is the piano soloist and conductor in a Mozart pairing with the Salzburg Camerata Academica Orchestra.

Rafael Kubelik conducts the English Chamber Orchestra in the first recording of his "Four Forms for Strings," which is coupled with Dvorak. Completing the release is a Beethoven pressing with pianist Joe Demus and Norman Shelter.

## Entire 'Corpo' Out on DGG

VIENNA — Deutsche Grammophon of Hamburg announced the first complete recording of Emilio de Cavalieri's "Rappresentazione di Anima et de Corpo."

The recording features Tatiana Troyanos, Hermann Prey, Kurt Equiluz, Herbert Lackner, Theo Adam, Paul Asswood, Teresa Zylis-Gara, Edda Moser, Ernst Gutstein, Sylvia Geszty, Arlene Auger, the Vienna Kammerchor the Capella Academica and the Ensemble Wolfgang von Karajan under Charles Mackerras.

The pressing, which used the original instruments, took nine days to complete and the album will be released on Archive in time for the Salzburg Festival this summer.

## BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 4/4/70

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED-ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194	71
2	3	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286	20
3	2	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13	86
4	6	SCENES & ARIAS FROM FRENCH OPERA Beverly Sills, Westminster WST 17163	26
5	5	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Ando/Comarata of the Salzburg Mozarteum Academica (Ando), DGG 138783	113
6	8	STRAUSS: DER ROSENKAVALIER (4 LP's) Crespin/Various Artists/Vienna Philharmonic (Solti), London OSA 1435	13
7	7	BRAMHS: DOUBLE CONCERTO Oistrakh/Rostropovitch/Cleveland Orchestra (Szell), Angel SFO 36032	5
8	4	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LSC 2576	209
9	9	BACH'S GREATEST HITS Various Artists, Columbia MS 7501	43
10	10	DONIZETTI: ROBERTO DEVEREUX (3 LP's) Beverly Sills/Various Artists/Royal Philharmonic Orch. (Mackerras), Westminster WST 323	13
11	18	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper (Jalas), Westminster WST 17143	69
12	13	TEBALDI FESTIVAL (2 LP's) Renata Tebaldi, London OSA 1282	18
13	12	STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Boehm), DGG 136001	37
14	11	MISSA LUBA Troubadours du Roi Bofouin, Philips PCC 606	34
15	15	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	88
16	16	MOONDOG Columbia MS 7335	24
17	17	STRAVINSKY: LE SACRE DU PRINTEMPS Cleveland Orchestra (Boulez), Columbia MS 7293	8
18	14	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176	86
19	20	VAUGHAN WILLIAMS: SEA SYMPHONY Shellah Armstrong/John Carol Case/London Philharmonic Choir/London Philharmonic Orch. (Boult), Angel SB 3739	33
20	22	BERIO: SINFONIA Swingle Singers/New York Philharmonic (Berio), Columbia MS 7268	23
21	21	E. POWER BIGGS' GREATEST HITS Columbia MS 7269	41
22	19	MAHLER: DES KNABEN WUNDERHORN New York Philharmonic (Bernstein), Columbia KS 7395	6
23	23	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506	42
24	24	VERDI HEROINES Leontyne Price, RCA VCS 7063	5
25	37	MUSIC OF ERIK SATIE: VELVET GENTLEMAN Camarata Contemporary Chamber Group, Deram DES 18036	2
26	26	MOZART: COMPLETE PIANO MUSIC (11 LP's) Walter Gieseking, Seraphim 6047/9	9
27	28	A KARAJAN FESTIVAL Berlin Philharmonic (Karajan), DGG 643212	22
28	29	BARTOK: CONCERTO FOR ORCHESTRA Chicago Symphony (Ozawa), Angel S-36035	2
29	27	BIZET: CARMEN BALLET SUITE Boston Pops (Fiedler), RCA LSC 3129	6
30	32	BRAMHS: VIOLIN CONCERTO Oistrakh/Cleveland Orchestra (Szell), Angel S-36033	2
31	33	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CSA 6609	37
32	36	MORTON SUBOTNICK: TOUCH Buchlo Electronic Music System, Columbia MS 7316	4
33	25	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, Symphony Orch. (Kondrashin), RCA LSC 2252	44
34	35	BEETHOVEN'S GREATEST HITS Various Artists, Columbia MS 7504	11
35	31	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA LM 2609 (M); LSC 2609 (S)	79
36	—	BELLINI: NORMA (3 LP's) Sutherland/Horne/Various Artists/London Symphony (Bonyng), London OSA 1394 (S)	1
37	39	BEETHOVEN: FIVE LATE QUARTETS/GROSSE FUGE (4 LP's) Guorneri Quartet, RCA VCS 6418	2
38	38	STRAUSS: SALOME (2 LP's) Caballe/Various Artists/London Symphony (Leinsdorf), RCA LSC 7053	22
39	34	LEONTYNE PRICE SINGS MOZART ARIAS RCA LSC 3113	24
40	40	THE NEW STRAVINSKY Gregg Smith Singers/Columbia Symphony (Stravinsky/Craft), Columbia MS 7386	2

# We're hip to our past



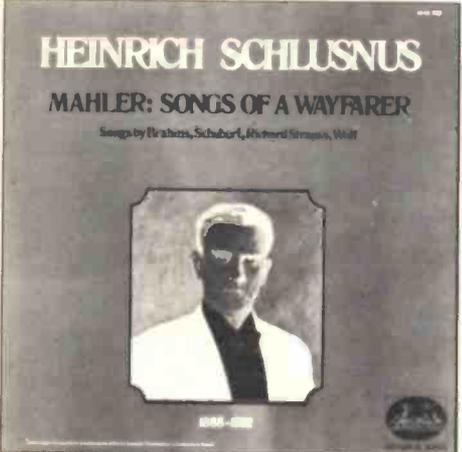
2548 701 Cassette 3312 701



2548 700 Cassette 3312 700



2548 704 Cassette 3312 704



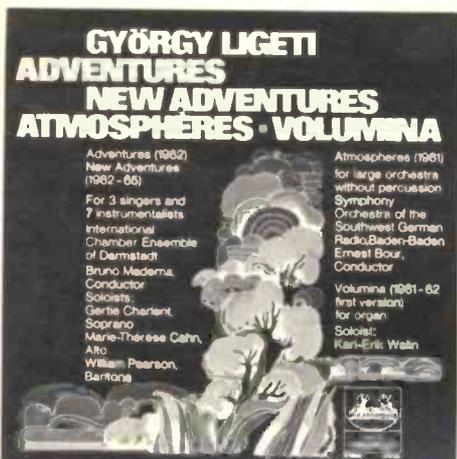
2548 702 Cassette 3312 702



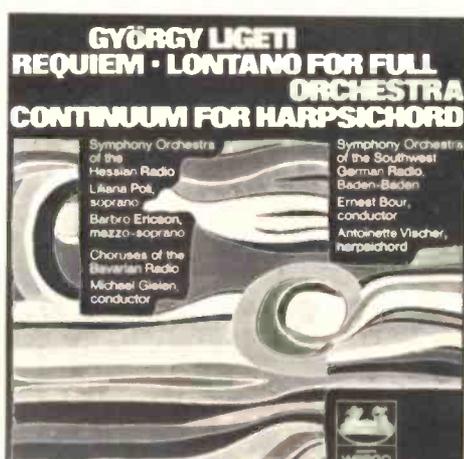
2548 703 Cassette 3312 703

Historic for Traditionalists

# With an ear to the future



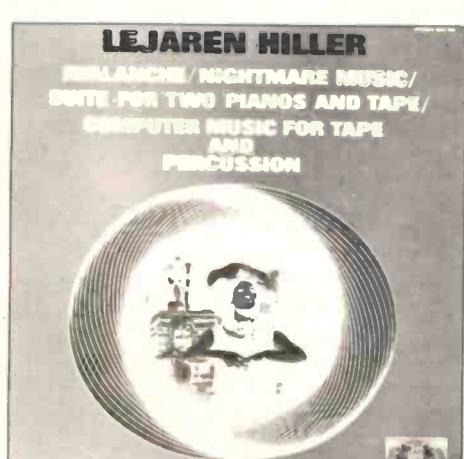
2549 003 Cassette 3313 003



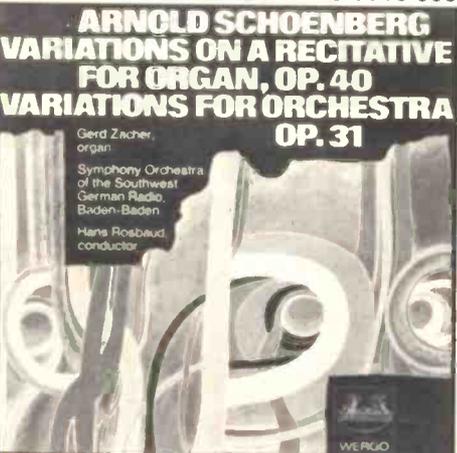
2549 011 Cassette 3313 011



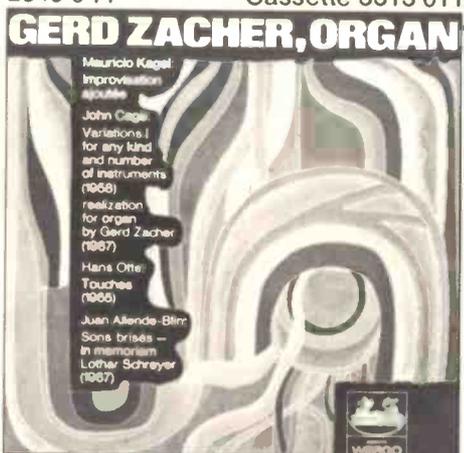
2549 005 Cassette 3313 005



2549 006 Cassette 3313 006



2549 008 Cassette 3313 008



2549 009 Cassette 3313 009



2549 010 Cassette 3313 010

Wergo for Modernists

The Priceless Label at Pennypinching Prices

\$4.98 Each, Records or Cassettes, Suggested Retail Price

Come Together on



# CLASSIFIED MART

REGULAR CLASSIFIED AD: 35c a word. Minimum: \$7. First line set all caps.  
 DISPLAY CLASSIFIED AD: 1 inch, \$25. Each additional inch in same ad, \$18.  
 Box rule around all ads.

CLOSING DATE: 5 p.m. Monday, 11 days prior to date of issue.  
 BOX NUMBER: 50c service charge per insertion, payable in advance; also allow 10 additional words (at 35c per word) for box number and address.

CASH WITH ORDER. Classified Adv. Dept., Billboard, 165 W. 46th St., N.Y., N.Y. 10036. (212) 757-2800.

## PROMOTIONAL SERVICES

**NATIONAL RECORD PROMOTION AND Publicity, Pressing.** No job too small. Consultation; questions answered re: recording, publishing, distribution. Morty Wax Promotions, 1650 Broadway, N.Y.C. CI 7-2159. tfn

**NATIONAL RECORD PROMOTION—** publicity—national record distribution—complete recording facilities—masters leased. Showay, Inc., 818 18th Ave. So., Nashville, Tenn. 37203. Phone (615) 256-8351. ap4

### NATIONAL RECORD PROMOTION

(You Record It—We'll Plug It)

- Distribution Arranged
- Major Record Label Contacts
- Dee Jay Coverage
- Magazine and Newspaper Publicity
- Booking Agent Contacts
- Public Relations Service
- Record Pressing
- Movie Promotion

Send all records for review to:

#### BRITE STAR PROMOTIONS

728 16th Ave. S.  
 Nashville, Tenn. 37203  
 Call: Nashville: (615) 244-4064  
 tfn

## SITUATIONS WANTED

**SALES EXECUTIVE AVAILABLE.** Offering 10 years' experience in the record industry. Seven years in purchasing, sales and branch management for major jobbers. Exposure in all outlets nationally. Seeking West Coast position. Married and under 35. Resume upon request. Write to Billboard Publications, Inc., Box 5014, 165 W. 46th St., N. Y. 10036. ap4

## RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

**INDIVIDUALIZED CUSTOMER SERVICE.** Mastering, plating, pressing, jack etc. Contact: Carlene Westcott, Consolidated Record Enterprises, 1811 A, Division St., Nashville, Tenn. 37203. Call: (615) 255-6569. tfn

## RECORD SERVICE RADIO STATIONS

**RECORD SERVICE—RADIO STATIONS.** Complete record programming service. All stations! All formats! Records rushed weekly as released and "picked" by experts! \$2 per day provides your station, no matter what the format, with all the hits—singles and albums—from all labels, every week. Write or wire: Formats Unlimited, Inc., The Programming Service, 1654 Central Ave., Albany, N. Y. 12205. Or call 518-869-3642 for free details. ap4

## RECORD PROMOTION

### MIAMI INTERNATIONAL Record Promotions

- 1) Major Market Coverage
- 2) Masters Leased
- 3) Records Pressed
- 4) Public Relations
- 5) Press Releases
- 6) Nashville, Miami, New York offices

For Immediate Action Contact:

8301 S.W. 13th Terrace  
 Miami, Florida 33144  
 Alan Cadot: A.C. 305; 226-8493  
 Bill Stith: A.C. 305; 891-0688  
 ap11

**YOU RECORD IT—IF ACCEPTED BY** Film-Flo Music, we will pay for pressing, national promotion, distribution and publicity of your group. Send all records for review to Film-Flo Music, Box 103, Mullen, Neb. 69152. ap4

## HELP WANTED

**COUNTER MAN WANTED—APPLY IN** person at 2833 W. Pico Blvd., Los Angeles, Calif. 90006. Excellent salary and opportunity for right man. ap4

**NEW RECORDING COMPANY WANTS** Rock, Soul type writers only. Groups—submit demo. Partnership available. Pleasantville Record Productions, 1065 Fifth Ave., Detroit, Mich. 48214. tfn

**WANT JUKEBOX AND GAME ME-**chanic. Must be good. The man we are looking for will be working with 3 other mechanics. Country route, both route and shop work. Must be sober. Please give your home phone number. Write: England Amusement Co., P.O. Box 236, Purdy, Mo. 65734. ap4

**WE NEED ARTISTS, SONGWRITERS** and master tapes. Send tapes, lead sheets, pictures, etc. to Genie Records, Div. of Paul Productions, Country Squire Motor Lodge, Rt. 70, Cherry Hills, N. J. 08034. ap4

## BUSINESS OPPORTUNITIES

### WELL ESTABLISHED

Profitable Growth Company in cassette field wants to acquire or merge with a progressive New York recording studio. All replies confidential.

