

Billboard

The
International
Music-Record
Newsweekly

Muntz Will Roll Out Instant Tape Store

By ELIOT TIEGEL

LOS ANGELES—Earl Muntz is expanding his Cartridge City retail operation with the unveiling here of "instant stores." The stores are a new innovation for Muntz and involve specially built mobile trailers converted into 4-track music and player shops.

Muntz is also planning to open a company-owned retail shop in Chicago, which could be its fourth. It already operates Cartridge Cities in Van Nuys and

Canoga Park, Calif., and Detroit.

The first specially designed trailer has been received by Muntz at his Van Nuys factory and will be placed shortly in either Glendale or Burbank. The company is selecting a sight for the trailer, which will be driven to a location and then placed on a foundation.

The "instant stores" as president Earl Muntz calls them, are the initial effort in starting a
(Continued on page 18)

Geffen to Bow Label; Acts to Share in Profit

By MIKE GROSS

NEW YORK — Dave Geffen, business manager for contemporary music acts and independent record producers, will be launching a label operation shortly. He has been offered a label deal by several major companies and, during the past few weeks, he's narrowed it down to two companies who are anxious
(Continued on page 8)

Stax's Education Plan for Poor

By JAMES D. KINGSLEY

MEMPHIS — Stax/Volt will launch a massive education program aimed at the underprivileged, Jim Stewart, the companies' president, revealed Sunday (May 18) during the complex's first national sales convention at the Holiday Inn, Rivermont. The event also marked the 10th anniversary of the companies.

Stewart added, "I envision a trade school and day care centers for pre-school children whose parents cannot afford to send them to kindergarten or day care centers. . . . The trade school will be designed for those pupils who cannot afford to go on to college or other schools."

The record executive then announced the formation of the Stax Association for Everybody's Education (SAFE). Funds donated would be tax deductible, Stewart said.

The structure of the trade school will include professional guidance teachers and, eventually, a board of directors. Its aim would be to furnish numerous job opportunities as well as to function as an educational facility, Stewart said. He added that the day care centers would begin operating this summer.

Stewart's announcement was made while Georgia State Rep-
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SPOTLIGHT ON CANADA
SEE CENTER SECTION

Klein in New Beatles' Tie

LONDON — Allen Klein has been appointed business manager of the Beatles. Although no official announcement of the appointment has been made, it's understood that Klein has signed a contract to act as the Beatles' business manager for one year. It's also understood that he will receive 20 per cent of the income from Apple Corp., the Beatles' organization.

Ampex Bares \$2 Mil Drive

By LEE ZHITO

ROME — Don Hall, Ampex Corp. vice-president (see Executive Turntable) and head of the Ampex Stereo Tapes Division, took the wraps off its precedent \$2 million consumer advertising campaign during the Ampex-MGM tape distributor sales meeting here.

Hall told distributors that AST was investing this sum during its

current fiscal year in a concentrated consumer push which will harness both mass print and broadcast media to drive home the CARtridge concept to the public at large.

(The fact that Ampex was launching a \$2 million ad campaign was first revealed by Billboard in its April 12 issue.)

The ad campaign is being

handled through AST's agency, Edward M. Hechtman, Inc., Chicago, and was planned by agency vice-president Ernie Sha-
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AMDIE Draws Exhibitors' Acclaim; Business Heavy

By RON SCHLACHTER

LAS VEGAS—The American Music Dealers Industry Exhibit (AMDIE), subject of considerable controversy and skepticism in the musical instrument industry, became a reality here last week. Although attendance figures for the show's debut were unavailable at press time, it was apparent that pre-show predictions, as high as 16,000, fell short. Many of the 104 exhibitors, however, reported good to

record breaking sales and some were vocal in criticizing firms that boycotted the event.

"AMDIE was a beautiful show," said Doyle Holloway, Ampeg Co., "but attendance and exhibitor support was disappointing.

"However, this show has a lot of potential. While we expected more dealers, we did get our share of business. There were a lot of last-minute cancellations
(Continued on page 71)

LP's Putting PD's in Spin

By CLAUDE HALL

NEW YORK — The programming of albums is giving Top 40 radio program and music directors a headache. Everyone realizes that something must be done to make programming of album cuts easier, but few people are doing anything about it. Yet, as WCFL music director Jim Stagg, Chicago, put it: "The problem isn't going to go away."

Several program directors, such as Bob Todd at WAKY, Louisville, have promised themselves that they are going to round up some albums and "listen to every cut to decide which ones to play."

Others, like WCAO music librarian Frances Jordan, Baltimore, feels that there's little rea-
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The 5th Dimension's phenomenal successful single "Aquarius/Let the Sunshine In" breaks into a sure shot smash album, "The Age of Aquarius" (SCS-92005). This chart buster presents the 5th Dimension at their greatest—it's the album the world has been waiting for! Includes: "Workin' on a Groovy Thing," "Those Were the Days," "Sunshine of Your Love," "Let It Be Me," "Aquarius/Let the Sunshine In" and more. This is the album of albums for 1969!

(Advertisement)



The incomparable Dionne Warwick is currently headlining at the Copacabana in New York with rave reviews. Her latest Scepter LP, "Soulful," is Top 10 on the charts and heading for solid gold. Miss Warwick's current single is from the just released motion pix, "The April Fools" (Scepter 12249). Penned by Bacharach-David.

(Advertisement)

(Advertisement)

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(NEW YORK CITY; MAY 2, 1969) Jim Brown introduces The Friends of Distinction to the press. Exciting new group promotes hit single, "Grazing in the Grass" #74-0107 from their first album, "Grazin'" LSP-4149.

"They create a brand new sound that just wasn't around before," say friends of The Friends like Tony Curtis, Chuck Connors, Patty Duke and Bill Russell. Make friends with The Friends yourself!



Available on RCA Stereo 8 Cartridge Tape

RCA

Avco Embassy Into Disks; Label Will Be Helmed by Hugo & Luigi

NEW YORK — Avco Embassy Pictures is the latest film company to move into the record business. The new label will be called Avco Embassy Records and will be headed by Hugo Peretti and Luigi Creatore, who have been known in the trade since their Mercury Records days (1953) as Hugo & Luigi.

Also part of Avco Embassy's expansion program will be an enlarged music publishing operation, which Hugo / Luigi will operate, as well. The names for the firms, one of which will be an ASCAP affiliate and the other a BMI affiliate, have not yet been designated. The new publishing firms will not conflict with the three firms already operating under the Avco Embassy wing.

Hugo & Luigi have not yet firmed any deals for artists, pro-

ducers or sales personnel, but they expect to have their first singles product in the market within two months and a major album project available in the fall. Independent distributors are being lined up to handle the new label in the U. S. and individual deals will be made for representation of the Avco Embassy line in countries overseas. It was pointed out that Avco Embassy Records will retain its own logo in overseas distribution.

The record label will be based at the Avco Embassy Pictures' offices in New York and will also have branches at the film company's offices in Los Angeles and London.

According to Joseph E. Levine, president of Avco Embassy Pictures, Hugo & Luigi, who will be vice-presidents and chief operating officers of the new label, will have "artistic control" over the operation in the same manner as he gives his film producers.

Levine also pointed out that Avco Embassy Pictures has 53 films in the process of being made, and it's expected that Hugo & Luigi will be called upon to recruit the musical talent for

Wewerka in N. Y. Scouting Material

NEW YORK — Hans Wewerka, German publisher based in Munich, is here looking for new material. He's scouting for songs and recordings for his firm, Hans Wewerka Musikverlage. He is represented in the U. S. by attorney Mike Gusick, of the new firm of Kaplan and Gusick.

the pictures, to tie in recordings with the film product and to assist in decisions concerning soundtrack albums.

In addition to their stint with Mercury, Hugo & Luigi have been affiliated with Roulette Records and with RCA. Recently they wrote the book, music and lyrics to the Broadway musical, "Maggie Flynn."

Record, Tape Distrib Set By Calectron

SAN FRANCISCO — Music West has been formed by Calectron as a new records and tape distributorship, and after June 1 the two companies will be separate operations.

Merritt Kirk will be president of Music West; Bill Getz its chairman of the board. The new distributorship will pick up all the record and tape lines headed by RCA, formerly handled by Calectron.

With the split, Calectron will specialize in other forms of electric appliances, but not records and tapes.

Kirk joined Calectron in January of 1965 and has been manager of its record division. Getz joined in June of 1963 and has been the company's president. Approximately 50 persons will make the switch from Calectron to Music West once it swings into full operation.



CAPITOL RECORDS PACTS a six-artist production deal with Perceptions Productions of New York. Signing the agreement last week are, from left, Tom Morgan, vice-president of Eastern operations for Capitol; Terry Phillips, president of Perceptions, and Roy Batachio, in charge of Eastern artist relations for Capitol. The deal calls for singles and albums by such groups as the Jon Bartell Thing and noted songwriter-guitarist-composer Maurice Irby Jr., who wrote the hit "Apples, Peaches, Pumpkin Pie." The Bartell Thing LP is being produced by writer-producer Jimmy Curtiss and Phillips and will be the first release.

Cosby and CSC Partnership Off

By BRUCE WEBER

LOS ANGELES — The on-again, off-again business partnership between Bill Cosby and the Campbell, Silver, Cosby Corp. (CSC) is off again—this time permanent.

Although he will remain a stockholder in CSC, his business relationship with the company in records, TV, films and personal appearances will be on a "venture-to-venture" basis.

Cosby and Roy Silver, who managed Cosby, have severed

management relationships, partially because of a Security & Exchange Commission (SEC) ruling. CSC is acquiring publicly held Storescope TV, Inc. (over-the-counter), a Los Angeles producer of TV programs and commercials.

All Cosby would say on the split was: "I no longer have anything to do with them. That's it." However, he will continue to be involved financially in the corporation but will not be in-

involved on a day-to-day business basis.

The comedian, who left Warner Bros.-Seven Arts Records to record for his own label Tetragrammaton, has a double-LP waiting for release June 1. "But that's all," he said. "Future records for the label will be negotiated on an individual product basis—if at all," said Cosby.

His first and perhaps only LP on Tetra, "8:15 and 12:15," was produced by Silver and recorded live at Harrah's in Lake Tahoe. Cosby made it clear he would not return to Warner Bros.-Seven Arts Records as a recording artist.

Cosby and CSC will continue to participate in each other's enterprises under a new agreement, including Cosby's TV series, specials and two proposed animated shows. A five-picture contract with Warner Bros.-Seven Arts remains firm but attorneys are looking at the contracts. Deals already made for tape and foreign licensees (via recordings) will be honored.

"My entire relationship with them (CSC) and all future contracts are subject to negotiation, period," said Cosby. "I will not continue to record for Tetragrammaton, although that, too, is subject to negotiation."

Pocketdisc to Make Detroit Bow, Backed by Broad Drive

DETROIT—The introduction of Pocketdiscs in this key metropolitan market takes place on Friday (23) at 50 traffic locations. The high volume, multiple store locations include the K-Marts, Federal Department Stores, Topps, Spartan, Crowleys, Grinnells, Yankee and Montgomery Ward.

The Detroit introduction follows the recent several-month test in the Seattle market, where the Americom Corp. gathered statistics and refined the self-service vending type of distribution to be used.

Fred H y m a n, Pocketdisc chief, said that in view of the dramatic success of vending equipment in the Seattle test, the Detroit market will be serviced entirely in this manner. He added: "The dynamics of vending in the record business, and particularly in the singles market, benefit the retailer since he makes no investment in inventory nor in the dispenser, the merchandise is completely protected against pilferage, clerks spend no time consummating a sale, and customers do not have to wait in line to be served."

The Pocketdisc introduction will be backed by unusual radio advertising campaigns on the two leading pop outlets, WKNR and CKLW; and plans are being completed on teen-age parties and special public relations events. Arrangements have also been set for broad sampling to be conducted in the market place, including Pocketdisc samples which will be distributed by RCA Sales Corp. The latter samplers will promote

the fact that RCA equipment is compatible with Pocketdisc. RCA is also donating eight Pocketdisc-compatible players for local Detroit disk jockey contests.

Similar promotions are being formulated for many phono manufacturers whose equipment is designed to play Pocketdiscs. Pocketdisc, of course, has simultaneous release agreements with many top labels; and the Detroit introduction will include a list of 40 titles from these labels.

Pocketdisc envisions national distribution in one year's time with market after market being opened up.

Creatronics Making Sound Equipment for Audio Mart

LOS ANGELES—Creatronics, an arm of newly formed Together Records, is developing electronic sound equipment for the professional audio market.

The sound company, which is building a three-studio, \$500,000 recording complex in West Los Angeles for George A. Hormel II, has developed four products for the recording and broadcasting industries.

Keith Olsen, a partner with Gary Usher and Curt Boettcher in Together, financially underwritten by Trans-Continental Entertainment Corp., said the sound company has developed a 16-track tape machine utilizing a two-inch tape deck, a dual limiter, a line amplifier and a 15-place active graphic equalizer.

In its initial audio show, the Audio Engineering Society Convention, the company had orders for \$45,000. It plans to exhibit at the organization's New York show in October, where it plans to introduce three or four additional products.

The Keith Olsen-Jim Rittenhouse-designed studio complex in West Los Angeles is being built to convert to 24-track.

Three studios will have individual vocal booths, three natural echo chambers and several synthetic echo chambers. Other features in the studio will be a compliment of Dolby systems, an audio noise reduction mechanism, a dual limiter which expands the stereo dimension. The studio also will have a Moog synthesizer.

Dunhill Distribs See Blockbuster Display

LOS ANGELES — Dunhill used the theme "Dunhill Will Take You as Far as You Want to Go" to present its largest LP release in history at a distributors meeting at the Century Plaza, Friday-Saturday (16-17).

Domestic as well as foreign licensees attended the meeting, designed to show Dunhill's new autonomy in sales and marketing within the ABC family of labels.

New release product spotlighted Jon Hiseman's Coliseum, a new English group, (which will debut on the new

Buluu label); the Happy Day Youth Choir, Thelma Houston, Cass Elliot, Smith, a new group; Three Dog Night, The Rock and Roll Revival and Steppenwolf.

Dunhill's vice-president, Jay Lasker, revealed the label will move to a new location in July. The executive said that during the first quarter of the year, the label's sales were up 35 per cent over 1968 because of product by Steppenwolf, the Grass Roots and Three Dog Night.

Lasker said the Buluu label would be geared toward a pop form of blues for teen-age and college audiences.

Lib./UA Hold 1st Int'l Get-Together of Co. Execs

LOS ANGELES — Liberty/UA holds its first intercompany international meeting in London, May 27-31. The gathering at the Liberty/UA Records Ltd. offices will be attended by three executives from the parent company plus the heads of Liberty/UA firms in Germany, France, England and the over-all European director.

Liberty/UA recently held its first international licensee meeting following the MIDEM conference, and this gathering is the second of a world market nature.

The object of the internation-

al inter-company meeting, according to corporate vice-president Lee Mendell is to discuss directions, market penetrations, merchandising and marketing approaches and obtain first hand reports on the economy of the overseas nations.

Attending the meeting from the U. S. are Al Bennett, Sy Zucker and Mendell. Overseas executives are Siggie Loch, Germany; Eddie Adams, France; Martin Davis, England, and Noel Rogers, European director.

Sire Europe-Hopping on Deals

NEW YORK—Sire Records' managing director, Seymour Stein, left Monday (12) for a three-week European trip which will include meetings with British Decca, the Sire representatives throughout the world; Ardmore/Beechwood Music, which represents Sire's affiliated music publishing companies, and CBS, which distributes Blue Horizon Records, owned jointly by Sire and Mike and Richard Vernon.

Stein also announced a stepped-up production campaign during 1969 for both the Sire and Blue Horizon labels.

Stein's first stop will be London, where he will help launch the new artist, Martha Velez, of the Broadway production of "Hair." Miss Velez' first album, "Fiends and Angels," produced in England by Mike Vernon, has

just been released and British Decca is planning an extensive promotion. They have also issued a Velez single, the Bob Dylan composition, "It Takes a Lot to Laugh and a Train to Cry." Both album and single appear on the London label in the States as do all Sire releases.

While in England Stein will meet with record executives and artists' managers to broaden the Sire roster. Already on the label are the Deviants, the Purple Gang, Barclay James Harvest, the Bedrocks, the Cats, the Jackpots and Tomorrow. Not content to merely lease European product, Stein on his last trip to England in February 1969, made a deal with Underground Recording Enterprises (URE), headed by Peter Shertser and Ian Sippen, to produce

artists exclusively for Sire and for British Decca to market this product worldwide. URE has already completed albums with Sam Apple Pie and Clark-Hutchinson. Stein will supervise product world-wide. URE has been by a new group, Ash Kan, featuring Bomb Weston.

On the publishing end, Stein has been active in acquiring copyrights for Sire's publishing firms, Doraflo (BMI) and Bleu Disque (ASCAP), as well as Blue Horizon's publishing arm, Uncle Doris (ASCAP).

Stein will also hold meetings with Blue Horizon Records associates, including Mike and Richard Vernon, Sandy Robertson, formerly of Chappell and now head of publishing operations, and David Teare, formerly with Keith Prowse, now field representative handling promotion in record shops, ballrooms and clubs. This year has been Blue Horizon's best, led by the Fleetwood Mac's giant seller, "Albatross," and including such big disks as the Chicken Shack's "I'd Rather Go Blind." "Albatross" was also a hit on the Continent. The label's plans include establishing the Chicken Shack in the United States and Europe, and the launching of new artists, including Duster Bennett and Gordon Smith.

In Europe, Stein will meet the British Decca executives in France, Holland, Belgium, Sweden and Germany. In Italy, Stein hopes to conclude a distribution pact for Sire.

Sire, less than one year old, has 10 albums out. By the end of 1969 the label expects to have a catalog in excess of 30. Blue Horizon, which currently has 14 packages, expects to increase this to 25 by the end of the year.

Neely in Europe On Licensing

NASHVILLE—King Records executive Hal Neely is negotiating licensing agreement renewals last week in Europe with DGG, as well as agreements between Lois Music, the publishing wing of King Records, and Peter Maurice in Europe.

Jim Wilson, vice-president of Starday Records which owns the Cincinnati-based operation, said he expected both agreements would be renewed. Neely, general manager of the Starday-King operation, will also confer with British Decca and Lark Music regarding their representing the Starday label product and its affiliated publishing firms.



TONY BENNETT, left, joins the "Play It Again, Sam" sweepstakes with Woody Allen. Bennett recorded the song of that title for Columbia Records, and Allen wrote the play of the same name in which he's starring on Broadway. The tune, written by Hal Hackaday and Larry Grossman, is published by Sunbeam Music.

Executive Turntable

Irv Biegel named vice-president and general manager of Bell Records. Biegel was made vice-president and director of sales in February 1968. Allan Cohen appointed vice-president in charge of financial affairs for the label. Cohen became vice-president of finance for Bell in June 1968. . . . Clive Fox, West Coast operations director, MGM-Verve, resigned to form an independent company, Shaggy Dog Productions. Fox, with MGM for six years, opened the West Coast office in



BIEGEL

1965, operating it as a sales, promotion and artist development arm of the main New York office. Fox said he hoped to continue to develop properties with MGM. . . . Wally Peters, formerly product development manager with Liberty Stereo-Tapes, appointed director of tape operations for the newly formed Paramount Stereo Tape. . . . Jack Nelson joins Blue Thumb as national sales manager. He was formerly with



FOX

Philco-Ford's Pocket Disc and has spent 10 years in the record business in both retail and distribution. . . . William E. Johnson resigned as marketing vice-president, CBS musical instruments. He joined the company in January 1967. . . . Larry Delaney has left Capitol Records in Los Angeles where he was press information manager. . . . Hy Sutnick, formerly with Muntz Stereo-Pak, joins Kraco Products, Los Angeles, as national electronics sales manager. The company makes auto stereo units. . . . Max Ellen named vice-president of Spice Productions, New York. His first assignment will be the production of material by Electro Motive Force, rock group. . . . Theodore Levine, head officer of Branch 29 of the Chemical Bank of New York, to serve as head financial adviser to Raftis Records' board of directors.

★ ★ ★
Harry W. Fass appointed director, graphic arts, CBS direct marketing services division, based in New York. Fass will be responsible for directing graphic arts activities for Columbia Record Club, Columbia Stereo Tape Club, Columbia Stereo Tape Cartridge Club, and other mail-order services in the division. . . . Bill Robert named national promotion director of Imperial Records. . . . Rick Sidoti, Liberty regional sales and promotion manager, to Forward Records as national promotion manager. . . . Phyllis Rabb resigned from the William Morris Agency after 17 years for an executive position with Raymond Katz Enterprises, a personal management organization. Miss Rabb moves from New York to Los Angeles. At William Morris she negotiated for Angela Lansbury, Carol Channing, Alan Jay Lerner, David Merrick and Walter Mathieu, among others.

★ ★ ★
Don V. Hall, Ampex Stereo Tapes division vice-president and general manager, was elected a vice-president of Ampex Corp. The newly appointed corporate vice-president joined Ampex five years ago as manager of marketing research in the equipment field. In August 1966, he was named general manager of AST. He was appointed vice-president in charge of AST in February 1968, when AST was elevated to division status within the Ampex corporation. The announcement that he was selected to the corporate post was made during AST's distributor sales meeting in Rome.

★ ★ ★
Bud Hayden, formerly West Coast promotion executive with the Tom Wilson production operations, is joining Straight Records, the label headed by Herb Cohen and Frank Zappa in Los Angeles.

★ ★ ★
Lou Castella resigned as president, Wayside Records, Maynard, Mass. . . . Allan Schwartz named manager of program co-ordination for CBS Electronic Video Recording division, responsible for reviewing and evaluating program material for EVR cartridge format. Before joining CBS Schwartz free-lanced in film editing assignments for the TVA group. . . . Robert V. Rominiacki joins CBS EVR division as EVR demonstration engineer. He was previously with the armed



WHITE

forces in the U. S. and Europe as microwave and TV technician. . . . Howard White named East Coast regional sales and promotion manager and Howard Lane named for the same position on the West Coast for Audio Fidelity Records. White joins Audio Fidelity from District Records, a division of Schwartz Brothers, Washington. Lane comes to the company from Capitol Records. . . . Lanny Lee, executive vice-president of music business at Go Publishing, has resigned. Before joining Go, Lee was director of Eastern promotion for Dot Records.

★ ★ ★
William F. Grady appointed director, facilities development, Decca Records, evaluating the company's present engineering, recording, manufacturing the other facilities in the U. S. and throughout the world. Previously Grady was general manager,

(Continued on page 78)

Sen. Yarborough Bill to Set Up Folklife Foundation

WASHINGTON—Sen. Ralph Yarborough (D-Tex.) has introduced a timely bill to set up an American Folklife Foundation. Librarian of Congress Dr. L. Quincy Mumford is in full support of the idea—particularly as it will help the Library's monumental task of collecting and cataloging recordings of authentic folk songs.

Yarborough told fellow senators that "we have too long left the preserving of America's folk traditions to the resourcefulness of private citizens. I immediately think of Carl Sandburg, of John and Allan Lomax, of Woody Guthrie, Leadbelly, Frank Dobie and Pete Seeger. We are deeply indebted to these and others for presenting our heritage to us—but we need to do much more to insure the preservation of our folk tradition."

(Observers also applaud the idea of a Folk Foundation for another reason: it may help protect the folk artists and the public from misguided censorship by the type of broadcast network executives who did their best to block Pete Seeger's singing of a ballad on a Smothers Brothers show.)

The Smithsonian Institute would be the agency in charge, under the Yarborough Foundation bill. There would be a board of trustees, and an advisory council with members knowledgeable in the field, and some who are expert in ways to sponsor programs and presentations "to develop and encourage a greater public awareness of American cultural diversity. . . ." The Foundation would make grants to colleges for the establishment of programs in American folk life and put up grants for projects and programs at State and local level.

Mumford, in endorsing the bill to subsidize and promote

this "great natural resource," called attention to the Library's Archive of Folk Song. This was established in the Music Division in 1928 to meet a pressing need for the formation of a centralized collection of recordings of authentic (passed down orally) American folk songs. It has been expanded to include representative traditional music from all continents, as well as documentation of all genres of American folklore.

Mumford pointed out that an American Folklife Foundation comes at a most opportune time. The importance of ethnic culture studies is evident in the "increasing number of colleges and universities offering programs in folklore and folklife." Examples of State-level folklore programs are the recent formation of the Ethnic Culture Survey of the Pennsylvania Historical and Museum Commission, and the Study Commission on Maryland Folklife. Mumford would serve as an ex-officio member of the Foundation.

CBS Int'l & Milestone Deal

NEW YORK — CBS International will manufacture and distribute Milestone Records outside the United States under a new contract just completed by Sol Rabinowitz, director of music publishing and popular a&r for CBS International, and Milestone president David Katz. The Milestone catalog includes such jazz artists as Nat Adderley, Lee Konitz, James Moody, and Bobby Timmons. It also contains reissues of 1920 jazz classics by such artists as Ma Rainey, Blind Lemon Jefferson and Jelly Roll Morton. General manager of Milestone is Orrin Keepnews, jazz producer. The licensing agreement includes most countries of the world.

SG-Col. Sews Up Publishing Rights Deal With Adamo

NEW YORK — Salvatore Adamo, European performer-composer, through his French music publishing company A.A. Music, has entered into an agreement with Screen Gems-Columbia Music, Inc. In the deal, Screen Gems-Columbia acquire all the future music publishing rights to Adamo's original works for the U. S. and English-speaking Canada.

Adamo, who is 24 years old, has been writing and recording his own songs for the past seven

years. He is a top recording artist in Belgium, France, Italy and South America. He has sold over 18 million records, and many of the songs have been recorded by other European artists.

In addition to his popularity as a recording artist, Adamo has had a successful score as a concert artist. Adamo will soon begin his second film-acting chore in a straight dramatic role in the upcoming "L'ardoise," to be produced in Paris. He also wrote the music for the film.

Many men could have made one of these albums.

CS 9823/18 10 0668*/HC 1165†

Andre Kostelanetz / *Traces*

And His Orchestra

Featuring: I've Gotta Be Me/Galveston

including:

Traces/I'll Catch the Sun/Fool on the Hill
This Guy's in Love With You
Try a Little Tenderness



MS 7219/MQ 1087†

ANDRE KOSTELANETZ CONDUCTS PUCCINI'S "LA BOHEME" FOR ORCHESTRA



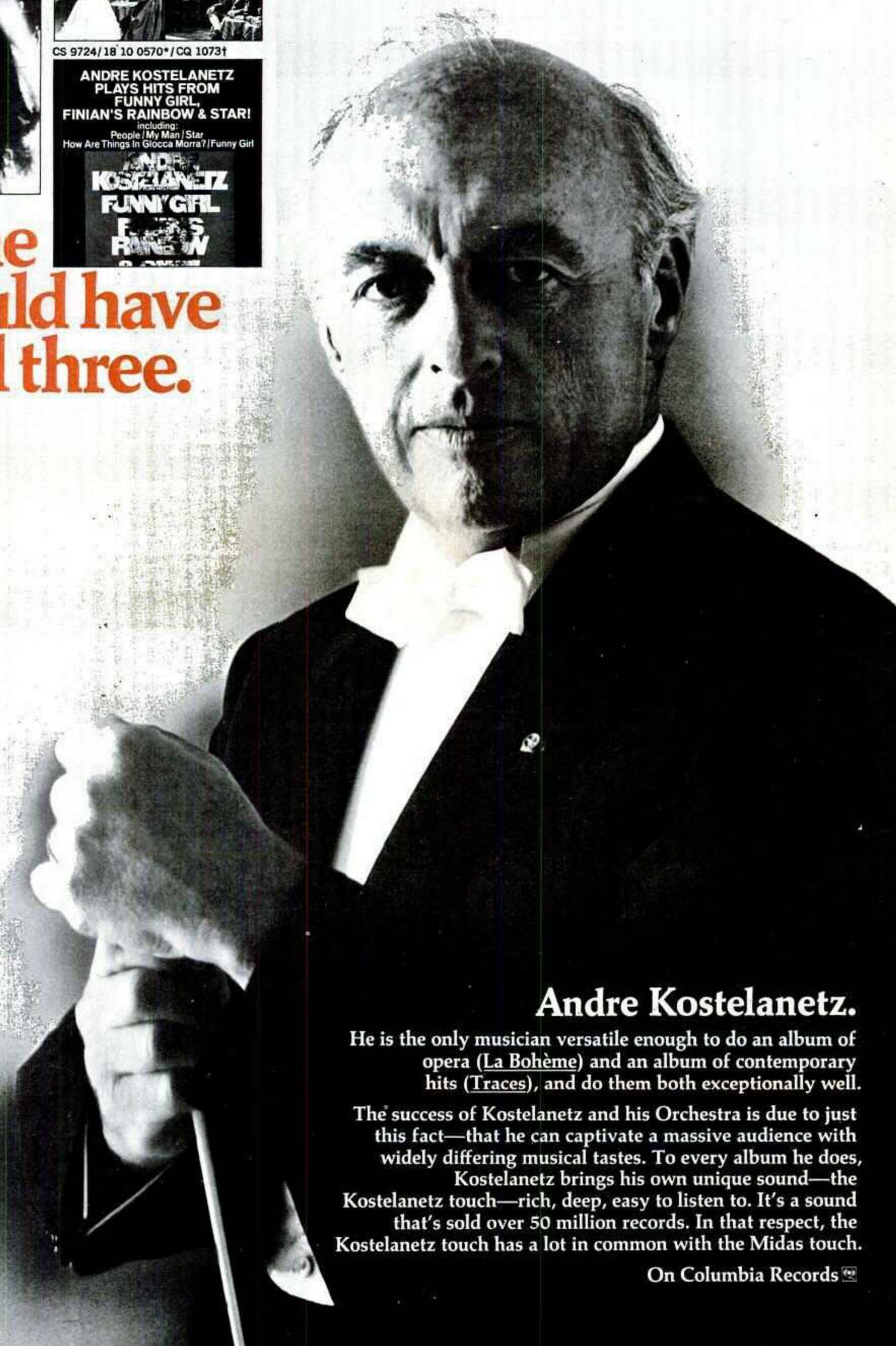
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ANDRE KOSTELANETZ PLAYS HITS FROM FUNNY GIRL, FINIAN'S RAINBOW & STARI

including:
People / My Man / Star
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Only one man could have made all three.



Andre Kostelanetz.

He is the only musician versatile enough to do an album of opera (*La Bohème*) and an album of contemporary hits (*Traces*), and do them both exceptionally well.

The success of Kostelanetz and his Orchestra is due to just this fact—that he can captivate a massive audience with widely differing musical tastes. To every album he does,

Kostelanetz brings his own unique sound—the Kostelanetz touch—rich, deep, easy to listen to. It's a sound that's sold over 50 million records. In that respect, the Kostelanetz touch has a lot in common with the Midas touch.

On Columbia Records

*8-track stereo tape cartridge 14-track reel-to-reel tape

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Reshen Investment Advisor

NEW YORK — Business manager Neil Reshen continues to diversify and is now operating as investment advisor to record company executives as well as serving as personal business manager for record artists, publishers and labels, and in the field of film production.

Reshen handled all negotiations on the new Frank Zappa movie, "Uncle Meat."

Reshen also represents Bizarre and Straight, the Herb Cohen and Zappa labels; Bob Thiele's Flying Dutchman Productions;

New Dawn Management and all of their acts such as the Delfonics, Sam the Sham, and Dion; Herb Cohen's management firm with such acts as the Mothers of Invention, Tim Buckley, and Linda Ronstadt; and more than 15 publishing firms, including Third Story Music. He also represents Peter Max, one of the hottest poster artists around.

The need for a personal business manager has never been greater. Many record executives work 20 hours-a-day at their jobs; they don't have time to

manage their private investments "So we now handle the investment counseling to such men as Bill Gallagher, Jack Wiedemann, and Tom White. And we're also involved in auditing for groups like the Serendipity Singers, the Velvet Underground and we're auditing the sales on 'Dr. Zhivago' soundtrack now. Every artist should audit record label accounts on a periodic basis because sometimes mistakes happen. When we audited the 'Freak Out' album by the Mothers of Invention, we discovered that the group actually had a million-dollar album and it's now being certified by the RIAA."

Reshen feels that the universal numbering system, now being developed by a selected group of record executives appointed at Billboard's recent International Music Industry Conference, would help solve some of the accounting problems that now exist.

Newest ventures on which Reshen has worked include the business manager of the NRBC, a new group on Columbia Records, and the setting up of Alive Inc., a management firm of Joe Greenberg and Shep Gordon. Reshen is also the business manager of Ann Tansey, a producer for Mercury, and Dick Lavsky's Music House commercials music firm.



NEW TEAMMATES: Andy Williams and his new producer, Jerry Fuller, right, discuss music during their recent LP taping. Arranger Al Capps is behind them.

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

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PUBLISHER: Mort L. Nasatir, New York Office

ASSOCIATE PUBLISHER: Lee Zhitto

INTERNATIONAL OFFICES

EUROPEAN DIRECTOR: Andre de Vekey, 7 Carnaby St., London W.1. Phone: 437-8090

Cable: Billboard London

EUROPEAN EDITOR: Mike Hennessey, 7 Carnaby St., London W.1. Phone: 437-8090

Cable: Billboard London

UNITED KINGDOM: Graeme Andrews, 7 Carnaby St., London W.1. Phone: 437-8090

Cable: Billboard London

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ITALY: Germano Ruscitto, Galleria del Corso 2, Milano, Italy. Phone: 70.15.15

JAPAN: Kanji Suzuki Japan, Trade Service, Ltd., 2-1-408, 3 Chome Otsuka, Bunkyo-ku, Tokyo

MEXICO: Enrique Ortiz, Nueve Radio Mil Insurgentes Sur 1870, Mexico 20. Phone 24-28-68

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Vol. 81

No. 21

Jones' 2-Wk. Engagement At Copacabana a Sellout

NEW YORK—Tom Jones, Parrot label singer, is sold out for his two-week engagement at the Copacabana which begins Thursday (22). The sellout includes three-show nights on Fridays and Saturdays of both weekends during the stand.