Reply: Billboard Publications, Inc.  
 Box 5017, 165 W. 46th Street  
 New York 10036 ap4

## WANTED TO BUY

**WANTED TO BUY—JUKE BOX, GAME** and Clk. route. Reply Box 51, Warsaw, Indiana. ap4

**WANTED: PRODUCTION EQUIPMENT** for Bulk Pre-Recorded Tape Operation. Mastering, assembly, labeling, packaging and material handling equipment. Call Brayton Hahn or Ron Judd, G R T Corp., 1286 Lawrence Station Road, Sunnyvale, California 94086. Tel.: A.C. (408) 734-2910. tfn

## MISCELLANEOUS

**CURRENT COMEDY—65-70 ORIGINAL,** topical one-liners each issue, twice-a-month, for entertainers, comedians, deejays, public speakers. Send for free sample: Current Comedy, Box M, 300 New Jersey Ave., S.E., Washington, D.C. 20003. ap18

**D.J. ONE LINERS! WRITE FOR "FREE"** samples, and also receive details on: California Aircheck Tapes, FCC Tests, Voice Drop-Ins, D.J. Source Guide, and much more! Command, Box 26348-B, San Francisco, Calif. 94126. ap4

**HYPNOSIS WILL OVERCOME STAGE-**fright, fear, obesity, smoking. Audition & study voice while under New York's top certified Hypnotist. Jerome Waldman (212) PL 5-4363. tfn

**NEW COMEDY! 11,000 RIOTOUS CLAS-**sified gag lines. \$10. Unconditionally guaranteed. Comedy catalog free. Orrin Edmund, Mariposa, Calif. 95338. tfn

**NEED A NASHVILLE ADDRESS (MUSIC** Box) or Nashville Phone Number? Also Desk Space? Nashville Services, P. O. Box 8023, Nashville, Tenn. Phone: 615-244-4127. tfn

**NOW COMEDY EXCLUSIVELY FOR** Deejays 200+ gags monthly. \$35 year. \$20 six months. Sample \$3.00. Gags Unlimited, Box 2561, Mobile, Ala. 36601. tfn

**OWN YOUR OWN LOW POWER RADIO** station. Legal. Can be put to commercial use. No license required. Details, \$9.75. KKSF, 607 Market St., San Francisco, Calif. 94114. tfn

**PUBLISHER WILL PAY 20% TO ANY-**one securing record from artist or your own group. Write: Billboard Publications, Inc., Box 5018, 165 W. 46th St., New York, N.Y. 10036. ap4

**3-HOUR AIRCHECK ANY LOS AN-**geles station or stations via airmail, \$10. Happy Huffman, 4213 Riverdale, Anaheim, Calif. 92806. ap11

## DISTRIBUTING SERVICES

**ATTENTION, RECORD OUTLETS.** We have the largest selection of 45 rpm oldies and goodies at 25c each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Records, Inc., 390 Kings Highway, Brooklyn, N. Y. tfn

**LEADING TAPE WHOLESALER** Will sell highest chart tapes at lowest prices.  
 Top Labels.

Send for current list.  
**CANDY STRIPE RECORDS**  
 17 Alabama Ave.  
 Island Park, N. Y. 11558  
 je20

## SCHOOLS & INSTRUCTIONS

**FCC FIRST-CLASS LICENSE IN SIX** to twelve weeks through tape recorded lessons at home plus one week personal instruction in Detroit, Washington, San Francisco, Seattle or Los Angeles. Our nineteenth year teaching FCC license courses. Bob Johnson Broadcast License Instruction, 1060D Duncan, Manhattan Beach, Calif. 90266. Telephone (213) 379-4461. tfn

### Classified Advertising Department

**BILLBOARD MAGAZINE**  
 165 West 46th Street  
 New York, N. Y. 10036

1. Please run the classified ad copy shown below (or enclosed separately) in \_\_\_\_\_ issue(s):

NAME \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_ STATE & ZIP CODE \_\_\_\_\_  
 PAYMENT ENCLOSED  BILL ME

**R.E.I.'S FAMOUS (5) WEEK COURSE** for the first-class Radio Telephone License is the shortest, most effective course in the nation. Over 98% of R.E.I. graduates pass F.C.C. exams for first-class license. Total tuition, \$360. Job placement free. Write for brochure. Radio Engineering Incorporated Schools, 1336 Main St., Sarasota, Florida 33577, or 2123 Gillham Road, Kansas City, Missouri 64109, or 809 Caroline St., Fredericksburg, Virginia 22401, or 625 E. Colorado St., Glendale, Calif. 91205. tfn

## FOR SALE

**AUTOMATIC LABELING MACHINE 4** cassettes or tape cartridges. Standard, 476 Broome St., New York (212) 925-9818. ap4

**FOR SALE: PRESSING, PLATING, MAS-**tering equipment. New and used. Complete Plants bought and sold. Contact John Castagna, Box 474, Nashville, Tenn. 37202. tfn

**MELLOTRON, FAIRLY NEW, GOOD** condition. Studio too small for use, must sell. All variations intact. Hurry. Call Peer Southern Organization (212) CO 5-3910; attention: Charlie Mack. tfn

**RECORDS—MUSIC—MOD SHOPS—3"** Gax Buttons, including peace symbols, 50 assorted for \$7.50; 100 for \$12.50. Ppd. sample, 25c. H. F. Sales, 4135 Armitage, Chicago, Ill. 60639. ap4

**WOW! 7" MINI-LP'S MOVING FAST!** Major stars—labels. Pop, Rock, Soul, Jazz, Comedy, Broadway. 350 titles—50c each. Free catalog. Baskase Products, 6324 N. Campbell B, Chicago 60645. Order an assortment package now! ap11

**1,000 STEREO LP'S—MAJOR LABELS—**RCA, Columbia, etc. Sale price today, \$699. King Export Co., 15 N. 13th St., Philadelphia, Pa. 19107. Newly opened record stores and exporters call: 215-LO 7-6310. ap4

## PROFESSIONAL SERVICES

**ATTENTION: ROCK GROUPS AND** single artists, personal financial management, tax and business adviser. Former Internal Revenue agent familiar with the music and entertainment profession. Quality Income Tax returns prepared. Dennis F. Murphy, 18 Bow Lane, Central Islip, N. Y. 11722. Phone: (516) 234-9122. ap18

### 'BOSS' LOGO

Station ID's Jingles  
 More Music Logos News Intros  
 Production Tracks

### JON BADEAUX PRODUCTIONS

1764 Vista Del Mar  
 Hollywood 90028

**NATIONAL DISK JOCKEY REGISTER** ¼ page info on you with picture \$10.00. Send resume with wallet glossy photo to National Disk Jockey Register, Box 4164, Waterbury, Conn. 06714. ap18

## USED COIN MACHINE EQUIPMENT

**ALL TYPES OF COIN-OPERATED AR-**cade equipment for sale—Guns, Hellcopters, Pinballs, etc.; Auto-Photo Machines. Write for equipment list and prices. Rock City Distributing Co., Inc., 615 Murfreesboro Road, Nashville, Tenn. 37201. eow

## INTERNATIONAL EXCHANGE

### UNITED STATES

**DEALERS—COLLECTORS—RARE** American 45's and LP's 15c up. Free catalog, foreign, 4 P.O. coupons. Kape, Box 74B, Brooklyn, N. Y. 11234. tfn

### ENGLAND

**"ABBEY ROAD," BEATLES' LATEST** LP with 15 new cuts, or any other English album, \$6.50, or single, \$2. Airmailed. Record Centre, Nuneaton, England. tfn

# TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wks. Ago			TITLE, Artist, Label & Number	Weeks On Chart
	1	2	3		
1	1	1	1	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 4-45079 (Charling Cross, BMI)	8
2	5	6	6	EASY COME EASY GO Bobby Sherman, Melromedia 177 (Screen Gems-Columbia, BMI)	8
3	3	3	3	KENTUCKY RAIN Elvis Presley, RCA 47-9791 (Presley/S-P-R, BMI)	7
4	15	23	—	LET IT BE Beatles, Apple 2764 (Maclen, BMI)	3
5	5	6	7	TEMMA HARBOUR Mary Hopkin, Apple 1816 (Major Oak, ASCAP)	7
6	10	20	—	I WOULD BE IN LOVE (Anyway) Frank Sinatra, Reprise 0895 (Devalbo/ Sergeant, BMI)	3
7	6	2	2	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	13
8	8	11	24	LONG LONESOME HIGHWAY Michael Parks, MGM 14104 (Hastings/Rivers, BMI)	7
9	4	4	4	ALL I HAVE TO DO IS DREAM Bobbie Gentry & Glen Campbell, Capitol 2745 (House of Bryant, BMI)	7
10	9	10	20	BRIGHTON HILL Jackie DeShannon, Imperial 66438 (Unart Music, BMI)	6
11	7	7	9	MY ELUSIVE DREAMS Bobby Vinton, Epic 5-10576 (Tree, BMI)	8
12	11	12	18	UNTIL IT'S TIME FOR YOU TO GO Neil Diamond, Uni 55204 (Gypsy Boy, ASCAP)	7
13	12	13	17	PETER & THE WOLF Charles Randolph Grean Sounde, Ranwood 864 (Brookhaven, BMI)	8
14	24	—	—	FUNNIEST THING Dennis Yost & The Classics IV, Imperial 66439 (Low-Sol, BMI)	2
15	13	9	5	I CAN'T HELP FALLING IN LOVE WITH YOU Al Martino, Capitol 2764 (Gladys, ASCAP)	8
16	18	19	25	LAY LADY LAY Ferrante & Teicher, United Artists 50646 (Blackwood, BMI)	4
17	22	24	29	SHILO Neil Diamond, Bang 575 (Tallyrand, BMI)	5
18	17	18	21	THEME FROM "Z" Henry Mancini & His Orchestra, RCA 74-0315 (Blackwood, BMI)	5
19	27	29	—	TWO LITTLE BOYS Rolf Harris, MGM 14013 (Francis, Day & Hunter, ASCAP)	3
20	34	35	—	FOR THE LOVE OF HIM Bobbi Martin, United Artists 50602 (Teeger, ASCAP)	3
21	21	25	27	EASY TO BE FREE Rick Nelson, Decca 732635 (Hilliard, BMI)	7
22	16	17	22	LET'S GIVE ADAM AND EVE ANOTHER CHANCE Gary Puckett & The Union Gap, Columbia 4-45097 (Press, BMI)	4
23	29	37	—	LOVE OR LET ME BE LONELY Friends of Distinction, RCA 74-0319 (Porpete, BMI)	3
24	25	—	—	HANG ON SLOOPY Lettermen, Capitol 2774 (Wern, BMI)	2
25	31	34	36	SILLY SILLY FOOL Dusty Springfield, Atlantic 2705 (Assorted, BMI)	4
26	37	—	—	BUT FOR LOVE Jerry Naylor, Columbia 4-45106 (Amco, ASCAP)	2
27	20	22	23	LOVE GROWS (Where My Rosemary Goes) Edison Lighthouse, Bell 858 (January, BMI)	4
28	28	39	—	SOMEDAY WE'LL BE TOGETHER Bert Kaempfert, Decca 732647 (Jobete, BMI)	3
29	33	38	—	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia 4-45091 (Mariposa, BMI)	3
30	39	—	—	TENNESSEE BIRDWALK Jack Blanchard & Misty Morgan, Wayside 010 (Back Bay, BMI)	2
31	—	—	—	NEW WORLD IN THE MORNING Roger Whittaker, RCA 74-0320 (Arcola, BMI)	1
32	38	—	—	CAN YOU FEEL IT Bobby Goldsboro, United Artists 50650 (Detail, BMI)	2
33	14	14	26	LIFE GOES ON Margaret Whiting, London 132 (Blackwood, BMI)	4
34	—	—	—	GIRL'S SONG Fifth Dimension, Soul City 781 (Rivera, BMI)	1
35	23	26	—	SOMETHING Tony Bennett, Columbia 4-45109 (Harrisons, BMI)	3
36	36	33	39	BUT YOU KNOW I LOVE YOU Evie Sands, A&M 1175 (TRO-First Edition, BMI)	4
37	—	—	—	APPLAUSE Pearl Bailey, Project 3 1376 (Morris, ASCAP)	1
38	30	30	—	ODDS & ENDS Johnny Mathis, Columbia 45104 (Blue Seas/ Jac, ASCAP)	3
39	26	27	33	I'LL BUILD A BRIDGE New Establishment, Colgems 66-5009 (Colgems, ASCAP)	5
40	—	—	—	MY WIFE, THE DANCER Eddie & Dutch, Ivanhoe 502 (Bob-Cor, BMI)	1

\*In litigation

Billboard SPECIAL SURVEY For Week Ending 4/4/70

# Gospel Music

## Music In Print

(No. 3 in a series of marketing analyses.)

by  
ALAN STOLOWITZ

### Problem

It's a rare fact that you can read through any one of the current pop music magazines, from cover to cover, and not see one advertisement for sheet music. But it's a fact. Let's see why it's rare.

Advertising, that much-maligned, often-despised tool (or function) of marketing, works. How effectively is anyone's guess and everyone's study. Still, we sell Presidents as easily as pop music. But not sheet music.

Somewhere, a measure of selectivity (or complacency) is being applied to the sale and distribution of sheet music. Somehow, from the full spectrum of goods and services, this product has been singled out and sanctified. Marketing rules are ignored, criteria are not established and all laws are repealed.

Bearing banners of individual copyrights, the companies march on each other, feinting and foraging but never coming together to present a common front.

Where is the message, through the mass media, to the mass market? Or doesn't sheet music have mass appeal? And if, in fact, it doesn't, why doesn't it?

As Jac Holzman, Elektra Records president, warned at last week's NARM convention, "We have become precariously insular, isolated from the substance of our trade." This condition indeed makes for something rare. Or extinct.

### News

Ivan Mogull has acquired the non-exclusive rights for 25 of Chappell's important titles to be distributed and sold exclusively by West Coast Publications, Inc. . . . Peer-Southern announces the release of two sets of "Prime Pops" folios for vocal, piano, organ and brass clef instruments. Lyrics to all the songs are included.

### New Singles

Big 3 announces the release of "Two Little Boys" the No. 1 song in England; "What Do You Say to a Naked Lady"; and the protest song "In Our Time."

Warner Bros. brings back the Dylan classic "Love Minus Zero/No Limit" by Turley Richards; "Come Running" by Van Morrison; "Vehicle" (75) by the Ides of March; and a triple-header in "All I Have to Do Is Dream" (27), also on the country and Easy Listening charts.

Hansen announces the availability of "Children" (62); "Evil Ways" (18); "Heartbreaker"; "Walking Through the Country" (47); "California Girl" (54) a strange one in "Govinda" by the Radnakrishna Temple, on Apple; "Mr. Pitiful" by Otis Redding, and "You Know My Name—Look Up My Number" by the Beatles.

### New Folios

Big 3 reports that a United Artist book, with over 680 songs, including "Hair." Lennon/McCartney, Richie Havens, Duke Ellington, et al, is available. Also, Super Hits No. 4 with "If I were a Carpenter," "Arizona" and other hits.

Hansen has Creedence Clearwater Revival's "Willie & the Poor Boys." and Glen Campbell's "Oh Happy Days."

Warner Bros. "Easy Does It" folios are available for the following instruments: (1) trumpet, clarinet and other B-Flat instruments; (2) C&G Chord organs (by note and number); (3) all organs; (4) piano; (5) guitar; and (6) melodica.

## Shaped Notes

By BILL WILLIAMS

An hour of gospel music has been added in the afternoon to the format of WBIX in Jacksonville, Fla. It's called "Supper Time Gospel." Windy Johnson handles the morning show and Jack Fowler does the afternoon stint. Both sing with The Messengers, who have signed a recording contract with Zondervan. . . . The Blackwood Brothers Quartet date set for April

29 in Abilene, Tex., at McMurry College has been cancelled. . . . Don Light, co-operating with Marvin Norcross of Canaan-Word, has completed a new album for Wendy Bagwell & The Sunliters. . . . The Oak Ridge Boys have taped a series of Air Force recruiting shows. . . . Two of the three Grammy awards in the sacred and gospel categories were won this year by members of the Gospel Music Association.

The Blackwood Brothers are extending their activities into the evangelistic field with group singing and Dwayne Friend preaching. . . . The Palmetto State Quartet played to a sellout crowd at Summerville, S.C., the first time a gospel sing was held in the area. . . . The Lewis Family played for a furniture store in Edgefield, S.C., and did the show outside because of the pretty weather. . . . The Oak Ridge Boys group will perform in the Danish language when the quartet appears with Kjell Sanuelsen for a swing through Norway and Sweden. . . . Plans for the International Gospel Festival in Nashville continue to expand, through the cooperation of William Golden and J.G. Whitfield.

### Markevitch Program

• Continued from page 46

38 (Prague)." Markevitch, whose most recent recordings have been for Philips, also has a host of other disk credits, including Deutsche Grammophon, Angel, Turnabout, Mercury, Monitor and Everest. **FRED KIRBY**

## Action Records

### Singles

#### ★ NATIONAL BREAKOUTS

THE GIRLS' SONG . . .  
Fifth Dimension, Soul City 781  
(Rivers, BMI)

#### ★ REGIONAL BREAKOUTS

VIVA TIRADO . . .  
El Chicano, Kapp 2055 (Amestoy, BMI)  
(San Francisco)

LOVELAND . . .  
Charles Wright & the Watts 103rd  
Street Rhythm Band, Warner Bros. 7365  
(Wright/Gerstl, BMI)  
(Baltimore-Washington)

CINNAMON GIRL . . .  
Gentrys, Sun 1114 (Cotillion/Broken  
Arrow, BMI) (Memphis)

## Labels' Disk Action Report

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

### AJP

COME OUT b/w A FEW PRECIOUS MOMENTS

—Johnny "K", AJP 1514

### ATLANTIC

FIRE AND RAIN

—R.B. Greaves, Atco 6745

RIDE CAPTAIN RIDE

—Blues Image, Atco 6746

I CAN'T LEAVE YOUR LOVE ALONE

—Clarence Carter, Atlantic 2726

### ASH

TAKE YOUR TIME

—Steven Akinush, Ash 1001

### AMARET

WALK OUT

—Raintree, Amaret 45-117

TAKE CARE OF MY BROTHER

—Browning, Amaret 45-118

### BRITE-STAR

TRUCK DRIVING MAN

—Dick Johnson, K-Ark 7105

DIDN'T WE

—Carmine Gagliardi, Cambray  
1001

ODE TO RONNY GARRETT

—Dick Roberts Bradford, U.S. 2

### CAPITOL

GOODBYE JO

—Cashman, Pistilli & West, Capitol  
2747

SOME BEAUTIFUL

Jack Wild, Capitol 2742

### CHANSON

TIME AND PATIENCE

—Mel Hueston, Chanson 1179

### CHECKER

BABY I LOVE YOU

—Little Milton, Checker 1227

### COLUMBIA

HELLO & GOODBYE

—Jerry Vale, Columbia 45-45118

WHOEVER FINDS THIS, I LOVE YOU

—Mac Davis, Columbia 45-45117

A WALK IN THE SPRING RAIN

—Ray Conniff, Columbia 45-45137

### DUO

I'M GONNA SHOW YOU

—Jo Armsted, Giant 710

EVERYBODY SAW YOU

—Rudy Andrews, Zodiac 1017

### EAST COAST

TRY TO THINK WHAT YOU'RE DOING

—Court Davis, East Coast 1047

### FLYING DUTCHMAN

DAMN NAM (Ain't Goin' to Viet Nam)

—Leon Thomas, Flying Dutchman  
FD 26009

LOVE POEMS FOR THE VERY MARRIED

—Lois Wyse, Amsterdam AM 85009

### MAN & WOMAN REGGAE

—Superman, Reggae R 7001

### INTREPID

KITTY STARR

—Dennis Linde, Intrepid 75017

GET YOURSELF TOGETHER

—East Coast Left, Intrepid 75023

### JANUS

YOU KNOW HOW IT IS WITH A WOMAN

—Jefferson, Janus 117

KICKIN' IT BACK TO YOU

—Eagle, Janus 113

PUMPING THE WATER

—Phil Cordell, Janus 114

### JEWEL/PAULA

NO MORE GHETTOS IN AMERICA

—Stanley Winston, Jewel 149

THUG

—Lowell Fulsom, Jewel 808

GOOD CONNECTION

—Five by Five, Paula 328

### KAPP

SUICIDE IS PAINLESS b/w THE TIME FOR LOVE IS ANYTIME

Roger Williams, Kapp 2084

THIS IS WHERE I CAME IN b/w LOVER'S HYMN

—Tim Morgon, Kapp 2080

### LAMP

IT'S TOO LATE FOR LOVE

—Vanguards, Lamp 652

CAN I CALL YOU BABY

—Pearls, Lamp 653

### MERCURY

I'M GONNA GIVE YOU ALL MY LOVE

—Garrett Scott, Mercury 73052

EVERYBODY'S MOVIN' IN THE SUNSHINE

—Taos, Mercury 73032

EVERYBODY'S SOMEBODY

—Bo-Jac, Smash 2260

### MOTOWN

THE ONION SONG

—Marvin Gaye & Tammi Terrell,  
Tamla 54192

DARLING DEAR

—Smokey Robinson & the Miracles,  
Tamla 54189

### MUSICOR

SHE'S MY HEART

—Harmon Bethea, Musicor 1393

### SSS INTERNATIONAL

PUT A LITTLE LOVING

—David Wilkins, Plantation 53

LOOK AROUND SON

—Heather Black, Double Bayou 2

### VANGUARD

NO EXPECTATIONS b/w ONE DAY AT A TIME

—Joan Baez, Vanguard 35103

# International News Reports

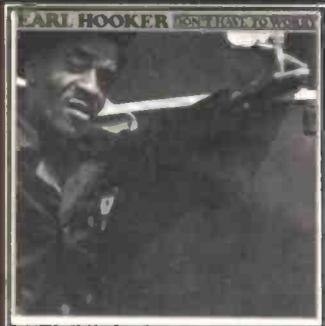
## Immediate Lists Assets

LONDON — A total estimated deficiency of £264,993 was disclosed at a creditors' meeting of Immediate Records, now in voluntary liquidation. An approximate statement of affairs revealed the book value of assets to be £84,763, which is estimated to produce £38,901.

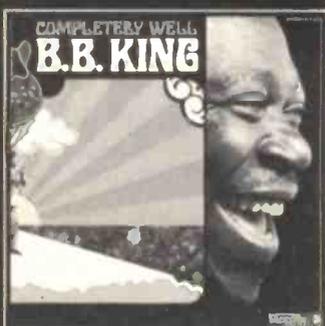
At the meeting a committee of inspection was set up with representatives of EMI, UA Records, Olympic Sound Studios, MCPS and Hannibal and Co.

**BLUESWAY** abc  
... IS WHERE IT'S AT! records

... is  
where  
it's at!



BLS 6032



BLS 6037

in  
Germany  
it's at  
**ELECTROLA**

Say You Saw It in  
Billboard

## Ireland Waltzes Off With First Eurovision Song Contest Title

• Continued from page 1

Ireland a six-point margin over Britain's entry, Mary Hopkin's "Knock Knock," which was second. Third with 12 points was Germany's Katja Ebstein with "Wunder gibt es immer wieder."

Although only 12 countries participated in this 15th Eurovision, it was seen by more people than ever. The show was relayed to 26 countries representing an estimated audience of 400 million.

However, the quality of the songs this year was unremarkable and Ireland's triumph was really a victory for sweet girlish charm, in a frothy song about snowdrops and daffodils, butterflies and bees. The most commercial entry was undoubtedly the John Carter-Geoff Stephens song, "Knock Knock," sung by Mary Hopkin. This received votes from nine of the 11 countries, (only Belgium and Spain found no merit in it), and would certainly have won the contest but for the massive Bel-

gium award of nine votes to the Irish song.

Artistically, the best song in the contest was France's "Marie Blanche" by Guy Bonnet, a minor-keyed waltz with a strong chord sequence and a fine arrangement which incorporated a compelling key change, and Spain's "Gwendolyne," another minor-keyed song patterned on the "Autumn Leaves" sequence which was well sung by Julio Iglesias. Also worthy of more recognition than the mere four points awarded by Britain was the Yugoslav song "Tridi Dala ti bom cvet," sung by Eva Srsen.

Traditionally, it is the simple unsophisticated songs immediately assimilable which win Eurovision and in this respect the Irish song certainly qualifies.