Two of Jones five current chart LP's, "Fever Zone" and "Help Yourself," have just been certified by the Record Industry Association of America as gold record winners. The three other chart LP's, "Tom Jones Live," "The Green Grass of Home" and "It's Not Unusual" are nearing the \$1 million sales mark.

Herb Goldfarb, London Records national sales and distribution manager, reported that a special rush release of a new album, "This Is Tom Jones," has achieved the biggest advance sale of any Jones album. A new single, "Love Me Tonight," is also being rush-shipped.

Meanwhile, the top-rated ABC-TV "Tom Jones Show," moves from its current Friday slot to Thursday commencing this week.

American Airlines' Youth Concert Held

NEW YORK — The fourth annual American Youth Performs concert, sponsored by American Airlines, was held Tuesday (13) at Carnegie Hall. Carmen Dragon directed the 110-piece symphony orchestra and Dr. Paul Traver, associated professor of music at the University of Maryland, led the 120-voice chorus. The concert was called "A Musical Night to Remember."

Greenberg on Trip

NEW YORK — Carl Greenberg, vice-president of Audio Fidelity Records, is visiting foreign distributors in Paris, London, Brussels, Frankfurt, Madrid and other cities the next six weeks.

Capitol Acquires Bornwin In Pub. Expansion Move

LOS ANGELES — Having just bought Central Songs, Capitol has now acquired three-year-old Bornwin Music's 300 copyrights.

Bornwin's was formerly owned by Stan Catron, who was able to acquire record licensees on 60 of the titles during an intensive period of exploitation.

Bornwin's copyrights will be

administered through Capitol's Beechwood offices here and in New York. Capitol has retained all the Central Songs staff, headed by Cliffie Stone here, Steve Stone as West Coast professional manager and Buddy Mize as Nashville office manager.

Capitol's Beechwood company has recently opened an office in New York at 1650 Broadway staffed by professional manager Eddie Lambert. Butch Parker is the Coast professional manager, Paul Kenner manager of standard repertoire and John File handling local office management.

Beechwood's catalog is presently being converted to computer storage with Central's soon to follow.

Aspen to Be 2-Wk. Summer Contemporary Music Fest

NEW YORK—A contemporary music festival, to be held in Aspen, Colo., hopefully in late July, is planned by the Wonderland Civic Association, headquartered in Boulder, Colo. Guiding spirit of the association is Kit Thomas, who is working closely with an affiliated group known as the Kingdom of Endor (a reference to the benevolent witch in Biblical literature), whose chief officers are Moe Seigal and Allan Armstrong. The festival, to be titled "Aspen Summer," would bring together musicians, artists, craftsmen such as potters and leather workers—all of whom could expose their work and talents, and ideas in a changing world. Ray Murphy, a spokesman for the project, stated that music, inasmuch as it reflects sociological change, provides the proper background for show-casing constructive arts. He added: "In this changing, revolutionary world we feel that progress toward a better life can be achieved through constructive projects, such as the Aspen Festival, rather than through violence. . . . This festival could, in its own way, be a renaissance of art and happiness, a reaffirmation of basic values, all tied together by music, the universal language."

In Boulder, the organizers of the festival have been working with civic authorities on problems of drug abuse and other matters of community interest. They also co-operate with the University of Colorado, where Allan Armstrong stages entertainment and cultural projects. The leaders also meet weekly

with the Junior Chamber of Commerce of Boulder.

Financing of the festival remains to be worked out. A formal approach to the record manufacturers for assistance will soon be made, Murphy said. The organizers also hope for aid from foundations, and claim to have land and building facilities sufficient to stage the festival. Manufacturers of geodesic domes, which are practical and cheaply constructed, have promised to provide such facilities, Murphy said. Admission to the festival would be free so that all may see artists and artisans of all types working in harmony with each other and nature, rather than opposing nature, according to Murphy. He suggested that record companies could hold recording sessions at the festival, and through the production of albums help defray their financial support of the project. He added, however, that one factor motivating record companies could be their sense of responsibility to a changing society.

At this stage, it is hoped that the festival would be a two-week affair. It would include, in addition to the broadest range of contemporary music and crafts, such associated projects as a bazaar, a rodeo and a circus.

Among those involved in the initial planning are Terry Toole, who heads Intermediary Enterprises of Boulder, a group of young scientists and architects interested in fabricating the festival's physical facilities, and Sal Forlenza and Bob Venosa, who hope to produce a film based on the festival.

Columbia Records Branch Distribution is Red Hot

Billboard **TOP LP'S** FOR WEEK ENDING MAY 24, 1969

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number
17	2	2	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)
4	4	3	BOB DYLAN Nashville Skyline Columbia KCS 9824 (S)
14	5	5	DONOVAN Greatest Hits Epic BXN 26439 (S)
5	23	★	SLY & THE FAMILY STONE Stand Epic BN 26456 (S)
35	19	16	SOUNDTRACK Funny Girl Columbia BOS 3220 (S)
18	21	27	WALTER CARLOS/ BENJAMIN FOLKMAN Trans Electronic Music Productions, Inc., Presents Switched On Bach Columbia MS 7194 (S)
3	33	32	JOHNNY WINTER Columbia CS 9826 (S)
50	39	35	JOHNNY CASH At Folsom Prison Columbia CS 9639 (S)
2	163	★	CHICAGO TRANSIT AUTHORITY (2 LP's) Columbia GP 8 (S)
2	117	★	ANDY WILLIAMS Happy Heart Columbia CS 9844 (S)
8	51	53	PAUL REVERE & THE RAIDERS featuring Mark Lindsay Hard 'n' Heavy (With Marshmallow) Columbia CS 9753 (S)
7	63	70	LEONARD COHEN Songs From A Room Columbia CS 9767 (S)
39	60	71	BIG BROTHER & THE HOLDING COMPANY Cheap Thrills Columbia KCS 9700 (S)
16	75	75	MIKE BLOOMFIELD & AL KOOPER The Life Adventures of Columbia KGP 6 (S)
13	93	96	MONGO SANTAMARIA Soul Bag Columbia CS 9780 (S)
16	88	100	TAMMY WYNETTE Stand By Your Man Epic BN 26392 (S)
21	87	105	BOBBY VINTON I Love How You Love Me Epic BN 26437 (S)
11	106	106	ZOMBIES Time of the Season Date TES 4013 (S)
19	96	108	SPIRIT The Family That Plays Together Ode Z12 44014 (S)
130	107	109	SIMON & GARFUNKEL Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number
13	118	117	O. C. SMITH For Once In My Life Columbia CS 9756 (S)
117	128	122	SIMON & GARFUNKEL Sound of Silence Columbia CL 2469 (M); CS 9269 (S)
11	—	123	JEFF BECK Truth Epic BN 26413 (S)
57	116	125	SIMON & GARFUNKEL Bookends Columbia KCS 9529 (S)
12	104	127	RAY CONNIFF & THE SINGERS I Love How You Love Me Columbia CS 9777 (S)
28	132	132	BLOOD, SWEAT & TEARS Child Is Father to the Man Columbia CS 9619 (S)
5	129	135	TIM HARDEN Suite for Susan Moore and Damion, We Are One, One, All in One Columbia CS 9787 (S)
15	105	136	JOHNNY CASH The Holy Land Columbia KCS 9766 (S)
63	139	137	SOUNDTRACK The Graduate Columbia OS 3180 (S)
7	148	139	ROBERT GOULET Both Sides Now Columbia CS 9763 (S)
1	—	★	ILLINOIS SPEED PRESS Columbia CS 9792 (S)
2	180	★	JOHN DAVIDSON Columbia CS 9795 (S)
1	—	★	TAJ MAHAL Nach'I Blues Columbia CS 9698 (S)
1	—	★	AORTA Columbia CS 9785 (S)
2	199	★	ORIGINAL CAST 1776 Columbia BOS 3310 (S)
8	153	177	ORIGINAL CAST Dear World Columbia BOS 3260 (S)
3	196	190	TONY BENNETT Greatest Hits, Vol. 4 Columbia CS 9814 (S)
4	185	191	SOUNDTRACK Lion in Winter Columbia OS 3250 (S)
3	193	194	PETER NERO I've Gotta Be Me Columbia CS 9800 (S)
1	—	195	TAMMY WYNETTE Inspiration Epic BN 26423 (S)
1	—	196	BUCKINGHAMS Greatest Hits Columbia CS 9812 (S)

U.S. Polydor's 1st Pop Single

NEW YORK—U. S. Polydor is releasing its first pop single this week. The disk, "It's Alright, But I Admit It Could Be Better," by the Golden Earrings, was cut in New York, making the Dutch rock quartet the first group from Europe to record for Polydor in the U. S. for the American market.

Golden Earrings, who did a recent weekend stint at Steve Paul's Scene here, play Ungano's from Tuesday (20) through Sunday (25). The unit performs in English.

Air Force Group LP for Stations

WASHINGTON — A contemporary album by the Falconaires, a section of the U. S. Air Force Academy Band, is being distributed to major market radio stations by the Air Force Academy for public service use.

The album contains such songs as "Hey Jude," "Little Green Apples," "Mrs. Robinson," and "With a Little Help From My Friends." Produced by the Academy, the album contains liner notes by Mark Lindsey of Paul Revere and the Raiders. The LP is not available commercially.

CLUB REVIEW

For Diana & Supremes, It's Swinging at Its Supreme

NEW YORK—"TCB" (Taking Care of Business) sang Diana Ross and the Supremes at their opener at the Empire Room.

LA DOLCE VITA —TAPE STYLE

ROME—The universal lure of a stereo tape CARtridge system was underscored in the following classified ad which appeared in the Sunday (4) Daily American:

YOUNG LADY wanted to share large beautiful garden/small apartment housing: landscape paintings of Spanish scenes; latest stereo-tape cartridge system, music, Italian language study tapes etc., by mature American sculptor. Rent free in exchange for keeping apartment tidy. Telephone 300.001, 8 to 10 a.m., Rome

LIGHTHOUSE TO GIVE FREE CONCERT; RCA TO RECORD

NEW YORK—RCA Records' Lighthouse, a 13-member exploratory rock group from Toronto, will give a free 2½-hour concert at Carnegie Hall Sunday (25), which will be recorded by RCA.

The concert will include an improvisational jam session, classical and jazz solos, and a Beatles medley. RCA has placed ads with coupons for tickets in the East Village Other, the Village Voice, and The New York Times.

RCA plans a large-scale underground and teen magazine advertising campaign for the album. Ad mats in several sizes and minnies of the album cover are being supplied for distributors. Point-of-sale material will include a counter display and poster, and a promotion/publicity press kit.

The Lighthouse also will play Philadelphia's Electric Factory, June 6 and 7; Toronto Pop Festival, June 21 and 22; the Newport Jazz Festival; and the Atlantic City Festival, Aug. 1 and 2.

CLUB REVIEW

Fifth Dimension Soar Up, Up And Away as Cabaret Artists

NEW YORK — It was something in the nature of a triumphant return to New York cabaret field for the Fifth Dimension on Tuesday (13) at the Royal Box, Hotel Americana. For a start the timing was impeccable — the Soul City group has "Aquarius Let the Sun Shine In" right at the top of the charts. Gold disks, handed out during the performance, added to general festivities, including an appearance on stage by the

writers of the song, James Rado and Gerome Ragni.

Meanwhile, the quintet came on as strong as before — the same mixture of strong singing based on some educated vocal arrangements and allied to some impressive mini choreography and mime. As an audio visual group working without a light show, the Dimensions are hard to top.

Program included the familiar, "Up, Up and Away," "MacArthur Park," a two-song tribute to Laura Nyro's writing talent, "Stoned Soul Picnic" and "Sweet Blindness." Omitted this time around: "Ode to Billie Joe," which was the usual show stopper. This time, of course, it was "Aquarius."

IAN DOVE

Invictus Enters Tie With Capitol

LOS ANGELES — Newly formed Invictus Records will use Capitol for pressing, distribution and marketing in the U. S., Canada and Mexico of all disks and tapes.

The label is owned by Eddie Holland, a former Motown writer, who has now gotten into record production. He formerly teamed with Lamont Dozier and Brian Holland as songwriters in Detroit.

Mrs. J. Hausfater Is Dead at Age 29

ST. LOUIS — Mrs. Judith Hausfater, wife of Norman Hausfater, vice-president of Robert Distributing here, died here Wednesday (14) after a long illness. Mrs. Hausfater was 29.

Norman is the son of Bob Hausfater, founder of the firm.

Geffen to Bow Label —Acts to Share in \$

• Continued from page 1

to back a Geffen-operated label.

Although he's not yet ready to commit himself to either one of the two remaining companies that are in the running, Geffen has outlined the style in which his label will function. The new label, said Geffen, won't involve any of the artists he's already handling and assigned to other record companies. Also, the new label will be a co-operative venture in that all the artists on the roster will participate in company's profits. As soon as Geffen concludes his label deal, he'll be on the lookout for artists, to start building a roster for his own company.

Meantime, Geffen is continually hopping between New York and Los Angeles, handling the affairs of such artists as Laura Nyro, Johnny Winter, Bones Howe, Terry Melcher, the Pacific Gas & Electric Company, Roy Halee, and Crosby, Stills & Nash. He was instrumental in setting the recording deals for Miss Nyro, Johnny Winter and the Pacific Gas & Electric

Company, and he was involved in the deal between Crosby, Stills & Nash and Atlantic Records. Recently he set up a production deal for Bones Howe with A&M Records and with Terry Melcher and RCA Records. He's also managing the music publishing operations of Laura Nyro and Stephen Sills.

Geffen, who is considered by such record company presidents as Clive J. Davis of Columbia, and Ahmet Ertegun of Atlantic, as one of the top business managers of his kind in the field today, started his own firm a little less than a year ago after serving a five-year hitch with William Morris and one year with Ashley Famous.

Clive Davis said, "In the contemporary music scene creative and sensitive management is rare and yet it is absolutely necessary for the full development of an artist. Dave Geffen provides this creativity and sensitivity and when this is combined with his keen business acumen he becomes unique in his accomplishments. Like the artists he represents, I value his friendship deeply."

CLUB REVIEW

Lettermen Get Straight A's With a Classy Performance

NEW YORK — Marking their New York club debut, at the Plaza Hotel's Persian Room Wednesday (15), the Lettermen proved themselves a highly polished, well-groomed act with a vocal blend that is hard to beat. Capitol's million-selling album

trio took over at the start with "Up, Up and Away" and held up strongly throughout the hour-long session.

Leaning heavily on ballads, they created a warm, romantic mood with their delivery of "This Guy's in Love With You," as well as with "Softly as I Leave You," and "The Way You Look Tonight." Their hit, "Goin' Out of My Head," was a highlight. In solo turns, Tony Butala delighted the enthusiastic crowd with "A Taste of Honey," as did Gary Pike with "Portrait of My Love," and Doug Kiernan with "Impossible Dream." Kiernan filled in for ailing Jim Pike. They were strongly supported by arranger-conductor Wilson Brown, although opening night found them relying too heavily on audience participation for song requests which led to an over emphasis on solo bits.

DON OVENS

Jamal Plans All-Trade Expansion

NEW YORK—Ahmad Jamal Productions Corp. will expand its operations into all facets of the music business. The company will be involved in a broadening program of music publishing, record production and the development of new talent. Executive offices have been opened at 119 West 57th Street to handle the new activity.

In addition, Jamal has formed three record labels, A.J.P. Records, Cross Records and Jamal Records. Negotiations are under way for the distribution of the product of these labels by other record and tape companies.

The recordings by Jamal, as an artist, have been released by ABC Records and have been produced by Ahmad Jamal Productions Corp.

Within the next few weeks, executive personnel will be assigned to the company as well as associate producers, writers and talent.

Shorter 'Tomorrow' By Bee Gees Out

NEW YORK — A special shortened version of the new Bee Gees single "Tomorrow Tomorrow" has been released by A&O Records. Deejays will be serviced with the shortened version to aid tight programming, while the flip side of the record will feature the original 4:02 minute version of the song.

Merc. Execs, Philips Talks

CHICAGO — Five Mercury Record Corp. executives are in Holland for week-long meetings with the European affiliates of Philips Phonographic Industries.

Irwin Steinberg, Mercury executive vice-president; John Sippel, Mercury Records product manager; Lou Simon, Philips Records product manager; Joe Bott, classical director; and Ron Oberman, publicity director, were scheduled Monday (12) to visit Philips' home office in Baarn. The group will then be joined by Lou Reizner, Mercury foreign office director, for meetings Tuesday and Wednesday with affiliates at the Phonogram office in Amsterdam and for meetings Thursday and Friday at the Philips Records Ltd. office in London.

Their discussions are expected to focus on recording artists available to the U. S. Mercury operation and to the Philips European affiliates.

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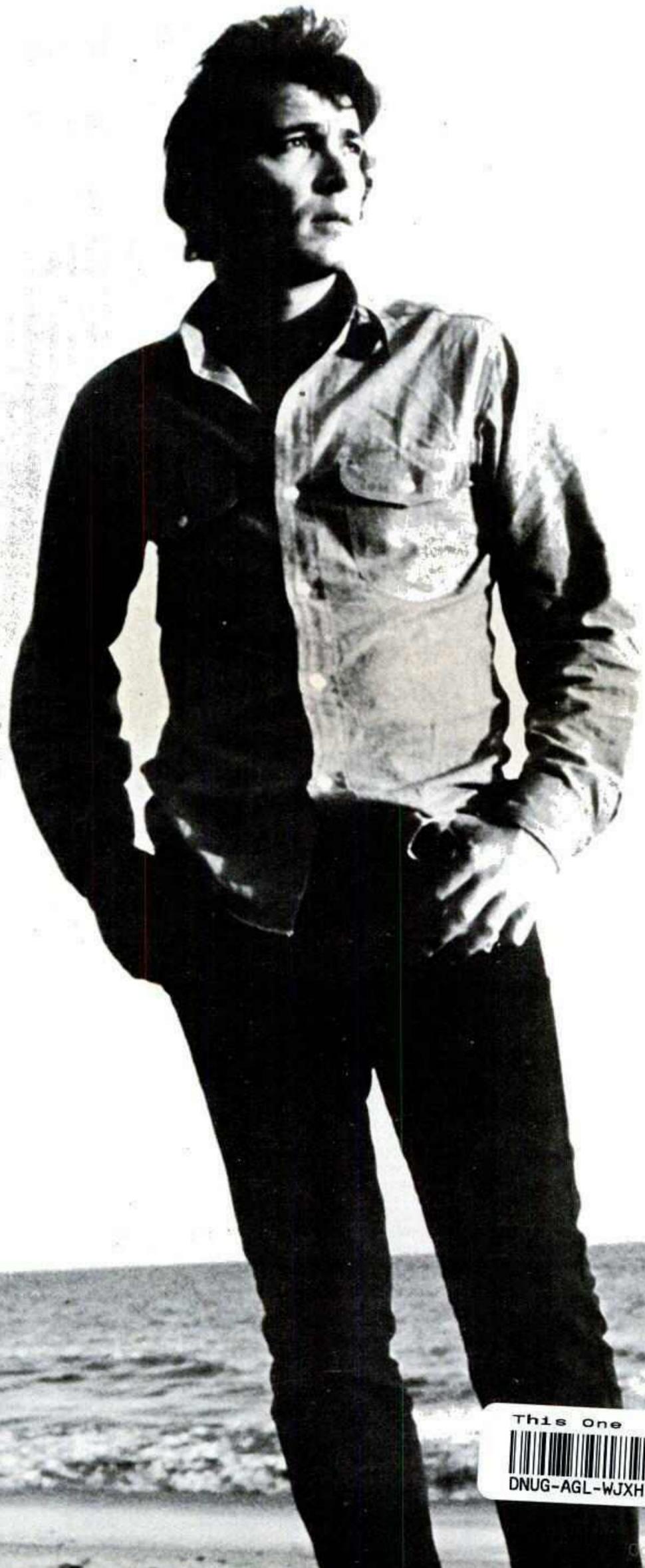
SEN. JACOB K. JAVITS of New York, right, receives the first annual Record Industry Association of America Cultural Award from John K. Maitland, RIAA president, at a dinner in the International Ballroom of the Washington-Hilton Hotel.

Herb Alpert Sings 'WITHOUT HER'



**A NEW HIT SINGLE
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This One



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Billboard Insider's Report

WASHINGTON — The Securities and Exchange Commission's April official summary of "insider" transactions reports trading by officers and directors and other holders of stock in the following companies of direct or related interest to Billboard subscribers. (Unless otherwise noted, transactions are in common stock, and exchange stocks are reported first, followed by over-the-counter):

Ampex Corp.—E. E. Prince exercised option to buy 1,950 shares, giving him 2,150. William E. Roberts, filing amended report, exercised option to buy 4,500 shares, giving him 17,182 held personally, 5,350 by his wife, and 7,268 as trusts.

Avnet Inc.—Irwin Lubalin sold 2,000 shares, leaving him 7,881.

• Myron C. Newburger exercised option to buy 6,457 shares, giving him 10,963 held personally, 5,266 by his wife and child. Morton D. Weiner sold 10,500 shares, leaving him 849 shares, 300 shares were sold by wife, 465 sold for child, closing out wife and child holdings.

Capitol Industries—Lloyd W. Dunn sold 11,000 shares, leaving 10,635.

Chicago Musical Instrument Co.—ECL Industries reports buy of 10,200 shares, giving them 404,200, and \$350,000 in convertible debentures, giving them a total of \$850,000 in the debentures.

Commonwealth United—B.F. Breslauer exercised option to buy 3,000 shares, giving him 12,500.

Gulf & Western—Philip J. Levin bought 22,500 shares, giving him 279,949, and Mrs. Levin bought 22,500 giving her 280,052. Levin also bought \$30,000 in 5 1/4 percent convertible debentures, establishing personal holdings, \$30,000 in the debentures for his wife, and \$20,000 for his son. Levin also bought 35,000 warrants held personally, and 25,000 for his wife.

Metromedia—R. L. Geismar exercised option to buy 6,672 shares, giving him 19,728.

MGM—B. Melniker bought 10,000 shares, giving him 21,213. Richard L. Schall reports holdings of 5,000 shares.

3M—Raymond H. Herzog exercised option to buy 6,000 shares, giving him 13,916. Robert

H. Tucker bought 6,000 shares, giving him 26,016.

Pickwick International—Ira Moss sold 1,000 shares, leaving him 17,938.

Tenna Corp.—Charles B. Calihan exercised option to buy 3,000 shares, giving him holdings in this amount. James H. Tolar exercised option to buy 3,000 shares, giving him 3,800 shares.

Transcontinental Investing—Robert K. Lifton sold 1,700 shares, leaving 386,928 shares held personally, 1,536 by wife as custodian.

20th Century Fox—W. T. Gossett bought 1,000 shares, establishing holdings in this amount. Harry J. McIntyre also bought 1,000 shares, establishing holdings in this amount.

Warner Bros.-Seven Arts—Kinney National Service reports holdings of 355,994 shares, and 45,110 warrants for common stock.

Zenith Radio Corp.—Jesse E. Brown exercised option to buy 3,000 shares, giving him 22,400. Jack M. Ferren exercised option to buy 2,400 shares, giving him 8,424.

The following transactions were made by officers and directors of stocks traded over the counter:

ITCC—Dextra Corp. sold 6,000 shares, leaving 372,963.

Lear Jet—William P. Lear Sr., reports private sale of 5,000 shares, but omitted to report month-end holdings, which will bring letter of inquiry from SEC.

Lin Broadcasting—David Steine, trading as J. C. Bradford & Co., sold 5,600 shares, leaving total of 7,900. T. I. Unterberg reports buy of 17,445 shares and sale of 17,575 as partnership trading account, leaving nothing in this account, and bought 2,500 shares as partnership, this being total month-end holdings as partnership. Peter J. Solomon sold \$4,100 in 6 percent convertible debentures, leaving none.

Merco Enterprises—The following exercised option to buy Class A shares: Irving Arlen, 1,800 shares, giving him 1,957; Spiros J. Culuris, 1,800 shares, giving him 1,967, and Sol Gleit 1,800 shares, giving him 1,957.

Newell—Vinton D. Carver sold 3,200 shares of Class A common, leaving 11,968 shares of Class A Common.

million mark for the first time in the history of the company. Gross income for the year ended Dec. 31 was \$100,100,000 compared with \$86,500,000 reported for 1967. Net income for 1968 was \$6,260,000 or 83 cents per share, including extraordinary income of \$250,000 or 3 cents per share compared with \$3,513,000 or 47 cents per share in 1967, including extraordinary income of \$150,000 or 3 cents per share.

The average outstanding number of shares increased from 6,521,000 in 1967 to 7,475,000 in 1968 due primarily to the conversion of almost all of the company's 1981 outstanding debentures and much of its preferred stock.

Cullen Coast Office
LOS ANGELES — Kaplan Cullen Associates, Ltd. plans a West Coast office here for their record production, music publishing and talent consultation complex.

Goody's Dividend Of 10 Cents a Share
NEW YORK — Sam Goody, Inc., record dealer and operator of a chain of home entertainment centers, has declared a dividend of 10 cents per share payable June 27 to stockholders of record of June 6.

New Stock to Vista Holders

NEW YORK — Vista Industries Corp. has declared a special stock distribution amounting to 272,000 shares of the company's Universal Abbey Corp. Vista shareholders will get one-tenth share of Universal Abbey for each share of Vista. The dividend is payable June 30 to Vista holders of record June 10.

Last month, Universal Abbey purchased for shares of its common stock substantially all of the assets of Abbey Record Manufacturing Co., a division of Datronics, Inc. Abbey, through its wholly owned subsidiary, Abbey Record Corp., operates a record-pressing facility in Kearney, N. J., and owns the Connoisseur label as well as various rights to records, tapes and other musical masters.

Scepter in Prod. Deal With LRB

NEW YORK — Scepter Records has signed a production agreement with the Levine-Resnick-Berkman music complex. "Jamaica," by Bohanna, will be the first single under the new arrangement. Negotiations were conducted by Steve Tyrell, Scepter's national promotion director, and Artie Resnick, Joey Levine and Harold Berkman.

New Product for Blue Thumb Acts

LOS ANGELES — Blue Thumb is obtaining product for additional acts including Love and Albert Collins. Love, formerly recorded by Elektra, is being prepared for its initial Blue Thumb LP.

Blues guitarist Albert Collins' first Blue Thumb LP is a purchased master which will be titled "Truckin'" reports general manager Don Graham. A second LP by the British blues band, Aynsley Dunbar Retaliation, "Dr. Dunbar's Prescription," will be released shortly.

Belmonts Signed to W-7 Writing Pact

NEW YORK — Fred Milano and Angelo D'Alto, who perform as the Belmonts, have been signed to an exclusive writing contract by George Lee, vice-president and general manager of Warner Bros.-Seven Arts music.

Among their credits are "Tell Me Why," "I Need Someone," "Come on, Little Angel" and "Don't Get Around Much Anymore."

FINLEY'S NAL BUY COMPLETED

NEW YORK — Larry Finley's buy-out of the 55 per cent interest in his North American Leisure Corp. held by Omega Equities Corp. was concluded last week, thus giving Finley 100 per cent ownership of the firm he founded last summer.

Earlier this month, Finley and officers of Omega had agreed to terms of the stock transfer as first reported by Billboard (May 10). It is anticipated that NAL's next step will be a proposed public offering. Finley said his firm is now blueprinting expanded moves in the record and tape fields, and other areas of the leisure time market.

Market Quotations

As of Closing Thursday, May 15, 1969

NAME	1969		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	21 3/8	15	346	19 3/4	19 1/4	19 1/2	- 1/8
American Broadcasting	76 1/2	56 1/8	447	73 1/2	71 1/4	73 3/8	+ 17 1/8
Ampex	44 3/4	32 1/2	1547	43 3/8	41 1/2	43 1/4	- 3/8
Automatic Radio	41 3/4	20 1/8	831	41 3/8	37	38	- 27 1/2
Automatic Retailer Assoc.	117 1/4	100 1/2	162	108	106	106 1/2	- 1 1/2
Avnet	36 1/2	17 3/8	2006	19 1/2	17 3/8	19 3/8	+ 1/4
Capitol Ind.	52	29	156	50 1/2	49 1/8	50	+ 1/2
CBS	58 3/4	44 3/8	1209	58 3/4	54 1/8	58 3/4	+ 4 1/4
Chic. Musical Inst.	33 3/8	24 3/8	59	26 3/8	25 1/8	25 1/2	+ 3/8
Columbia Pic.	42	29 3/4	517	36 3/8	35 1/2	35 3/4	Unchg.
Commonwealth-United	24 3/4	12 3/8	5045	14 1/8	12 3/8	14 1/8	+ 3/8
North Amer. Phillips	45 1/4	35 1/4	357	43 1/2	41 1/4	42 1/2	- 1/2
Disney, Walt	86 3/4	69 3/8	245	82 3/8	79 1/2	80	- 2 3/8
EMI	87 1/8	6 3/4	1799	7 3/4	7 1/8	7 3/4	+ 3/8
General Electric	98 1/4	85 1/8	1578	98 1/4	95 1/4	96 1/2	+ 3/8
Gulf & Western	50 1/4	28 1/4	1882	32 1/2	31	31 1/8	- 3/8
Handleman	48 3/4	36 3/8	433	45 3/8	43	43 3/8	- 2 1/8
Harvey Radio	25 1/4	19	88	22 3/8	20 1/4	21 1/8	- 1 3/8
Kinney Services	39 1/2	28 1/4	1136	35 3/4	33 3/8	34	- 1 3/8
Macke Co.	29 1/2	17 1/4	39	20 3/8	20	20	- 3/8
MCA	44 1/2	34	436	39 1/4	35	38 3/8	+ 1 3/8
Metromedia	53 3/4	35 1/2	355	38 3/8	35 1/2	37 1/8	- 1 1/8
MGM	44 1/2	32	454	38	34 1/4	35 3/4	+ 3/4
3M	112 1/4	94	874	112 1/4	108	110 1/2	+ 2 1/2
Motrola	133 1/2	102 3/4	280	127 1/2	123 1/4	125 1/4	- 3/4
Pickwick Int.	65	40	222	62 3/4	60	62	- 1/4
RCA	48 3/8	41 1/4	2035	47 3/8	46 3/4	47 1/4	Unchg.
Servmat	49 1/2	36 1/4	242	40	36 1/2	36 3/4	- 2 1/4
Tenna Corp.	62 3/8	46	235	62 3/8	59	59 1/4	- 3/4
Trans Amer.	38 3/4	32	1262	37 3/8	36 1/2	36 3/8	- 1/8
Transcontinental Invest.	27 3/4	20 1/2	1435	25 1/2	24	24 3/8	- 1/2
Triangle	37 3/8	30	65	32 1/2	30	32	+ 1 3/8
20th Century-Fox	41 3/4	31 1/2	2519	35 1/4	32 3/4	34 3/8	+ 1 1/4
Vendo	32 3/8	21 1/2	861	23 3/4	21 1/2	22 1/2	- 3/4
Viewlex	35 1/2	24 1/8	1115	35 1/2	31 3/8	32 1/8	+ 3/8
Warner Bros.-7 Arts	64 1/2	39 3/8	838	56 3/4	54 1/2	55 1/2	+ 1/2
Wurlitzer	23 1/2	19 3/8	31	19 3/4	19 3/8	19 3/8	- 1/2
Zenith	58	48 1/2	993	52 3/8	49 1/2	49 3/4	- 3

As of Closing Thursday, May 15, 1969

OVER THE COUNTER*	Week's		
	High	Low	Close
Creative Management	15 1/2	13	13 1/2
Data Packaging Corp.	47 1/2	43 1/2	47 1/2
Fidelitone	5 1/2	4	4
GRT Corp.	29	26 1/4	26 1/2
ITCC	16	15 1/4	15 1/2
Jubilee Ind.	33	32	32 1/2
Lear Jet	35 1/2	33 1/2	33 1/2
Lin Broadcasting	16	15	15 1/2
Merco Ent.	22	21	22
Mills Music	34	33 1/2	33 1/2
Music Makers, Inc.	14 3/4	12 3/4	14 3/4
Newell	29	26 3/4	26 3/4
NMC	18 1/4	15 3/4	15 3/4
Omega Equity	3 1/2	2 3/8	2 3/8
Sam Goody, Inc.	15 1/2	14 1/2	14 1/2
Telepro Ind.	2 3/4	2 1/4	2 1/4
Trans Natl. Communications	10 1/4	7 3/8	8 3/4

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

Barnum Into Political Arena

LOS ANGELES — Composer-conductor-arranger H. B. Barnum is independently producing a series of political campaign singles for candidates running for State and national office.

Initial single in the series is a rhythm and blues-flavored campaign tune for Los Angeles mayoralty candidate Tom Bradley. Barnum also will do a single for Cleveland Mayor Carl Stokes, among others.

The Bradley single features an r&b tune, "Los Angeles Needs a Man," by Gene Diamond, a singer on Barnum's Mothers Records. The song was written by Howlett Smith for Barnum's Snarf Music (BMI).

The flip side is a Bradley speech, with background music by Barnum, who also plays piano.

The single is receiving air-

play, either as a paid political announcement or as a single r&b release, said Barnum.