### Dozen Promised

Already more than a dozen instrumental cover versions are promised, according to Bill Martin, and through Screen Gems in the U.S., Martin hopes to secure

a recording by a major U.S. artist. News Musix has also acquired the French song for English-speaking territories, and Martin and Phil Coulter will be collaborating on an English lyric.

The contest was well staged by Dutch television in the magnificent RAI Theatre, and the musical support of the Metropole Orchestra under Dolf van der Linden was impeccable. The Eurovision trophy was presented to Dana by Holland's Lenny Kuhr, one of last year's four winners. Peter Burns, who attended the contest, reported that he had signed the Dutch trio — The Hearts of Soul, a sort of Indonesian Supremes — for British TV appearances.

The European Broadcasting Union, sponsor of the Eurovision contest, is shortly to hold a meeting to consider the future of the event following growing criticisms of the way in which it is presented. There have been strong hints that this 15th contest may well be the last of its kind.

If there is a 1971 contest, Ireland will be the host country and the BBC has offered to provide color television facilities. The voting was: Ireland 1st with 32 votes; Great Britain 2nd with 26 votes; Germany 3rd with 12 votes; France 4th with eight votes; Spain 4th with eight votes; Switzerland 4th with eight votes; Holland 7th with seven votes; Belgium 8th with five votes; Italy 8th with five votes; Monaco 8th with five votes; Yugoslavia 11th with four votes; and Luxembourg 12th with two votes.

## Stern Disk Branch Mounts Special Pitch

HAMBURG — To mark its fifth anniversary, Stern Musik, the record branch of the mass circulation magazine Stern, is mounting a major promotion campaign in conjunction with Ariola, CBS, Deutsche Grammophon, Decca and Liberty which includes a special 32-page paper to be delivered to the 700 leading record dealers in West Germany.

Since 1965, the Stern label has sold a total of three million rec-

ords working in conjunction with major record companies. It has also presented more than 200 concerts featuring the Ofarims, Mirielle Mathieu, the Bee Gees, Hildegard Knef, Udo Juergens and Peter Alexander.

Stern's spring promotion campaign features seven new albums spearheaded by a sampler which features Alexandra, Roy Black, Katja Ebstein, Karel Gott, Renate Kern, Hildegard Knef, James Last, Wencke Myhre, Ester Ofarim, Freddy Quinn, Ivan Rebroff and Peter Rubin, retailing at 10 marks.

Two marks of the price will be donated to a children's welfare fund.

Other Stern albums will feature Johnny Cash, various American groups on CBS, Michael Holm and the United Artists album, "Composers A Go Go" featuring 14 compositions by leading German songwriters.

## 8 Nations in Russian Fest

LENINGRAD—Young singers from eight East European countries are participating in the fifth annual light music festival, Melodies of Friends, which recently started touring in this country.

Besides Moscow and Leningrad, the festival is scheduled to visit Kiev, Riga, Vilnius and Ufa, before visiting other East European countries.

Appearing in the festival are singers Marget Nikolova and Georgi Kardov, from Bulgaria, Tamara Tarkani and Janos Kooz from Hungary, Suzi Shuster and Siegfried Walendi from East Germany, Polish artist Weslawa Droicka, Witold Antkovek and female vocal group, Ali Babki from Rumania, Eva Bigarieva and Pavel Liska from Czechoslovakia, Gabi Novak and Miki Evremovitch from Yugoslavia, and Soviet artists Vitali Markov and Pavel Kravitski.

The singers are accompanied on the tour by the Estonian Radio Orchestra conducted by Peter Saul.

Melodies of Friends is used by East European record companies to showcase their new artists.

## Zappa Set for Holland Festival

AMSTERDAM—Frank Zappa, the head of the Mothers of Invention, will be one of the major attractions of the Holland Festival in June.

With the Dutch Philharmonic Orchestra he will perform his extended composition, "Two Hundred Motels," in June, The Hague, Rotterdam, and Amsterdam.

This is the piece that will be premiered May 15 in Los Angeles with the Los Angeles Philharmonic.

## 19 Provinces in Uruguay Fest

MONTEVIDEO—Performers from most of the country's 19 provinces will attend the third pop song festival of Tacuarembó—the most important in Uruguay—and organized by Radio CX 140 Zorilla de San Martin and TV Channel 7.

Groups from Argentina and Brazil are also expected to compete. A six-man jury (three local and three from Montevideo) will choose winners for three categories—best solo artist, best group and best new song.

## FONOGRAM HOSTS GROUP

MADRID — Fonogram recently hosted a reception for Spanish group Formula V—the artist who sold the largest number of records in Spain in 1969.

The reason: two Golden Record awards for the songs "Cuentame" (Tell Me) and "Busca un amor" (Look for A Love). Both sold over 100,000.

The awards were made by Mariano de Zuniga (Fonogram's general manager) to the five group members, their producer Maryni Callejo and the writers Jose Luis Armenteros and Juan Pardo.

## WB-Reprise Line To CBS Distrib

LONDON — The decision of Warner-Reprise to launch its Valiant midprice label through the CBS distribution network, followed failure to reach agreement with Pye, the U.S. independent's major distributor. Geoffrey Bridge, Pye's general manager, stated: "We couldn't reach commercial terms with Warner-Reprise."

Bridge added that it was a board decision taken "with great regret" not to handle Valiant. "If Warner had budgeted a little bit on percentages, then we would have been delighted to have handled the line," he commented.

## Jazz Federation, MPS Set LP

VIENNA — Negotiations are in progress between the European Jazz Federation and the West German MPS record company, to issue a special jazz LP of various European groups in order to promote the Federation.

The project was announced at the second board meeting of the EJF held in Vienna on the occasion of the Vienna Jazz Days March 13-15.

The meeting was attended by representatives from Austria, Germany, Switzerland, Britain, Czechoslovakia, Yugoslavia, Poland and Hungary, and its main business was to complete the Federation's statutes in order to gain official recognition in Austria where it has its secretariat.

The Vienna Jazz Days featured three evenings of concerts with the Dizzy Gillespie Quintet, the Kenny Clarke-Francy Boland Big Band and an international trumpet and saxophone workshop. Attendances, however, were poor and the Vienna Concert House was not more than half full for any of the concerts.



SEYMOUR STEIN, Sire Records managing director, signing a contract with Hans Kellerman, managing director of the Dutch Negram-Delta Record Company, in which Sire has secured U.S. and Canadian rights to three of Negram's new acts; Frans Hoeke Space Track, Dream and Purple Haze. Scheduled for immediate release is "Sheila" by Frans Hoeke Space Track. The record was produced by Peter Tetteroo of the Tee-Set. Release of "Can I Ask You One More Question" by Dream, and "Walk Right In" by Purple Haze is set for June 1.

## Sondor Set as 2 Labels' Distributor

MONTEVIDEO — Elektra and Metromedia will now be released in Uruguay by Sondor SA. First albums released under the new deal include product by the Doors, Bobby Sherman and the Winstons.

United Artists will also be released here by R&R Gioscia.



Adriano  
Celentano  
no.1  
of the Italian Song

Clan  
RECORDS  
CORSO EUROPA 7  
20122 MILANO  
TELEFONO-704261  
ITALY

## EMBER INTO STEREO TAPES

LONDON — Ember Records is entering the stereo tape market. Label chief Jeff Kruger has signed an exclusive deal with Precision Tapes for the manufacture and distribution of both cassette and cartridge product. Heading the company's tape activities will be Jimmy Henney.

Ember's first cassette/cartridge release will be in May and will include Bill Haley's "Rock Around the Clock" album and LP's by Glen Campbell, Sarah Vaughan, Billy Eckstine and Vic Damone.

## Polydor Revamps in Marketing, Pricing

LONDON — In a wholesale revamping of Polydor's marketing tactics and price structure, managing director John Fruin has scrapped the budget-price sampler albums, introduced a new low-cost label and given a variable three-tier pricing to other pop product.

This first evidence of Fruin's tactical blueprint for the development of Polydor as a marketing-orientated company over the next 12 months, coincides with an adjustment of prices affecting both

albums and singles, plus a retention of the five percent returns allowance in respect of singles. Only cassette prices remain untouched.

The changes, effective from April 1, are geared to a future marketing philosophy which, according to Fruin, will place the emphasis on "quality, selectivity and concentrated promotion," and which, so far as prices are concerned, shows a marked divergence from EMI's policy and the changes implemented by CBS and Philips.

Replacing the \$1.75 samplers, all of which will be deleted, along with the Heliodor classical line, will be a \$2.38 label to be launched in mid-May. Heliodor product will form the label's classical section and some samplers will be re-packaged and reissued.

Instead of keeping to the traditional one-price structure for mainline product, Polydor is opting for a system of categorizing album prices according to sales potential.

At the lowest level will be Polydor Standard. Retailing at \$3.58, this will become the primary outlet for average catalog material and the bulk of new artists. However, sales success for newcomers at this level, could bring about upgrading.

Polydor Super, with a recommended retail price of \$5.10 for name artists, both pop and easy-listening acts.

Polydor De Luxe forms the third category, retailing at \$5.70 encompassing DGG classical albums and special pack releases — e.g. the forthcoming "Deja Vu" LP by Crosby, Stills, Nash and Young, which will be contained in a leather cover.

Polydor's licensed labels, Atlantic, Elektra, Track, Buddah, will be similarly structured.

All albums will rate an extra three percent dealer discount, but singles, while qualifying for a returns allowance, will go up in price, to \$1.11, but will be pegged at the existing 33½ per cent discount.

Commenting on the increase in the price of singles — a decision which makes Polydor the only company to rock the boat in this area to date — Fruin said: "Although we have had a number of big sellers, we aren't regarded as a singles company, but rather as a company which utilizes singles as lead lines for albums.

"We shall continue to do this, but there is room for occasional 'square' singles as well. But we shall not be issuing many singles and those will be backed by a major promotional effort."

Fruin added that the policy towards singles and the returns allowance would remain in force for the remainder of the year and the position would then be reviewed.

Discussing the alterations in the album classification, Fruin said that by selling average catalog material at \$3.59 it would bring about an increase in volume sales in a market already particularly well catered for at the existing \$4.50 price.

Polydor Super, as well as being the outlet for established pop names, would be utilized for middle-of-the-road easy-listening material like Bert Kaempfert and James Last albums, all heavily exploited.

Fruin also indicated Polydor's intention to step up its marketing effort on classical De Luxe albums, pointing out that this had lagged behind as a result of the company's "creative development."

## From The Music Capitals of the World

### LENINGRAD

Melodiya, the only Soviet record company has released an album, "Songs and Romances" by Russian singer and composer, Alexander Vertinski, containing 13 of his most popular songs. It is the first album by Vertinski—he died in 1957—although his 78 rpm disks released on his return to Russia in 1945, have become collectors items.

Three jazz festivals have been planned—at Kujbyshev, Voronezh (in May) and Donetsk (September). Interest is still great in Russia for jazz despite the cancellation of festivals at Tallin, Moscow and Leningrad.

VADIM YURCHENKOV

### MONTEVIDEO

The Tremeloes (CBS) paid a three-day visit to Uruguay, appearing at resorts, Punta Del Este and Piriapolis. Some shows were televised by Montecarlo TV, channel 4 and at the same time Sendor SA released their latest album, "The Tremeloes Live" and a single, "Call Me No. 1." Varuyan (Sendor) had a new single, "Cenizas En El Fuego" released after winning the Revelation Prize at the recent Piriapolis song festival.

Sondor released "Cantiga Por Luciana" by local composer-arranger Manola Guardia with Rosa Maria singing, and "Love Is All" by U.K. singer Malcolm Roberts (through a Disk Jockey-Major Minor licensing deal). The songs came first and third at the Rio Song Festival last September.

Roberto Davin (Maconda-American Hoy) and Leticia (Vik) Represented Uruguay at the Mexico City Latin American Song Festival. Ruben Castillo, program director for CX 8 Radio Sarandi and creator of one of the country's oldest TV shows, "Discodromo" was a member of the international jury.

Underground music is starting to happen in Uruguay. Recent releases have included the Keef Hartley Band and John Mayall on London, Steppenwolf on Odeon, Santana on CBS. Sendor is readying for release, also on CBS, a second volume in their "Underground" series featuring Chicago, Blood Sweat and Tears, Nick Gravenites, Santana, Fleetwood Mac, Chicken Shack, Mike Bloomfield, Al Kooper and the Flock.

CARLOS A. MARTINS

### MADRID

Columbia Espanola have signed three important contracts with American and English companies for the distribution of their material in Spain. From now on the records of AVCO Embassy, Metromedia and Major Minor will be released in Spain by Columbia Espanola. Among first releases are records by The Electric Blackman, Della Reese, Bobby Sherman and Malcolm Roberts.

Los Buenos (Accion), a progressive Spanish group, are signing the blues in Spanish in "My Baby" and in English in their original composition "Summertalk." Los Payos (Hispanovox), who won the "Summer Song" contest with their great hit of last year "Maria Isabel" have returned from their tour of the American continent. Their first LP is due for release in Spain soon.

Joan Manuel Serrat (on Novola for Spanish recordings and Edigsa for Catalonian songs) has been named the biggest-selling artist in Spain for 1969 according to the "Superventas" list of la Cadena SER (Radio Network). Dyango (Zafiro) has received a golden record in Argentina for the sales of his "Lejos de tus ojos" — Spanish version of "Lontano degli occhi" (from 1969 San Remo festival).

Miguel Rios has recorded an English version of his present hit "Himno a la alegria" (Song Of Joy), supervised by Cyril Staple-

ton of Pye, the company who are releasing the song in England. Miguel busy touring around Europe promoting this one and his Italian version. Raphael (Hispanovox) has recorded several programs in Frankfurt for German TV.

TVE Saturday's late show "Galas del Sabado" has once again featured Billie Davis (Columbia Espanola). Finally released in Spain: the first LP and single of Blind Faith (Fonogram).

Leo Dan, Argentinian singer, has set up residence in Spain and has signed a contract with Columbia Espanola. Three of the most important names in Spanish singing gave a recital at the city of Oviedo accompanying each other—Manolo Diaz (Movieplay), Pati Andion (Movieplay) and Ricardo Cantalapiedra (Pax). Astrud Gilberto (Fonogram) was in Madrid for a TV show. Latest charts entry from Los Angeles (Hispanovox) is "Monica." The group wrote it, band leader Waldo De Los Rios arranged it.

After a year and a half without recording Luis Gardey (now on Fonogram) has a new single out with both sides composed and produced by Juan Pardo. Cuban singer Luisa Maria Guell (Penelope) sang on the TVE Saturday late night show.

JOAQUIN LUQUI

### BARCELONA

Ekipo is launching a big promotion campaign for a new progressive group of American, German and Spanish boys calling themselves Evolution. Their first single: "Fresh Garbage." Andy, U.K. singer with Los Bravos (Columbia Espanola), performed in Valencia from inside a cage with six lions.

JOAQUIN LUQUI

### HAMBURG

The Cuff Links were in Germany for TV appearances. Fontana released a German version of "Mademoiselle Ninette," backed with "Viva Mexico" by Hajo. Teldec now distributing Italy's new label Numero Uno featuring Italian beat. Hildegard Knef's sales total so far (according to sales total) is over four million singles and LP's.

### BERLIN

Tieing in with the Hollies current tour of Germany with a 13-piece orchestra, Hansa is issuing a luxury album, "Hollies Sing Hollies." Touring Germany with the Hollies is a new Hansa discovery, the Original Blue Moons.

WALTER MALLIN

### WARSAW

Polish folk ballad singer Jarena Stepkowski has received a second gold record for his album "Moon, the Square." The ceremonial concert — from a Warsaw factory — was televised. Winner of this year's Polish Radio poll for the most popular woman in Warsaw was won by singer Anna German.

Polish singer Stenia Kozłowska is back from a 24-concert tour of Australia. She returns in November when she will also appear in New Caledonia and Tahiti. The X International Song Festival in Sopot will be held from August 27 to 30. Besides the regular Sopot concerts such as "International Day," "Polish Day and "Records Day" there will be a special anniversary concert featuring previous winners. Twenty-three countries and 20 record companies are participating. Polish participation in Midem 70 is bringing new possibilities and contracts for Polish artists and records. Violinist Piotr Janowski will appear in Milan and has re-

(Continued on page 52)

## Philips to Hike LP Prices; Fontana Stays

LONDON — Philips will increase the prices of all albums, with the exception of the Fontana Special \$1.75 range, with effect from April 1.

Singles will remain at the existing \$1 mark and 5 percent returns will also be maintained. The allowance will be abolished on LPs, which will qualify for an extra 3 percent discount.

The returns allowance on new releases will end on March 31, but dealers will be entitled to return old product until June 30.

Explaining why Philips has not followed EMI's lead on singles, sales manager Geoff Hannington said, "We have a considerable number of new acts which we need to break and in fact our recent chart successes, almost without exception, have been with new artists.

"It was undesirable to take away from dealers the safety factor on singles, particularly on completely unknown acts. We feel Philips should continue to support the retailer on purchase of single-play records which is the most difficult market for the retailer to buy in front."

Hannington admitted that there had been a division of opinion

within Philips over a returns policy, but stressed that recent events had not made any difference to the final decision. "Our marketing needs are different from EMI or any other company," he added.

The broad breakdown of the Philips changes is — albums previously retailing at \$3.43 (Vanguard VSL, Mercury International, etc.) are increased to \$3.59; the regular full-price albums go from \$4.50 to \$4.79, with the exception of Vertigo which rates a \$5.10 price tag; classical albums rise from \$5.25 to \$5.40.

Concurrently with the new pricing, Philips will also switch to a seven figure international numbering system to come into line with GPG companies elsewhere in the world.

However, to avoid confusion a system of price coding has been adopted to run parallel with the new numbering method. This will remain in operation for two or three years when Philips will adopt a standard internationally recognized code of one letter for each price range, now in the process of being designed.

For instance, Vertigo albums will carry a numerical prefix range, with SFL being the code identification.

## CBS in U.K. Boosts On All Album Lines

LONDON — CBS Records (U.K.) has boosted recommended prices on all album lines, effective Monday (30). The company had originally planned to hike prices as early as the end of January this year, but delays were caused by computer changeovers and further consideration of the market situation.

Single records are exempt from the revisions, and there are to be no changes in trading terms. Five percent returns will be retained.

Changes in recommended retail prices are as follows: pop albums up to \$4.79 from \$4.49; original cast soundtracks to \$5.40 from \$5.25; full-price classical series goes up to \$5.40 from \$5.25; low-price classics from \$3.42 to \$3.59; Realm albums rise to \$3.59 from \$3.11; and samplers with PR catalog prefixes are boosted to \$1.91 from \$1.80.

Multiple albums are also affected. Most double-disk pop albums jump in price from \$5.25 to \$5.99, exceptions being Frank Sinatra product and the Bob Dylan "Blonde on Blonde" album which goes from \$7.13 to \$7.19.

Classical multiple albums change to a new price of \$10.79

## Conn, Ekipo Deal

LONDON — Mervyn Conn has signed a three-year deal with Ekipo of Barcelona for distribution in Spain of his Carnaby label. The contract calls for the release of 12 singles and six LP's a year under Carnaby's Union Jack logo.

for two-record sets and \$16.80 for three-record sets, with a few minor exceptions.

Also affected are CBS affiliate labels Straight, Blue Horizon, Dandenon and Milestone, all of which rise in price from \$4.49 to \$4.79.

Some samplers currently retailing at \$2.39 will remain at that price. And tape product on cartridges and cassettes is also unaltered in price.

## Leinsdorf Plans A World Unit

LONDON — Conductor Erich Leinsdorf is planning to create a world youth orchestra which will bring together musicians from 20 countries.

The project, initiated by the Canadian Government, was announced in London March 18 at a news conference. Leinsdorf was in Britain auditioning young British musicians for the orchestra, and he plans to travel the world in search of other musicians for the ensemble.

Eventually the 100-strong orchestra will be assembled in Canada for three weeks of rehearsals in August and will give its first concert in Copenhagen at the end of that month.

At the conference Leinsdorf warned that there was a severe shortage of string players throughout the world and "unless there is a reorientation in musical teaching we shall run from crisis to crisis."

## From The Music Capitals of the World

• Continued from page 51

ceived concert offers from the U.S. Canada, Mexico and West Germany also interested. . . . U.S. recording companies are interested in Polish organ music and rock mass by **Katarzyna Gaertner**. . . . Offers also coming in for many Polish variety artists.

**ROMAN WASCHKO**

### ATHENS

Pianist **Vladimir Ashkenazy** plays at Kotopouli Theater April 17, performing Beethoven works. . . . French pianist **Raffi Petrosian** played here last month. . . . Hella-disc reports that its top-selling records in February were "Mi me filas" by **Vicky (Phillips)**, "Ayoraki" by the **Charms (Polydor)**, "Pou nan o iskiou sou Thee" by **Cleo Denardou (Philips)**, "Na Na Hey Hey Kiss Him Goodbye" by the **Steam (Fontana)** and "Let Me Love Let Me Live" by **Aphrodite's Child (Mercury)**. . . . Greek artist **Sotos Panayopoulos** currently in the middle of a 50-day engagement at the Grecian Tavern, London. . . . Columbia singer **Nadla Konstadopoulos** and her conductor - pianist husband **Tais Morakis** are on a tour of the U.S. and Canada. They'll be back in June. . . . Popular singer **Ketty Belinda** is on a four-weeker in a Greek night club in Johannesburg. . . . **Walter Pfeffer**, conductor with the National Lyric Theater of Greece, has died. Born in Vienna, he lived in Athens from 1946. He was 73.

**LEFTY KONGALIDES**

### DUBLIN

The second Emerald LP by **Big Tom and the Mainliners**, which was to have been issued at Easter, has been pre-released. . . . The **Tremeloes** have been over for their 23rd Irish tour. . . . **Jonathan Kelly** (formerly **Jon Ledingham**) gave two concerts at Liberty Hall. . . . The first "Showcase" magazine LP sleeve award went to **Michael O'Duffy's** **Pye** Golden Guinea album "Welcom". . . . **Pye** issued **Alma Carroll's** version of "Things You Heard About Me" on the Rose label. Song came second in the National Song Contest, sung by **Maxi, Dick and Twink** whose version is on **HMV**. . . . **Berney Fitzgerald's** country and western band will cut an album for **Mick Clerkin's** Release label. The band's first single for Release is "Signed, Sealed and Delivered." . . . **Johnny McEvoy's** new country band will start touring on April 24. . . . Another new country music outfit is **Johnny Regan and the Tumbleweeds**. Their first single, "If the World Turned to Ashes," will be the first release on the Quality label

launched by Associated Ballrooms Group. . . . Quality's first LP will feature the singing priest, **Rev. Michael Cleary**, in a program recorded at the Old Shieling Hotel Raheny. "Easy Rider" has opened at the Academy Cinema. Sound-track album already available from **EMI** on Stateside.

**Val Doonican's** annual Irish tour for impresario **Nellus O'Connell** will take place this year in October and last at least 10 days.

. . . CBS has released the first single for their label by **Skid Row**, rated Ireland's most progressive group. "Sandy's Gone" is a trailer for their first LP which should be out soon. . . . **Royal Showband** singer **Tom Dunphy's** new country and western album will be completed in Las Vegas where the band has been appearing. . . . Newly launched **Ruby** label will be pressed and distributed by **EMI (Ireland) Ltd.** Ruby label manager is **John McNally** (not to be confused with the same-named CBS artist). . . . **Taste** has been booked for the Montreux Festival again this year. . . . Because of a clash with the U.S. group of the same name, **Larry Cunningham's** band the **Blue Boys** will change their name shortly.

**KEN STEWART**

### BUDAPEST

The fifth International Jazz Festival will be held from May 14-16 in the old Hungarian coronation town of **Szekesfehervar**. Official name of the event is **Videoton-Interjazz Festival** since it's sponsored by **Videoton**, the biggest Hungarian radio and television firm. . . . Hungary has two sensational 18-year-old pianists, both pupils at the **Budapest Music Academy**. The first is **Dezso Rankl**. He won (from 70 young artists from 21 countries) the **Fifth International Robert Schumann Piano Competition 1969**. The second is **Zoltan Kotsis** who won the **Beethoven Piano Competition** of the **Hungarian State Radio**. . . . The **Record Grand Prix** of the **Academie Charles Cros, Paris**, was won by the **Qualiton** recording of **Sandor Szokolay's** Opera "Blood-wedding" after **Garcia Lorca**.

**PAUL GYONGY**

### TORONTO

**Capitol a&r** director, **Paul White**, reports that **Edward Bear's** single of "You, Me and Mexico" is now a confirmed top 10 hit in every major market in Canada. **White** said that **Bill Gavin** had made "You, Me and Mexico" a personal pick this week, and that the single was being rush-released in the U.S. immediately. **Edward Bear's** debut album, "Bearings" had received a strong boost from

the success of the single, **Capitol** reported. "You, Me and Mexico" is also scheduled for U.K. release this month. **White** said the success of **Edward Bear** had meant renewed interest in virtually all of **Capitol's** Canadian-produced repertoire. The label is now preparing **Edward Bear's** second album, which has been scheduled for an April 20 release. The group's next single will be included on the second album, as yet untitled. . . . Dealers reporting strong interest in new **Crosby, Stills, Nash and Young** Atlantic album, "Deja Vu." **Nell Young** is, of course, a Canadian, and a big solo star in this market. His father is well-known **Toronto Telegram** sports-writer **Scott Young**. **Warner Bros.** has released the latest **Aretha Franklin** set, "This Girl's In Love With You." Other strong LP's for the label include "Troyka" (an **Edmonton** group signed to **Cotillion**), "Led Zeppelin II," and the perennial winner, "In a Gadda-da-Vida" by **Iron Butterfly**. . . . **Led Zeppelin** flew to **Vancouver** to open their fifth U.S. tour March 21. The tour will also include concerts in **Montreal (April 13)** and **Ottawa (April 14)**. . . . **Quality** reports that its five best-selling singles are "Ma Belle Amie" (**The Tee Set**), "Love Grows" (**Edison Lighthouse**), "Mighty Joe" (**Shocking Blue**), "Rapper" (**Jaggerz**), and "Venus" (**Shocking Blue**).