The record has received airplay on KGFJ, an r&b-oriented station; KGIL, an easy listening outlet; KBCA and KDAY.

Barnum's initial effort in writing campaign songs was in 1956, when California Gov. Goodwin Knight was running for the U. S. Senate. Barnum revised the lyrics to "Goody, Goody," as Knight's campaign song, but it was never used.

NARAS Elections

LOS ANGELES — Forty-two candidates are running to fill 21 vacancies on the board of governors of the local NARAS chapter. Ballot voting deadline is Wednesday (21) with electees seated in June.

THE RASCALS

SEE

Photo credit: GEORGE RODRIGUEZ

STEREO
45
ATLANTIC
#2634



SEE

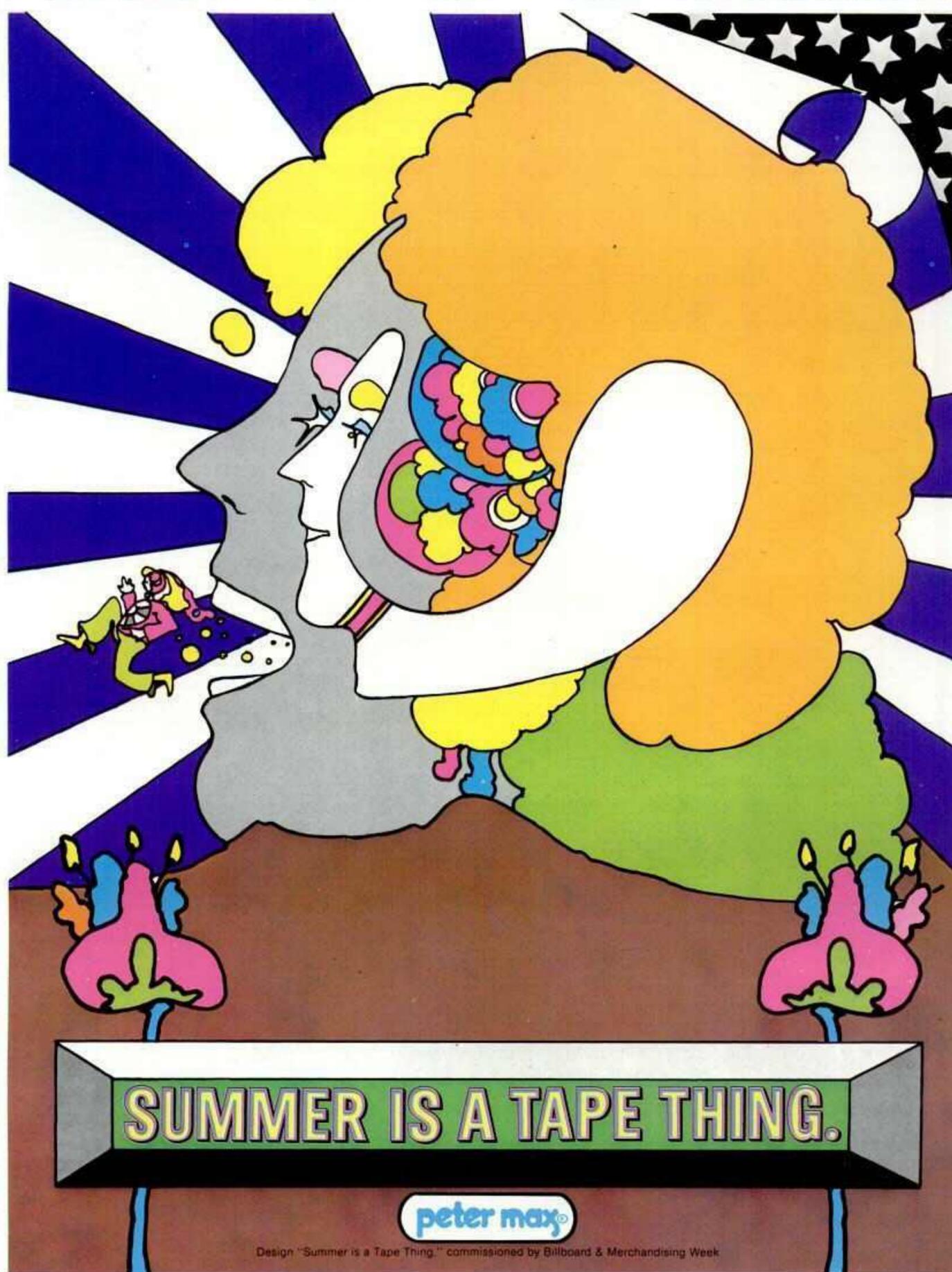


STEREO #2634

Things ain't like they used to be
love's the only thing I see
wings of life are taking flight
from the darkness to the light
I used to try and fly away upon the flood of dreams
tasting all the good and bad from on the serpent's tree
little ones remind us of a place we used to be
echoes of the ever land discover who you really am.
Rivers rushing to the sea
love is flowing endlessly
drops of rain are never lost
Soul and spirit to the source.
Saw you in a fairy tale or was it just a dream
white and yellow jasmine trees, time a mere machine
flashes of a New Year light up a stellar sky
love is really everywhere, to see it is to fly
Things ain't like they used to be
if you want to you can see
words of love on chestnut trees
written by sweet memories
While we are riding on the avenues of time
the bird of life drinks from the cups of wine
waits until we're ready for the Prince's gift of love
Secret mirror photographs shining in your eyes
I'm married to the universe my brother is the sky
stars can see to make a wish and hearts with wings can fly
come with me and see my love so we can never die

Written by: Felix Cavaliere
Published by: Slacсар ASCAP
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COMING MAY 31st ISSUE



MAKE TAPE YOUR SUMMER THING

In the May 31st issue, BILLBOARD launches the first industry-wide promotion to make Summer a Tape Thing for everyone—manufacturers, dealers, consumers!

SUMMER IS A TAPE THING is more than an exceptional issue for your advertising message. It's the perfect vehicle for tape and tape product merchandising—The way to move tape off the shelves!

Peter Max, whose designs have revolutionized the American poster industry, has created a full-color cosmic 24" x 36" art presentation based on the theme, SUMMER IS A TAPE THING.

This outstanding Max original is part of a merchandising kit that includes logo strips and ad mats, the entire package is available to Billboard readers for only \$1 per kit. Extra posters for your dealers are also available at volume prices.

Make TAPE your SUMMER THING—and join in this industry-wide promotion. For the "SUMMER IS A TAPE THING" kit, and extra Peter Max posters, just fill out the order form on this page.

Ron Carpenter, Billboard Publications
165 West 46th St., N.Y., N.Y. 10036
Yes! SUMMER IS MY TAPE THING!

Enclosed is a () check () money order in the amount of
\$ _____ for the following:
\$ _____ for _____ kits at \$1.00 per kit
\$ _____ for _____ extra Peter Max posters at 60¢ each

Name _____
Firm _____ Address _____
City _____ State _____ Zip _____

BILLBOARD

165 West 46th St.
New York, N. Y. 10036
212; 757-2800

188 W. Randolph St.
Chicago, Ill. 60601
312; CE 6-9818

9000 Sunset Blvd.
Los Angeles, Calif. 90069
213; 273-1555

1905 Broadway
Nashville, Tenn. 37203
615; 244-1836

7 Carnaby St.
London W.1.
437-8090

by: Larry Finley

Special programming is one of the many important factors in the tape cartridge and cassette field. The ideal package, studded with hits, makes for tape product with high sales appeal. North American Leisure Corp. has created a specialty series in its Super Stereo-8, cassette and open reel lines that looks like it has that something extra that spells success. It's a special country music line called "The Tennessee Sound Series."

Each of the "Tennessee Sound Series" contains 20 top hits in the country and western field. It is a twin-pak, which means that it is a double-length, 8-track cartridge, cassette or open reel that sells for the same suggested list price as the normal configuration, but has twice the amount of music with twice the number of hits. In this case the Super Stereo-8 unit sells for \$6.95, the cassette for \$5.95.

The selections that fill the 24 different columns in this series are drawn from the rich catalogs of a number of the leading labels in the country and western field. And the imposing roster of singers and instrumentalists on each of the cartridges reads like a country and western hit chart listing. Two immediate examples are the inclusion of Glen Campbell, Red Sovine who has had a string of solid country items over the past two years or so, including "Gidyap-Go" which can be found on volume 1. Then too there's Minnie Pearl, one of the most original comedy stars of the country circuit. She has also shown recently that she has a way with a song that is distinctly unique.

The country and western super-star George Jones is included in the "Tennessee Sound Series" of Twin-Paks as are Flatt and Scruggs. These two artists have been almost as hot on the pop charts as they have in the country field. Just about every TV viewer and movie goer knows that they created the music for the "Beverly Hillbillies," "The Ballad of Jed Clampett" and their "Foggy Mountain Breakdown" was used as the theme for "Bonnie and Clyde." This tune is featured on volume 6 of the series.

Of equal stature with these country acts in the super-star class is Johnny Cash, who is also being presented in the "Tennessee Sound Series." Cash has been an important country and western star for more than 10 years now and some of his most famous performances are included in the packages in this series. In addition to these artists a great many other very solid country stars are presented.

The series is also studded with some of the other great contemporary names in country music. Buck Owens is represented, as is Sonny James, with "I Wish This Night Would Never End," among other tunes. Patsy Cline is to be found in the series with a string of fine selections, among them "Just Out Of Reach." Some of the other top-flight artists are the Willis Brothers, Moon Mullican, The Stonemans, Johnny Bond, Roy Drusky, Faron Young, David Houston and Dave Dudley. Another special hit feature is the inclusion of product by Frankie Miller, especially "Black Land Farmer."

The great traditional names as well as the finest in contemporary country artists can be found in the "Tennessee Sound Series." The Stanley Brothers, Justin Tubb, Hawkshaw Hawkins, Charlie Monroe, Webb Pierce and the great Cowboy Copas all stars. Included in volume 6 is his "Alabam," one of the great country hits of all time.

The NAL "Tennessee Sound Series" figures to be one of the most important tape contributions to the world of country music. The individual selections on 8-track and cassette and open reel-to-reel are being merchandised singly and in a Twin-Pak, pre-pak. Distributors and retailers can buy a full set of 16 volumes pre-packaged in a colorful self-merchandising carton which functions as an impulse display piece and counter top merchandiser. This pre-pak is available in cassettes as well as Super Stereo-8 cartridges from your NAL distributor.

ATD TO OFFER JOBS IN AIDING PLAN ON BLACKS

LOS ANGELES—American Tape Duplicators will participate in the federally funded Economic Resources Corp. program to develop industry in the black community of south central Los Angeles.

The six-year-old tape firm will establish an office in a planned Watts-Willowbrook industrial park, to interview and hire people for sales and engineering jobs, revealed ATD's Vice-President Warren Gray.

Gray's partner in the duplicating company, Dick Allen, is board chairman of the recently formed Economic Resources Corp. Allen was responsible for going to Washington and obtaining a \$9 million grant from the government to establish a 45-acre industrial park in the Watts ghetto area.

Gray says persons interviewed in the Watts area will be trained in the company's two-factory complex on Jefferson Boulevard. "We will have jobs for these people," Gray says. "Hopefully we can get 10 or 15 people off the streets and working in a productive role in our industry."

Gray's goal is not to necessarily find all black persons through the ERC program. American Tape Duplicators is a fully integrated company, employing a staff which Gray calls a "bouquet of flowers."

Gray estimates ATD will get involved in interviewing people within the next six months.

ERC hopes to interest local businessmen plus major U. S. manufacturers in opening plants in the projected industrial park. Lockheed Aircraft Corp. has already announced plans to build a \$2 million plant and hire hardcore unemployables.

Monarch's Drive on Concertone

LOS ANGELES—Monarch Electronics International, manufacturer and importer of home entertainment equipment, is going to expand and exploit its Concertone line of 8-track, cassette and reel-to-reel play-cassette and reel-to-reel players.

Initial move in that direction came when Monarch acquired Kalof Electronics' three-model, 8-track cartridge player line from James Kelso and Ed Benchik, who purchased the line from Kalof Aluminum (Billboard, April 24, 1968).

The Kalof line, which consists of an auto 8-track listing at \$89.95, an auto 4 and 8-track compatible at \$79.95, and a 8-track with deck, will be manufactured at Cal-Best Electronics, a Monarch - owned company. The units will be inserted in Concertone's 20-model line.

Promotion

The emphasis on the Concertone brand will include expanded marketing and merchandising, heavy consumer and trade promotions and a revitalized distribution set-up, said Jack

Cummings, Monarch's new marketing vice-president. Concertone will be a one-stop line, he said, manufacturer to dealer.

All Concertone units will be released on a new Starline line, including five units to be introduced at the June Consumer Electronics Show in New York.

The line includes seven cassette units, ranging from a \$69.95 (model 220) unit to a \$199.95 (216S) model; five reel-to-reel players, ranging from \$79.95 to \$499, and five 8-track units, ranging from a portable (CP8) at \$39.95 to a \$279 (802R) player. A complete home unit (SAT 1010X) lists at \$299.95.

New models in the June show will be a mini cassette at \$89.95, a portable 8-track at \$39.95, a cassette player/recorder with AM/FM radio, a cassette home unit at \$199.95 and a reel-to-reel unit (4000) at \$219.95.

No additional units will be added to Monarch's three-model cassette line, manufactured in Japan and marketed in the U. S. by 4,600 dealers, said Cum-

Ampex Bowling \$2 Mil Drive

• Continued from page 1

piro with AST advertising and promotion manager, Jim Johnson.

A special slide presentation was used by Hall in telling the AST story to the distributors and in unfolding details of the ad drive. It was greeted with enthusiasm by the distributors, many of whom have felt that more help was needed from manufacturers in getting the tape story across to the man in the street.

As outlined during the presentation here, it is evident that the ad campaign is pinpointed at specific facets of the total tape market. To reach the sophisticated market, AST has scheduled seven full color page insertions in Playboy magazine for the remainder of this year. Hechtman's Ernie Shapiro told

the distributors that this phase of the campaign was fashioned on an institutional level "to sell the advantages of pre-recorded stereo tape, and specifically AST as the quality brand."

To cover the family market, AST will run 12 half-page black and white ads in Look magazine, one insertion per month.

Radio Spots

A saturation spot radio campaign during the next 52 weeks will use the top rock AM stations in New York, Chicago, Los Angeles, San Francisco, Dallas and Atlanta. According to Shapiro, the commercials will be used to sell the concept of AST, individual artists, their releases and labels which originated the recordings.

A 26-week saturation spot campaign on easy listening FM radio in the same market will feature pop, show tunes and classical stereo tape entertainment. AM and FM spots will also be made available to distributors for use in their localities.

AST will aim its sales pitch at the audiophile with full-color pages in High Fidelity magazine and Stereo Review. In addition, AST will seek to reach specific segments of the consumer market through the use of the underground press in pushing rock, hard rock and certain folk releases.

The detailing of AST's ad campaign served as a highpoint of the Ampex-MGM tape distributor sales meeting here. The meeting was attended by the top executives of many leading U. S. tape cartridge wholesalers. All were distributors of AST-duplicated MGM product who bought a specified amount to qualify for the trip.

Within the realm of the cartridge market, Hall reaffirmed AST's continued confidence in the burgeoning cassette field. According to Hall, the cartridge business is crystalizing into two dominant areas—the 8-track configuration, and the cassette. Hall said that cassette sales are mounting at a rapid rate.

10th Anniversary

The presentation took note of the fact that this marks AST's 10th year. It reviewed Ampex' pioneering of magnetic tape recording, its development of video tape recording, and the fact that the AST division was founded in 1959 to provide a multi-label source for pre-recorded open-reel tape. Then chronicled its entry into the cartridge business.

Another key issue discussed during the sessions dealt with the cartridge industry's packaging problems. This focused on the need for a package which would discourage pilferage, allow the customer to handle the product while remaining compatible with existing store fixtures.

In addition to business sessions, the AST-MGM distributors were given the red carpet treatment during their week's stay in Italy. This included housing in top hotels in Rome and Naples, planned tours of both cities, as well as the Isle of Capri, Vesuvius and Pompeii. AST and MGM were hosts to the qualifying distributors and their wives.

ings. "Our complete marketing and merchandising emphasis will be aimed at re-establishing the Concertone line," he said.

Concertone also will introduce a blank cartridge line (30, 60, 90 and 120) in June, with plans to acquire a cartridge manufacturing facility and a duplicating plant for custom work.

The two facilities will come under the Monarch International banner and operate from Cal-Best Electronics, which has a 40,000-square-foot manufacturing plant.

Monarch purchased Concertone in April 1968, and Cal-Best electronics in June.

Hawaii Ampex Sales Zoom

HONOLULU—Sales at Ampex of Hawaii have exceeded 1967's fiscal figure by 100 per cent, according to sales manager Skippy Hermamoto.

This increase is due to heightened 8-track sales, a steady level for reel-to-reel and advances made by cassette.

There are 30 accounts selling Ampex tapes with 25 selling machines through audio equipment departments.

The company's line of open reel machine is still "our pride and joy," said Mrs. Hermamoto, but the outer islands account for a growing percentage of cartridge sales due to poor radio reception. "One Hilo dealer told us he sometimes sells more tapes than records," Mrs. Hermamoto said. There are about 10 active tape dealers in the outer islands selling tape and machines.

The Ampex company at present is in its second year here as a branch operation, employing 12. Hard rock music is the leading seller, and Mrs. Hermamoto said that trends which break on the Mainland are mirrored by the market here.

There isn't much native Hawaiian music available in cartridge form. Don Ho, the leading local entertainer, is available on Ampex.

Cassette Premiums Develop By Cap.'s Creative Products

LOS ANGELES — Capitol's creative products division has begun developing cassette premiums for a number of companies.

Four-tune cassettes have been developed for both Admiral and Norelco players, with the emphasis on pop material.

For the first time the label has developed an exclusive all-classical premium, tapping the Angel and Capitol Classics catalogs. The client is Fisher, the high-fidelity systems manufacturer who has entered the cassette player field.

And finally, creative products has devised a "continuity program" for a Midwestern grocery store chain in which a cassette player, cassette holder and 11 tapes are involved. The store, which the company does not immediately identify, will use the premium as a traffic stimulus with the customer able to pur-

chase the entire package or buy a tape at a time.

Ernie Domini, creative products a&r chief, selects the material for the premium packs, with the client having repertoire approval.

Player manufacturers believe "it's an inherent necessity to have music when they sell their equipment," notes Capitol executive Oris Beucler.

The Fisher premium is a departure from the norm. Beucler believes, because the "sophisticated buyer" of equipment is being catered to with the classical fare. Capitol delivers the all-classical cassette to Fisher to coincide with the set manufacturer's July promotion.

The grocery store promotion begins the third week in June. Capitol is providing the retailer with special displays for the tapes. Small Capitol catalogs are included in all the premium cassettes.

AMPEX-MGM ROME SALES MEETING



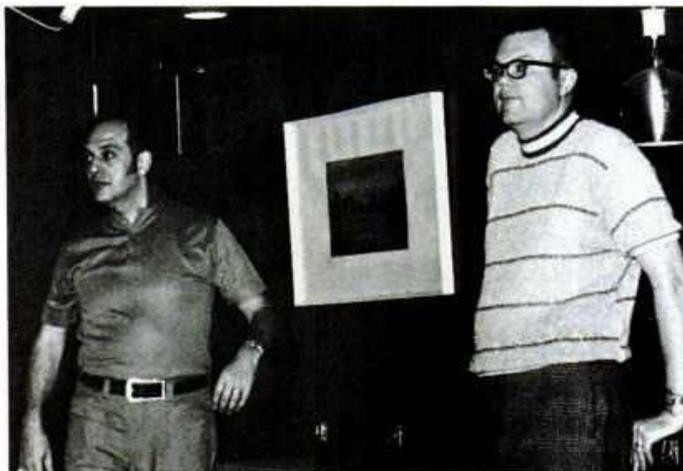
AWAITING DEPARTURE at JFK are, left to right, Allen Rosen (Recordland, Lubbock, Texas), Stan Clark (AST southern regional sales manager), Henry Stone (Tone Distributing, Miami), Bill Burton (B & K, Dallas), and Earl Wolfe (Transcontinental Music Corp., Denver).



JACK GELDBART (L & F Record Service, Atlanta), left, in Air France lounge at JFK Airport, awaits take-off to Rome with Julie Cohen (AST marketing manager), Sid Kruglick (Scott Distributing, New York), Ralph Kaffel and Bob Gerstlauer (United Tape Corp., Los Angeles).



DAVE SCHICHMAN (Variety Audio Products, Great Neck, L. I.), center, smiles at camera as he and other tape distributors hurry aboard Rome-bound plane.



DON HALL, Ampex vice-president and head of its AST division, conducts sales meeting at Rome's Palatino Hotel, with marketing manager Julie Cohen at his side outlining AST's plans.



AT GALA BANQUET at Rome's Villa Miani, Ernie Shapiro (E. M. Hechtman & Associates Advertising Agency, Chicago), left, Mr. and Mrs. Dan Novak (Frank Mayer & Associates, Grafton, Wis., cassette rack manufacturer), Beverly Shapiro (Ernie's wife), Don and Dorothy Hall, Jim Johnson (AST advertising and sales promotion manager).



MR. AND MRS. DAVE STROME (buyer, Handleman Co., Detroit) seen during Villa banquet.



THE HALLS pause in the Villa foyer prior to gala reception.



MR. AND MRS. MERRITT KIRK (Calectron, Daly City, Calif.) at banquet.



MR. AND MRS. JOEL KOENIG (Chancellor Electronics, Newark, N. J.).



MR. AND MRS. EARL WOLFE (Transcontinental Music Corp., Denver).



MR. AND MRS. IRV ROTHBLATT (he's Metro-Chicago's manager) dance during banquet.



MR. AND MRS. JACK SILVERMAN and AST's Julie Cohen eye the dance floor.



BRUNO-NEW YORK'S Ed Blomgren and wife, left, and the Jack Silvermans in Villa foyer.



HARVEY AND MINA URMAN, center (he's AST's distributor relations manager), are surrounded by Len Finkel, rear (Firestone Audio, New York), and with Bernice, left, and Al Melnick, right (A & L Distributing, Philadelphia).

The Jack Gold Orchestra and Chorus
It Hurts to Say Goodbye

including:

Aquarius/Traces/Galveston
For Once In My Life/Happy Heart



CS 9851

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YOU GET?

Up until recently all you could get was Jack Gold's incredible feeling for music once removed. (Jack Gold, our Vice President of A&R, produces albums for Barbra Streisand, Ray Conniff, Percy Faith—people like that.)

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Gauss Electrophysics Into Master/Recorder Business

LOS ANGELES—Gauss Electrophysics, manufacturer of high-speed cartridge duplicating equipment, has entered the professional studio master/recorder business.

The MCA company recently displayed its new series 1400 line of master/recorders at the Audio Engineering Society's annual convention here.

Gauss is planning to offer four models in its 1400 line, to enter the market previously dominated by 3M, Scully and Ampex.

The new equipment price range starts at a \$5,000 base for a 2-track machine and runs up to \$27,000 for a 16-track capability model.

Tape cartridge duplicators will probably be the company's first clients, according to general manager Bill Cara, because "they recognize the need and value of the equipment" which features the patent-approved "focus gap recording process."

This process enables equipment to duplicate cartridges at high speed, the executive points out. Series 1400 machines will be of particular interest to cartridge duplicators because of reported improvements in the original mastering and mixdown phases of cartridge engineering.

Cara said his first client is a New York-based firm which is ordering one 16-track machine and two 8-track models.

In line with its expansion into other areas of sound equipment,

Gauss has built up its staff from a core of 18 from one year ago to some 60 employees. It is expanding its factory facilities in Santa Monica to accommodate the new equipment ventures. Cara said series 1400 equipment will be ready for delivery by early 1970.

The equipment will also be utilized by studios for regular original recordings.

American Sound of Warren, Mich., is the only custom tape duplicator in the country employing a recorder with a focus gap system. The company bought the machinery from Fairchild Recording Instruments, which had leased the concept from Gauss. With Fairchild no longer in the manufacture of this kind of equipment, Gauss felt the time is ripe for building its own recorders employing the focus gap high-speed process.

Lear Offers Jet 8-Track Player

NEW YORK — Lear Jet Stereo has introduced Jet 8, an automobile 8-track stereo tape player at a suggested list price of \$59.95. The new Jet 8 features a new design with illuminated program indicators, a cartridge dust door, full complement of controls including automatic and manual track changers, and a full four watts per channel amplifier output.

Tape CARtridge

Ampex to Set Duplicating, Marketing Wing in Europe

ROME—Ampex Stereo Tapes (AST) will establish a cassette duplicating and marketing operation in Europe within the next 60 days, Don Hall, AST vice-president and general manager, disclosed here last week. Hall, addressing the Ampex-MGM distributor sales meeting, touched on AST's European plans while discussing the Ampex division's over-all expansion program.

According to Hall, the AST European operation will be headed by a European national. Hall did not indicate the specific

country in which the AST European wing will be headquartered, but said that various sites are now being studied. He said that within six months after the AST European facility is launched, the firm will hit the market with product.

The cassettes will include recordings of European origin licensed by AST as well as re-releases of other product to which AST holds global rights. The firm also will make its facilities

(Continued on page 18)

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

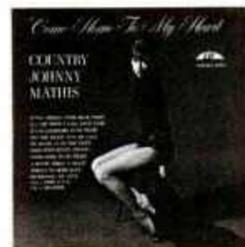
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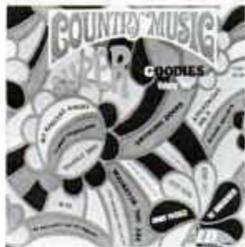


BOBBY HELMS:
Before Your Heartaches Came
SLD-8015



COUNTRY JOHNNY MATHIS:
Come Home To My Heart
SLD-8016

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PAYCHECK, HELMS & OTHERS: Super Country Music Goodies, Vol. 1. SLD-8014



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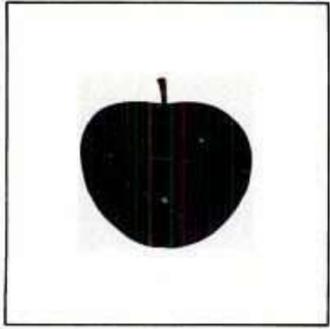
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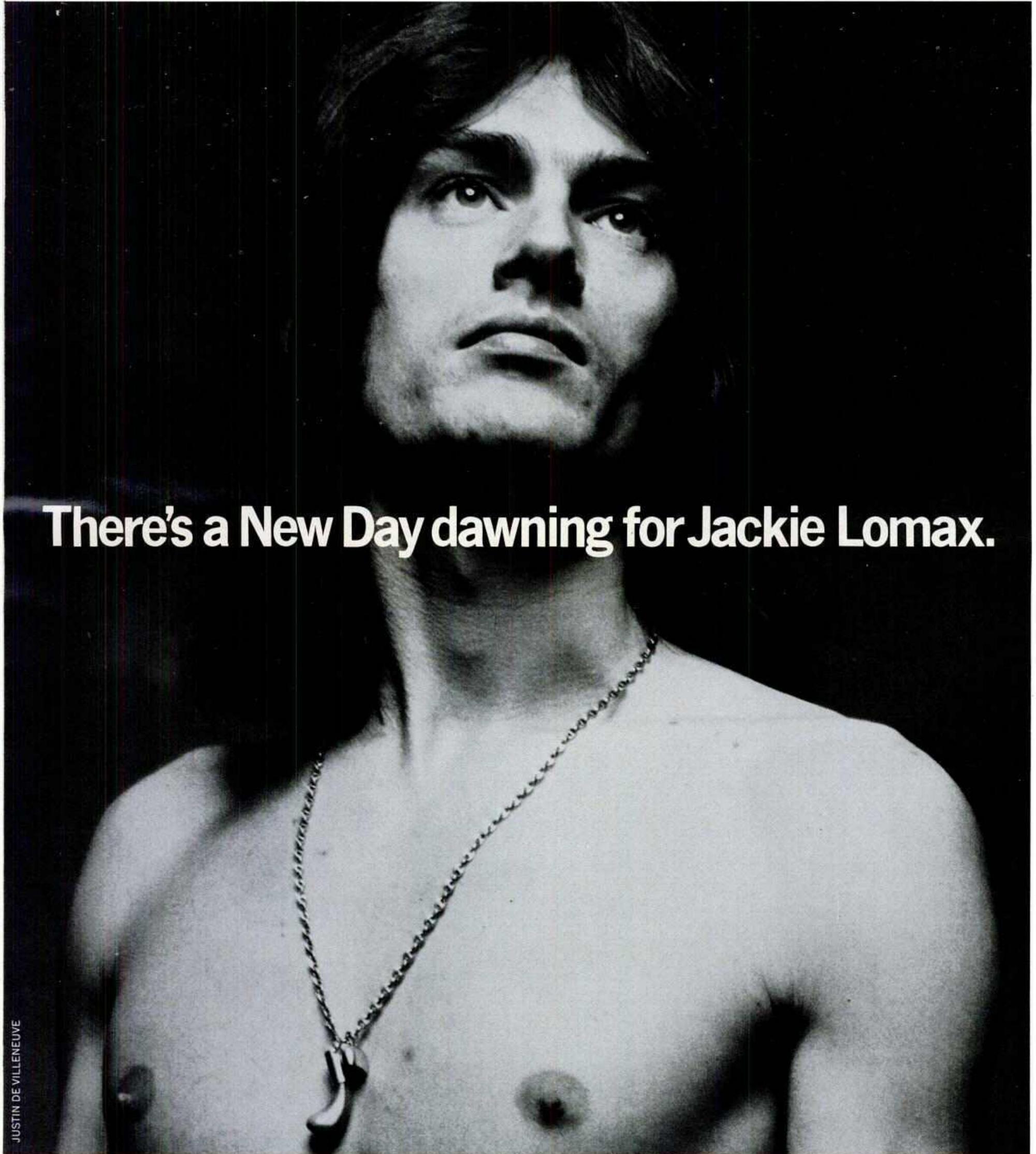
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Tape CARtridge

Norelco Spring Push On Equipment Set

NEW YORK—A special late spring advertising and promotion campaign for Norelco tape cassette equipment in the Chicago area will be launched by North American Philips Corp. Keyed to the pre-Father's Day and graduation gift-buying season, the program will utilize three weeks of spot television beginning Friday (23). All commercials will be dealer-tagged for extra local impact, according to Paul B. Nelson Jr., director of advertising.

Additionally, he pointed out, print placements have been scheduled for regional editions of leading consumer publications; two full page insertions in Life, one page in Look, two full pages in Newsweek, and three full pages in the Chicago

Tribune's TV Week supplement.

"Double Deal" promotion is being extended in the Chicago metropolitan region until June 30. This offers consumers, at substantial savings, two exclusive prerecorded Capitol cassette

Also, Norelco's "Honest music collections with the purchase of any Norelco recorder or player.

These efforts will be supported by in-store displays and promotion mailings to dealers.

The campaign is being co-ordinated locally by the Graybar Electric Co. and Intercontinental Marketing Co., both Norelco tape recorder distributors, and the Wesselhoff-Stout Co., manufacturers representative for Norelco tape products.

Rack Service of Hawaii Calls Tape Key to 1-Stop

HONOLULU — Rack Service of Hawaii is opening a one-stop this summer and calling cartridge product the key to the new operation's success.

"There is no general wholesaler here who carries all brands of tape," according to com-

pany executive Don Ayres. "So as part of our growth pattern we are going to handle tape through our new one-stop."

To accommodate the new company, Rack Service has moved into a second building at its South King Street location. Eight-track remains the Island's chief system, according to Ayres, but cassette sales have started to indicate that consumers are discovering this configuration.

Tape product is being sold through camera shops, high fidelity equipment stores and departments in chain stores. On the outer islands, tape product is also being offered at plantation stores, the local community stores set up for sugar cane or pineapple workers. One such outlet, Ayres pointed out, is the Hasegawa general store in Hara, Maui.

Muntz Will Roll Out Instant Tape Store

• Continued from page 1

chain of franchised 4-track specialty shops. Each trailer is fully air conditioned and heated and can hold \$15,000 worth of merchandise.

Muntz has prepared a program whereby he will provide financing to qualified persons through the Commercial Credit Co.

Terms in acquiring a franchise involve a \$5,000 down payment, with Muntz providing each store with a \$15,000 line of credit. Total value of the package, according to Muntz is \$25,000.

These stores will differ from the already established Muntz dealership in that the latter sell other configurations of music and merchandise. With the new instant stores, which come fully equipped and ready for public opening, the emphasis is on 4-track music and players. The leading player model in the Muntz line enough is a compatible 12-track which plays 4 and 8-track tapes.

Muntz and his new music branch sales manager, Don Bohanan, have been cruising the San Fernando Valley taking videotape pictures of potential locations for the trailers.

In addition to offering all the Muntz 4 and compatible players, the new locations will also have a new cassette player which Muntz has had redesigned with a front load feature.

Muntz said he would work the bugs out of the first two trailer stores before offering the franchises to persons out of California. He claims interest from several cities for franchised operations. Muntz said that no instant store will be placed where there is a "good" Muntz dealer.

The trailer manufacturer has told Muntz that he can produce 10 models a month now but within eight months can build his monthly production up to 80 units.

A small trailer model will function in small locations. Muntz recently opened a small shop in Canoga Park to develop sales patterns for that size operation.

The proposed Chicago store would compare with the Van Nuys store in scope. Muntz has hired Dan Hass as its Chicago factory sales representative and Hass is looking for store locations. If the Chicago location works out, the plan is to expand into a number of other Midwest cities.