Breakout singles at **Quality** include "Cecilia" (**The Original Caste**), "Love Is Over" (**Lou Christie**), "Lay a Little Lovin' On Me" (**Robin McNamara**), "Oh Darling" (**The Meadow**) and "Ev'ry Man Hears Different Music" (**The Gainsborough Gallery**). The company also will release its first **Bell** album by the **Fifth Dimension**, called "Portrait" within the next few weeks. . . . **U.K.** record business man, **Frank Davies** (who worked with **EMI** and **Liberty** handling international promotion) will arrive in **Canada** on April 14 for an indefinite stay.

The **John Lennon**-plugged single by **Ronnie Hawkins**, "Down in the Alley" has been a big hit in **Australia**, followed **Hawkins'** recent visit. . . . **Paul Drew**, **PD** of **CKLW, Windsor** (the station which is very strong in the **Detroit** market), says he is playing two **Canadian** singles at present — "Which Way You Goin' Billy" by the **Poppy Family** (which is top ten) and the **Original Caste's** "One Tin Soldier." . . . The **Maple Leaf System** newsletter said "I Must Have Been Blind" by the **Collectors** is still getting strong sales. . . . **Frank Gould** newly appointed **U.S.** pop label chief at **Polydor**, touting three new singles and two albums — "Time to Get It Together" by the **Country Coalition (BluesWay)**, "Mama Said" by **Little Eva (Spring)**, "Does Anybody Really Know What Time It Is" by **Tension (Poison Ring)**, "Zephyr" (**Probe**), and "Rare Bird" (**Probe**). **Gould** was formerly music director at **CFOX, Montreal**.

**Public relations consultant** and concert promoter, **Martin Onrot**, putting a heavy push behind **Toronto** band, **Soma**. **Group** has been featured recently at the **Night Owl** in the city's village. . . . **Bobby Sherman** drew a capacity audience of 6,400 at **O'Keefe Centre** on Saturday (14). The **Electric Circus** drew well with **Family** the next evening. . . . The movie of **Woodstock** opens in **Toronto** this Wednesday (25). . . . The **Compo Company Limited** which recently took over the **Muscor** catalog, plans an initial release of 10 LP's, including new sets by **Gene Pitney, George Jones, Hugo Winterhalter**, and the **Platters**.

**Bobby Sherman** drew a capacity audience of 6,400 at **O'Keefe Centre** on Saturday (14). The **Electric Circus** drew well with **Family** the next evening. . . . The movie of **Woodstock** opens in **Toronto** this Wednesday (25). . . . The **Compo Company Limited** which recently took over the **Muscor** catalog, plans an initial release of 10 LP's, including new sets by **Gene Pitney, George Jones, Hugo Winterhalter**, and the **Platters**.

### Gamma Single To U.S., France

**MONTREAL** — **Daniel Lazare** of **Gamma Records Ltd.** reports that the label's **Quebec** hit single, "To Love Means to Be Free," has been picked up for **U.S.** and **French** distribution.

**United Artists** will issue the disk later this month in the **U.S.**, and **Barclay** has the rights for **France**.



**BRAZILIAN SONGWRITER** **Osmar Navarro**, composer of "A Namorada Que Sonhei," has signed an exclusive contract with the **Peer-Southern Organization** at their office in **Rio, Brazil**. Present at the signing were, left to right, **Ralph Peer II**, vice president of **Peer-Southern Organization**; **Provi Garcia**, head of the **Latin Division** of the **Peer-Southern Organization U.S. and South America**; **Monique I. Peer**, president of the organization; **Osmar Navarro**; and **Fiorenza Saffiro**, head of **Peer-Southern Organization's** **Rio** office.

## Executive Turntable

**John Hardman**, 30, has joined **Philips** as special products manager. He replaces **Walter Woyda** who left the company last year to head **Precision Tapes**. **Peter Prince** and **John Moon** have been appointed directors of **Pye Records (Sales)**. . . . As part of a merchandising build-up, **Band C Records** has appointed **Des McKeogh** as retail promotions manager. . . . **John Marshall**, head of the theatrical finance company **Marba Productions**, has linked with **James Sweeney**, chief of the **American Computer Machinery Corporation**, to form a new show

business consortium, **SMS**, based in **Los Angeles** with offices in **London** and **New York**. They are bidding for a major **U.S.** record company, a film production organization and a leading **U.S.** daily showbusiness paper. They are also planning a label of their own and a promotional build-up for singer **Frank Ifield** whom **Marshall** has managed for the last two years. **Neville Hallifax** has been appointed marketing services manager with **Ampex International** for **Europe, Africa** and the **Middle East**. **Hallifax** replaces **Frank Dean** who has joined **Ampex** in the **U.S.**

## Stations Mounting Anti-Local Drive

**MONTREAL**—With the April 14 proposed **Canadian** content discussions by the **CRTC**, radio stations are preparing a strong lobbying force against the use of local talent on the country's airwaves.

**CFOX** in **Montreal** mailed out a copy of an editorial which it had presented on February 27. The editorial conceded that **CFOX** has said previously it was prepared to meet the 30 per cent figure (which goes into effect Oct. 1) "if that was the price for being **Canadian**."

**CFOX** now believes, however, that it will be a real hardship to foreign language stations and many **MOR** stations. "In addition," the editorial went on, "we feel that proposed requirements

### 'New' Hawkins Bowed at Meet

**TORONTO** — The "new" **Ronnie Hawkins** and his 8-piece band, and many others, were introduced to **Canadian** press and program directors at a gathering in **Toronto** March 14.

**Modern Tape**, distributor of **Hawkins'** product in **Canada**, flew in more than a dozen key program directors from as far afield as **Vancouver** and **Halifax**, tying in with the **Hawkins'** appearance at the **Hawk's Nest Club**.

A press reception was held prior to the concert, and guests included **Gordon Lightfoot, Tom Rush** and **Ian Tyson** (of **Ian and Sylvia**).

**Modern Tape** this week rushed out **Hawkins'** second single on the **Hawk** label, "Bittergreen." The company's **Bob Martin** reported tremendous initial response to the single, which follows "Down in the Alley."

A couple of days before the concert, **Hawkins'** agent, **Frank Barsalona** of **Premier Talent** in **New York**, flew in to preview the act prior to its scheduled **U.S.** debut at the **Fillmore East**.

for proving you have played 30 per cent **Canadian** may be too rigid and may work a financial hardship on many stations."

A spokesman for **Toronto's** **CFRB**, the most listened to **MOR** station in the country, said he did not think there would be any great hardship for **MOR** stations. "For example," he said, "we're already playing almost 25 per cent **Canadian** content."

Industry observers are predicting a major showdown in **Ottawa** on April 14, when the **Canadian** content hearings continue.

## Tecla Launches A New Label

**LISBON** — **Tecla Records** is launching a new label, **Tecla Blue**, which will be devoted exclusively to **U.S.** black music — blues, jazz, gospel, spirituals, soul and r&b.

Said **Jose Duarte**, head of **Tecu's** international department: "This is to meet the growing interest in this kind of music among **Portuguese** record buyers."

For the first time, records by **Z. Z. Hill, Bobby Bland, T-Bone Walker, Big Mama Thornton, John Lee Hooker, Joe and Eddie, B. B. King** and **Lowell Fullson** will be available to the **Portuguese** public.

Meanwhile, **Tecla** is scoring continued success with the first album of the new **fado** singer **Carlos do Carmo**. Among labels represented by **Tecla** in **Portugal** are **Crescendo** and **Janus (U.S.)**, **Mag (Peru)**, **President** and **Ember (U.K.)**, **Sintonia** and **Espectra (Spain)** and **Bentler, Ariston, Clan Celentano** and **Vedette (Italy)**.

RECORD RETAILER 7 Carnaby St., London W.1, England

WANT TO KEEP ON TOP OF THE BRITISH MUSIC AND RECORD SCENE?

Each week, **RR (Britain's only record/music industry publication)** tells it like it is.

Subscribe today. Rates for one year: **U. S. & Canada, \$40.00** per year; **U. K., £6.6**; **Europe, £6.0.0**. Rates elsewhere on request.

Name \_\_\_\_\_ Firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Nature of Business \_\_\_\_\_ 3089

Published every Thursday, **RECORD RETAILER** is available by subscription only.

---

---

# SAVOY BROWN

**Currently on Tour in the U.S.A.**

*Their newest & most significant LP !*



Chris Youlden, vocals and piano;  
Kim Simmonds, lead guitar and piano;  
Lonesome Dave, rhythm guitar;  
Tone Stevens, bass;  
Roger Earl, drums.

Produced by Kim Simmonds and Chris Youlden



**LONDON**

---

---

Every song nominated  
in the "best song" category  
for this year's Oscar  
is in the ASCAP repertory.  
Pardon our pride.

**"Come Saturday Morning"**  
Fred Karlin and Dory Previn  
Published by: Famous Music Corp.  
"Sterile Cuckoo"

**"Jean"**  
Rod McKuen  
Published by: 20th Century Music Corp.  
"The Prime of Jean Brodie"

**"Raindrops Keep Fallin' on My Head"**  
Hal David and Burt Bacharach  
Published by: Blue Seas Music Co.  
Jac Music Co., Inc.  
20th Century Music Corp.  
"Butch Cassidy and the Sundance Kid"

**"True Grit"**  
Don Black and Elmer Bernstein  
Published by: Famous Music Corp.  
"True Grit"

**"What Are You Doing the  
Rest of Your Life?"**  
Marilyn and Alan Bergman and  
Michel Legrand (SACEM)  
Published by: United Artists Music Co., Inc.  
"The Happy Ending"



American Society of Composers, Authors and Publishers  
575 Madison Avenue, New York, N. Y. 10022

Add The Newest Single To Their String Of Hits!

# THE 5th DIMENSION



## “PUPPET MAN”

PRODUCTION AND SOUND BY BONES HOWE

Bell Single #880

From Their Forthcoming Album "PORTRAIT" Bell 6045

BELL RECORDS, A Division of Columbia Pictures Industries, Inc.



# Spotlight Singles

NUMBER OF  
SINGLES REVIEWED

THIS WEEK  
113

LAST WEEK  
102

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

## TOP 20 POP SPOTLIGHT

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

### \*SIMON & GARFUNKEL—CECELIA (2:40)

(Prod. Paul Simon, Arthur Garfunkel & Roy Halee) (Writer: Simon) (Charing Cross, BMI)—The duo's follow up to their No. 1 smash has been culled from their current No. 1 LP, and is sure to be their next big No. 1 single. Everything about it is absolutely perfect. Flip: "The Only Living Boy in New York" (3:59) (Charing Cross, BMI). Columbia 4-45133

### \*BOBBIE GENTRY— HE MADE A WOMAN OUT OF ME (2:32)

(Prod. Rick Hall) (Writers: Burch-Hall) (Green Isle, BMI)—Following up her "Fancy" hit, Miss Gentry has even more sale and airplay potential with this rhythmic ballad. Fine performance and production work. Flip: "Billy the Kid" (2:03) (Shayne, ASCAP). Capitol 2788

### \*MELANIE with EDWIN HAWKINS SINGERS— LAY DOWN (3:49)

(Prod. Peter Schekeryk) (Writer: Safka) (Kama Ripa/Amelanie, ASCAP)—The intriguing songstress has come up with her most commercial entry to date. She is assisted by the dynamic Edwin Hawkins Singers and this disk should prove an immediate left field smash. Flip: "Candles in the Rain" (1:42) (Kama Ripa/Amelanie, ASCAP). Buddah 167

## TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

### STEPPENWOLF—HEY LAWDY MAMA (3:21)

(Prod. Gabriel Mekler) (Writers: Kay-Byrom-Edmonton) (Trousdale, BMI)—Following up their recent Hot 100 rider "Monster," the group comes on strong with another rocking item that should prove even more successful. Powerful performance and material. Flip: "Twisted" (3:50) (Trousdale, BMI). Dunhill 4234

### B. B. KING—SO EXCITED (2:39)

(Prod. Bill Szymczyk) (Writers: King-Jemmot) (Pamco/Sounds of Lucille, BMI)—King rode to the Top 20 area of the Hot 100 with his "The Thrill Is Gone," and this soulful rocker should keep him riding high. The production work is first rate. Flip: (No Information Available). BluesWay 61035

### R. B. GREAVES—FIRE & RAIN (3:32)

(Prod. Ahmet Ertegun) (Writer: Taylor) (Country Road/Blackwood, BMI)—Looks like Greaves' 3rd hit single in a row with this change of pace from his previous "Always Something There to Remind Me." The James Taylor song is a natural and the production matches the song in merit. Flip: (No Information Available). Atco 6745

### \*LENNY WELCH— TO BE LOVED/GLORY OF LOVE (2:30)

(Prod. Billy Davis, Helen Miller & Rose Marie McCoy) (Writers: Carlo-Gordy-Gordy-Hill) (Merrimac, BMI/Shapiro-Bernstein, ASCAP)—Welch made a strong return to the best selling charts with his smooth revival of "Breaking Up is Hard to Do," and this unique pairing of standards is sure to keep him in the spotlight. Flip: "My Heart Won't Be 3:14" (Chevis-McCoy, BMI). Commonwealth United 3011

### ARTHUR CONLEY—GOD BLESS (3:00)

(Prod. Johnny Sandlin) (Writers: Avery-Simms-McWilliams) (No Exit/Williams, BMI)—Conley's dramatic reading of the appealing lyric makes for a Hot 100 and Soul singles possibility. Flip: "Your Love has Brought Me A Mighty Long Way" (2:53) (Redwal, BMI). Atco 6747

### THE DOORS—YOU MAKE ME REAL (2:50)

(Prod. Paul A. Rothchild) (Writer: Morrison) (Nipper/Doors, ASCAP)—The group really lets loose with this rousing rocker that should quickly bring them to a high spot on the Hot 100. It's a perfect discotheque item that's loaded with sales appeal. Flip: "Roadhouse Blues" (4:04) (Nipper/Doors, ASCAP). Elektra 45685

### SONNY CHARLES— IT TAKES A LITTLE LONGER (2:32)

(Prod. Chips Moman) (Writers: Wright-Uppstrom) (Irving, BMI)—An exciting performance and solid rhythm material make this a top contender for Hot 100 honors. Charles is at his best and the Chips Moman production work is tops. Flip: "Welfare Man" (2:44) (Black Pearl Press, BMI). A&M 1177

### CLARENCE CARTER— I CANT LEAVE YOUR LOVE ALONE (2:34)

(Prod. Rick Hall) (Writers: Carter-Jackson) (Fame, BMI)—More commercial than his recent "Take It Off Him and Put It on Me" hit, Carter's newest is a driving production which should find equal success on the Hot 100 and Soul singles chart. Flip: "Devil Woman" (2:50) (Fame, BMI). Atlantic 2726

### LAWRENCE REYNOLDS— HEY, MR. PREACHER (2:52)

(Prod. Don Davis) (Writer: Reynolds) (Wilderness, BMI)—That "Jesus is a Soul Man" chart winner should snap back onto the best seller charts with this moving original. The material is exceptional, as is the performance. Flip: "Life Turned Her That Way" (Wilderness, BMI). Warner Bros. 7384

### NEON PHILHARMONIC— HEIGHDY-HO PRINCESS (3:20)

(Prod. Bob McCluskey, Don Gant, Tupper Saussy) (Writer: Saussy) (Acuff-Rose, BMI)—Group comes on with their strongest entry since "Morning Girl," and they should soon be back on the charts in fine style with this rousing rhythm item. Flip: "Don't Know My Way Around My Soul" (3:00) (Acuff-Rose, BMI). Warner Bros. 7380

### JONATHAN KING—LET IT ALL HANG OUT (2:17)

(Prod. Jonathan King) (Writers: Cunningham-McEwan-Hunter-Masters) (Snoopy, BMI)—King is currently riding the British charts with this strong revival of the Hombres' hit of the past, and he should prove an important sales winner here. Flip: "Colloquial Sex (Legend of Today)" (2:11) (Mainstay, BMI). Parrot 40047

### JACKIE LOMAX— HOW THE WEB WAS WOVEN (3:32)

(Prod. George Harrison) (Writers: Clive-Westlake-Most) (Norma/Inquiry, BMI)—Produced by Beatle George Harrison, and beautifully performed by Lomax, this should gain immediate airplay and sales acceptance and ride high on the charts. Flip: "(I) Fall Inside Your Eyes" (3:12) (Apple, ASCAP). Apple 1819

### RONNIE HAWKINS—BITTER GREEN (1:59)

(Prod. Jerry Wexler & Tom Dowd) (Writer: Lightfoot) (Warner Bros.-Seven Arts, ASCAP)—Exciting and rhythmic Gordon Lightfoot ballad material is the perfect outing to bring Hawkins to the Hot 100. Exceptional performance and production work. Flip: "Forty Days" (2:31) (Arc, BMI). Cotillion 44067

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

JACKIE WILSON—Let This Be a Letter (To My Baby) (2:54) (Prod. Carl Davis & Eugene Record) (Writer: Record) (Dakar/Julio-Brian/BRC, BMI)—Wilson has a hot contender for both the pop and soul charts with its exceptional ballad performance. Brunswick 55435

ROY ORBISON—So Young (3:35) (Prod. Mike Curb) (Writers: Orbison-Curb-Christian) (Acuff-Rose/Hastings, BMI)—Being featured in the film "Zabriskie Point," this outstanding original ballad is sure to get much airplay and sales. MGM 14121

CRAZY ELEPHANT—There Ain't No Umbopo (Prod. R. Cordell & G. Gouldman) (Writers: Godley-Creme) (Kaskat/Kennedy Street, BMI)—Good easy rocker that's loaded with airplay, sales and discotheque potential. Bell 875

MASQUERADERS—How Big Is Big (2:23) (Prod. Tom Cogbill) (Writer: Levine) (Blackwood, BMI)—Soulful ballad with an equally soulful performance is a natural for both the Hot 100 and Soul charts. Bell 874

SNA NA NA—Payday (2:43) (Prod. Stan Vincent) (Writers: Parks) (Duckstun & Kama Sutra, BMI)—Solid rock outing has all the necessary ingredients to hit the Hot 100 with impact. Kama Sutra 507

ED TOWNSEND—Color Me Human (3:55) (Prod. Ed Townsend) (Writer: Townsend) (Bondola, BMI)—That "For Your Love" winner of the past returns to the disk scene with a moving and meaningful ballad. Polydor 14021

\*PETER DUCHIN—Sundance Kid (2:05) (Prod. Mike Berniker) (Writer: Bacharach) (Blue Seas, ASCAP)—Here's an infectious and exciting instrumental from "Butch Cassidy and the Sundance Kid" that could easily prove a left field smash. Bell 877

\*LEROY HOLMES ORCH. & CHORUS—The Mercenary (2:44) (Writer: Morricone) (Unart, BMI)—An intriguing and hauntingly beautiful melody that should prove a juke box smash, and garner much airplay and sales. United Artists 50655

\*JOHN DENVER—Follow Me (2:27) (Prod. Milton Okun) (Writer: Denver) (Cherry Lane, ASCAP)—The composer of "Leaving on a Jet Plane" should win much favor with programmers and record buyers. RCA 74-0332

LIQUID SMOKE—I Who Have Nothing (3:09) (Prod. Vinny Testa) (Writers: Leiber-Stoller-Donida-Mogol) (Milky Way/Trio/Cotillion, BMI)—Fine updating of the tune that Ben E. King brought to fame should have no trouble hitting hard and fast on the Hot 100 chart. Avco Embassy 4522

## TOP 20 COUNTRY

### COUNTRY

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

### CONWAY TWITTY—HELLO DARLIN' (2:25)

(Prod. Owen Bradley) (Writer: Twitty) (Twitty Bird, BMI)—Twitty offers a beautiful and plaintive ballad that should quickly replace his "That's When She Started to Stop Loving You" hit on the country charts. First rate production and performance. Flip: "Girl at the Bar" (2:32) (Twitty Bird, BMI). Decca 32661

### JOHN WESLEY RYLES I— I'VE JUST BEEN WASTING MY TIME (2:34)

(Prod. Glenn Sutton) (Writers: Foster-Rice) (Hall-Clement, BMI)—Ryles comes up with one of his finest performances ever. This easy rhythm ballad should quickly bring him to the very top of the country charts. Flip: "The House on the Hill" (2:40) (Moss Rose & Battir, BMI). Columbia 4-45119

### CHART Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

JOHNNY DUNCAN—You're Gonna Need a Man (2:40) (Detail, BMI). COLUMBIA 4-45124

BOBBY LORD—You and Me Against the World (2:57) (Contention, SESAC). DCCA 32657

DICK CURLESS—Big Wheel Cannonball (2:28) (Southern, ASCAP). CAPITOL 2780

GEORGE RIDDLE—When I'm Not with You (2:35) (Glad, BMI). MUSICOR 1397

LAMAR MORRIS—She Came to Me (2:12) (Ly-Rann, BMI). MGM 14114

JIMMY GATELY—People-Lution (2:30) (Marson, BMI). CHART 5062

CURTIS POTTER—It's My Day (2:03) (Tree, BMI). DOT 17348

## TOP 20 SOUL

### SOUL

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

### BABY WASHINGTON—LET THEM TALK (3:20)

(Prod. Dave Crawford) (Writer: Thompson) (Jay & Cee/Big Star, BMI)—Exceptional performance by Miss Washington and beautiful ballad material team up to make this a must for the soul charts. Much Hot 100 potential also. Flip: "I Love You Brother" (2:17) (Cotillion, BMI). Cotillion 44065

### WILLIE HIGHTOWER— WALK A MILE IN MY SHOES (3:29)

(Prod. Rick Hall) (Writer: South) (Lowery, BMI)—The Joe South rhythm material lends itself perfectly to this soulful treatment by Hightower, and it should quickly prove a soul smash. Flip: "You Used Me Baby" (3:05) (Too Late, BMI). Fame 1465

### CHART Spotlights Predicted to reach the SOUL SINGLES Chart

JIMMY HOLIDAY—A Man Ain't Nothing Without a Woman (3:16) (Asa, ASCAP). MINIT 32097

FREDDIE KING—Yonder Wall (3:19) (Fast, BMI). COTILLION 44058

EDDIE LOVETTE—Together (2:03) (Prod. Ludix Prod.) (Writers: Lovette-Dixon) (Jamerica-Vee Vee, BMI)—Exciting Jamaican rhythm with much of the flavor of "Hold Me Tight" makes this a top notch contender for airplay and sales. Steady 004

SYMPHONIC METAMORPHOSIS—Creation (3:00) (Prod. Don Griffith) (Writer: Monroe) (Metamorphosis, BMI)—Unusual, but intriguing piece of ballad material with an equally intriguing interpretation has all the earmarks of proving a left field chart rider. London 133

THE MACHINE—I Should Have Known Better (2:42) (Prod. Ric Sorge) (Writers: Lennon-McCartney) (Maclean, BMI)—The Beatles' oldie gets a fine updating by the Milwaukee based group and should prove a quick Hot 100 item. Beverly Hills 9345

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



*Eddie Floyd  
made a hit with the  
"California Girl."*  
STA-0060

*Now it's your turn.*



STAX THE SOUND OF MONEY

STAX RECORDS, A DIVISION OF FAMOUS MUSIC COMPANY, A G+W COMPANY.  
STAX RECORDS, 98 NORTH AVALON, MEMPHIS, TENNESSEE, 38104

## Intern Program Is Proposed by NARM

BAL HARBOUR, Fla. — An Academy of Record Techniques and Practices was proposed here during the NARM convention by David Rubinson, executive vice president of the Fillmore Corp. The free academy would train young people in everything from music production to engineering. The academy might entail a work-study program, he said, allowing for three months work combined with three months of study.

He also advocated intern programs within the record in-

dustry and the aiding of college programs. He said these projects could be funded by the industry easily; "Give us 15 stars and we'll get the money to support the project" through promoting shows, he said.

Pointing out that rock music is "a way of life," Rubinson called upon the industry to recruit and train personnel. He said Fillmore had been conducting classes in everything from record contracts to advanced tape machine design, plus lab sessions in the studio.

## Quadrasonic Takes AES Panel Spotlight

NEW YORK—Quadrasonic, the hottest new name in modern sound recording techniques, was the subject of a spirited panel discussion sponsored by the New York section of the Audio Engineering Society, and held March 17 in Studio A, of the RCA recording facilities.

The meeting, attended by an overflow audience, was moderated by John Eargle of Mercury Records and featured on its panel, Peter Scheiber of the Audio Data Co., Jerry Minter, president of Components Corp., Len Feldman, consulting engineer of Long Island; and Jim Cunningham of Chicago Eight-Track Recording.

The panel, illustrating its discussion, with slide, charts and actual four channel recordings, explored the technical areas involved in the development of a four channel recording.

With the aid of specially prepared color slides, Cunningham told his listeners that the positioning of mikes, those that capture the actual sound as well as those which cover the ambience, was vitally important to the production of a flawless four-channel recording. He also stressed that the average listening room was acoustically unsuited for the recording of quadrasonic sound.

Peter Scheiber, of the Audio Data Co., and developer of the disk, gave a cautious description of the technique of encoding four channels of sound into two. Scheiber also gave demon-

## Blue Thumb Albums

• Continued from page 11

lage" fashion, Blue Thumb will additionally mail broadcast and promotional copies in the multi-hued process.

The company plans to introduce other new artists through "Stereo Color Collage" records, with product from the recently announced Ethos line of educational topics being geared for multi-hued vinyl. "The idea is to enhance visually the product of a deserving artist," Krasnow said.