Blocker Forms Tape Firm And Record-Pub Company

LOS ANGELES—Don Blocker, who dissolved his independent record promotion company, has formed a tape firm, DBI Tapes, and a record-publishing company, Soho Records.

Initial tape release is six titles

Marketing Wing

• Continued from page 16

available to European labels for custom duplication.

According to Hall, the European head of AST's operation will be empowered to conclude agreements with independent producers both on the Continent and in the U. K. Heretofore, the only Ampex executives authorized to negotiate production deals included Hall and Warren Ling, AST's international director.

in 4-track, 8-track and cassette, with an additional 15 packages out in four months. Stereodyne is duplicating DBI's 8-track and cassette product.

Titles include the "Les Paul & Mary Ford Songbook," the "Best of Sir Douglas Quintet," and a series of "Blockbuster Hits, Vols. 1-4." Artists in the Blockbuster series include Jeanie Seely, the Beach Boys, Sonny Knight, Joe Houston, Jean & Dean, the Seeds and Patsy Cline.

Blocker has both exclusive and nonexclusive tape rights on catalog material from established artists, and also plans to release tapes from new acts signed to Soho Records.

He plans to release about 35 tapes in three configurations of both original and leased mate-

(Continued on page 78)

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Blue Ribbon Country, Vol. II

highlighting: Glen Campbell, Buck Owens, Merle Haggard, Sonny James, Jeannie C. Riley. And more.

Super Backing: National Radio Campaign on Top 40, C&W, R&B plus National Consumer Print Advertising.

Talent

Band Disappoints in Concert That Lacks the Fire of Album

NEW YORK — Bob Dylan's once-upon-a-time band, the one that jams country-style in a big pink house in Dylan's neighborhood in Woodstock, has grown up, and after falling to the sexy sighs of an invisible public and the flattery of a fat fee, gave an uncommitted performance of their first and classic Capitol album at Fillmore East, Saturday (11). Cat Mother and the All-Night Newsboys, Polydor group, preceded The Band with a bunch of friendly flashbacks to their rock 'n' roll roots.

Naturally, the mere appearance of The Band on stage — whether they play or just wave from the audience like rear admirals do on the "Ed Sullivan Show" every Sunday—is reason enough for Fillmore freaks to artificially alter their perceptions acutely for the occasion. Their album has been swiftly embraced as a period piece in rock's brief recorded history. But despite their marvelous album, their almost biblic connection with the testaments of Bob Dylan and their fine "live" re-creations of their prize cuts The Band disappointed simply by showing up. The concert depicted just about rock's only genuine claim to artistry—constricted by music that is more a house-cleaning of the Dylan years and pressed by having to air their highly respectable music at a rock 'n' roll show. If an

appearance was at all necessary to their needs, then only one or two shows at Philharmonic Hall, perhaps, should have been weighed.

Even as the first delayed thuds of rhythm crept through the crowd, cheers formalized into unison applause, the kind generated by dignity and unaccustomed artistry. It was a strange measure of pleasure to hear at the usually raucous Fillmore; and the round, even handfuls of applause kept The Band, already nervous at the confrontation, wooden with inhibition. Rick Danko flinched his bass as Robbie Robertson clutched his guitar into his gut like a starved, unco-operative limb. Garth Hudson silently loomed behind the organ in self-imposed exile; so total animation of the group's musical identity rested with pianist Richard Manuel and the gritty Levon Helm on drums. But despite the flashes of individual heroism, The Band jerked uncomfortably at their own elusive rock identity in the face of an audience confused, in turn, by their own uncertain response to these withdrawn musicians. Sensitive and surrounded, The Band was cornered in their own repertoire, robbing it of dimension through the rigidity of their music and the misfortune of having to sterilely re-create the exact sound of their recorded music, one of the reasons The Band probably refrained from live ap-

pearances in the first place.

Whether The Band is no rock band at all (but the shape of things to come), or the most definitive rock rhythm section yet collected, they performed with uncommon greatness more easily perceived than explained. Yes, they played "The Weight" and "I Shall Be Released," and their bent, starving, wounded voices met like hallelujahs in a hillbilly church, passionately. In time, The Band is sure to win the confidence of our unrelieved aches and qualified hopes, all left dangling by Dylan, who, after his time, threw it all away.

ED OCHS



THE BLUES MAGOOS and Bob Wyld, extreme right, group's manager-producer, plot new career on ABC Records with Larry Newton, label's president.

Humperdinck: Complete Artist

CHICAGO — Although Engelbert Humperdinck hasn't been known for recording r&b songs, his success with "Take What I Want" during his first U. S. concert tour may hopefully find the tune released as a single or on a future album. The song, spaced midway in a program that kept the College Inn of the Sherman House Hotel packed to capacity every night last week, is convincing evidence of the Englishman's complete skill as a performer.

Humperdinck acknowledged in an interview that the tune was "part of a surprise package my musical director, Arthur Greenslade and I, worked out for the concerts." The Parrot Records artist delivers it in a driving manner just after having removed his vest, tie and coat to the accompaniment of "The Stripper" and kidding the audience about being "naughty."

Full Schedule For Rhinoceros

NEW YORK — Rhinoceros, rock group on the Elektra label, has been set for a solid schedule of personal appearances. The group's new round of bookings begins Friday (24) at St. Mary's High School in Greenwich, Conn., and runs through a date at New York's Central Park on June 28.

On the disk front, the group is out with a new single, "I Need Love" b/w "Bekbeukus." An album, produced by David Anderle, will be released shortly.

In his second U. S. engagement here, after appearing first in Las Vegas, Humperdinck exuded a stage presence which charmed the audience. After opening with "For Once in My Life," he moved to stage front and shook hands with a couple as he finished singing "This Guy's in Love With You."

Forced to work his next to last night with a relief band somewhat unfamiliar with his superb arrangements, Humperdinck enjoyed the obvious advantage of having his own skilled sidemen from England.

In addition to Greenslade, who conducted the band, Humperdinck's concert showcased lead guitarist Mike Green.

Robbie McDonald on electric bass and drummer Fred Adamson.

Humperdinck spiced his con-

cert with songs from his top albums. These included "Les Bicyclettes" and "Marry Me" from his current "Engelbert" album, "A Man Without Love" from the LP by the same title, "Am I That Easy to Forget" and "The Last Waltz" from his "Last Waltz" album and "Il Mondo" from the album "Release Me."

He also sang "The way It Used to Be," his current single.

"Release Me," a song now rated as a standard this year in Billboard's annual poll of jukebox operators, was used as an obvious encore number and hardly required the few teasing bars supplied by the band as Humperdinck made his initial exit.

Sharing the bill was comedienne Jeannie Burnier.

EARL PAIGE

Poco Mixes Country, Rock in Top Blending

NEW YORK—Poco, an inventive country-rock quartet, had a first-rate local debut at the Bitter End on Monday (12). The group, which includes Richie Furay and Jim Messina, both formerly of Buffalo Springfield, also did a set later in the evening at Steve Paul's Scene.

Opening with "Pickin' Up the Pieces," the title selection of their debut album on Epic, Poco demonstrated a flair for country-style vocalism, especially by Furay, who played 12-string guitar, and drummer George Grantham. Messina on bass guitar also joined in the vocal harmonies. Lead guitar was played by Rusty Young on steel guitar.

The group stayed in the country groove with "Hurry Up" and "Do You Feel It, Too." In these numbers, vocal lead was alternated between Furay and Grantham, who also sang with Messina.

The tempo became more rock with "What a Day," from the album, and also had some fine instrumental work by Young. Still stronger in the rock idiom was "Callico Lady," also from the album as Furay switched to electric guitar.

High vocalizing was important in this and a following strong rock piece, but the quartet returned to its forte, country, in "Just in Case It Hap-

pens, Yes Indeed" as Furay returned to acoustic guitar. Young's guitar work really came to the fore on this and "Consequently So Long," which concluded the set.

Poco's solid vocals and instrumentals could carry the unit far, especially with country music becoming increasingly in-

FRED KIRBY

Steppenwolf in European Tour

LOS ANGELES — Steppenwolf, Dunhill Records group, opens a month-long European concert-TV-personal appearance tour Saturday (10) in Wimbley, England.

May tour dates: London (13); Beat Club, Bremen, Germany (14); "Top of Pops" (BBC-TV), London (15); Marquee Club, London (16); Manchester University, Birmingham, England (17); Mothers Club, Birmingham, England (18); Bay Hotel, Whitbur, England (19); Arhus, Denmark (20); Stockholm (21); Copenhagen (22); TV shows in Copenhagen and Brussels (23); Paradiso Club, Holland (24); Gronigen, Holland (25); Germany (27-29); Lyceum-Strand, England (30).

MAY 24, 1969, BILLBOARD

Sedaka Back To Writing

NEW YORK — Neil Sedaka is taking a hiatus from personal appearance work to concentrate on songwriting. His latest song, "Rainy Jane," was recorded by himself on the SGC label. Lesley Gore recorded his "A Summer Symphony" on Mercury Records, and the Fifth Dimension have included his "Working on a Groovy Thing" in their "Aquarius" album for Soul City Records.

Sedaka, who is published by Screen Gems Music, is now working on a score for a Broadway musical and a film to be produced by Dino Di Laurentiis. Recently, Sedaka's recording of his song, "Star Crossed Lovers," received gold record awards in Australia and Canada.

Mauriat Stages Two-Hour Love-In With Audience

NEW YORK — French composer-conductor-arranger Paul Mauriat concluded his first North American tour with a concert at Philharmonic Hall Sunday evening (11).

The Philips Records artist opened his program with "This Guy's in Love With You," and his two-hour love affair with the audience began. Much of Mauriat's material was chosen from his Philips albums, and ran the gamut from the Beatles' "Hey Jude" and "Lady Madonna" to Chopin's "Waltz in A Minor." International fare was well represented by his lush treatments of "Guantanamera," "Puppet on a String" and a medley of Gallic

favorites that included "C'est si bon," "La Vie en Rose," "Pigalle" and "Ca c'est Paris." A trio of femme voices added spark to many numbers and orchestra member Gastor proved a delightfully funny diversion with his clever interpretations of "Bombardon" and Offenbach's "La Vie Parisienne."

Mauriat's direction was assured and showed the deftness of a professional, and he brought his unique magic touch to familiar melodies with frequent harpichord solos. His phenomenal hit of last year, "Love Is Blue," climaxed the evening and received a well-deserved encore.

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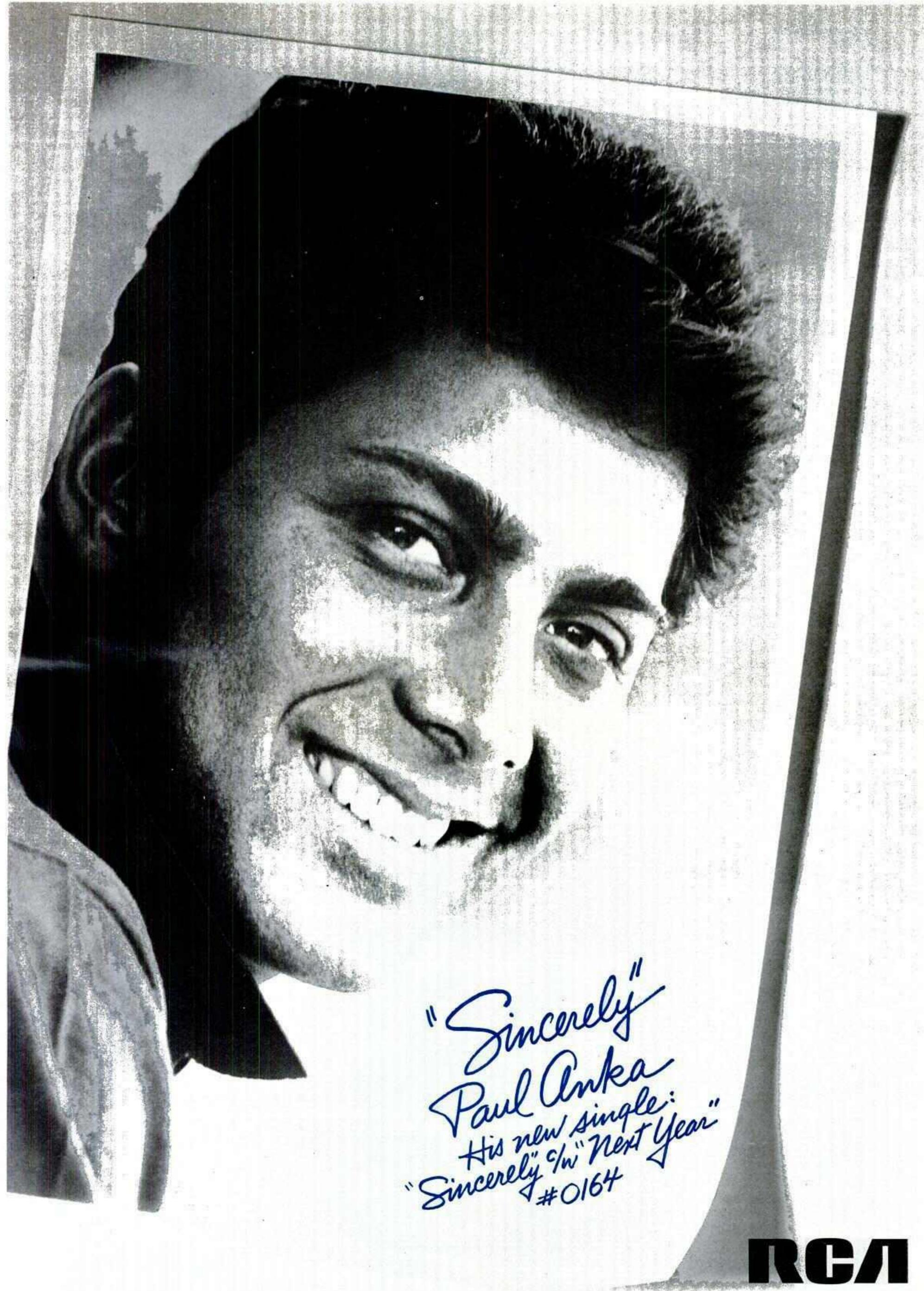
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Judy Collins Concert: Has Fans Gentle on Her Mind

NEW YORK — Judy Collins gave a gentle, languid concert before a sold-out Philharmonic Hall audience on Sunday (11). While there were stretches of sameness in the Elektra artist's program, she carried it off beautifully.



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Miss Collins began with her big single "Both Sides Now" and followed it up with another Joni Mitchell composition: "Chelsea Morning." Two other Joni Mitchell numbers were prominent: "That Song About the Midway" and "Michael From Mountains." The former was an example of the material that made up most of the program. All four selections contained harmonic changes from their original versions.

Leonard Cohen's "Seems So Long Ago, Nancy" was a good slow number as was Jacques Brel's "La Chanson des vieux amants (The Song of Old Lovers)," which she sang in French. Cohen's "Suzanne" was a fine drifting encore.

Bob Dylan's "Poor Immigrant" was a nice lilting number. Even the joyful "Hello, Hooray," however, received her languid treatment. Among the other first-rate selections were "Hey, Nelly, Nelly," "Come Away Melinda" and "Pretty Polly."

Cohen's "Bird on the Wire" was Miss Collins' strongest number. Miss Collins, who accompanied herself on guitar and piano, was ably backed by pianist Michael Sahl, drummer Susan Evans and bass guitarist Gene Taylor. The concert concluded the season's Great Performers at Lincoln Center series.

FRED KIRBY

From The Music Capitals of the World

(DOMESTIC)

MEMPHIS

MEMPHIS—Felton Jarvis and his Nashville crew were back at American Recording Studios to finish up another album recorded earlier in the year by Elvis Presley.

Neil Diamond came in for an album under the direction of Tommy Cogbill at American. Cogbill and Chips Moman, vice-president of American, teamed up to produce a single on Sandy Posey. Wayne Cason and Mark James were both working on singles at American and Diane Jordan of Monument worked under the keen eyes of Fred Foster.

Ray Harris, producer at Hi Records, distributed by the London Record Co., was working with Crazy Horse, Ann Peebles, Willie Mitchell, Jerry Jaye, Mike Cunningham and the Crip Gurney Multitude at his studios on singles and albums. Willie Mitchell was helping in the production of the tunes. Larry Rogers at Lyn-Lou and Steve Bogard, leader of the Promise were selecting material for an album on the Florida group, who record for the Scepter label. Dan Penn and Spooner Oldham were working at Lyn-Lou on the Uniques. Rogers, who engineered a recording session for Columbia on the Bill Black combo, said the album is due June 1.

Ray Brown, president of National Artists Attractions, announced that Ace Cannon is working a club in Monroe, La., during the week and will travel on the weekends. Brown also handles Jerry Lee Lewis, Bill Black Combo, the Rapsallions, Village Sound, Travis Wommack, the Wildcats, Trademarks, Flash and the Board of Directors and the Avantis, plus national acts with other agencies.

JAMES D. KINGSLEY

SAN FRANCISCO

The Joe Tex Revue opens at Mr. D's Friday (23) following Gladys Knight and the Pips. . . The New Christy Minstrels began a two-week engagement at Bimbo's on Thursday (15). With more than half its \$710,000 deficit from last season already accounted for, the Symphony Association expects its fund drive to set a record. . . Country Joe MacDonald is now with the satirical revue, the Pitschel Players, that opened a new show Wednesday (15). . . Lightning Hopkins opened at Mandrake's in Berkeley. John Lee Hooker will be there starting Wednesday (20). . . Capitol recording artist Glen Campbell's Oakland Coliseum concert Friday (9) drew 15,000, a capacity crowd. . . Jack Jones is at the Fairmont Hotel through June 11. . . Pacific High Recording has converted to 16-track. . . The Monterey Jazz Festival has announced grants of more than \$8,000 to four musical activities: the Jazz Education Fund (\$4,500), the Lyceum (\$2,500), the county Symphony Association Youth Orchestra (\$1,000) and the Monterey High School stage band (\$340). . . The Incredible String Band makes its only Northern California appearance at Fillmore West Saturday (24).

GEOFFREY LINK

Sky to Perform at Cambridge Festival

NEW YORK — Patrick Sky has been invited to perform at the Cambridge Music Festival in England Aug. 2-3. He will then do a tour of festivals in Barcelona, Belgium, Germany, the Netherlands and Sweden before returning to the U. S. to release his new LP for Verve/Forecast.

Sky's bookings for his tour are being handled exclusively by Nems Enterprises, Ltd. in London.

Josh White Jr. on Promo Tour on LP

NEW YORK — Josh White Jr. is on the road this month to promote his United Artists album, "One Step Further." His itinerary includes New Orleans, Atlanta, Charlotte, Washington, Boston, Hartford, Philadelphia, Detroit, Cleveland, Columbus, Dayton, Cincinnati, Chicago and Milwaukee. He'll resume his professional appearances after the tour.



BOB TEAGUE is congratulated by Larry Uttal, Bell Records president, at a party at New York's Spindletop celebrating the NBC-TV newscaster's first album: "Letters to a Black Boy," which was based on Teague's book of the same name.

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De Paur to Westchester

WHITE PLAINS, N. Y. — Leonard de Paur has been appointed music director and conductor of the Westchester Symphony and Workshop, succeeding Lawrence Smith. Smith has been named to the new position of co-ordinator and chief coach of the Opera Department at Philadelphia's Curtis Institute.

De Paur, who was musical director of "Winged Victory," also directed the De Paur Infantry Chorus, which recorded 10 albums for Columbia Masterworks. He also has arranged and conducted albums for Leontyne Price and Shirley Verrett on RCA Red Seal, and Andre Kostelanetz on Columbia.

More Acts Latch On to 'Proud Mary'

NEW YORK — "Proud Mary," the tune which brought California's Creedence Clearwater Revival to the top of the singles charts, is getting coverage by other disk artists. The song, which was written by the group's lead singer-guitarist for Jondora Music, has been recorded by Solomon Burke, Tommy Roe and Ed Ames.

Fran Warren to Do Country Album

NEW YORK — Fran Warren is moving into the country groove. Audio Fidelity Records is recording Miss Warren's upcoming LP in Nashville under the direction of Slim Williamson, president of AF's Chart label. The package is scheduled for early summer release and will be her first entry into the pop-country field. The LP will be released on the Audio Fidelity label.

NEW YORK

Atco's New York Rock & Roll Ensemble opens a six-day engagement at Steve Paul's Scene on Friday (23). Other dates for the unit include Detroit's Grandee Ballroom, May 30; Philadelphia's Electric Factory, June 11; New York's Bitter End, June 14-17; and the Hollywood Bowl, June 28 with Arthur Fiedler and the San Francisco Symphony. . . A/M's Sea Train plays Cleveland's La Cave for three days beginning on Friday (23). Reprise's Neil Young has a three-day La Cave stint beginning on May 30. . . Carl Deane is on an East Coast promotional tour for Tetragrammaton Records.

Roulette's La Lupe gives a Carnegie Hall concert on June 14. . . Lester Lanin's first Metromedia album is being produced by Charles Fox. . . Composer Jimmy McHugh, a member of ASCAP's board of directors, has been invited to the Fourth Annual International Song Festival at Rio de Janeiro along with composer Jimmy Webb and other songwriters. . . Felicia Sanders opens a three-week engagement at the Rainbow Grill on Monday (19). . . Bobby Scott leaves for London soon to cut an album of Irish folk music and poetry. TV appearances also are slated.

A&M's Lisa Minelli, Columbia's Jerry Vale, Warner Bros.-Seven Arts' Don Rickles, and Project 3's Pearl Bailey will appear at the New York's Educational Institute for Learning and Research benefit at El Morocco on Sunday (18). . . Metromedia's Clary Hart has taped a "Lawrence Welk Show" for telecasting on Saturday (24). . . Warner Bros.-Seven Arts Everly Brothers open at the Bitter End on Friday (30) for 18 days. . . Phyllis Rabb has joined Raymond Katz Enterprises in an executive post after 17 years with the William Morris Agency. Miss Rabb moved from New York to join the Los Angeles office of the personal management firm.

ED OCHS

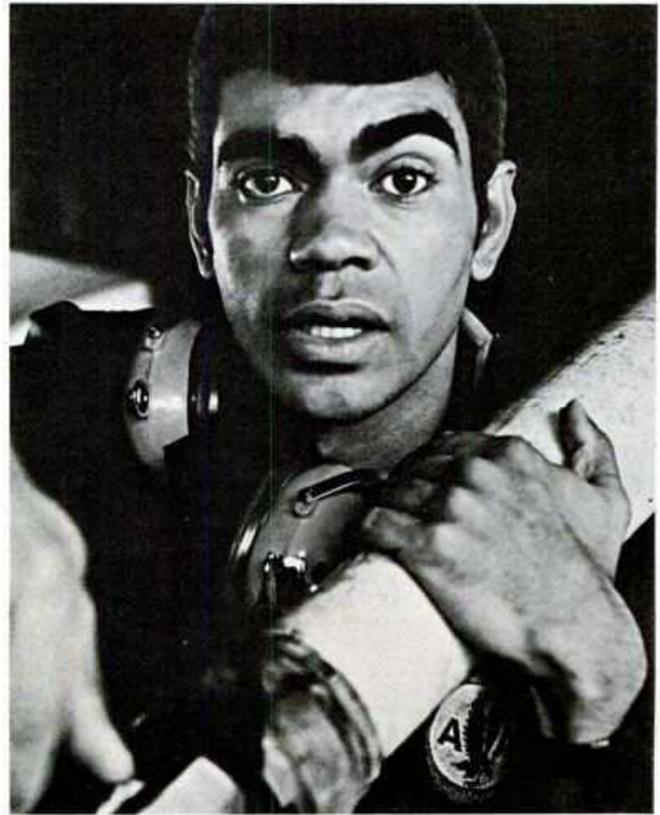
'Bound to Happen. Billboard's Ed Ochs

has gone completely underground. Then he was always underground, probing R&B in Soul Sauce and reporting the rock scene from Fillmore East. Ed's crisp writing and sharp insight will go heady and heavy, inside and under the "new" music in Billboard.

In June

Say You Saw It in the Billboard

**“I realized it the first time
I saw a mother and child
get on the plane.
Nobody has more
responsibility
than I have.”**



35,000 people work for American Airlines. And most never get to hear a passenger thank them for a great flight.

They're the ones that really have to have special pride in themselves.

Chico Martinez works at New York's Kennedy Airport. He's a line mechanic. He looks at his job this way:

“I've always wanted to be a mechanic. Now after working 10 years for American, I kind of feel like I've arrived. Naturally, there's a lot of pressure in this business. Everything has to be so perfect. But there's a lot of satisfaction, too. Like watching one of those big planes take off after you've worked on it. Not many people get to know that feeling.”

It takes more than just being good mechanically to be a good mechanic. It takes a man who believes in himself. That's the American Way.

**Fly the American Way.
American Airlines**

Personal Appearance Dates Ring Up B. O. \$ for Creedence

NEW YORK — Creedence Clearwater Revival, Fantasy Records group, has developed into one of the hottest disk acts on the personal appearance circuit. The group has set about a half dozen attendance records in recent concert appearance and, at the same time, has two LP's "Creedence Clearwater Revival" and "Bayou Country" that have both passed the \$1 million sales mark, and their current single, "Proud Mary," has sold more than 1,000,000 copies.

On the personal appearance

front, Creedence set a house record Saturday (10) with an overflow crowd of 13,208 at the Long Beach (Calif.) Arena, with a gross of \$61,700. Only three weeks before, the group broke another attendance record at the neighboring Anaheim Convention Center, with a standing room only crowd in excess of 9,000. Gross on the date was just over \$43,000.

The group, which is currently taking down a minimum of \$15,000 against 60 per cent of the gross, also drew a full house at the Las Vegas Auditorium April 25, and set a record for a rock attraction the following night at the Santa Clara County Fairgrounds, San Jose, Calif. with a gross of \$21,893. On Friday (9), the group broke the house record at the State Fair Grounds Exhibition Hall with 3,787 paid and a gross of \$16,079.

Creedence's agency, Associated Booking, meanwhile, has set a flock of major engagements virtually carrying them through Labor Day.

This will make you as happy as it has made us

GOOD MORNING STARSHINE



by

OLIVER

J. L. Caulfield Enterprises
144 West 57th Street
New York, New York

on JUBILEE

Signings

The Blues Magoos to ABC Records on a long-term contract. The deal was made through Longhair Productions, who will also produce the act for ABC. . . . Producer-writer Rudy Clark to Columbia as producer for the label's new artist Gloria Johnson.

Roscoe Robinson, r&b singer, to Atlantic Records. His first single for the label is "Oowee Baby, I Love You." . . . Tommy Cash, brother of Johnny Cash, to Epic Records. Debut single couples "Your Lovin' Takes the Leavin' Out of Me" and "That Lucky Old Sun." Also signed to Epic is flutist Paul Horn. His first single for Epic is "Green Jelly Beans."

The Persians, whose first single will be "I Don't Know How to Fall Out of Love," and the Modettes signed with GWP Records.

Bobby Bond joined Warner Bros.-Seven Arts Records, where his debut disk is "One More Mile, One More Time," which was arranged and produced by Tupper Sausy and Don Gant. . . . Al Nero & the Forum signed with Spiral Records with Gladys Shelley's "Flying Can Be Fun" as their initial single. . . . Mickey Rush to Raftis Records. . . . Rudy Clark signed with Columbia as producer for Gloria Johnson.

Bake Turner, New York Jets flanker-back, to Kapp Records. Turner's first single was recorded in Nashville under the direction of Walter Haynes, Kapp's a&r producer in Nashville.

DEXTER'S SCRAPBOOK

By DAVE DEXTER JR.

HOLLYWOOD — Janis Joplin is the most popular female singer around. Diana Ross is a close runner-up and ranking third is Grace Slick.

Now you may not agree and I may not agree, but that's how the 28,000 students at UCLA voted in the first annual "Daily Bruin" balloting. Dusty Springfield, Julie Driscoll, Laura Nyro and Aretha Franklin finished in that order behind the win, place and show winners.

Unconvinced, we polled our own colleagues within the disk industry. Most of the voters, admittedly, were men with at least 10 years' experience in records. And Ella Fitzgerald breezed in. Trailing her came Billie Holiday, Dinah Washington, Mildred Bailey, Kay Starr, Della Reese and Lee Wiley.

Headliners Set For Newport Pop

NEW YORK—Headline acts have been set by producer Mark Robson for the three nights of the Newport '69 Pop Festival to be held at Devonshire Downs June 20-21-22. Opening night will headline Jimi Hendrix Experience, with special guest billing to be given Ode Records group Spirit. Creedence Clearwater Revival headlines the June 21 evening. The final evening's concert will headline Atco Records' Rascals. Other acts to be wrapped up shortly include Atco's Crosby, Stills and Nash and Joe Cocker.

Humperdinck to Return to Hotel

NEW YORK — The Riviera Hotel, Las Vegas, has picked up the option on Engelbert Humperdinck for a return engagement, possibly early this fall. Humperdinck, who records on London's Parrot label, made his American nightclub debut there several weeks ago.

The singer is winding up the second engagement of his tour. He closes Monday (12) at the College Inn of the Sherman House Hotel, Chicago, and begins a 10-day engagement at the Playboy Club in Montreal Thursday (15). He's also set for a week's run at the O'Keefe Center in Toronto beginning May 26.

It all proved only one fact—the generation gap is getting gappier.

One of the newer combos attempting to bridge the chasm between youth and its elders is RCA's Lighthouse, 13 strong and spotting a string quartet and a brass quartet within a solid rock style. The youngest member is 20. The oldest is 46. That's true homogenization!

"Hee Haw," the summer CBS-TV replacement show for the Smothers Brothers, won't even start until mid-June. But already there's mushrooming confusion over one of its stars, Jeanine Riley, who sings and dances, and Jeannie C. Riley of "Harper Valley PTA" fame. Jeanine is a buoyant blonde who will be seen every Sunday night in the series now being taped in Nashville with Buck Owens and Roy Clark serving as co-emcees. "One of us," says Jeanine, "has gotta change her name."

No reply, as yet, from the brunette Jeannie C.

Diana Ross will concentrate on films after she and the Supremes split next August in Inglewood, just outside Hollywood. Her replacement, we're told, will be a virtual unknown, Rita Wright.

Selected lines from a review of Alice Cooper's first album, from the Vancouver Province paper:

"Sounds like the house band at a reunion of spastics . . . like sitting in on a jam session in an insane asylum . . . hard to figure if Alice is a boy, a girl or neuter."

Shucks, everyone in California knows that Alice is a young man. Billboard revealed it last winter in a "Scrapbook" column.

The venerable guitar virtuoso, George Van Eps, loaded up his car with a new amplifier and a pilot model of a new seven-string instrument which the Gretsch company developed at a cost of many thousands. Then Van Eps went back into his house to get a jacket. It took 45 seconds, and when he came out the amplifier and guitar had been removed from the car and the thieves were long gone.

Police from beautiful downtown Burbank, where George resides, are still looking.

A couple of topical items gleaned from thumbing through a tattered scrapbook: Ozzie and Harriet Nelson made scores of fine records back in the 1930's, long before they made it big in radio with their sons. Starting June 24, they'll star at Kansas City's Starlight Theatre in "State Fair" and then move on to St. Louis for a month of the same at the St. Louis Municipal Opera. But how we miss Bo Ashford's treat trumpet and Charlie Bubeck's bary sax when we watch the Nelsons work . . . Remember Milton Ebbins when he managed the Count Basie band and, later, Billy Eckstine. He's about to produce a second movie, starring Sammy Davis and Peter Lawford, which he will call "Salt and Pepper II" and which United Artists will release. Shooting starts next month in London.

FRED COLE

THE SATIN VOICE

De-Lite RECORDS DE-515



FOURTH BLUE MONDAY

B/W WRONG FOR ME

D.J.s and Distributors write for your copies to: TED EDDY

c/o De-Lite Records
300 W. 55th Street
New York, N.Y. 10019

it's mad, mod, marvelous the new look in jewelry



EYE POPPERS

The eyes have it—and it's the greatest idea in jewelry in years. Cleverly realistic colorful glass eyes (including cats' eyes) are magnificently mounted as tie clasps, key rings, cufflinks, earrings, pendants and tie tacks. A sure-fire idea for the teen crowd.

Priced as low as \$6.00 the dozen for easy sales and more than a 100% profit mark-up for you.

Send for catalog sheet and price list.

RACK JOBBERS, STORE-TO-STORE SALESMEN—This will open their eyes!

G. SCHOEPFER, Dept. BB
120 W. 31st St., New York, N.Y. 10001

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240 West 23 St., New York, N.Y. 10011
(212) AL 5-8919



THE PEPPERMINT RAINBOW, Decca Records group, perform their hit record, "Will You Be Staying After Sunday," on Dick Clark's ABC-TV show Saturday (17).

John "BRIDGING A GAP" Whitehawk

Billboard's "Beat" makes Music

JUST A STRAIGHT UNADORNED C&W GOSPEL ROCK HIT SINGLE

THE MAUDS SATISFY MY HUNGER

EVEN TASTIER THAN "SOUL DRIPPIN'"

B/W BROTHER CHICKEE
72919

an Instrumental
arranged by THE MAUDS
from their
forthcoming album

PRODUCED BY:
GEORGE BADONSKY FOR

GRAVITY

PRODUCTIONS

PUBLISHED BY:

MRC MUSIC INC. (BMI)

EXCLUSIVE MANAGEMENT:

GEORGE BADONSKY

(312) 664-0532

BOOKING:

BLYTHAM

(217) 356-1857

ON MERCURY RECORDS



Commercials

Globe Propaganda Sells It Soft

By GEOFFREY LINK

SAN FRANCISCO—Globe Propaganda, a new advertising agency specializing in hip, progressive material, tries innovative concepts to break the monotony in standard radio spots, and always favors the soft sell.