## Assault on Piracy

• Continued from page 3

Third National Bank. Each of the trustees was presented an official greeting to the city from Nashville's Mayor, as part of the hospitality program supervised by Emily Bradshaw, Nashville's executive director. The trustees accepted Bill Lowery's invitation to hold their September meeting in Atlanta.

## LEAR MINI 8'S FIRST ORDERS

BAL HARBOUR, Fla.—The Lear Jet stereo 8 minicartridge (Billboard, March 28) had its first customer last week. During an unveiling of the new cartridge, North American Leisure's Larry Finley ordered the first 10,000 cartridges from Lear. Finley said this business is one of imagination and that the Lear mini 8 track which folds in the middle into cassette size is one of the most imaginative innovations in recent years.

## Col's Lundvall Foresees Windfall in Dollar Volume

BAL HARBOUR, Fla. — Bruce Lundvall, of Columbia Records, speaker at the NARM panel on merchandising and advertising opportunities, stated that never before have opportunities in the record industry been so dramatic. Lundvall foresees a tremendous rise in dollar volume. He analyzed packaging of product, promotion, advertising and the need to focus on proper pop media in order to hit the target. He termed packaging "that silent salesman," and added that basic merchandising begins with a salable product strikingly packaged. Rackers failed to buy in good quantities, and this is especially true of catalog, Lundvall said.

Russ Solomon, of Central Alley Record racks, predicted more chain retail record and tape

## NARM Acts on Piracy, Freight, Student Plan

BAL HARBOUR, Fla. — Besides lashing out at illegal tape duplicators in a special resolution, the board of directors of the National Association of Record Merchandisers also passed resolutions during the convention here to seek lower freight rates for records, to study and issue a manual on freight rates and services to enable manufacturers to ship product cheaper and to acquire the services of a computer organization to locate

topflight college students with the possibility of luring them into the record business. The resolutions regarding piracy and counterfeiting of music stated that the association "severely condemns all such piracy and bootlegging of recorded music as thievery which can only result, if continued, in destroying the good name of the industry and its honest products."

NARM urged its membership to cooperate with efforts by the RIAA, the Harry Fox Office, and leading manufacturers to take legal action against bootleggers. And the resolution called for the ouster of any member found engaged in bootlegging.

## UA Music, Carwin Deal

NEW YORK — The United Artists Music Group has wrapped up an agreement with songwriter Carolyn Leigh and her firm, Carwin Music. The deal calls for Miss Leigh's exclusive writing services and the worldwide administration of the Carwin catalog, which includes the score of the Broadway musical, "How Now Dow Jones," for which she wrote the lyrics and Elmer Bernstein wrote the music.

According to Michael Stewart, president of the UA Music Group, Miss Leigh will be assigned a number of forthcoming projects, including several film scores now under consideration.

## BMI Fete in L. A. May 19

NEW YORK — The annual BMI dinner honoring the writers and publishers of the most performed songs in the performing rights licensing organization's repertoire during the past calendar year will be held in Los Angeles on May 19. At that time, awards for the period from Jan. 1, 1969 to Dec. 31, 1969, will be presented by BMI president Edward M. Cramer. He will be assisted by members of the Writer and Publisher Administration, of which Mrs. Theodora Zavin is senior vice president.

On May 21, a reception and dinner honoring BMI-affiliated writers and publishers, whose principal activity is the creation of music for motion pictures and television, will also be hosted by Cramer.

## Benefit Takes in \$1,200 for J. Weed

NEW YORK — More than \$1,200 was raised at a benefit held at the Potted Lion for John Weed, partner in the Arranging Factory, New York, recovering from surgery. Musicians attending included Gary McFarland, Nat Pierce, Toshiko. The benefit was organized by pianist Lenny Metcalf, Weed's partner, Ronnie Roullier and Joyce Levitt of Carroll Music.

**B**  
The SIGN of great reading

APRIL 4, 1970, BILLBOARD

strations of his encoding and decoding units.

From Jerry Minter, president of Components Corp., came a detailed description of the disk recording from its inception as a monaural unit to its present four-channel development.

Len Feldman, spoke on the complexities of four channel FM broadcasting and multiplexing, and revealed that his company had developed a new four channel sound system which will soon be demonstrated.

A lengthy question and answer session, and further four channel sound demonstrations climaxed the three-hour meeting.

## Music Makers Revenue Up

NEW YORK—Net revenues for Music Makers Group, Inc., for the six-month period ended Dec. 31, 1969, were up \$600,000 over the same period in 1968. At the same time the net income after taxes fell from the 25 cents per share in 1968 to 22 cents per share in 1969 with an extra 27,000 shares added in 1969. The temporary slow down in growth of the company was attributed to "cost of money and lower expenditures by advertising agencies for commercial production," according to president Milton Herson. Another reason for the slow down was attributed to a drop in theater admissions and soft motion picture productivity.

Three new theaters will be opened in April 1970, while theater admissions from the first of the year are up over the three-month period ended Dec. 31, 1969.

## Mabley Heads Merc Releases

CHICAGO — Mercury Records is releasing seven albums soon, headed by a live recording of Moms Mabley at Sing Sing prison. The album was recorded in February before thousands of convicts in the New York state prison.

There will also be four "best of" albums by artists Jerry Lee Lewis, Roy Drusky, Dave Dudley and Faron Young. Other LP's to be released are by Exuma, a group from the Bahamas, and one by the Paul Mauriat Orchestra. The seven albums are being presented to sales personnel in a presentation book.

## NARAS Urged to Broaden Grammy Category on Folk

CHICAGO — Producer Bill Traut is fighting for an expansion of the National Academy of Recording Arts & Sciences (NARAS) Grammy award category for folk music. Traut has formed a new folk music publishing firm and has released a controversial song about the deaths of Black Panther Party leaders Fred Hampton and Mark Clark.

The song, "The Ballad of Fred and Mark," was written by folk singer Bob Gibson, a co-founder of Pretorius Music Publishing. Bob Schiff of Traut's

## FORE Setting Up Chicago Seminar Series May 16-17

CHICAGO — The Fraternity of Recording Executives will conduct a one-and-a-half day series of seminars here May 16-17 at the Ascot Hotel. A fund raising show has been scheduled for the night of May 15, co-sponsored by FORE and the local chapter of the National Association of Television and Radio Announcers.

First topic on the Saturday morning session will be "Total Involvement of the Black Man in the Record Industry." In the afternoon, a panel of managers and distributors will speak on "Changing Distribution Patterns of the 70's for Records, Tapes, Cassettes." There will be a general meeting of officers and the board of directors Sunday morning. Hosea Wilson is the entertainment chairman for the Friday night show.

operations and bigger stores during the '70's.

Stan Cornyn, of Warner Bros. Records, said that as a manufacturer he felt there was a great absence of creative effort on the part of the wholesaling community. He said that his company was seeking new paths in consumer advertising whereas the wholesalers were ignoring opportunities. Cornyn added that increasingly the manufacturer must do it himself and this is disturbing. "I'd like assurances that the wholesalers care."

Lou Simon, Mercury Records, said "the vital word is marketing. . . . Success will depend upon the full realization of that word in the '70's."

The session was chaired by Hal Cook, vice president of Billboard Publications.

Dunwich Productions and Dr. Al Jolson, the head of Terrace Music, are the owners of Pretorius, which already has a catalog of over 30 folk songs.

The publishers doubt if record companies will release the Gibson song but WOLD-FM has been airing Gibson's own tape performance of the tune.

"There's definitely a revival of folk and folk type music," Traut said. "I have been arguing with NARAS to broaden the folk category — they have only one. How can this reflect such diverse artists as Muddy Waters, Bob Dylan and Ritchie Havens?" A NARAS trustee, Traut wants to see at least four NARAS folk categories.

## Pickwick Has Higher Sales

LONG ISLAND CITY, N.Y. —Sales for Pickwick International, Inc., rose \$3,170,138 to \$47,113,246 from \$43,943,108 for the first nine months of fiscal 1970, which ended Jan. 31. Net income rose \$430,672 to \$2,414,796 from \$1,982,124 with primary earnings rising to \$1.29 a share as compared to \$1.07 for the same period last year.

For the quarter ended Jan. 31, sales rose to \$18,875,878 from \$17,494,696 with net income up from \$829,342 to \$995,186 and primary earnings increased to 51 cents from 44.7 cents. All figures were adjusted to reflect the acquisition of Everest Records in April 1969 and Targ & Dinner in October 1969.

# congratulations to the winners of the BMI 1969



## achievement awards

the most performed rhythm and blues songs  
in the BMI repertoire for the period from  
July 1, 1968 to June 30, 1969.

### **Baby baby don't cry**

William Robinson, Jr.,  
Al Cleveland, Terry Johnson  
Jobete Music Co., Inc.

### **Bring it on home to me**

Sam Cooke  
Kags Music Corp.

### **California soul**

Nickolas Ashford,  
Valerie R. Simpson  
Jobete Music Co., Inc.

### **The chokin' kind**

Harlan Howard  
Wilderness Music Publishing  
Co., Inc.

### **Cloud nine**

Norman Whitfield,  
Barrett Strong  
Jobete Music Co., Inc.

### **The composer**

William Robinson, Jr.  
Jobete Music Co., Inc.

### **(Sittin' on) the dock of the bay**

Otis Redding, Steve Cropper  
East/Memphis Music Corp.  
Time Music Co., Inc.  
Redwal Music Co., Inc.

### **Earth angel**

Jesse Belvin  
Dootsie Williams, Inc.

### **Everyday people**

Sylvester Stewart  
Daly City Music

### **Grazin' in the grass**

Philemon Hou, Harry Elston  
Cherio Corp.

### **Hi heel sneakers**

Robert Higginbotham  
Medal Music, Inc.

### **The horse**

Jesse James  
Dandelion Music Co.  
Jamesboy Publishing

### **I heard it through the grapevine**

Barrett Strong,  
Norman Whitfield  
Jobete Music Co., Inc.

### **I just can't stop dancing**

Kenneth Gamble, Leon Huff  
Double Diamond Music Co.  
Downstairs Music Co.

### **I'll never give you up**

Kenneth Gamble, Leon Huff,  
Jerry Butler  
Parabut Music Corp.  
Double Diamond Music Co.  
Downstairs Music Co.

### **I'm living in shame**

R. Dean Taylor, Pam Sawyer,  
Berry Gordy, Jr., Frank E.  
Wilson, Henry Cosby  
Jobete Music Co., Inc.

### **It's your thing**

Rudolph Isley, Ronald Isley,  
O'Kelly Isley

### **Love child**

Frank E. Wilson, Deke  
Richards, Pam Sawyer,  
R. Dean Taylor

### **Love makes a woman**

Eugene Record, Carl H. Davis,  
William Sanders  
Jalynne Music, Inc.  
BRC Music Corp.

### **My whole world ended**

Johnny Bristol, Harvey Fuqua,  
Pam Sawyer, Jimmy Roach  
Jobete Music Co., Inc.

### **Only the strong survive**

Kenneth Gamble, Leon Huff,  
Jerry Butler  
Parabut Music Corp.  
Double Diamond Music Co.  
Downstairs Music Co.

### **Pickin' wild mountain berries**

Clifton Thomas, Bob McRee,  
Edward Thomas, Jr.  
Crazy Cajun Music

### **Runaway child running wild**

Barrett Strong,  
Norman Whitfield  
Jobete Music Co., Inc.

### **See saw**

Don Covay, Steve Cropper  
East/Memphis Music Corp.  
Cotillion Music, Inc.

### **Slip away**

William Armstrong, Wilbur  
Terrell, Marcus Daniel  
Fame Publishing Co.

### **The Snake**

Oscar Brown, Jr.  
E. B. Marks Music Corp.

### **Some things you never get used to**

Nickolas Ashford,  
Valerie R. Simpson  
Jobete Music Co., Inc.

### **Soul limbo**

Al Jackson, Booker T. Jones,  
Steve Cropper, Donald Dunn  
East/Memphis Music Corp.

### **Soulful strut**

Eugene Record,  
William Sanders  
Dakar Productions, Inc.  
BRC Music Corp.

### **Time is tight**

Booker T. Jones  
East/Memphis Music Corp.

### **Too busy thinking about my baby**

Norman Whitfield,  
Janie Bradford  
Jobete Music Co., Inc.

### **Too weak to fight**

Rick Hall, George H. Jackson,  
Clarence Carter,  
John M. Keyes  
Fame Publishing Co.

### **Twenty-five miles**

Johnny Bristol, Harvey Fuqua,  
Edwin Starr  
Jobete Music Co., Inc.

### **Who's making love**

Homer Banks, Bettye Crutcher,  
Donald Davis,  
Raymond Jackson  
East/Memphis Music Corp.

### **You keep me hangin' on**

Brian Holland, Eddie Holland,  
Lamont Dozier  
Jobete Music Co., Inc.

### **You're all I need to get by**

Nickolas Ashford,  
Valerie R. Simpson  
Jobete Music Co., Inc.

All the worlds of music for all of today's audience



BROADCAST MUSIC, INC.