"We refrain from endorsing the product," said George Hunter, head of Globe. "We don't say how much it turns you on, we just say it's available."

Globe has done spots for Capitol artists Quicksilver Messenger Service and SRC, Sons of Champlin (Columbia) and will do spots for the forthcoming LP's by Canned Heat (Liberty) and the Charlatans (Philips). They did a series of four spots for the Miami Pop Festival and also for the Carousel Ballroom, now Fillmore West, when it was operated by Jefferson Airplane and the Grateful Dead.

"Almost every ad is a put-down of current advertising standards," said Pedar Ness, head of Globe's audio department. "One thing you have to watch out for is knocking too hard. It has to be done subtly."

"We make light of the fact that we're advertising something. I try to make them sound like it's not an ad—make them entertaining and amusing—or else make it so much like an ad, it's a put-down. If you try to put the usual stuff over on the people, they just won't believe it."

"You can't extol the virtues of the product anymore," Ness said, "people are immune to

that. All you can hope to do is get the listener to—next time he's in a record store—pick it up, look it over and think about it."

Stereo Ads

At a time when stereo is booming, much radio advertising is still in monaural, said Ness, but "we specialize in stereo ads. There's so many tricks and sounds that the rock groups do in music and you can do it in the ads, too."

To do that, he relies heavily on "lo-fi" (poor sound reproduction, as muted voices) to add interest and humor to the spots. Ness writes and does voices on most of the spots himself, recording them at Golden State and Coast Studios here.

The minute spot he's working on for the Charlatans LP features a magician performing a series of tricks that don't work. "The magician's final trick," Ness said, "is to sell the LP to the listeners. He says the magic words 'Money, money, money,' And it works."

Most of Ness' ads are programmed on underground FM stations, but he also writes for the AM market. "We're doing things that have the broadest appeal," Hunter said, "and aren't so esoteric as to appeal to just an 'in' clique."

Globe, which has been in operation for about six months, has also designed LP covers for Quicksilver's "Happy Trails" and soon be released Charlatans and It's a Beautiful Day (Columbia). Hunter hopes to do commercials for other advertisers too.

Ad Notes

By CLAUDE HALL
Radio-TV Editor

One of the longest running shows on TV has to be "Superman." The show bowed in 1955 and is still on reruns and **Mort Ascher**, president of Emil Ascher, is still getting residuals. It was the first TV show to use Ascher music as its theme. Since then, of course, there have been scores of TV shows with Ascher library music ranging from "Crusader Rabbit" to the "Hallmark Hall of Fame." Even soap operas like "Love of Life" and "Edge of Night." But one of the big uses of Ascher music is, of course, commercials. Emil Ascher Inc. and the West Coast branch of Regent Record Music have more than 300 hours on tap.

★ ★ ★

National Recording Studios, 16-track New York facility, is now handled by the Givaudan Advertising firm. . . . **Terry Cashman**, **Gene Pistilli**, and **Tommy West**—composers, producers, and performers for Capitol Records—gathered a honorable mention in the recent Andy Awards by the Advertising Club of New York for a radio commercial for Remington Selectro Shaver. . . . **Tina Stern**, executive producer for **James Garrett** and partners, is doing a promotional film for Atco Records' **New York Rock 'n' Roll Ensemble** new album and faithful friends. **Adrian Barber**, who produced the LP, will direct the film. Miss Stern is noted for doing the Alka-Seltzer commercial.

★ ★ ★

WINN in Louisville has won an AFTRA award (a local award) for the best 60-second radio spot promoting the Kentucky Derby Festival. WINN's **Jim Travis** and **T. Tommy Stone** produced the commercial. . . . **Bob King** has joined Edward Petry & Co. in New York on the sales staff of the radio division; he'd been in sales at WMTR, Morristown, N. J. . . . A 60-second TV spot for 20th Century-Fox's "The Detective" movie has received a certificate of recognition from the American TV Commercial Film Festival. The spot, written and produced for CineMedia by **Steve Katten**, is now a finalist in the festival. . . . **Larry Santos**, just out with a Dimension Evolution LP titled "Just a Man," has entered the commercials field with a spot for Lever Bros.

SERVICING OF MIAMI U. STATION A POWER BOOST

MIAMI—There seems to be an increasing awareness of the potential of the college radio station for influencing sales—at least here in Miami. WVUM-FM, a small watt station with a big reach at the University of Miami, is now receiving excellent service from several labels, according to program director **Ira Levy**. In fact, Elektra Records' **Paul Brownstein** personally visited the campus to set up a promotion involving the Love, an Elektra group. The station is giving away 40 Love albums in the promotion.

Columbia Records, A&M, and Tone Distributors, which handles such labels as Atlantic Records, are now concentrating service on the campus station. The reason, said Levy, is that "we're willing and eager to break records. For example, we got an exclusive on the latest **Diana Ross** single." Levy also felt the station was making a considerable impact in local record sales.

Booklet Out On Statistics

NEW YORK — John Blair & Co., leading broadcast station national advertising representative organization, has released the fifth edition of Statistical Trends in Broadcasting showing, among other things, an increase in national regional radio advertising expenditures of 13 per cent in 1968 with a projected increase of 8.7 per cent during 1969. Local radio increased 1.7 per cent in 1968, Blair reports. Based on FCC figures for 1967, the booklet also relates radio-TV time sales trends by individual market back to 1963. Copies of the free booklet may be obtained by writing on station letterhead to Blair, 717 Fifth Avenue, New York, N. Y. 10022.

SRA Will Hear Mediator Kheel

NEW YORK—Theodore W. Kheel, labor mediator, will be the guest speaker May 20 for the 12th annual Silver Nail and Gold Key advertising awards luncheon of the Station Representatives Association at the Hotel Plaza, according to **Martin L. Nierman**, president of Edward Petry Co. and program chairman, and **SRA** president **Frank Martin**, president of John Blair & Co.

Delay Renewals Of 2 Stations

WASHINGTON—Two New York Latin music stations, WHOM and WBNX have had license renewals deferred by the Federal Communications Commission, pending court proceedings against deejays on the stations for alleged payola and perjury. (Billboard Aug. 3, 1968.)

New York Federal District Court has not yet considered the cases, which involved **Freddy Baez**, **Rafael Diaz Gutierrez** and **Hipolito Vega** at WHOM, and **Pablo Raul Alarcon** of WBNX.

(Continued on page 54)

Selling Sounds

What's doing among the major music houses. Items should be sent to **Claude Hall**, Radio-TV Editor, Billboard, 165 W. 46th St., New York, N. Y. 10036.

WEEK OF 12-16 MAY

PEPPER & TANNER, Dallas, Memphis

Amalie Oil Co. for **Creamer & Colarossi Inc.** of New York; **Burt Gottlieb** was vice-president and creative director and **Jim Andrews** account executive for agency; for **Pepper & Tanner**, **Larry Muhoberac** was music director, **Phil Kelly** art director, **Pete Pederson** creative director, and **Ralph Stachon** senior vice-president and production manager.

Kroger Co. for **Campbell-Mithun** of Chicago; **Brad Hoffman** was account executive and **Bill Whiting** art director for agency; for **Pepper & Tanner**, **Hub Atwood** and **Joe Geralmo** were the music directors in Memphis, **Gary Wells** the creative director in Dallas, and **Ralph Stachon** senior vice-president and production manager.

★ ★ ★

DAVID LUCAS ASSOCIATES, New York 581-3970

Life Buoy for **SSC&B**, New York; **Charles Ballente** was agency producer for these TV spots. **David Lucas** wrote the music, which was recorded at **Gotham Recording Studios**; **Ed Rice** was engineer at **Gotham**.

Lipton Ice Tea for **SSC&B**, New York; **Larry Katz** was agency producer for these radio-TV spots. **A&R Recording Studios** was used.

★ ★ ★

LOU GARISTO PRODUCTIONS, New York 759-6210

Singer for **J. Walter Thompson**; **Bob LaChance** was agency producer for these TV spots recorded at **National Recording Studios**.

Ford for **J. Walter Thompson**; **Stan Turner** was agency producer for these TV spots recorded at **National Recording Studios**.

Bond Bread for **McCann-Erickson**; **Ray Johnson** was agency producer for these radio-TV spots recorded at **National Recording Studios**.

Neutrament for **Will Graham Co.**; **Marie Gordon** was agency producer for these radio-TV spots recorded at **National Recording Studios**.

★ ★ ★

GRANT & MURTAUGH, New York 581-4000

Frito's for **Tracey Locke** of Dallas; **Kevin Biggoes** was agency producer. Recorded at **Fine Recording Studios**.

Mountain Dew for **BBD&O**; **Spencer Michlin** was agency producer for this 60-second radio spot aimed at the Latin-American market. Recorded at **A&R Recording Studios**.

American Express for **Ogilvy & Mather**; **Jack Beck** was agency producer. Recorded at **A&R Recording Studios**.

Coca-Cola for **McCann-Erickson**; agency producers were **Dee Ito** and **Peter Lummon** for this series of five TV spots aimed for the International market. Four of the spots were recorded at **Aura Recording** and one was partially recorded at **Fine Recording Studios** and on **Moog Synthesizer**.

French's Mustard for **J. Walter Thompson**; **Bill Taub** was agency producer for this 30-second TV spot recorded at **Fine Recording Studio**.

★ ★ ★

MBA MUSIC, NEW YORK MU 8-2847

Clairol for **Doyle Dane & Bernbach**; **Philip Bodwell** was agency producer. Recorded at **Fine Recording Studios**.

Chocks Vitamins for **J. Walter Thompson**; **Gordon Klovenbach** was agency producer. Recorded at **Aura Recording Studios**.

Hero (a **Lever Brothers** detergent) for **Doyle Dane & Bernbach**; **Len Serwoitz** was agency producer. Recorded at **Fine Recording Studios**.

Sunny Bunch (a **General Mills** snack product) for **Neder, Harper & Steers** of Chicago; **Jerry Fortis** was agency producer. Recorded at **Fine Recording Studios**.

Webster Urges Think-Outs On Commercial With Staff

NEW ORLEANS — Radio stations should have "think-outs" with account and creative staffs on local commercials, according to **Maurie Webster**, vice-president of the CBS radio services division. Speaking on the power of radio's new sounds before the 47th annual convention of the Public Utilities Advertising Association here last week, Webster said that "first

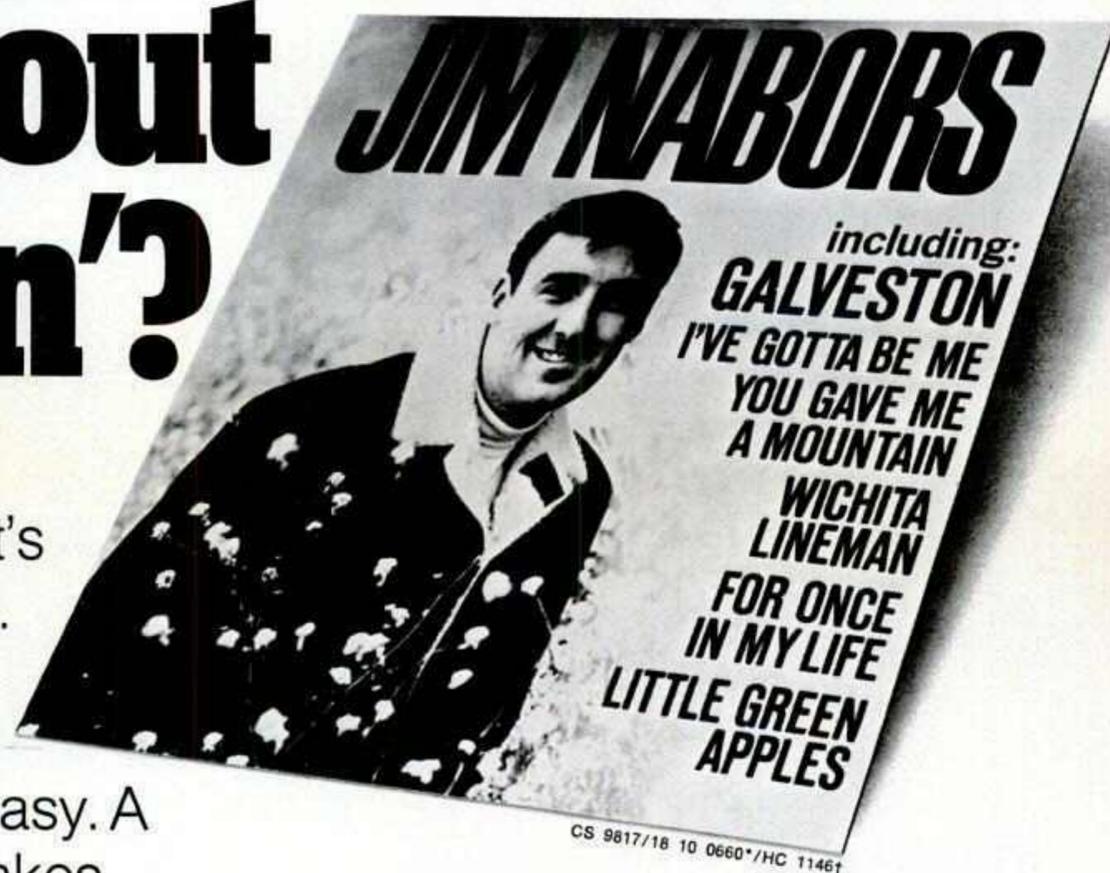
you should make sure of the radio qualifications of people at the agency because creating for radio is a real skill—they shouldn't learn at your expense. Then meet with account and creative people listen to the best commercials, discuss how you can use radio's appeal to different audience segments at different times of the day." He

(Continued on page 54)

What does a boy from Sylacauga, Alabama know about 'Galveston'?

JIM NABORS knows what it's like to be far away from home. And loved ones. So he leans back and just sings about the things he knows. Smooth and easy. A natural way with a song that makes people really want to listen.

What does a boy from Sylacauga know about "Galveston"? And "I've Gotta Be Me"? And "You Gave Me a Mountain"? He knows how to sing them in that big full baritone voice. And his thousands of fans know something, too. How to buy them. ON COLUMBIA RECORDS 





AGAIN & AGAIN & AGAIN
THE TURTLES
AGAIN & AGAIN & AGAIN
THE TURTLES
AGAIN & AGAIN & AGAIN

IT AIN'T ME BABE

LET ME BE

YOU BABY

GRIM REAPER

CAN I GET TO KNOW YOU BETTER

HAPPY TOGETHER

SHE'D RATHER BE WITH ME

YOU KNOW WHAT I MEAN

SHE'S MY GIRL

SOUND ASLEEP

STORY OF ROCK AND ROLL

ELENORE

YOU SHOWED ME

& AGAIN

**"YOU DON'T HAVE TO
WALK IN THE RAIN"**

WW308

PRODUCED BY RAY DAVIES



WHITE WHALE RECORD COMPANY



KITTYHAWK

Radio-TV programming

LP Programming Has PD's in Quandary

• Continued from page 1

son to play many albums "because there's so many singles coming out we just don't have time for album cuts unless something is real hot like a Beatles album.

But albums are selling more and more in the same pattern as singles. There were more than 30 million-dollar albums on Billboard's Top LP's Chart last week. Many albums are outselling singles by the same artists—indication of perhaps a larger radio audience available to the alert radio station. And many record companies are not releasing singles now until they have judged which one is going to be the most popular from a given album.

The problem has become so severe that Billboard will devote special attention to it June 19-22 at the second annual Radio Programming Forum, which will be held at the Waldorf-Astoria Hotel. One of the experts in programming album cuts who'll be giving precise details on album cuts will be Pat

McMahon, program director of KRIZ, No. 1-rated Top 40 station in Phoenix. The problem will also come under study in other sessions, such as when WABX-FM station manager John Detz, Detroit, speaks on the growth of progressive rock as a music format. And a special elbow-to-elbow roundtable discussion will be devoted to "Keeping Up With and Evaluating the New Record Releases." Several other speakers will cover closely related topics.

Last year, some 500 station managers, program directors, and air personalities attended the Billboard Forum. Registrations for this year's event, the only educational programming meeting of this type, may be sent to Radio Programming Forum, Ninth Floor, 300 Madison Avenue, New York, N. Y. 10017. Fee is \$125 and covers all luncheons, work materials, and social receptions.

New Speakers

New speakers just added to the slate of more than 35 leading radio men include Miles David, president of the Radio

Advertising Bureau; program director Jack Gardiner, KBOX, Dallas; air personality Dick Biondi, WCFL, Chicago; music director and air personality Buzz Lawrence, KHOW, Denver; recording engineer Phil Ramone, A&R Recording Studio, New York.

Some radio stations are facing the problem squarely; WPOP in Hartford, for example, where music director Bob Paiva says he's playing quite a few album cuts, but "it's very difficult to base choice of these individual cuts on album sales."

A few months ago, WPOP expanded its programming philosophy, Paiva said, to include more music. The reason was that some albums are so strong, like the recent Blood, Sweat, and Tears album "that you just have to consider it."

The problem, he feels, is that it's easy to make a mistake in picking the individual cuts. "One station I heard was playing cuts by Tom Jones merely because Jones is a hot artist and cuts from a Ray Conniff album because he appeals to adults and they wanted to improve their demographics in ratings with

adults. It took several months to form our own opinion on album cuts, but we believe that the ones we play don't necessarily have to be by hot artists or aimed at housewives. For example, we started playing 'Ruby, Don't Take Your Love to

Town' by the First Edition from the album because we didn't like the group's last single. Now, the 'Ruby' cut is going to be a single."

LP cuts are still not a "significant" part of the WPOP pro-
(Continued on page 30)

Mgmt.-Directed Play Clicking at KREM

SPOKANE—More and more, the role of management in music programming becomes necessary. By getting deeply involved in the records, Gene Wilkin brought KREM to a healthy audience rating picture. Wilkin, with a background that includes WGAN in Portland, Me., and WHYN in Springfield, Mass., took over at easy listening-formatted KREM while the Nov./Dec. Pulse ratings were being tabulated. But it's the January/March Pulse that tells the story:

- From 6-10 a.m., KREM tripled its total male audience and went from fourth to second place; more than tripled total women and moved into first place, and also came off No. 1 in both men and women 25-49.
- From 10 a.m.-3 p.m., KREM came up from seventh in total men to No. 2 and more than doubled its figures; also doubled total women and emerged No. 1.
- From 3-7 p.m., KREM shot up from No. 5 in total men to No. 2 with double the audience; more than tripled its 25-49 male audience for a No. 1 finish; and just about doubled its total female audience to come out No. 1.

Wilkin says that the "sound" he is trying to create . . . and obviously has created . . . is "an emotional up (but not too up), tight, happy balanced sound that runs like a river."

His first project on joining the King Broadcasting station was to listen to every record. He personally marked the ones he wanted played with a green check. No green check, no play. He also did a bit of switching; there had been a ratio of 70 per cent album cuts to 30 per cent singles being aired. Wilkin turned this ratio around and now 70 per cent of the tunes played on KREM are from singles. The reason for this, of course, is to get newer records on the air faster; KREM tries to play new records at least two weeks before they appear on the national charts.

Also involved in the programming, naturally, was a close study of the programming being done by the competition. And a new jingles package was added to bring fresh sound. But basically, the improvement in the ratings picture at KREM can be attributed to basic broadcasting principles, believes Wilkin. There was no spectacular change in format nor the quick, but perhaps fickle audience hypo's by a super-duper promotion. He just strengthened KREM's weak points and set out to build the morale of the station's personnel through internal promotions and evidence of sincere management concern.

WPOP Holds Pop 'Class' For Rock Groups May 24

HARTFORD, Conn.—WPOP will hold its third annual Pop Music Seminar, Sunday (24) at 2 p.m., at Synchron Studios in Wallingford, between Hartford and New Haven. Guiding the seminar, which is aimed at educating local rock groups about the record and radio businesses, will be WPOP music director Bob Paiva and Doc Cavalier, a record producer and the owner of Synchron Studios.

Speakers for the afternoon seminar will include songwriter-

producer Wes Farrell, Buddah Records promotion director Marty Thau, Cavalier, Paiva, and Billboard radio-TV editor Claude Hall. Farrell produces such groups as the Brooklyn Bridge and the Elephant's Memory. Cavalier produces the U. S. '69 and the Pulse.

Cavalier will advise on the functions of a studio; Paiva will discuss what the artist can expect after his record is released and what radio stations can mean to the performer.

AVCO Revamping 'Hayride' TV Show

CINCINNATI — AVCO Broadcasting is revamping its long-running "Midwestern Hayride" TV show around new host-performer Henson Cargill and will unstring its fiddles to bring on 12-string guitars, the electric bass, background voices, and name guest artists.

The new show will be syndicated as the "Country Hayride" through AVCO Embassy Pictures.

In announcing the signing of Cargill to a long-term contract, AVCO vice-president of programming Gene McPherson

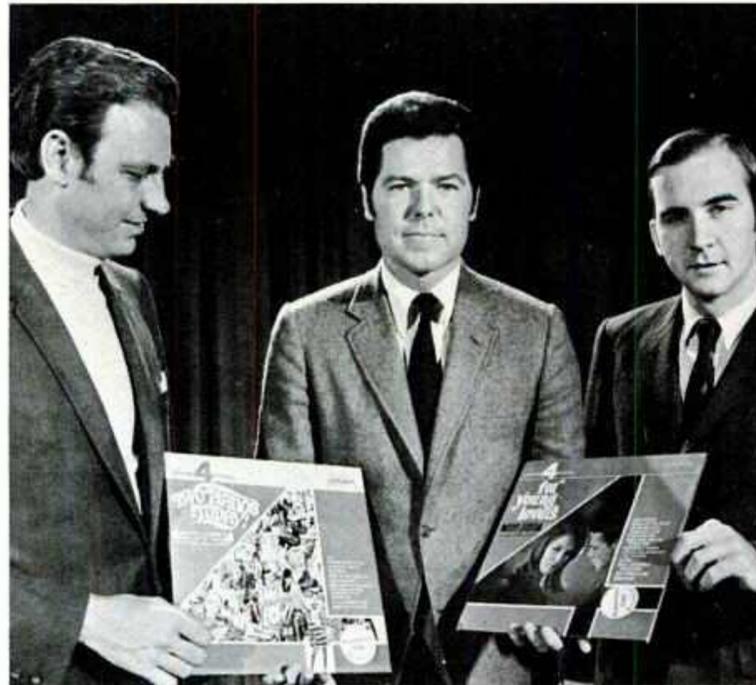
'Upbeat' Outlet To Be WEWS-TV

CLEVELAND — "Upbeat," the nation's leading syndicated record bandstand show, will be distributed directly by WEWS-TV. WEWS-TV originated the show more than five years ago and owns all rights. It is produced at WEWS-TV studios in conjunction with Herman Spero Productions, which will continue to produce the show. Former distributor of the bandstand-type TV show, one of the leading exposures for record acts, was Broadcasting TV System.

also named Richard Thrall as executive producer, Bill Spiegel as producer, Bob Heath as director, and Warren Baker as production manager of the new show. Dean Richards, who'd been driver of the old "Hayride" since 1957, will become associate producer and music director.

The new look and sound of the "Hayride" will premiere Aug. 2, McPherson said, it is carried here on WLWT-TV and also on the AVCO stations WLWD-TV in Dayton, WLWC-TV in Columbus, WLWI-TV in Indianapolis, and WOAI-TV in San Antonio. Kenny Price, Bonnie Lou, Charlie Gore, Estil McNew, the Three K's, the Boyer Sisters, Jeanetta Lunsford, and the comedy team of Zeke and Bill will continue as featured performers.

McPherson said the unique style of Cargill will set the tone for the new sound on the show; Cargill blends country, rock, folk, and pop. The show started on WLW in Cincinnati in the early 1940's. It went on WLWT-TV in Cincinnati soon after the station went on the air in 1948. It has also served as a summer replacement on both NBC-TV and ABC-TV networks.



KTBC PROGRAM MANAGER Al Mustin, left, and KTBC music director Arch Campbell, right, discuss a Ronnie Aldrick Week promotion for London Records with Bill Ham, promotion director for H. W. Daily's distributing firm in Houston, The Austin, Tex., radio station gave away nearly 100 albums during the "Mystery Selection of the Hour" promotion.



PROGRAMMING CONSULTANT Bill Gavin, KYA program director Dick Starr and KYA personality Gary Schaffer are part of the antics of the Cartoone, a new English group on Atlantic Records. The occasion was a party honoring winners in San Francisco of the KYA and KOIT-FM "Cartoone" art contest promotion. Schaffer is at left, Gavin is in center with glasses, with Starr to the right of Gavin. The rest are members of the group.

KMOX-TV in Show Launch

ST. LOUIS — The owned-and-operated stations of CBS-TV have launched a new half-hour music show, created by KMOX-TV, to showcase performances by new and unrecognized talent in various music fields. St. Louis musician Ollie Raymond is host and producer of "Music, Music, Music." The first show in New York over WCBS-TV featured Joe Sabatino and the Dixie Jesters performing Dixieland jazz. Temple Stewart was vocalist.

Programming Aids

Programming guidelines from key, pacesetting radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Albany, N. Y. (WSUA)

Keith Mann, Music Director
 BP: "I Threw It All Away," Bob Dylan, Columbia. BLFP: "Black Pearl," Sonny Charles, A&M. BH: "Get Back," Beatles, Apple. BLFH: "Oh, Happy Day," Edwin Hawkins Singers, Pavillion.

Altoona, Pa. (WFBG)

John Anthony, Program Director
 BP: "Get Back," Beatles. BLFP: "I Can't Quit Her," Arbors. BH: "Get Back," Beatles. BLFH: "Grazin' in the Grass," Friends of Distinction.

Babylon, N. Y. (WBAB), Mike Jeffers,

Music Director/Personality
 BP: "One," Three Dog Night, Dunhill. BLFP: "Tomorrow, Tomorrow," Bee Gees, Atco. BH: "Oh Happy Day," Edwin Hawkins Singers, Pavillion. BLFH: "Hush a Bye," Jay and the Americans, United Artists.

Eau Gallie, Fla. (WTAI), Pete Jackson,

Music Director, Personality
 BP: "I Wanna Testify," Johnny Taylor, Stax. BLFP: "Remember the Times," Leviathan, Elektra. BH: "Get Back," Beatles, Apple. BLFH: "Me and Mr. Hohner," Bobby Darin, Direction.

Louisville, Ky. (WAKY)

Johnny Randolph, Asst. Program/Music Director, Personality
 BP: "Cry to Me," Betty Harris, Jubilee. BLFP: "Color Him Father," Winstons, Metro. BH: "Get Back," Beatles, Apple. BLFH: "It's Only Love," B. J. Thomas, Specter.

Lynchburg, Va. (WILL), Bob Davis

BP: "Bet Your Sweet Bippy," Maintenance Tickle Co., Harbour. BLFP: "See," Rascals, Atlantic. BH: "Buying a Book," Joe Tex, Dial. BLFH: "Proud Mary," Solomon Burke, Bell.

Manitowoc, Wis. (WOMT)

Jack Parker, Personality
 BP: "Capt. Groovy and His Bubblegum Army," Capt. Groovy, Super K. BLFP: "Me and Mr. Hohner," Bobby Darin, Direction. BH: "Special Delivery," 1910 Fruitgum Company, Buddah. BLFH: "Green Door," Germs, Honor Brigade.

Middletown, N. Y. (WALL)

Larry Berger, Music Director
 BP: "My Sherie Amour," Stevie Wonder, Tamla. BLFP: "We Got More Soul," Dyke and the Blazers, Original Sound. BH: "Love," Mercy, Sundi. BLFH: "Happy Heart," Andy Williams, Columbia.

Muncie, Ind. (WERK), Big Joe London,

Associate Program Director
 BP: "Welcome Me Love," Brooklyn Bridge, Buddah. BLFP: "It's Never Too Late," Steppenwolf, Dunhill. BH: "Oh Happy Day," Edwin Hawkins Singers, Pavillion. BLFH: "Bad Moon Rising," C. C. Revival, Fantasy.

Norfolk, Va. (WNOR)

Ron James, Music Director, Personality
 BP: "Bad Moon Rising/Lodi," Creedence Clearwater, Fantasy. BLFP:

"Seattle," Perry Como, RCA. BH: "Get Back," Beatles, Apple. BLFH: "I Need You Now," Ronnie Dove, Diamond.

Orangeburg, S. C. (WORG)

Ted Bell, Music Director
 BP: "Imagine the Swan," Zombies, Date. BLFP: "Baby, I Love You," Andy Kim, Steed. BH: "Too Busy Thinking About My Baby," Marvin Gaye, Tamla. BLFH: "Atlantis," Donovan, Epic.

Phoenix, Ariz. (KRIZ), Steve Martin

BP: "Ruby," First Edition, Reprise. BLFP: "Ulla," People, Capitol. BH: "These Eyes," Guess Who, RCA. BLFH: "No, No, No No," Danish Lost and Found, Laurie.

Pittsfield, Mass. (WBEC)

Jim Walker, Music Director
 BP: "I Could Never Tell a Lie," New Colony Six, Mercury. BLFP: "More Today Than Yesterday," Spiral Starecase, Columbia. BH: "Love Can Make You Happy," Mercy, Sundi. BLFH: "I Can't Quit Her," Arbors, Date.

Pittston, Pa. (WPTS)

Rick Shannon, Personality
 BP: "Tomorrow, Tomorrow," Bee Gees, Atco. BLFP: "Good Morning Starshine," Oliver, Jubilee. BH: "Special Delivery," 1910 Fruitgum Co., Buddah. BLFH: "Aunt Matilda's Double Yummy," Two Dollar Question, Intrepid.

San Antonio, Tex. (WTSA)

Kahn Hamon, Program Director
 BP: "Pretty World," Sergio Mendes, A&M. BLFP: "Sorry Suzanne," Hollies, Epic. BH: "Get Back," Beatles, Apple. BLFH: "Love Can Make You So Very Happy," Mercy, Sundi.

Troy, N. Y. (WTRY), Mike Mitchell,

Music Director, Personality
 BP: "Sincerely," Paul Anka, RCA. BLFP: "Blue-Green Eyes," Sundowners, Decca. BH: "Get Back/Flip," Beatles, Apple. BLFH: "Oh Happy Day," Edwin Hawkins Singers, Pavillion.

Wichita, Kan. (KEYN AM & Stereo FM)

Greg Dean, Program Director
 BP: "Ulla," People, Capitol. BLFP: "Stomp," NRBO, Columbia. BH: "I've Been Hurt," Bill Deal, Heritage. BLFH: "Green Door," Jerms, Honor Brigade.

Willoughby, Ohio (WELW)

Chris Quinn, Music Director, Personality
 BP: "By Pledge of Love," Joe Jeffrey Group, Wand. BLFP: "The Day Lorraine Came Down," San Francisco Earthquake, Smash. BH: "Get Back," Beatles W/Billy Preston, Apple. BLFH: "Israelites," Desmond Dekker and the Aces, UNI.

COUNTRY

Burbank, Calif. (KBBQ)

Larry Scott, Music Director
 BP: "Hold Me, Kiss Me, Thrill Me," Johnny and Joni Mosby, Capitol. BLFP: "You Comb Her Hair," Curtis Potter, Dot. BH: "Singing My Song," Tammy Wynette, Epic. BLFH: "Games People Play," Freddy Weller, Columbia.

Chester, Pa. (WEEZ)

Bob White, Music Director, Personality
 BP: "Johnny B. Goode," Buck Owens, Capitol. BLFP: "Till Something Better," Bobby Lewis, UA. BH: "All For the Love of a Girl," Claude King, Columbia. BLFH: "Loving You Hurts Too Much," Joe Hickey, Voice of Country.

Cincinnati, Ohio (WUBE)

Bob Tiffin, Music Director
 BP: "Cut Across Shortly," Nat Stuckey, RCA. BLFP: "Walk on Out of My Mind," Lee Hazlewood and Ann Margret, LHI. BH: "Singing My Song," Tammy Wynette, Epic. BLFH: "Don't Let Me Cross Over," Linda Gail and Jerry Lee Lewis, Smash.

Columbus, Ohio (WMNI)

Roger Miller, Music Director
 BP: "Till Something Better Comes Along," Bobby Lewis, UA. BLFP: "Poor Daddy," Archie Campbell and Bonnie, RCA. BH: "I'll Share My World With You," George Jones, Musicor. BLFH: "A Man Away From Home," Van Trevor, Royal American.

Dallas-Fort Worth, Tex. (KYAL)

Johnny Dallas, Program Director
 BP: "I Love You More Today," Conway Twitty, Decca. BH: "Sweetheart of the Year," Ray Price, Columbia. BLFH: "Everything's OK on the L.B.J.," Lawton Williams, RCA.

Flint, Mich. (WKMF), Jim Harper,

Program/Music Director, Personality
 BP: "Till Something Better Comes Along," Bobby Lewis, UA. BLFP: "I'm Dynamite," Peggy Sue, Decca. BH: "Leave My Dream Alone," Warner Mack, Decca. BLFH: "I'm a Good Man," Jack Reno, Dot.

Kansas City, Kan. (KCKN)

Ted Cramer, Program Director
 BP: "Days of Sand and Shovels," Waylon Jennings, RCA. BLFP: "You Can Feel It," Lynn Jones, Capitol (Canada). BH: "Games People Play," F. Weller, Columbia. BLFH: "Little Yellow Aeroplane," Leapy Lee, Decca.

Phoenix, Ariz. (KRDS), Bob Pond,

Program/Music Director, Personality
 BP: "You Don't Need Me For Anything Anymore," Karon Rondell, Columbia. BLFP: "3,000,000 Unmarried Women in Georgia," Benny Martin, Stop. BH: "Games People Play," Freddy Weller and Tommy Overstreet, Dot, Columbia. BLFH: "You've Got Me Singing Nursery Rhymes," Jeannie C. Riley, Capitol.

Toledo, Ohio (WTOD)

Don Williams, Program Director
 BP: "I'm a Good Man," Jack Reno, Dot. BLFP: "Arkansas," Glen Campbell, Capitol. BH: "Singing My Song," Tommy Wynette, Epic. BLFH: "Here We Go Again," Nancy Sinatra, Reprise.

COLLEGE

Brooklyn College

Brooklyn, N. Y. (WBCR)
 Lenny Bronstein, Music Director
 BP: "Strange Brew"/"Tales of Brave Ulysses," Cream, Atco. BLFP: "I Love You More Than You Will Ever Know," Livin' End, Atlantic. BH: "Get Back," Beatles, Apple. BLFH: "Nothing But a Heartache," Flirtations, Deram.

Point Park College

Pittsburgh, Pa. (WPPJ), Jay B. Stricklett, General Manager/Music Director
 BP: "The Chicago Transit Authority," Best cuts from this album are "I'm a Man," and "Listen," Columbia. BH: "Love Can Make You So Very Happy," Mercy, Sundi. BLFH: "Communication Breakdown," Led Zeppelin.

(Continued on page 36)

Vox Jox

By CLAUDE HALL
 Radio-TV Editor

George W. Bland has been promoted to station manager; he'll continue duties, too, as general sales manager of country music station WWVA, Wheeling, W. Va. . . . Chuck Davis has moved from the midday slot at KXQI, Denver, to do the early morning and program director duties at WSAF, Sarasota, Fla. He reports that Mac Allen, former program director of KWXI, is now with KLZ in Denver. The "Love" package of ABC's FM Special Projects group continues to expand. Director Allen Shaw says the program is now supplying 25 tapes a week to stations using it and only has a one or two-day delay in getting new albums on the air. At the same time, the staff is expanding. Perry Cooper has just left Liberty Records, where he was a promotion man, to become operations and program manager for WABC-FM, New York. Mick Seeber, formerly with KSN-FM, will go on the air at KGO-FM in San Francisco and also assist in sales; George Stoltz is operations director for KGO-FM. In Los Angeles, Ralph Hull has been hired to do air work on KABC-TV. The idea here is to give local identification to the syndication programming fare. So, things continue to grow for the package.

Jack Spector, former WMCA, New York, personality, substituted for vacationing Joe O'Brien on WNBC in New York; O'Brien used to be at WMCA, too. . . . Music director Tom Lynn at WSLT, 957 Asbury Avenue, Ocean City, N. J., needs MOR records. Good market, as town is full of college students in the summer. . . . Jay J. Scott, formerly of WRFY, Ravena, N. Y., is now in the 1-5 p.m. slot at WCFR, Springfield, Vt. . . . Berk Fraser has been named assistant to the president of Basic Communications; he'll continue as general manager of WYDE in Birmingham.

Program director Ted Cramer, KCKN, Kansas City, Kan., writes: "I do wish you'd be a little kinder to Ted Atkins. He used to jock here." Cramer also sends in the January/March Pulse for the market, showing the country music station tied with MOR stations KMBZ and WDAF with a 16 in the 6-10 a.m. period. WHB is next with a 15. Between 10 a.m.-3 p.m., however, the station is No. 1 with 15, followed by WHB and KMBZ with 14, then WDAF with 13 and KCMO with 12. Between 3-7 p.m.

WHB is first with 25, while KCKN is fifth with 10. KCKN is fourth with still a 10 share 7-midnight, while WHB tops everything with 29 and KUDL comes out of almost nowhere to take second with 15.

New line-up at WLEE, Richmond, Va.: Harvey Hudson, Lee Arbuckle, Randy Scott, Peter Berry, Dick Reus, Mike Miller, Harold Hines in the all-night slot and Bob McLain in the weekend slot. . . . Mrs. Ceelia E. Gauss, station manager of WABJ in Adrian, Mich., has been elected a vice-president in the parent firm of Gerity Broadcasting. . . . Music director Jay H. Howard of WGNI, P.O. Box 869, Wilmington, N. C. 28401 needs RCA Records' Hot 100 product. "Our competition seems to get good service from the distributors, but we don't get a thing."

George A. Lovejoy has been named general manager of WBBX, Portsmouth, N. H.; he's been with the station about five years. . . . Vocalist Ruby Wright, after 17 years with AVCO Broadcasting, Cincinnati, and recently a performer on the live "50-50 Club" TV show on AVCO stations, is retiring. . . . Martin Gray, formerly with WDAF, Kansas City, Mo., has been appointed as administrator of Career Academy, Kansas City. . . . Program director Steve Oien at WINH in Georgetown, S. C., needs new Hot 100 records. . . . KTOE in Mankato, Minn., has hired Jay Michaels of somewhere in Los Angeles and Rick Jordan of somewhere in Minneapolis.

Bill Clark auditioned for a news job at WGAR in Cleveland and got it, but before he could even go on the air, an opening for a show came up so old Bill is now doing the 8 p.m.-1 a.m. slot. A former deejay, Bill had been doing news on WKBF-TV in Cleveland. . . . The deejay line-up at WOVE, Welch, W. Va.: Gene Johnson, program director Jim Roberts, Eva F. Fabin, music director Arnell Church who just moved over from WJBE in Knoxville, Nick Drug'sh, and Art Jones. Needs Hot 100 Chart releases.

Mack Sanders, owner of KFRM in Wichita, Kan., has just written Dr. Frank Stanton of CBS complaining about the new CBS-TV network country music show. Here's the letter in full: "As the owner of radio stations, I am very (Continued on page 32)

LP Programming Has PD's in Quandary

• Continued from page 29

gramming . . . "not like a concerted effort to make the station a progressive rock station." But LP cuts are growing at WPOP, especially on those weeks when enough singles don't measure up to the station's standards. Although the station is playing many records by black artists, they're all pop-oriented "Soul is way down, for the moment," Paiva said. He could name several LP cuts the station was playing, including "Gift of Song" from the latest LP by Mason Williams.

Top 40 stations are going to have to deal with the LP cut problem, said Jim Stagg at WCFL. "And a real problem is the number of albums coming out each week . . . 50 to 60 albums a week sometimes. It's going to be tough listening to all of them and deciding which cut or cuts to expose." At the pres-

ent time, WCFL is only playing album cuts that are potentially releases as singles. It finds this information out from record promotion men, but on a recent Isley Brothers tune, Stagg was crossed up. He was told that "I Know Who You Been Sockin' It To" was going to be their next single and now finds out that that tune is going to be the "B" side while "I Turned You On" is slated to be the plug side of the single. WCFL is now playing LP cuts by Neil Diamond—"Glory Road"—the Fifth Dimension, and Brian Hyland, all in expectation of the particular cuts being released as singles.

Play Very Few

Bob Badger, general manager of WMID in Atlantic City, said his station is playing very few LP cuts and depending on a lot of new singles each week to fight competition from WABC, New York, and Philadelphia

stations, which come into the market. Twenty new records each week gives WMID an edge, he feels. But he admits that this situation might be different if he had local competition and that a "singles only" policy was probably the "lazy man's way out."

Sam Holman, assistant general manager, and Russ Simpson, music director and afternoon drive personality at WOHO in Toledo, keep anywhere from six to 10 albums in the control room at all times with exceptional cuts indicated for the deejays.

"We're not a tightly regimented station," Simpson said. "We'll play things that other stations won't touch, depending on the time of day. Ben Gall on his show late at night, for instance, tests the reaction to certain LP cuts. It was on Gall's show that reaction from listeners pinpoint-

ed "Spinning Wheel" as a key cut from the recent LP by the Blood, Sweat, and Tears. WOHO is also playing "And When I Die" from this LP. The Led Zeppelin was discovered by listening to a Detroit progressive rock FM station and WOHO decided to play the cut "Good Times, Bad Times" from that LP as a single. Later it was released as a single, proving the faith that Simpson had in it.

Listener Requests

Holman stated that Simpson relies a lot on listener requests and Simpson admits that "Romeo and Juliet" by Henry Mancini was found via the phone. Kids dug the movie, said Simpson, and wanted to hear the tune. The album was asked for, the cut played. But one can't always depend on requests. There's the chance of hopes from kids and when WOHO tested "Special Delivery" for

Buddah, nothing happened during a two-week trial period. Now, of course, WOHO has had to replace the record on the playlist because of its popularity, although it was dropped before as a failure.

Play of LP cuts, according to Simpson, could depend on what type of demographics in audience that you want. When he came up with a hole in his playlist recently, he added "Day Is Done" by Peter, Paul and Mary with intentions to get older listeners instead of a teen-type single. The bubble gum records happen by themselves, "you can't hold them back," he said.

KRLA in Los Angeles is going after album cuts in a big way, billing itself as leaning heavily on albums. At least one-third of the station's music is from albums, said program director Doug Cox. "Maybe more," because the station plays (Continued on page 54)



**The New Wave
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This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:

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Immediate opening for reasonable guy with superior sense of humor. Modern country signal covers 250,000 suburban Washington-Baltimore. Salary based on experience. Send tape, resume and picture (all returnable) to Frank, Radio WTRI, Brunswick, Md. 21716.

Note to all applicants: If you're sending resume tape, and/or other material to a box number, please enclose a stamped envelope. We will address it to the proper radio station.

Major market operation with immediate opening for a strong (Top 40) personality with production ability. Salary open. Send tape and resume. Write: Billboard, Box 0102, 165 W. 46th St., New York, N. Y. 10036.

Newsman—WIXY-1260 in Cleveland, Ohio, is looking for afternoon newsman. If you have a deep, mature voice and can do a "dramatic" news-cast in contemporary style, rush an air check and resume to general manager Norman Wain, 3940 Euclid Ave., Cleveland, Ohio 44115. Please don't phone.

Medium market easy listening station willing to pay \$600-\$650 to start for a good personality who can also handle production. This station is part of a major broadcasting chain. The opportunities for advancement are unlimited. Contact Claude Hall, Box KK, Billboard.

Canadian Top 40 station needs evening personality. Must be strong, with some production experience. Contact: Claude Hall, Billboard, Box NN.

1,000-watt, 24-hour country music station in excellent market needs a personality. Pay is good. Working conditions are friendly. This is a modern country music station that aims to be bigger and better. Located in Missouri-Illinois-Kentucky area. Contact Claude Hall, Billboard, Box 00.

Tight board personality in a small medium market ready to move up. Earn top money, plus talent, with the No. 1 station as midday man. Must be at present job at least one year, first ticket, good production and references. Join a group with a good record and a great future. Contact Don B. Williams, KLEO, 316-943-0255, Wichita, Kan.

Program Director—For one of nation's leading contemporaries in major Top 10 market. Man we are looking for is currently PD in one of the Top 30 markets and has a successful record. Must be able to do air work on emergency and summer relief basis. Must know music. Must be able to administer a tight format and be good executive for fine air promotion staff. Please state salary requirements in resume. Send to Claude Hall, Box QQ, Billboard.

Hairy-voiced Personality with appeal to 18-39 age group needed for WMOD. P.M. 202-462-5050, 2000 F St., N.W., Washington, D. C. 20036. No ticket needed. Good money, good working conditions. This is an alert, aggressive Top 40 station that keys its programming on oldies. Contact program director Marv Brooks.

Afternoon drive slot, No. 1 station in a top-30 market. Salary open. First phone given preference. Taps & resume to Box RR, Billboard, 165 W. 46th St., N.Y., N.Y. 10036. Att. Claude Hall.

WLVA is searching for a stable, reliable MOR Air Personality for beautiful Lynchburg, Va. market. Contact sales and operations, Robert H. MacCallum, 2320 Langhorne Rd., Lynchburg, Va. 24505. Phone: 845-1242.

First Phone needed immediately for top contemporary station in Midwest with excellent working conditions, fringe benefits, chance for advancement. Prosperous company, expanding. Will talk salary. Contact program director Jim Stagg, WJPS, Evansville, Ind. 612-425-2221.

Chicago-based company wants ex-announcers, salesmen to sell radio time by telephone. Travel Midwest, no car necessary; expenses paid; home weekends. No experience necessary; chance for advancement. Will teach hard worker. Great deal. Mr. Singer, Area Code 312-275-9200. Roberts Advertising, Inc., 2717 West Peterson Ave., Chicago, Ill. 60645.

I challenge you! To be bright, happy personality. To take pride in being a true professional. To work hard for opportunity with a young, fast-growing, dynamic broadcast corporation. To do above-average air work & production. To receive above-average wages & fringe benefits. To work at Wisconsin's most effectively powerful station. To send tape & resume immediately, or to call me today, 9-11 a.m. and 2-5 p.m., at 414-324-4441 or 414-921-1170. Jack Davison, P.D., WLKE, P. O. Box 550, Waupun, Wis. 53963.

News Director to gather, write, and air local and regional news. Near St. Louis. \$125 to \$150, depending upon experience and training. Airmail tape, resume, photo to: Box 0125, c/o Billboard.

No. 1 Top 40 contemporary in Colorado Springs needs first phone, all-night personality. Send air check and resume, with picture, airmail, to: Program Director, Jerry Castro, KYSN Radio, P.O. Box 1715, Colorado Springs, Colorado.

Super D.J., No. 1 R&B jock in L.A. Pulse Ratings in L.A. General Market during my time slot show me No. 2 Nov./Dec. '68—No. 2, Jan./Feb., 6-9 p.m. Available for immediate employment in L.A., San Francisco, and San Diego. Heavily qualified—can do Top 40, Drake, and Personality. Tape and resume sent on request. Call: 213-292-8306.

\$130 per week to top 40 personality. Willing to take someone whose exp. is limited (college radio) as long as they know music. No ticket needed. You'll be doing a six-hour evening show, six nights a week. Nice area to live. Sta. No. 1 in market. Contact Ron Stratton, gen. mgr., WBEC, Pittsfield, Mass. 413-448-8292.

Two sharp country-politan personalities needed for WTOG, Toledo. Should be professionals, good on prod. Contact program director Donn Williams as soon as possible, 419-385-2507.

Canadian Top 40 station, very close to Drake in style, needs first rate, heavy, \$12,000. Contact program director Gary Talnet, CKSH, 1 Grenville St., Toronto, Ont. 189, or phone 416-923-0921.

KROY, Sacramento, needs an all-night personality. Must be able to communicate and have fun. No machine gun. Salary open. Will pay for right man. Must want to work his buns off, have 3rd ticket. Call program director Johnny Hyde, 916-927-4274.

Modern country music program director and air personality available. Currently employed in top 50 market. Proven track record. Can supply exciting, creative air sound to any radio station looking for high ratings and good profit picture. Contact Claude Hall, Box A, Billboard Magazine.

Canadian stations, attention! Available immediately. John Murphy, 15 yrs. exp. music, news, radio-TV; Ken Nicolson, 10 yrs. exp. all sports, radio-TV; Randy Gordon, 10 yrs. exp. adult-oriented personality; Rich Hamilton, 5 yrs. exp., drive time and contemporary music specialist. Call 204-284-3497, Winnipeg.

POSITIONS WANTED

R&B program director and personality, a veteran, 27 yrs. old, stable. Seeking similar position. Now in a Southeast top 50 market. Contact Box Z, c/o Claude Hall, Billboard.

Contem. Pro. Dir.: Have been top jock in three major markets, p.d. in one of them. College degree. Currently employed with the nation's most exciting medium market chain, looking for p.d. or operations dir. opportunity. \$15,000 mon. Top references. Write Box 088, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Is \$15,000 too much to pay for a pro? If not, maybe I'm your man. 14 years' experience include sales, programming, production, continuity, traffic. 8 yrs. this market. Looking for challenging position with future. Write: Billboard, Box 095, 165 W. 46th St., New York, N. Y. 10036.

Young, bright-sounding personality. 2 yrs. experience, is seeking rock or MOR station in D.C., Md., Va., Pa. area. Tight board—excellent production. No military obligations. 3rd endorsed. Contact Claude Hall, Billboard, Box 094, 165 W. 46th St., New York, N. Y. 10036.

New talent, recent grad. Some experience, good news, tight board, 3rd phone. Write: Marty Mitchell, 215 Schaffer St., Brooklyn, N. Y. 11207.

I will now consider jobs in Calif., Conn., or New York. 13 yrs. exp. 1st phone. Engineer sch. grad. Now in Hawaii; seeking MOR, Top 40, or progressive rock. MOR is my cup of tea, but I have made lots of good money from Top 40. Write Ken Hayes, 838 Lukepane Ave., Honolulu, Hawaii 96816.

No. 1 rated shows—3 1/2 yrs. solid rock experience. Broadcast school trained, first phone, syndicated army show for 2 years to 38 stations weekly, and also had top-rated weekend show during 2 yrs. in army at KCLU, Rolla, Mo. Ready for the big move! Complete military obligation April 30. Available May 15. Audition tape and complete resume available now. Write: J. J. Mitchell, Rt. 3, Box 37, Newburg, Mo. 65550 or call 314-364-3008 weekdays after 9 p.m.

"Need an experienced newsman for the summer?" Journalism major with desire to move up to a good market. Authoritative voice, strong delivery. 1 year more in college. Would go anywhere if the job is right. Dependable, unmarried, and willing to dig. For tape and resume, write: Box 0101, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Heavyweight major market morning man looking. Experienced with "drake" and heavy personality formats, top 40 or MOR. Creative copy and production. Married, vet, college, no problems and excellent references. Tape and resume to major markets on request. Write: Billboard, Box 0100, 165 W. 46th St., New York, N. Y. 10036.

Announcer with three years' experience with MOR station seeks employment at MOR station within the Southeastern U. S. Tape and info available upon request. Prefers small market. Contact: Randy Gailher, 3907 Angol Place, Jacksonville, Florida 32210, or call: (904) 771-2905.

Small market program director would like to move up. Have been in my present position four years. 29 yrs. old. Married, three children. Good reputation. Stable, reliable. Only a stable situation will be considered. Contact Claude Hall, Box R, Billboard.

Of course, we're an Equal Opportunity Employer. But qualification is our main concern. You find us a black personality with at least 10 years' experience in contemporary and/or easy listening formats and good appearance, who takes directions, wants to move up and settle down . . . and by God, we'll hire him! Here I am. Reply to: Music and Drama Associates, 111 W. 57th St., New York, N. Y. 10019.

Jack Armstrong, a wild type of deejay with personality-plus and zooming excitement on the air. Experience includes WIXY in Cleveland and CHUM in Toronto. Not inclined toward the "Drake" approach, but if you believe in letting a deejay be a deejay, then here's the perfect man for your Top 40 radio station. References available. Call: 416-630-8155.

Enthusiastic, creative D.J. seeks job with progressive East Coast station. Six years' experience in the Top 40, mod and c&w. Prefer metropolitan area. 24 years old. 3rd phone. Contact: Billboard, Box 0107, 165 W. 46th St., New York, N. Y., or phone: 301-896-9157 after 5 p.m. (EDT).

First-class Ticket Holder, with six years' experience, would like to get back into rock or c&w with station in medium market in South. Am presently employed but this easy listening just isn't my bag. I love radio but can't stand backstabbing or pressurized tactics. Isn't there some stations still left with humane working conditions? Write: Billboard, Box 0124.

Milwaukee area stations needing a qualified and experienced announcer for a permanent position are invited to contact Charles Price, Billboard, Box 0126.

Major market radio program consultant is looking for medium market AMers and medium and major market FMers as clients. Proven format ready to get ratings and billings in the right markets. Management with foresight can get the full story in writing or detailed market analysis can be made of your station and your competition. More information is available by writing in confidence to Box 096, Billboard, 165 W. 46th St., New York, N. Y.

New owners. By mutual agreement, my employment with KFEQ, St. Joseph, Mo., has been ended. If you're looking for a 20-year radio veteran with practical experience in all phases of radio operation, I'm your man. Interested only in the combination job of announcer and program director. Contact: Bruce Malle, 616-245-7274, or write c/o Don Riggs, 2463 Godwin S.E., Grand Rapids, Mich.

Young TV personality, with 4 years' experience as emcee, wants to move to new market. 22 yrs. old, draft-exempt and experienced in emceeing shows, promoting hops, public relations, and sales in radio and TV. For resume and pics write: Billboard, Box 0121, 165 W. 46th St., New York, N. Y. 10036.

I'm at a good station and I like the people here. But I still would like to do better. If a rock or MOR station in a big market is looking for a good worker, I'd like to hear from you. I have the experience; I have the talent. Contact: Claude Hall, Box W, Billboard.

My only requirements are decent pay, a chance for advancement and security. Single, 27 yrs. old, three yrs. college, navy vet, program/music director exp. at stations such as KFOX, KDOL, WGAW. Excellent references. 3rd ticket. Call. Contact: Claude Hall, Box V, Billboard.

Jerry Bright, 35 years old, former program director of No. 1 Top 40 station featuring the "Drake" concept. Have also considerable experience in the personality concept of Top 40 radio. I am available, willing, and eager to program your station to the top of the market. Call 703-583-2282.

Ex-Drake employee and boss radio program director wishes to relocate. Tapes of station supplied on request. Single, young, draft exempt. No. 1 stations are my bag. Let me put your station in that category. Results guaranteed! Write to Claude Hall, Box U, Billboard.

20-year-old, clean-cut Negro disk jockey with exciting sound. Draft exempt, ready to cook at pop or r&b station. Four and a half years' exp. at WJMO in Cleveland and WCLR in Toledo. I will relocate to any market if the money is right. For tape, resume, etc., call Charlie Chandler, 216-921-8714, or write 3706 Avalon Rd., Cleveland, Ohio 44120.

Joseph L. Steffek, Sp/5RA 16878598, Southern European Network, APO NY 09168, is returning to the States after three years of armed forces radio. Nine years' exp. in all. Would like PD and/or DJ dayside position in MOR or Top 40. Prefer Florida or Michigan; other States will be considered. Available shortly after May 15, so please hurry!

Lose a pig? Maybe we can help. DJ-Comedy two-man show for radio 7 TV. Nonsensical, satirical, mature, contemporary. Background in all phases. Will double in brass. Reasonable salary requirements. Write: Box 0122, Billboard, 165 West 46th St., New York, N. Y. 10036.

First Fone 7 years commercial experience, solid engineer, good announcer. College student desires month of August in vacationland recip me a good motel. Any position, locale considered. Fred Highman, 9 Paterson Ave., Warwick, R. I. 02886.

Announcer available, early June. Experience: No. 1 show on the No. 1 station in this small market. First job, now want to move up, with sports a possibility. Three years college R-TV. Married, draft exempt. Prefer near college. Air check available. Contact: Claude Hall, Box X, Billboard.

Eddie Dillon, 3rd class license; West, Southwest, West Coast. Showroom announcer, "Harrhahs" South Lake Tahoe, Calif. One year "Pacific Bandstand" emcee, KEYT-TV, Santa Barbara, Calif. Three years KTLN, Denver, Colo.; KVOR, Colorado Springs, Colo.; WJLB, Greensburg, Pa.; WCMC, Wildwood by the Sea, N. J. Eight years, MOR "Good Life" station. Prefer night shift. Available immediately. Contact, by phone: 805-969-4250 or P. O. Box 73, Summerland, Calif. 93067.

If you're a rocker who hires on performance and ability, plus years in the business, and are willing to pay \$175, then I'd like to show you what I can do. 22 yrs. old, Brown grad., 1st phone company man, military completed. I have the desire to be the best, and I will. Contact Box Y, c/o Claude Hall, Billboard.

Want a children's program but can't find qualified personality? Male, 20, taught school 7 years, 4 years 2nd grade, 2 years 1st grade, 1 year preschool. Excellent references. Some TV experience. Contact: Billboard, Box 0110, 165 W. 46th St., New York, New York 10036.

23-year-old off-air programming/production man seeking job with Top 40 station. Seven years' exp., three with current station. Money or location secondary; new challenge vital. Contact: Frank Gould, 514-637-7578.

Available Immediately: Top-notch "Pro" top 40 man. 10 years' experience, excellent references, age 25. Real strong on news and production, experienced in copy writing and sales. Good voice, strong personality, has "Major Market Sound." For tape and resume call (601) 483-5029.

"College student seeking summer employment in radio. Three years in a market of 100,000 people. Currently with No. 1 MOR station in four-station market. Third-endorsed. Am looking for a position with a large station to gain experience to coincide with my college studies and with my planned career development in radio." Write: Billboard, Box 097, 165 W. 46th St., New York, N. Y. 10036.

Young, bright-sounding Top 40 Personality looking for a chance to move up. 3 years' experience. Would prefer the Pennsylvania, Maryland, West Virginia area. No military obligations. 3rd phone, endorsed. Contact: Billboard, Box 099, 165 W. 46th St., New York, N. Y. 10036.

Top-notch Jock at a top station in a major market quitting. Looking for a Jock Shift in a comparable market or a P. D. position in a smaller one. Will go anywhere if right gig comes along in rock, MOR, or progressive. Married, first phone, draft exempt. No calls. Write: Box 087, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Need an extra man during the summer? I'm young but have 2 years' experience part time, a third endorsed, and a desire to "live radio" this summer. Let me send you a tape and resume. Call collect: (217) 544-2017.

Experienced Salesman wanted to sell advertising for TV station in North-eastern U. S. Excellent salary, plus benefits. Call on national and local accounts. Write: Box 0127, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036.

Vox Jox

• Continued from page 30

happy to learn that your network has scheduled a country music show featuring Roy Clark and Buck Owens. I am sure your network will realize the tremendous appeal of country music. However, I am very upset and disgusted that your programming department would select a title such as 'Hee Haw.' I feel this is a direct slap at we of the country music business. If you will have your programming and production departments check, they will find that country music has graduated from the sales of hay and wagon wheels to the point now days where it appeals to folk in every walk of life. I sincerely hope that the name will be changed to a more suitable name for this fine type of entertainment. I also pledge my radio stations to promote this show." I agree with Saunders. If you'd like to voice your opinion, write to Dr. Frank Sanders. If you'd like to voice Stanton, CBS, 51 West 52d Street, New York, N. Y. As much as I like Buck Owens and his manager Jack McFadden, I would like to see a different name for that show.

★ ★ ★

Dave Randall, former program director of WMFJ in Daytona Beach, Fla., has joined WGOW, a Hot 100 station in Chattanooga, Tenn. Taking over at program director of WMFJ is Doug Montgomery, who joined the station about a year ago. . . . William R. Fantini, an announcer at WKUL in Cullman, Ala., has joined WPBS-FM, Philadelphia, in a sales capacity. . . . So many guys to keep track of that I may occasionally repeat myself. But anyway, Robin Sherwood has shifted from WDGJ in Minneapolis to KDWB there.



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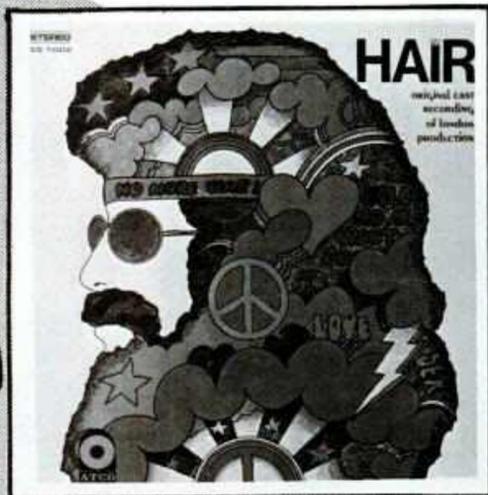
More station managers, program directors, music directors, and disc jockeys find Billboard more useful for programming information than the other two trade papers combined. If you would like to see even more impressive statistics, write us today at 165 West 46th Street, New York, N.Y. 10036 for a copy of the complete survey.

*READEX, INC. Survey, January, 1968. (Figures total less than 100% due to multiple answers)

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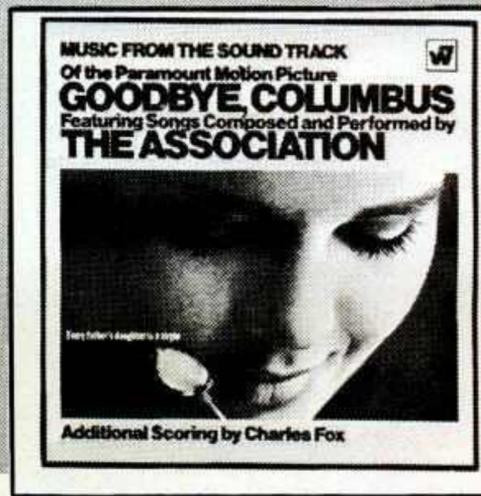
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Programming Aids

• Continued from page 30

EASY LISTENING

Atlanta, Ga. (WSB Radio)
Chris Fortson, Music Librarian
BP: "In the Ghetto," Elvis Presley, RCA Victor. **BLFP:** "Blue on Blue," Bobby Engerman, Capitol. **BH:** "Here We Go Again," Nancy Sinatra, Reprise. **BLFH:** "Heather Honey," Tommy Roe, ABC.

Indianapolis, Ind. (WXLW)
Jay Williams, Personality
BP: "Denver," Ronnie Milsap, Scepter. **BLFP:** "Friend, Lover, Woman, Wife," O. C. Smith, Columbia. **BH:** "Oh Happy Day," Edwin Hawkins, Pavillion. **BLFH:** "These Eyes," Guess Who, RCA.

Jacksonville, Ill. (WJDS)
Wayne Edwards, Announcer
BP: "I Could Never Lie to You," New Colony Six. **BLFP:** "Theme From Romeo and Juliet," Roger Williams. **BH:** "I'm a Drifter," Bobby Goldsboro. **BLFH:** "Love Can Make You So Very Happy," Mercy.

Miami, Fla. (WIOD)
Yolanda Parapar, Music Director
BP: "Without Her," Herb Alpert, A&M. **BLFP:** "Didn't We," Robert Goulet, Columbia. **BH:** "Hawaii Five-O," Ventures, Liberty. **BLFH:** "Romeo and Juliet Theme," Henry Mancini, RCA.

Norwich, Conn. (WICH)
Bob Craig, Program Director
BP: "Love Me Tonight," Tom Jones, Parrot. **BLFP:** "My Cherie Amour," Stevie Wonder, Tamla. **BH:** "Romeo and Juliet," Henry Mancini, RCA. **BLFH:** "Truck Stop," Jerry Smith, ABC.

San Francisco (KNBR), Mike Button
BP: "Heather Honey," Tommy Roe. **BLFP:** "I Could Never Lie to You," New Colony Six. **BH:** "Oh Happy Day," Edwin Hawkins Singers. **BLFH:** "Love," Mercy.

Springfield, Mass. (WSPR)
Budd Clain, Program Director
BP: "Love Theme From Romeo and Juliet," Henry Mancini. **BLFP:** "Ljuba Ljuba," Shango. **BH:** "In the Ghetto," Elvis Presley. **BLFH:** "Where Do You Go to My Lovely," Peter Sarstedt.

St. Cloud, Minn. (WJON), Mike Dime
BP: "The April Fools," Dionne Warwick, Scepter. **BLFP:** "A Place Over the Sun," Tony Bennett, Columbia. **BH:** "Oh Happy Day," Edwin Hawkins Singers, Pavillion. **BLFH:** "Hair," Cow-sills, MGM.

Waynesboro, Va. (WAYS)
Carolyn Bleam, Music Director
BP: "Son of a Travelin' Man," Ed Ames, RCA. **BLFP:** "Three Rest Stops and 13 Bridges," Jane Morgan, RCA. **BH:** "Ob-La-Di, Ob-La-Da," Floyd Cramer, RCA. **BLFH:** "Big Red," Baja Marimba Band, A&M.

RHYTHM AND BLUES

Beaumont, Tex. (KJET)
Larry Joe Williams III
BP: "Rose Garden," Dobie Gray, White Whale. **BLFP:** "It's My Thing," Marva Whitney, King. **BH:** "I Can't Do Enough," Dells, Cadet. **BLFH:** "Sock It to 'em Soul Brother," Bill Moss, Bell.

Memphis (WDIA), Bill Thomas
BP: "I Can Sing a Rainbow," Dells, Cadet. **BLFP:** "Things Are Lookin' Up," Detroit Emeralds, Westbound. **BH:** "The Chokin' Kind," Joe Simon, SS7. **BLFH:** "So I Can Love You," Emotions, Valt.

Miami Beach, Fla. (WMBM), Donny Gee, Program/Music Director, Personality
BP: "Love Man," Otis, Atco. **BLFP:** "Grass Was Green," Masquarades, Bell. **BH:** "Chokin' Kind," Joe Simon, SS7. **BLFH:** "So I Can't Love You," Emotions, Stax.

Welch, W. Va. (WOVE)
Arnell Church, Music Director
BP: "Testify (I Wanna)," Johnnie Taylor, Stax. **BLFP:** "Dark End Street," Ray Hamilton, ACP. **BH:** "Don't Touch Me," Betty Swann, Capitol. **BLFH:** "It's Your Thing," Isley Brothers, T-Neck.

OTHER PICKS

HOT 100—Gary Steele, Huntsville, Ala., WAAY, BP: "I Could Never Lie to You," New Colony Six, Mercury. . . . Jerry Rogers, Savannah, Ga., WSGA, BP: "See," the Rascals, Atlantic. . . . Michael O'Connor, Galveston, Tex., KILE, BP: "Friend, Lover, Woman, Wife," O. C. Smith, Columbia. . . . Jim Spann, Lubbock, Tex., KLBK, BP: "Romeo and Juliet," Henry Mancini, RCA. . . . Thom Darro, Niagara Falls, N. Y., WJLL, BP: "Without Her," Herb Alpert, A&M.

. . . Jim Drucker, Scranton, Pa., WSCR, BP: "Let Me," Paul Revere & the Raiders, Colorado.

EASY LISTENING — Wayne Duncan, Russellville, Ark., KARV, BP: "Santa Domingo," Peter Solo Singers. . . . Barry Gaston, Wichita, Kan., KFH-AM, BP: "I'll Pick a Rose for My Nose," Eddie Fisher, Musicor.

PROGRESSIVE ROCK — Jeff Starr, Worcester, Mass., WORC, BP: "Baby," the Joneses, MGM.

COLLEGE — Neil Kemper-Stocker, Bethlehem, Pa., WRMC, BP: "On the Double," LP by the Golden Earrings, on Polydor. . . . John E. Kraus, Oswego, N. Y., WOCC, BP: "Bad Moon Rising," Creedence Clearwater Revival, Fantasy. . . . Barry O'Connor, East Lansing, Mich., WMSN, BP: "See," the Rascals, Atlantic. . . . Philip Fenster, Rochester, N. Y., WRUR, BP: "Love Me Tonight," Tom Jones, Parrot. . . . Jerry Halasz, WLBK, BP: "The Boxer," Simon and Garfunkel.

COUNTRY — Benny Williams, Gallatin, Tenn., WHIN, BP: "Delia's Gone," Waylon Jennings, RCA. . . . Mel Meyer, Kimball, Neb., KIMB, BP: "I Love You More Today," Conway Twitty,

Decca. . . . Frank Wiltse, Miami, Fla., WGMA, BP: "Days of Sand and Shovels," Waylon Jennings, RCA. . . . Buddy Alan, Phoenix, Ariz., KTUF, BP: "Johnny B. Goode," Buck Owens & the Buckaroos, Capitol.

Magid Study Puts Tastes in 3 Age Groups

BERMUDA—Musical tastes now fall into the age groups of 13-18, 18-26, and 27 and over, according to Frank N. Magid, research specialist and executive director of Frank N. Magid Associates. "No longer is 18-34 a proper basis for demographics. The lyrics are most important to the 13-18 age group who wants them as a guide to dating behavior and life experiences. As age increases, there is less concern for music."

Dial turning increases in car radios, he said. He also told executives attending the week-long 23rd annual management conference of the Triange Stations here last week that today's longer records are a bit risky because they may invite tuneout.

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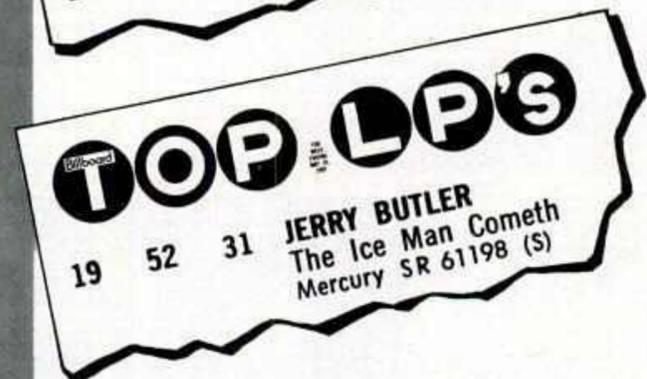
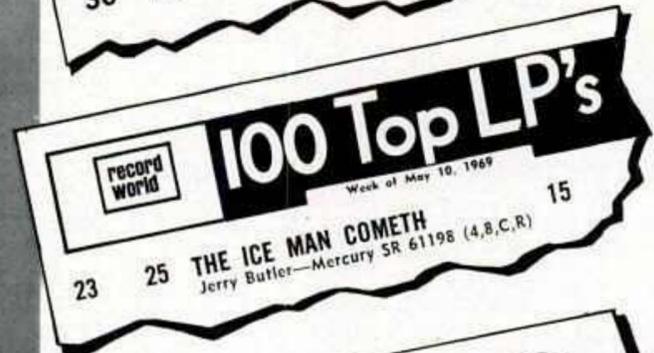
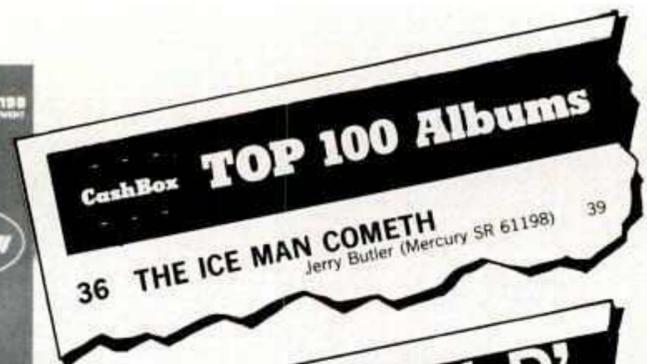
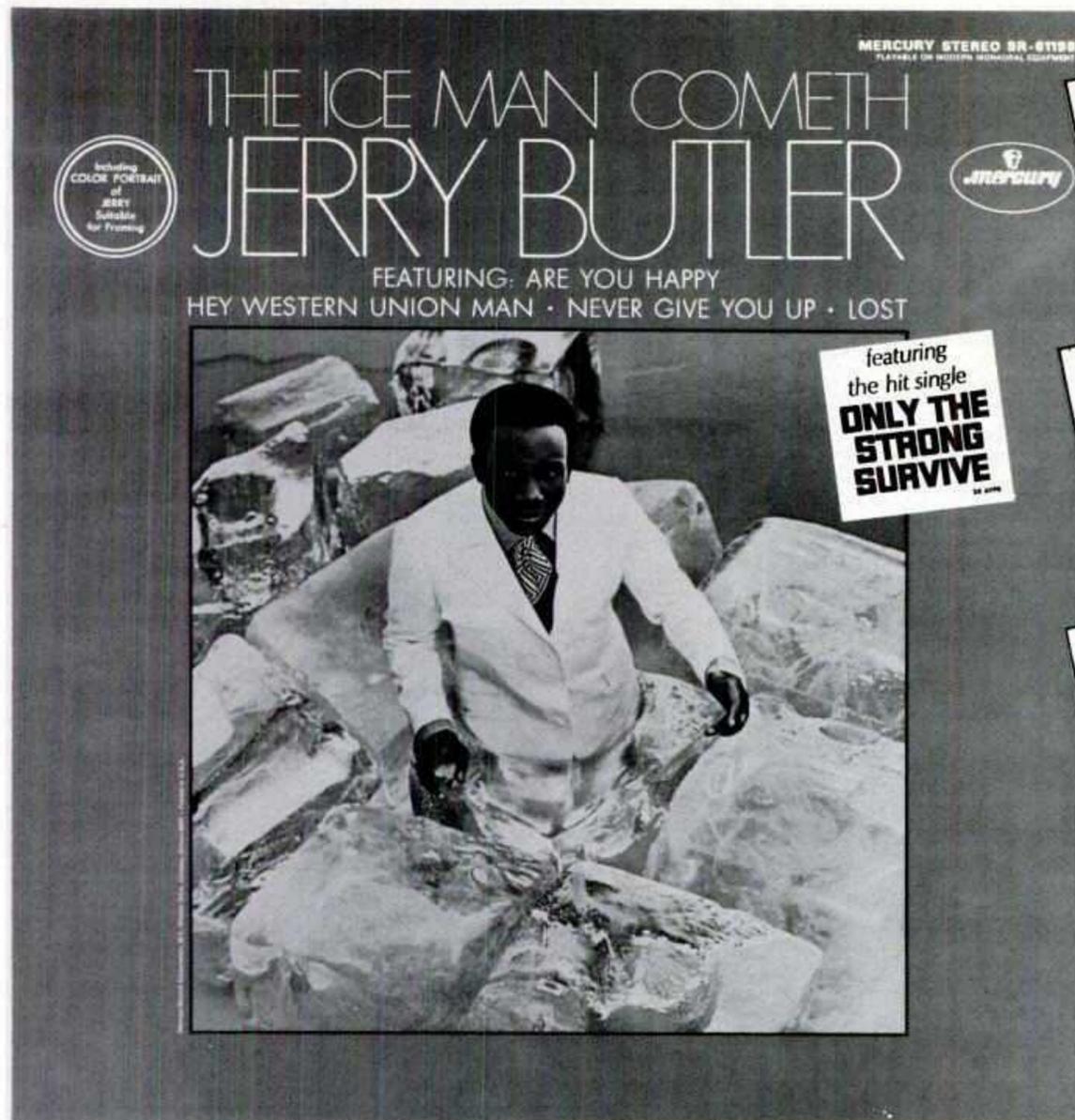
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Rhythm & Blues

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Billboard SPECIAL SURVEY For Week Ending 5/24/69

★ STAR Performer—LP'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	CLOUD NINE Temptations, Gordy GLPS 939 (S)	11	26	27	YOUNG MODS, FORGOTTEN STORY Impressions, Curtom CRS 8003 (S)	3
2	2	SOULFUL Dionne Warwick, Scepter 573 (S)	8	27	37	25 MILES Edwin Starr, Gordy GS 940 (S)	2
3	3	IT'S OUR THING Isley Brothers, T-Neck TNS 3001 (S)	5	28	31	SAY IT LOUD Lou Donaldson, Blue Note BST 84299 (S)	6
4	9	STAND Sly & the Family Stone, Epic BN 26456 (S)	4	29	33	GRAZIN' IN THE GRASS Friends of Distinction, RCA Victor LSP 4149 (S)	3
5	4	ICE MAN COMETH Jerry Butler, Mercury SR 66198 (S)	20	30	24	HICKORY HOLLER REVISITED O. C. Smith, Columbia CS 9680 (S)	47
6	6	SAY IT LOUD—I'M BLACK AND I'M PROUD James Brown, King 5-1047 (S)	7	31	29	SOFT AND BEAUTIFUL Aretha Franklin, Columbia CS 9776 (S)	5
7	7	UPTIGHT Soundtrack, Stax STS 2006 (S)	16	32	38	ONE EYE OPEN Maskmen & the Agents, Dynamo DS 8004 (S)	3
8	5	SOUL '69 Aretha Franklin, Atlantic 8212 (S)	15	33	34	SILVER CYCLES Eddie Harris, Atlantic SD 1517 (S)	14
9	15	FOR ONCE IN MY LIFE O.C. Smith, Columbia CS 9756 (S)	10	34	35	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)	5
10	11	MOTHER NATURE'S SON Ramsey Lewis, Cadet LPS 821 (S)	12	35	23	SMOKEY ROBINSON & THE MIRACLES—LIVE Tamla TS 289 (S)	15
11	10	STONE SOUL Mongo Santamaria, Columbia CS 9780 (S)	12	36	—	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522 (S)	1
12	14	CAN I CHANGE MY MIND Tyrone Davis, Dakar SD 9005 (S)	11	37	—	GETTIN' DOWN TO IT James Brown, King KSD 5-1051 (S)	1
13	13	SOUND OF SEXY SOUL Delphonics, Philly Groove LP 1151 (S)	14	38	22	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)	25
14	8	TCB Diana Ross & the Supremes with the Temptations, Motown MS 682 (S)	21	39	39	16 BIG HITS, VOL. 10 Various Artists Motown, MS 684 (S)	2
15	20	LET US GO INTO THE HOUSE OF THE LORD Edwin Hawkins Singers, Pavilion BPS 10001 (S)	2	40	45	TOGETHER Watts 103rd Street Band, Warner Bros.-Seven Arts 7250 (S)	4
16	12	LIVE AT THE COPA Temptations, Gordy GS 938 (S)	21	41	41	SILK 'N SOUL Gladys Knight & the Pips, Soul SS 711 (S)	21
17	16	ALWAYS TOGETHER Dells, Cadet 822 (S)	13	42	28	THE WORM Jimmy McGriff, Solid State SS 18045 (S)	21
18	17	WHO'S MAKING LOVE Johnny Taylor, Stax STS 2005 (S)	18	43	44	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy 8387	7
19	18	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	21	44	42	IT'S TRUE! IT'S TRUE! Bill Cosby, Warner Bros.-7 Arts WS 1770 (S)	15
20	19	PROMISES, PROMISES Dionne Warwick, Scepter SPS 571 (S)	22	45	40	BEST OF SAM & DAVE Atlantic SD 8218 (S)	13
21	21	JAMES BROWN AT THE APOLLO, VOL. 2 King 1022 (S)	38	46	43	JOE SIMON SINGS Sound Stage 7 15005 (S)	6
22	30	HEY JUDE Wilson Pickett, Atlantic SD 8215 (S)	14	47	47	FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M 4160 (S)	25
23	32	LOVE'S HAPPENING Five Steps & Cubie, Curtom CRS 8002 (S)	4	48	49	THE DYNAMIC CLARENCE CARTER Atlantic SD 8199 (S)	14
24	25	RAW BLUES Johnny Taylor, Stax STS 2008 (S)	3	49	50	MOTOWN WINNER CIRCLE, VOL. 2 Various Artists, Gordy GS 936 (S)	6
25	26	I'M ALL YOURS BABY Ray Charles, ABC ABCS-675 (S)	3	50	36	SOUL EXPLOSION Various Artists, Stax STS 2-2007 (S)	3

Soul Sauce



BEST NEW RECORD
OF THE WEEK
"I TURNED
YOU ON"
ISLEY BROTHERS
(T Neck)

By ED OCHS

SOUL SLICES: Rhythm and blues has rapidly lost its innocence through the commercial soul boom, splitting from a one-dimensional major market concept of general r&b into its origins; urban and country blues, regional soul sounds, black jazz and middle of the road pop, and now gospel has exposed the most private parts of the black music personality. The commercial revelation of soul music has, at once, defined the Negro and stripped the Negro of his artistic heritage by diluting it in the insensitive ocean of pop product. Deejays alarmed about the abuse of the sacred gospel record, its perversion into a "market" and its popularity for the wrong reasons—are rightly concerned, but with no more moral sensibility than the deejay who plays gospel to integrate the market and promote the validity of black artists and their contributions. The constructive black capitalism of the Rev. C. L. Franklin and the International Afro Musical and Cultural Foundation may provide some of the answers as they strive "to preserve black culture and cultivate unity among black people around the world" via a new magazine, *Respect*, and the Records. Initial funds are expected to be drafted from the gate proceeds of "Soul Bowl '69," starring **Aretha Franklin** and **Ray Charles** in the Houston Astrodome, June 13-15. Organizations and corporations founded in the black interest are essential for the perpetuation of the soul culture—and to house and protect the deserted black music after commercial exploitation by the major market has orphaned it right back in the laps of the blacks. How the record industry responds to the sociological crises will strike a precedent of action for all industries and all Negroes, and all Americans who are more than passively concerned with the national welfare and individual conscience.

★ ★ ★

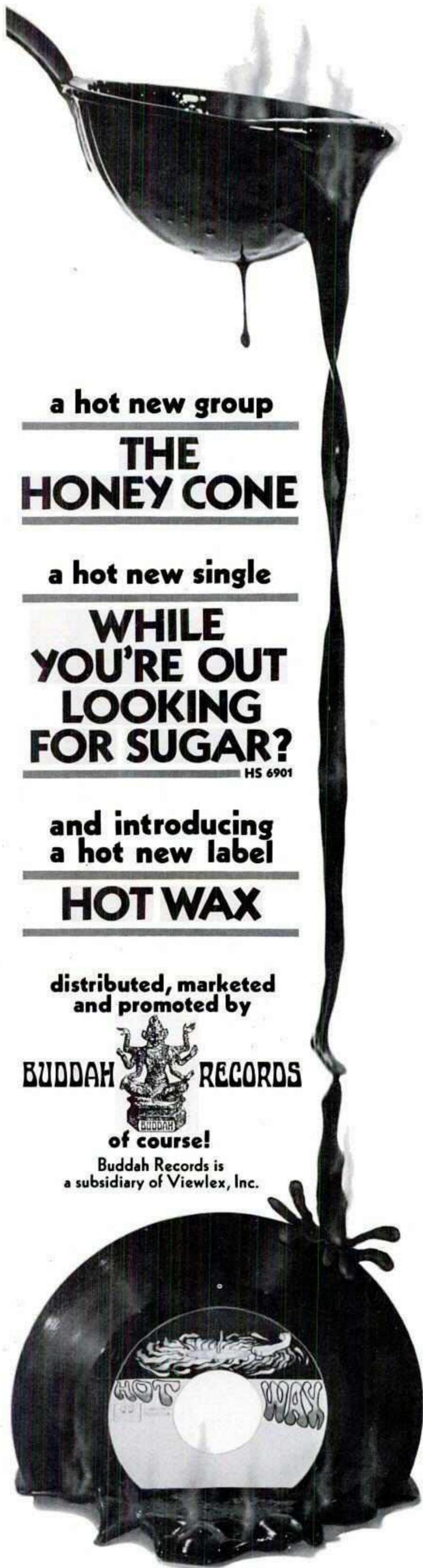
FILETS OF SOUL: The *Fifth Dimension* has been joined by RCA's *Friends of Distinction* in the pioneering of a new breed of classy club and concert acts who synthesize the properties of soul and gospel to create that pop-soul sound. The *Friends*, a new group who borrow freely from folk and gospel, are the latest cross-the-market collaboration as their "Grazin' the Grass" single and album and album climb up the charts. Their hit is also their first disk, and their arranger worked up his very first charts, not to mention the management company, headed by **Jim Brown**, whose first and only client is—The *Friends of Distinction*. . . . The Ann Arbor Blues Festival, scheduled for Aug. 1-3, will feature four outdoor concerts with **Clifton Chenier**, **Arthur Crudup**, **Sleepy John Estes**, **John Lee Hooker**, **Son House**, **B. B. King**, **Charley Musselwhite**, **Big Mama Thornton**, **Muddy Waters**, **Junior Wells** and **Howlin' Wolf** in four outdoor concerts. Tickets can be bought by writing: Ann Arbor Blues Festival, Michigan League, Ann Arbor, Mich., 48104. Meanwhile, the Electric Circus continues its "First Generation Blues" program with performances Wednesday (21) by **Big Mama Thornton** and **Jesse Fuller**. . . . The Hampton Jazz Festival, Hampton, Va., will star: **George Benson**, **Duke Ellington**, **Herbie Hancock**, **Roland Kirk**, **Sly and the Family Stone**, and the **Young-Holt Unlimited** (June 27); **Ray Charles**, **Dave Brubeck** and **Gerry Mulligan**, **Miles Davis**, **Sun Ra** and his **Solar Arkestra**, **Nina Simone** and **Booker T. & the M.G.'s** (June 28). For information write: Hampton Jazz Festival, Box 6289, Hampton, Va., 23368. . . . The Douglas label is readying **Eric Gayle's** debut LP introducing "ragae" or rock-steady, which Gayle imported from Jamaica and applies to r&b hits like "Love Child". . . . Ventures is scoring over 65,000 with the **Natura-Elles'** "So Much in Need" disk. . . . Atlantic has signed **Roscoe Robinson**, who will debut with "Oowee Baby I Love You." The label has also flipped **Percy Sledge's** current single to "The Angels Listened In." Currently at the Apollo: the **Sweet Inspirations**. . . . The new Ray Charles is splitting sales on "I'm Satisfied" and "Let Me Love You." **Buddah's Cecil Holmes** reads Soul Sauce. Do you?

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



DOROTHY MORRISON, featured vocalist with the Edwin Hawkins Singers on the hit single "Oh Happy Day," joins Elektra Records to the smiles of onlookers, left to right: Michael Brucker, the singer's attorney; Jac Holzman, Elektra president; David Anderle, head of Elektra a&r, and Isadore Morrison, the singer's husband.

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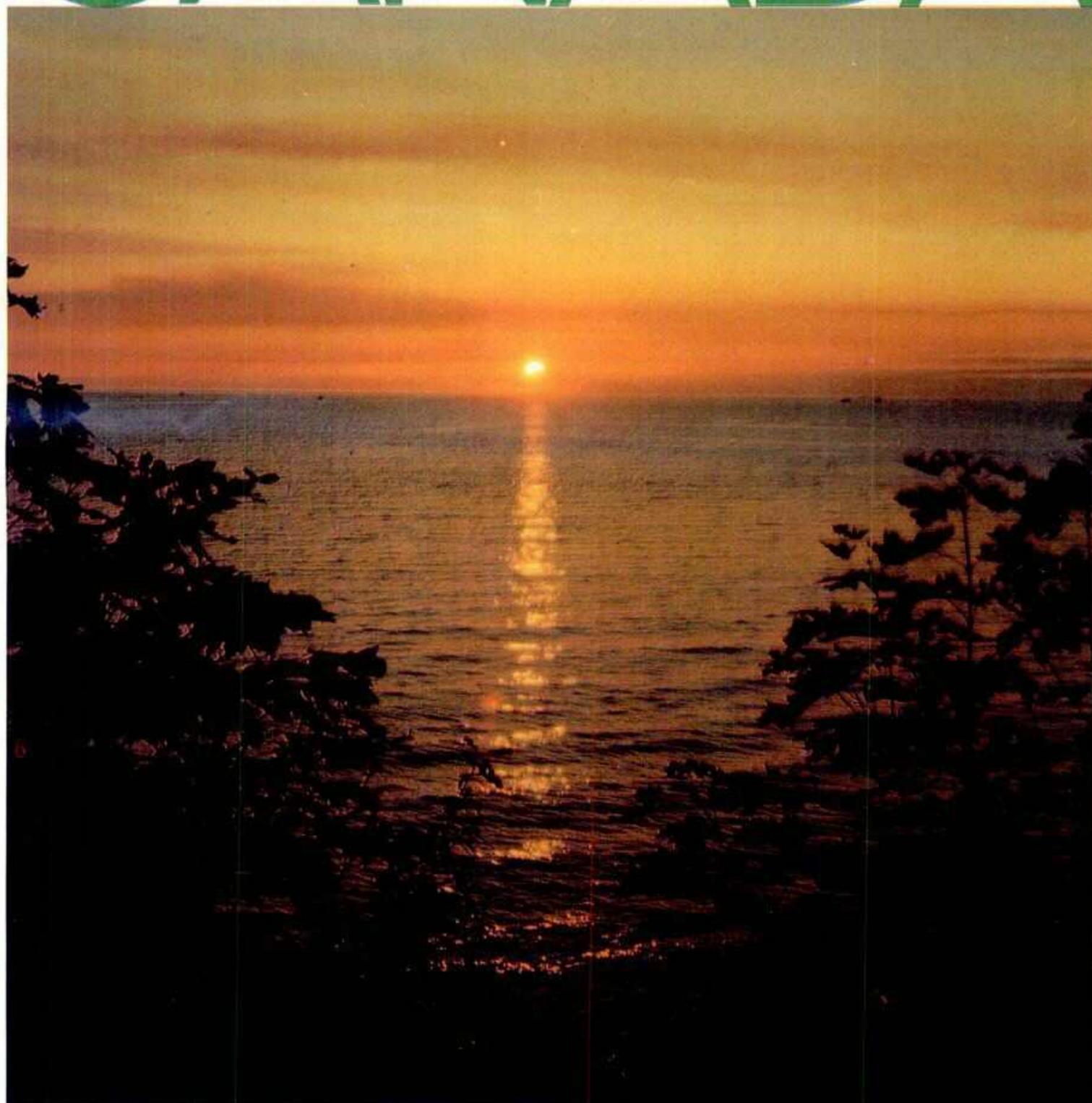
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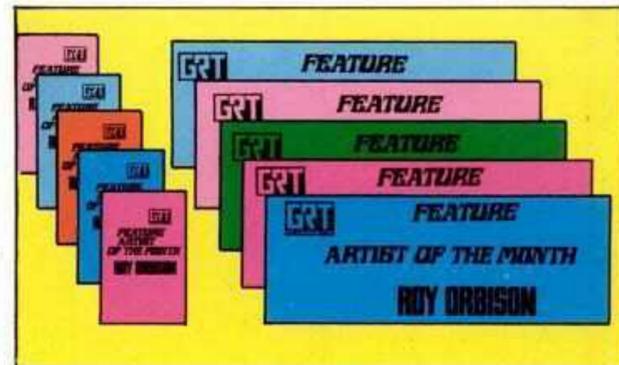
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Canada's Role in World Music Industry—Silent No Longer

By RITCHIE YORKE

For many years, Canada has played a sadly silent role in the world's music industry. She has been content to follow and accept trends from both the U. S. and Britain, and she has never been identified as either a maker or breaker of new developments in the fast moving whirl of contemporary music.

In short, Canada—the world's sixth largest record market with 1968 sales of over 40-million—has probably been the most lucrative market anywhere for imported product—that material mainly originating from the U. S. and the U. K. U. S. and British records are given little, if any, competition from local product, because the domestic recording situation has never proceeded beyond the point of being hopeless. Speculators would no doubt consider the local record production business as the most unlikely source of investment revenue imaginable.

Dozens upon dozens of reasons have been put forward for this anomaly. The promixity of the majority of Canadians to the U. S. border, the lack of a national artistic spirit, but most commonly, the lack of sympathy and adventure on the part of Canadian broadcasters who have all but neglected local records through the years.

But this too is changing, as the observer will see from the comments and statements in the following pages. In fact, change is really what the Canadian music industry in 1969 is all about.

Although some industry-ites have been slow to see the writing on the wall, Canada appears—at least to this observer—to be on the verge of much bigger things, both artistically and in general prosperity. Canadians (or more exactly, expatriate Canadians) have long been an influence on the international music scene.

They have also had a profound influence on other art forms—in television and films in particular. The Canadians who have left their native country (because of lack of reward and acceptance) have carved a niche for themselves in the global village that can never be erased.

But in music, this Canadian influence has never been stronger. Some of the most praised performers in recent musical history spent their childhoods and creatively-formative years in this country. Take for example The Band, David Clayton Thomas (the singer with Blood, Sweat and Tears), Oscar Peterson, Percy Faith, Steppenwolf, Neil Young (of the Buffalo Springfield), Joni Mitchell, Gordon Lightfoot, Ian and Sylvia, Leonard Cohen, the Collectors, and more. These people were, and essentially still are, Canadians.

As much as they may condemn the apathetic attitudes of Canadians, you will find no shortage of national Canadian spirit among these international music trend setters. Yet all but one of them—Gordon Lightfoot—had to leave Canada to find their fame.

But that too is changing. Recently a group from Winnipeg—the Guess Who—which had been in and around the Canadian scene for eight and a half years, broke through the U. S. border barrier with a spectacularly successful single on RCA, "These Eyes," which is presently one of the best selling records in the U. S.

The most interesting fact is that the Guess Who did not have to leave their homeland to achieve this unprecedented feat. Fighting a mountain of native prejudices against Canadian talent, the Guess Who became the first group in history to top charts from Newfoundland to British Columbia. And then, through this success, U. S. broadcasters gave "These Eyes" a chance at the American market.

It's still far too early to forecast the full repercussions of "These Eyes." Already it has given bitter Canadian producers fresh hope. So long neglected, producers and talent look at what the Guess Who has done and plunge into their work with renewed faith. Larger budgets are being allocated on local productions by Canadian companies—the same companies which only a few months ago were unlikely to finance a session by an unknown act, almost any unknown act.

Of course, what the industry here badly needs is another "These Eyes," by another group. Sadly there is nothing on the horizon to give much hope. Paradoxically, instead of finally making Canadian broadcasters

aware of domestic talent, the Guess Who appears to be regarded by program directors as just a flash in the pan. There has not been any significant changes in attitudes to Canadian records.

This lack of benevolence (or more rightly, fairness) by Canadian radio to Canadian talent can be no more strongly asserted than by the fact that "These Eyes," a proven international smash with sales close to one million, was turned down for several weeks by leading pop radio station in Canada as not suitable or commercial enough for playlist attention. The station only went on the record after an opposing station had broken it wide open in the same city.

That is the barrier which creative Canadian music men face. But it is a barrier which may well be eliminated shortly. The newly appointed Canadian Radio Television Commission (known as the CRTC, with much the same power as the FCC in the U. S.?) is looking into the possibility of legislating to make radio stations play a fixed percentage of Canadian content (see separate story).

Industry execs who have met with the CRTC on the legislation subject have been astounded at the body's thorough knowledge of the situation. Consequently there is little doubt within the industry that something will be done and soon to remedy this cancer within the Canadian music business.

Mere speculation of a Canadian content ruling has brought the industry to its most active period in years, in the local production field. Coincidentally it has also brought in many U. S. producers and a & r men who have been signing Canadian talent in a flurry similar to the English scene six years ago, when the Beatles first hit.

There is now, internationally, an awareness of Canadian music and musicians. But sadly, there is a lack of international attitudes prevalent within the Canadian music industry. But that is understandable. So long the underdogs to their much larger, much more creatively successful (and that surely is the most important aim of any record or tape company—to create rather than distribute the creations of others) U. S. and U. K. parent companies, the Canadian companies have inherited a form of inferiority complex. Whenever the companies have attempted to persuade a parent company to issue a Canadian product, they have been greeted with the cynical question of "how many copies did it sell in Canada?" which invariably was better not answered.

Canadian record and tape companies are mainly run by businessmen, and shrewd businessmen at that. Very few creative people are employed by the companies, probably because most people with creative talent could not exist in the flurry of frustration which accompanies an artistic adventure into Canadian music.

As a result, there is now a lack of internationalism within Canadian music circles. All publishers could not possibly be described as active. Record companies distribute foreign product and make money, a small amount of which is ploughed back into Canadian talent. But the companies cannot be blamed for this. There is not much point producing any form of product as just an exercise in artistry. There must be at least some promise of financial return.

All of these comments are generalized of course, and do not apply to the ethnic music market or the French Canadian music scene. Several companies have found great success in the former field, and the latter (which amounts to about 15 per cent of the total business) is becoming at unprecedented levels, dealt with in detail in this special section.

Over-all, the solutions will only be found with time and positive action. This seems inevitable.

Outside the creative sphere, the Canadian music scene is in a healthy state. Tape is growing faster than anyone could have anticipated, and latest official figures indicate that it represents 14 per cent of the total market, early this year. But most execs say the figure is now closer to 20 per cent, which represents still more phenomenal growth since the last statistics were issued.

Playback equipment is starting to find its way into the home, and there is a great deal of hope that the huge youth market (52 per cent of Canada's population is under 25) will soon turn on tape.

Canada's systems of distribution are similar to those in existence in the U. S. There has been a notably marked growth recently in the sub-distributor.

Some companies have experienced problems with discounting (usually with specific accounts) but this problem could hardly be solved by anything less than the fixed-price ruling operating in Britain.

The live talent field is continually growing, although with the present inflated prices being asked by U. S. agents, it looks as though it will soon reach a plateau. U. S. representatives of key acts have yet to realize that Canada cannot be considered in the same breath with the U. S. market. Just as there are different rates for the European market, there must soon be reduced fees for Canadian bookings.

Record promotion in Canada is not a highly specialized art. Many execs feel it cannot ever become any more so than it is presently while Canadian broadcasters continue to program straight from the U. S. charts. If a U. S. or a U. K. disc makes it in the U. S. charts, a promotion man can only fill a subservient role. And if the record is not on those charts, then its chances are minute.

In terms of just what sells, the Canadian is conservative by nature and taste. The way-out items which sometimes sell in the U. S. do not find much favor here outside of the key metropolises—Montreal, Toronto and Vancouver. Canada's prairies—the wide open West—for example, have still to get hip to r and b.

Canada has still a long way to go if she is to become a key section of the world recording industry. She must, as a start, realize that the mere fact of Canadians moving south does not automatically make them any more skilled. She must invest more capital into local production. And she must produce music of world standard, for a world market.

That entails, of course, a degree of international thinking which will take time in acquiring. But "These Eyes," and subsequent releases by the Guess Who, plus who knows what other records in the future, will do much to give the Canadian music maker and distributor a feeling of being wanted.

The Canadian music market is divided into six separate areas, of which Quebec and Ontario are twice as large as the rest put together. The markets, and their dollar size in last year's music industry net value of \$40,658,000, are: Atlantic provinces (Prince Edward Island, Newfoundland, Nova Scotia and New Brunswick)—\$2,130,000; Quebec—\$10,045,000; Ontario—\$15,627,000; Manitoba and Saskatchewan—\$3,695,000; Alberta—\$4,330,000; and British Columbia—\$4,858,000.

About a dozen record companies and several tape operations share the market. Most are foreign owned companies. In the record field, there are eight of them—RCA, Capitol, Polydor, Columbia, Campo, Warner Bros.-Seven Arts, London and Quality (which is 50 per cent foreign owned). In addition, there are several independents such as Allied, Phonodisc, Arc and Stone. In the tape field, companies include ITCC, Ampex, GRT, Muntz and Stereodyne.

It is interesting to note that Canada is first to the U. S. in dollars per capita spent on records. In addition, it has the highest per capita sales of albums in the world. Statistics can sometimes be misleading but figures such as these obviously show that Canadian companies have done a commendable job in getting their product to the consumer.

What the future holds for Canada's music industry is incalculable. The opening of the U. S. market to local producers, thanks to the Guess Who, may mean many Canadian sides clicking Stateside. Then again, it may not mean anything. That is entirely up to Canadians.

But whichever way you look at it, Canada is on the verge of something. The country now has the chance to exploit its identity to the world through its musicians. Canada may yet become not only a user but a provider of international music. If Marshall McLuhan arose out of Toronto, then why not the next music sensation.

Commercials Approach Paid Off With Guess Who Hit

Jack Richardson and Ben McPeck are gamblers. They must be because they chose to invest several thousands of dollars, and their careers, in the Canadian music business, which has never shown any promise of laying any golden eggs.

But despite the long odds, Richardson and McPeck—through their company Nimbus 9 Productions—can boast one of the biggest selling singles in the world at present—the Guess Who's RCA disc, "These Eyes."

Richardson, 39, produced the disc, and McPeck, who's 34, arranged the session, which was cut at the A & R Studios in New York. Prior to forming Nimbus 9, both men were primarily concerned with the commercials market. Richardson worked with the McCann-Erickson agency in Toronto, and was responsible for the production of Coca-Cola jingles with Canadian talent. McPeck worked, and still does, on jingle arrangements.

"What we attempted to do," explains Richardson, a slightly graying man who obviously knows what he's doing, "is to take the same approach as applied in the jingle business.

"When we go into the studio, we are there to make music. The more economical session, the better as far as we're concerned. We like a businesslike approach—a job is to be done and you do it as quickly as possible. That doesn't mean you cut corners or leave out instruments—it simply means a minimum of messing around. We found the advertising and jingle business to be great training for contemporary music."

This may sound as though Nimbus 9 doesn't believe in false economy, which is true. However, as Richardson points out, one must know just when to let the axe fall.

"The first session we did with the Guess Who about a year ago just didn't work out, so we scrapped it. There was no question of trying to improve it—the results just weren't what we'd expected, so we started again from scratch."

Nimbus 9 has displayed a rare belief in Canadian talent, and in producing that talent for the world, rather

than the domestic market. "There's obviously a wealth of talent in Canada," says Richardson, "and therein lies our philosophy. The talent is there, and what you have to do is get out and spend money developing it.

"When we first sign a group, we go into the studio and spend three hours or so cutting what I call scratch tracks. Then later we get together and tear the tracks apart.

"We don't believe in the Canadian record. It doesn't exist for us. We don't produce Canadian records; we simply produce records. And that's what we told the CRTC at the legislation hearings—the advent of legislation will not change anything we do in the studio. You just can't afford to think in anything but international terms in music today."

Nimbus 9 does not use Toronto studios, because as Richardson says, "They are only equipped for jingle production; not the complexities of contemporary music." However, he has high hopes for the results of updating now taking place at RCA's Toronto studios in Mutual Street.

The success of "These Eyes" (which, says Richardson, involved a certain amount of luck in the chain of events; having access to the right people who had faith in us; right timing, right sound") has not meant that Richardson is sitting back basking in the glory. Far from it, in fact.

The Guess Who's second album (titled "Canned Wheat") is almost completed, and the songs have already been written for the third album. In addition, the single follow-up to "These Eyes"—due to be released in about four weeks—looks like being either "Laughing" or "Old Joe."

"These Eyes" is set for U. K. release on June 1, and independent European publishing deals have been signed. There is a distinct possibility that the Guess Who will undertake a lengthy U. S. tour with Blood, Sweat and Tears.

Apart from the Guess Who, Nimbus has signed and in some cases produced a number of other artists, in-

cluding Bonnie Dobson, the Copper Penny, Leigh Ashford, Westfauster, Tyme and a Half, Al and Linda Morrison and the Taxi.

"We're particularly pleased with the Dobson LP, which was cut in collaboration with the CBC. It features four new songs, plus Bonnie's version of her "Morning Dew" hit." Nimbus also anticipates producing some sides with newly signed Capitol artist, Natalie Baron.

"We're independent in every sense of the word," says Richardson. "We enjoy working with RCA, and they've been very honest with us. But we are an independent company, and we are willing to produce product for anyone." RCA in the U. S. have indicated much interest in other Canadian product, which figures since "These Eyes" is the biggest selling single the company has had since "Light My Fire."

Nimbus 9 is located in a newly renovated house near Toronto's Yorkville village. Although it's only been in operation for six months, the front carpet is starting to show signs of wear from the constant stream of visitors.

Richardson's linkup with the Guess Who certainly proved that things go better with Coke. Formed eight and a half years ago, the group scored in Canada and the U. S. (on Scepter) with "Shakin' All Over" a few years back. But bad management reportedly prevented the group from consolidating the success, and the group slid back into U. S. oblivion.

Richardson signed the group after cutting a premium album with them for Coca-Cola. After the first unsuccessful single, they returned to the studio and cut a single, "Of a Dropping Pin," which sold almost 15,000 copies, mainly in the group's home province of Manitoba.

Then, on September 21, 22 and 23, the group flew to New York at Nimbus' expense to cut the "Wheatfield Soul" album. "These Eyes" was one of the tracks. At first the group weren't too anxious to release it as a single, as they felt it was a little too much in the bubble gum bag, and not indicative of where they were at musically. "We've changed our minds since," laughs group member Burton Cummings.

It was issued, and Nimbus hired an independent promotion man, Archie MacDonell, to aid RCA in the launching of the single.

Like most other decisions being made at Nimbus, it was a move which paid off handsomely.

A Shortage of Promo Men—WB-7 Exec.

Considering that it's only been in operation for 17 months, and that it has not yet opened its doors to distribution of other companies' catalogs—the Canadian operation of Warner Bros.-Seven Arts Records is an undoubted success.

Opened on Oct. 2, 1967, Warner Bros. now have offices in Montreal and Toronto, and distributors in Vancouver, Calgary, Winnipeg and the Maritimes. The company has exclusive rights to all product from Warner Bros. U. S., which includes a large number of Canadians—e.g., the Collectors, Neil Young, Joni Mitchell, the Kensington Market, Tom Northcott, and the Trials of Jayson Hoover.

Locally, Warner Bros. has released product by Allan Bruce and a number of French-Canadian acts, including Daniel Gerrard.

Clyde McGregor, national sales manager spent 12 years at Quality, before joining WB. "We as Canadians and the radio people don't seem to have the confidence in ourselves to believe in anything unless it's on the U. S. trades," he says.

McGregor speaks of a problem which is not unique in Canada, that of the record company-radio station situation. "You go to a station and they say 'why should I put it on the chart—it's not selling.' So we ask how can it sell without people hearing it. There's a vicious circle right there. And once they say no, they are never too keen to change their minds

later. Once they say no, you might as well give up on the disk. They must figure that if they admitted they were wrong once we'd take advantage of them.

"But I do know there is a shortage of really good promotion men in this country. Many wander into a station with a record, and ask the PD to put

it on his playlist. They give no reasons, other than that it's a record they've been told to work on. Station people don't have time to bother with you unless you're giving them facts . . . facts on why they should be on a record."

McGregor is also a supporter of legislation for Canadian content.

"I think an effort should be made right now, and right along the line—companies, producers, artists, radio stations, publishers—a total effort to establish Canada as a source of international hits."

Govt. Protects TV, Ignores Other Media

The average urban Canadian watches U. S. television on both American and Canadian networks. He listens to radio stations in Canada which sound identical—in format and music—to any U. S. station. He reads American magazines. If McLuhan is right about the mediums, the Canadian will eventually become just another American.

But the Canadian is not alone. Every English-speaking person in the world watches U. S. series TV, listens to U. S. records, and reads U. S. magazines. The voice and life-style of America washes up on every country's shore, just as Britain's once did. The Canadian is therefore far from unique, the only difference being that he gets the U. S. saturation faster than most people in other countries because he's geographically closer. In comparison, the average Australian is as much, or more so, American than the average Canadian.

Where the Canadian is different is that he has allowed the U. S. to give him a massive inferiority complex. He has allowed the American media to dominate his mind. He sits there like an idiot, convinced that the U. S. is always right, and Canada is always wrong. The Canadian is one of the most anti-nationalistic persons in the world. His Government has allowed him to become that way.

Canada has virtually no domestic music industry, no more than half a dozen national magazines, no true Canadian radio stations, no commercial film industry, no more than a trickle of local book publishing. All he has is a hefty share of true Canadian content on television.

And he only has that because the Government insists that to ob-

tain a license, a TV station must program 55 per cent Canadian content. And thus, while the Government, for reasons unknown, has protected its TV industry (as it protects its primary agricultural products) it has hopelessly neglected other forms of media. By not hearing Canadian records, not seeing Canadian films, not reading many Canadian magazines, not listening to truly Canadian radio stations, not reading many Canadian books, the average Canadian naturally comes to the conclusion that this is because the country does not have the talent or capacity to produce it.

He does not realize that Canada has gained a prominent place in American and international contemporary music, he does not know that Hollywood is riddled with what is jokingly referred to as the "Canadian mafia," he does not know that many U. S. journalists regard the Canadian newspaper and journalism world as superior to their own, he forgets that some of the greatest authors of today and yesterday once lived in Canada—e.g., Ernest Hemingway.

He does not know this, and he probably doesn't care. He is a voyeur and he figures that all other Canadians not playing hockey are the same as him.

It is not far short of a tragedy that a country such as Canada—so plentifully endowed with talent of all kinds—has chosen to ignore its artistic lineage. The Government spends fortunes building concert halls, and then imports overseas stars to appear in them. The Government does nothing to ensure that Canadian talent is nourished and treated with respect and dignity. As a result, the Canadian artistic talent soon ceases to be a Canadian—he simply leaves the country.

It is obvious that the U. S. represents a far larger market than Canada for artistic talent. But it is the same for English talent. The point is that talent can be kept in its native country if the people support it. And the people can only do this if they are allowed to hear it, see it, identify it. As of now they are not doing that and it is terribly sad.

WHO SAYS CANADIAN RECORDING ARTISTS CAN'T SELL?



GORDON LIGHTFOOT
sold over \$1,000,000.00 in 1968



THE IRISH ROVERS
won Gold Records in Canada and Australia



MOTHERLODE
Bill Gavin's personal pick
May 2, 1969



DIANNE BROOKS
next female star



WITNESS
3 smash hits in '68



MICHEL LOUVAIN
an international star



JIMMY ARTHUR ORDGE
the only two-time winner of a
Lloyd E. Moffat C & W Award



DON MESSER and JOHNNY FORREST
Messer sold over 10,000,000 recordings
throughout his career at Compo.
Forrest is Scottish best seller.



JOHN ALLAN CAMERON
sold over 10,000 albums
in 6 weeks



PERE GEDEON
a household word in French Canada



LES COQUETTES
the Festival du Disque winners 1969



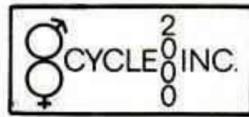
LES CYNIQUES
French Canada's hottest
comedy act



LE 25ième REGIMENT
4 smash singles in '68

**THESE
DO**

ON THESE COMPO-DISTRIBUTED LABELS:



**COMPO-
CANADA**

2377 Remembrance St.
Lachine, Quebec

Billboard Canada's Top Singles

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	—	HAIR Cowells, MGM 14026	1
2	—	AQUARIUS/LET THE SUNSHINE IN 5th Dimension, Soul City 772	1
3	—	GET BACK Beatles, Apple 2490	1
4	—	BOXER Simon & Garfunkel, Columbia 4-44785	1
5	—	SWEET CHERRY WINE Tommy James & the Shondells, Roulette 7039	1
6	—	GITARZAN Ray Stevens, Monument 1131	1
7	—	YOU'VE MADE ME SO VERY HAPPY Blood, Sweat & Tears, Columbia 4-44776	1
8	—	GOODBYE Mary Hopkin, Apple 1806	1
9	—	HAWAII FIVE-O Ventures, Liberty 56068	1
10	—	PINBALL WIZARD Who, Decca 732465	1
11	—	LOVE (Can Make You Happy) Mercy, Sundi 6811	1
12	—	GIMME GIMME GOOD LOVIN' Crazy Elephant, Bell 763	1
13	—	ATLANTIS Donovan, Epic 5-10434	1
14	—	DON'T LET ME DOWN Beatles, Apple 2490	1
15	—	IT'S YOUR THING Isley Brothers, T-Neck 901	1
16	—	GALVESTON Glen Campbell, Capitol 2428	1
17	—	TIME IS TIGHT Booker T & the MG's, Stax 0028	1
18	—	SORRY SUZANNE Hollies, Epic 5-10454	1
19	—	OH HAPPY DAY Edwin Hawkins Singers, Pavilion 20001	1
20	—	HEATHER HONEY Tommy Roe, ABC 11211	1

Billboard SPECIAL SURVEY for Week Ending 5/17/69

About The New Canadian Charts

This Spotlight on Canada edition of Billboard inaugurates publication of two new regular weekly Canadian Record Popularity Charts—one for singles and one for albums.

In keeping with Billboard's "full disclosure" research policy, following is the basic methodology on which these charts are built. The singles chart is a composite of rack jobber and dealer sales reports supported by radio station playlists. Records listed from each of these data sources are supplied with a point value on an inverse point ratio system, with the No. 1 record given a value of 40 points, No. 2 a value of 39 points, etc., down to the No. 40 record which gets a value of 1 point. Points are totaled for the week's reports and total earned by each record determines chart position.

The album chart, which is based solely on sales reports from Canadian rack jobbers and record dealers, follows the same inverse ratio point system. In both the singles and the album charts, a basic qualifying factor is that sales action and airplay must be reported from markets in both Eastern and Western Canada inasmuch as the charts are intended to be a reflection of national Canadian record popularity.

Announcement of Billboard's plans to publish weekly Canadian charts has been received with enthusiasm by Canadian readers. These are some typical reactions—

From George Kitchen, Chief of Bureau, The Canadian Press: "This will confirm our telephoned request . . . for permission to obtain Billboard's Canadian listings of popular recordings for use in Canada by Broadcast News Limited, our radio news subsidiary."

From Frank Gould, Program Supervisor and Music Director, CFOX, Montreal: "CFOX will be most pleased to assist in any way possible . . . with regard to your Canadian charts. Don't hesitate to contact us. Best of luck."

And from Greg Stewart, CKNX, Wingham, Ont.: "This is a wonderful thing you doing for Canada . . . will do anything I can to help you at any time."

Initial Canadian Popularity Charts are limited to 20 positions. Charts will be broadened to include more listings as additional data sources are developed and more best-seller and playlist data is supplied.

As with all Billboard record popularity charts, listings are based on a one-week measure of action only. They do not, in any way, reflect cumulative action over a period beyond the measured week. Too, they measure only consumer action, rather than sales or shipments at the manufacturer or wholesaler level.

Star Performers, Billboard's designation for records which show the strongest gains from one week to another, will be listed beginning with the Canadian charts appearing in next week's issue.

Billboard Canada's Top Albums

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	—	HAIR Original Cast, RCA LOC 1150 (M); LSO 1150 (S)	1
2	—	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)	1
3	—	NASHVILLE SKYLINE Bob Dylan, Columbia KCS 9825 (S)	1
4	—	GALVESTON Glen Campbell, Capitol ST 210 (S)	1
5	—	HELP YOURSELF Tom Jones, Parrot PAS 71025 (S)	1
6	—	ENGELBERT Engelbert Humperdinck, Parrot PAS 71026 (S)	1
7	—	SONGS FROM A ROOM Leonard Cohen, Columbia CS 9767 (S)	1
8	—	TRANS ELECTRONIC MUSIC PRODUCTIONS INC. PRESENTS SWITCHED ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194 (S)	1
9	—	BIRTHDAY PARTY Steppenwolf, Dunhill DSX 50053 (S)	1
10	—	LED ZEPPELIN Atlantic SD 8216 (S)	1
11	—	OLIVER Soundtrack, Colgems COSD 5501 (S)	1
12	—	GREATEST HITS Donovan, Epic BNX 26439 (S)	1
13	—	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy 8387 (S)	1
14	—	FEVER ZONE Tom Jones, Parrot PAS 71019 (S)	1
15	—	LIVE Tom Jones, Parrot PAS 71014 (S)	1
16	—	BALL Iron Butterfly, Atco SD 33-280 (S)	1
17	—	DIZZY Tommy Roe, ABC ABCS 683 (S)	1
18	—	WICHITA LINEMAN Glen Campbell, Capitol ST 103 (S)	1
19	—	FUNNY GIRL Soundtrack, Columbia BOS 3220 (S)	1
20	—	AT FOLSOM PRISON Johnny Cash, Columbia CS 9639 (S)	1

Billboard SPECIAL SURVEY for Week Ending 5/17/69

Stereodyne Should Double Profits in 1969

Stereodyne of Canada, a subsidiary of the Stereodyne Company of Troy, Mich., and part of the conglomerate U. S. Smelting industrial empire, is now a few months more than a year old in this country, having gone into operation in February of 1968.

Starting in business in its Toronto plant-office as a custom tape duplicator and manufacturer and distributor of all Polydor and DGG cartridges and reel-to-reel tapes, Stereodyne has grown rapidly with the industry and in its first full year of operation pulled in over one million dollars' worth of sales.

Now, along with its exclusive distributorship of Polydor and DGG product, Stereodyne manufactures and distributes on a non-exclusive basis for such labels as Accent, Bang, Everest, Fiesta, Hickory, Hi-Fi, Mainstream, Montagnard, Select, and Time. As well it provides a tape duplication service for RCA Victor and Warner Brothers tape products plus all its own labels.

Under the guidance of general manager Ron Newman, a veteran of the record industry in both the U. S. and Canada, national sales manager Bob Kerr and director of operations Pete Burr, Stereodyne has built up a distribution network that now reaches from coast to coast.

Along with tape products, Stereodyne also distributes Lear Play-back equipment in Canada.

Stereodyne is unique in being the only tape manufacturer in Canada to produce its own molds, the Dynapak eight-track, four-track, and cassette packages which are used by other Canadian distributors as well as Stereodyne. Most tape companies here however continue to import their tape packs.

For the future, Stereodyne, like all companies in the Canadian tape market, looks to more than double its profits in 1969 in both the cartridge and playback equipment areas. As for the controversy of eight-track versus cassette, Ron Newman of Stereodyne believes in a compromise solution. "I think that the market will eventually go about 50-50 between cartridges and cassettes," he says.

"Cassettes are going to take a much larger share of the market than they have now, that's for sure. They're more adaptable and more convenient generally. But I still believe in eight-track cartridges and I don't think that their lead will ever really be overtaken by cassettes. Cassettes get a much stronger selling job up here than they do in the States. I've noticed that, but the eight-track cartridge is here to stay."

Canada Key Source For International Talent

In the past few years, Canada has become one of the key sources of international music talent. It would even be fair to say that as of now Canadians are dominating the creative aspects of contemporary music.

A look at the list of Canadians who have blazed their way to international success—usually after moving to the U. S.—can be astounding. The list includes Steppenwolf (known years ago in Toronto as Sparrow), David Clayton - Thomas (lead singer with Blood, Sweat and Tears), and Andy Kim, Ian and Sylvia, the Guess Who, The Band, Neil Young (formerly with the Buffalo Springfield, now going solo), Gordon Lightfoot, Leonard Cohen, the Paupers, Rhinoceros, the Kensington Market, Zal Zanzovsky (of the Lovin' Spoonful), the Collectors, Tom Northcott, Bobby Taylor and the Vancouvers, the Irish Rovers, Robert Goulet, Paul Anka, Gary Buck, Hank Snow, Percy Faith, Galt MacDermott (who wrote the music for "Hair"), Denny Doherty (of the Mamas and Papas), Ken Chaney (pianist with Young

Holt Unlimited), Gene Cornish (of the Rascals), Joni Mitchell, Buffy Ste. Marie, and members of the Union Gap.

Others who seem to be on the verge of breaking through internationally include Nucleus Mainstream, Cathy Young Mainstream, David Rea (guitarist who once backed Ian and Sylvia and Gordon Lightfoot), Five Man Electrical Band, Dianne Brooks (Tangerine), the Five Bells (Polydor), Life (Polydor), guitarist Lenny Breaux, Motherlode, Mother Tucker's Yellow Duck the Poppy Family, and Elyse Weinberg (Tetragrammaton).

Up until a short time ago, few people (in Canada or elsewhere) realized that these people all came from one country. They could have been from Supadupa, North Dakota, for all most people cared.

But the fact is they came from Canada, and slowly but surely, U. S. a&r men are starting to look north for future stars. Most companies have sent scouts into the Toronto area recently, and other companies are planning to do so.

“These Eyes” by The Guess Who

WAS

... RECORDED IN OUR STUDIO

... PUBLISHED BY OUR PUBLISHING COMPANY

... PRESSED IN OUR PRESSING PLANT

... PROMOTED BY OUR PROMOTION MEN

... SOLD BY OUR SALES FORCE

... DISTRIBUTED BY OUR DISTRIBUTION ORGANIZATION

... IF YOU WANT TO DO THE SAME
THING FOR YOUR PRODUCT IN CANADA

RCA Canada

RCA Canada Fulfills A Long Standing Dream

The smiling faces at RCA in Montreal have hardly ever been happier than right now, and you don't need to be multi-lingual to know why. After all, RCA was the first Canadian company to fulfill that long-standing dream—putting a Canadian single into the U. S. top 10, from Canada.

The Guess Who's "These Eyes" single is right up there now, and the album, "Wheatfield Soul," may well repeat the action in the LP marketplace.

"These Eyes" has opened the way for other Canadian producers to aim their efforts at the American market, and that means ten times as large an audience. The psychological benefits of this alone are enormous. Already, session budgets are being increased, rendered talent hunts are going on, and the local talent scene has never been brighter.

RCA is rightly happy. Recently the company underwent a transformation of company operation, aimed at turning a manufacturing company into a marketing operation. It was unique within the world-wide

RCA organization. "We re-organized with the idea of forming a completely marketing-oriented company," explains Knox Coupland, manager marketing.

RCA had long been famed as a key pressing company in Canada. The Smith's Falls plant, conveniently located half-way between Toronto and Montreal, is pressing for Capitol, Warner Bros., Polydor, Phonodisc, Allied, and some French indies.

Recently the company decided to go ahead with construction of a massive new administration center, which would house the entire RCA operation in St. Anne de Bellevue, about 15 miles from downtown Montreal. The building is scheduled to be opened in spring of 1970.

But RCA is not only involved with RCA product. Through its livewire national sales and promotion manager, Andy Nagy, RCA has picked up distribution rights for Dunhill (a new three-year contract was recently signed), Jad, Banyan Tree, Turntable, Poppy, and Rich Little's Kerr label, among others.

RCA has been particularly

successful in getting records off the ground prior to their U. S. breakthrough. Discs which came out of Canada and spread to the U. S. include Steppenwolf's "Born to be Wild", "The Good the Bad and the Ugly", the Guess Who's "These Eyes" and "Hold Me Tight," the Johnny Nash smash. Nagy makes two trips each year to the West Coast and a trip a month to New York to keep on top of the U. S. scene.

The company has had great success with Vicki, a European songstress who sold \$250,000 worth of product in Canada last year. Her vocal "Love Is Blue" also paved the way for the Paul Mauriat hit.

RCA recently opened its new \$2,000,000 studios in Montreal and it is not surprising that April turned out to be one of the biggest months in the company's history. The Guess Who, growing prosperity in the French Canadian market, and a couple of tape promotions (which gave tape sales a ratio of three to five with records in April) all contributed to a healthy month.

RCA will soon be able to handle custom duplicating of tape at the Smith's Falls plant.

The company has also been very active in the English Canadian domestic scene, but with similar disappointing results as other companies. Some of the MOR product can be moved, but it's almost impossible to break a pop single.

On legislation, Coupland says: "I think that, generally speaking, radio stations have a completely different set of objectives to the entertainment industry. Naturally enough, this creates some conflicts. I don't think though that the stations have any built-in prejudice against Canadian records. If, in their own view, a record suits them, their image, or their format, I think they'll play it.

"The record industry can also accept some of the responsibility. Let's face it—we supplied them in the past with some pretty godawful records.

"There is a tendency to over-emphasize the border, but I think there's no hope for Canadians to try to compete in their own country. They must get out there and compete against all markets. You can't look on it as a Canadian market but a world market, as with the Guess Who.

RCA was one of the first

record companies to set up shop in Canada.

Originally it was called the Victor Talking Machine Company, but that was changed when owner Mr. Edgar Berliner sold out to RCA in the U. S. Only recently was the Victor dropped from the title.

The original offices were housed in Lenoir Street, which were used up until a year ago. Now, with new building in process, RCA appears to be going through another complete facilities change to keep up with the times.

RCA's executives include George Harrison, vice president and general manager; Knox Coupland, manager marketing; Andy Nagy, national sales and promotion manager; Stan Kulin, merchandising manager; Marlene Darnees, manager of creative services; Hal Schatz, manager specialty sales; Wilt Gilmeister, manager marketing for prerecorded tapes. Ed Preston heads up the Ontario branch.

The new marketing policy was put into effect January 1, but Coupland doubts if there has been enough time yet to make a fair judgment. "All I know," he says, "is that we've never been busier than we are right now. With tape booming—and now representing about 20 per cent of our business—the future can only be bright."



A RECORDING session in RCA's new symphony size Studio A. The various sections of the orchestra are placed around the large studio to obtain the best sound results. Orchestra leader Roger Pilon conducts from the centre.



RCA'S NEW Montreal Recording Studio is located at 910 LaGauchetiere Street, East, near the site of Place Radio-Canada, scheduled for completion by 1971.



DURING a recent week in Toronto while appearing at the Electric Circus, the Guess Who (currently scoring on the Hot 100 with the RCA single, "These Eyes") made promo calls to key stations. Here at CHUM are (left to right) Scott Richards, regional promotion manager of RCA; CHUM's Mike Rutledge, and Randy Bachman of the Guess Who.

RCA's Montreal Studios A Multimillion-Dollar Operation

It is not possible to develop a local recording industry without the help of first class studios. Realizing this, RCA Victor recently opened new studios here, which are among the most modern in North America, and without doubt, the most up to date in Canada.

The multimillion-dollar studios were designed by the team which set up RCA Victor studios in Hollywood, Nashville and Rome. The Rome studios are widely regarded as the best in the world.

Ed Traynor heads up the recording services of RCA in Montreal, and it is clear that he is very pleased with the results coming from the new studios.

"I believe this is the first ever studio complex in Canada ever built specifically for purposes of recording. Other studios fulfilled other duties before being adapted to sound recording.

"We have three studios here at present, which were planned to accommodate everything from a full symphony orchestra to a single announcer. Dimensions of Studio A are 75' x 50' x 25'; those of Studio B, 30' x 40' x 20'; and those of Studio C, 30' x 17' x 15'."

The studios are equipped for two, three, four and eight track recording, and offer an unusual feature in the form of three types of echo—natural, electronic, and tape delay. There are also complete sound effects facilities.

Studio A is equipped with a 20-input console of latest design, with complete equalization facilities in each input. There is also a Baldwin concert grand piano and a Hammond organ with Leslie speakers.

Studio B has 13 input console, with a 20 unit console now under construction. The studio also has a Steinway grand piano and Hammond organ with Leslie speakers. A separate film projection room has been installed overlooking Studios A and B.

Studio C was conceived mainly for small groups, jingles, voice over and narration. Equipment includes a multiple console and Baldwin baby grand piano.

The RCA Montreal complex was first in Canada to provide clients with three tape mastering rooms, and Dolby noise reduction systems are also in use.

The two lacquer mastering rooms have full stereo and monaural facilities for all speeds. They are equipped

(continued on page C-10)



BIRTHPLACE OF THE BEST CANADIAN TALENT



DAVID CLAYTON-THOMAS

THE SUGAR SHOPPE

PINKY • lead singer—Lighthouse

TERENCE (AN EYE FOR AN EAR)

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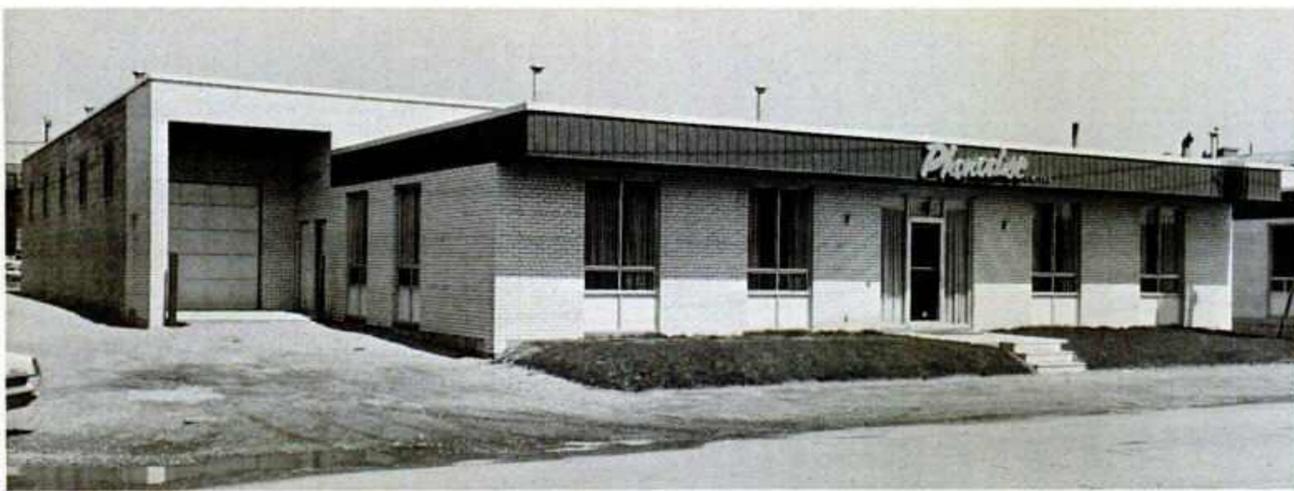
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PHONODISC, LTD., 30 Mallery Road, Scarborough, Ont.—central division offices and warehousing facilities.



CENTRAL DIVISION warehouse, Phonodisc, Ltd., is equipped to serve record retailers right across Canada.

Independence a Way of Life, Says Phonodisc

Traditionally No. 13 is avoided like the plague in our superstition-prone society, but it has rather a different connotation for Phonodisc Ltd., Canada's largest independent manufacturer and distributor of records and pre-recorded tapes.

Phonodisc completed its 13th fiscal year on March 31, following 12 months of rapid development and expansion of product, people, and properties in company history.

In year 13, Phonodisc's operating facilities at Scarborough, a suburb of Toronto (head office) and four other locations across the country have been improved and almost doubled in area, its sales staff has been realigned to keep pace with sales volume and profits that are well over 50 per cent above the previous year.

"It's taken a long time to reach the business orbit we originally visualized for our company," explains president Don McKim, "because we started out with so very little in capital resources. Before taking the big steps that have always been our objective we felt we had to establish ourselves solidly as an aggressive marketing organization with a sound financial base. That finally accomplished, we then ventured into new product acquisitions and costlier, but more effective merchandising methods to insure both our old and

new licensors that we could both give them more productive representation in the Canadian market and meet our financial obligations to them."

During most of its 13 years, Phonodisc has devoted itself to the Canadian advancement of such labels as Audio Fidelity, the Chess group, Jewell, Kapp, King, and the Motown group. In the past year successful negotiations have resulted in the addition of Ariston of Italy, Hickory, Jubilee, Pye of England, and Vanguard.

"Independence is a way of life with us," says McKim, "and this has obvious appeal to companies on the originating end of the business which are independent too, and can't see much future in becoming the step-children of Canadian subsidiaries of major U. S. labels. There really isn't any other alternative in Canada and we protect the identity of each of our licensors as if it were our own."

McKim gives much credit for Phonodisc's recently acquired licensors to Woody Hinderling, the company's international vice-president in New York. In Canada, the company's burgeoning product program has been matched by organizational growth. Sales and promotion have been strengthened with the recent appointment of Paul Clark as central division manager and Dick

Trotter as promotion manager. Tom Riggs, with many years experience in financial management, joined the company to oversee the adaptation of accounting, inventory, and distribution procedures to meet expansion requirements.

McKim believes there is a bright future for the independent operator despite the takeover and merger activity. "You can't mechanize or regiment creativity, and in the market place, the conglomerates may be able to bulldoze and overwhelm. But a record or tape is really an animated product demanding a special kind of marketing talent and maneuverability that independents will always possess to a greater extent than the computer giants. We want to very much be involved in an international affiliate of independents with the strength, know-how, and flexibility to set the pace for the industry."

RCA's Montreal Studios: A Multimillion-Dollar Operation

(continued from page C-8)

with Newman and Scully lathes, with Westrex cutting heads and Dolby noise reduction systems.

All studios are equipped with fluorescent and incandescent regulated lighting to create the type of atmosphere desired by individual artists.

The studios are located at 910 Lagauchetiere Street East, between St. Andree and St. Timothee Streets, which is near to the site for Place Radio-Canada, which is expected to be completed by 1971. Place Radio-Canada will be the headquarters for the CBC's activities in Quebec.

Opened in February, the studios have quickly found favor with Montreal producers, and many of the major French-Canadian hits are already produced there. With the state of the Canadian music business being on the threshold of unprecedented activity, there is no doubt that the RCA studios in Montreal have a promising future.

Publishing Is in an Embryonic Stage

"To me, the Canadian music market is just like a rerun," says Brian Chater, a partner in Summerlea Music (BMI) and Winterlea Music (CAPAC), two of this city's most enterprising publishing companies.

"There is a close parallel to be drawn between Canada now and the U. K. market as it was six years ago, before the Beatles happened," said Chater, who came to Canada from London four years ago, after stints with Mills Music and Burlington Music. "I've fought all these battles before . . . radio stations not having faith and refusing to play domestic records.

"God didn't suddenly give England the right to create records as of October 22, 1963 (when the first of the Liverpool sound discs hit the U. S. charts) and it's the same here. The market is wide open."

Summerlea and Winterlea, which between them own about 250 copyrights, are currently clicking with the Five Bells' single, "Moody Manitoba Morning"; several tracks on the first Polydor album by the Five Bells, entitled "Directions"; and the hot Life single on Polydor, "The Hands of the Clock." All three titles are scheduled for U. S. release by Polydor.

"Publishing is in the embryonic stage here," notes Chater, "We just aren't in business compared with other markets. Prior to the past six months, Canadian composers had pretty well no place to go. English and American major publishers haven't been too keen to open up here, because the market seemed so dead to the outsider.

"Yet the facts and statistics of the market indicate the opposite. Canada is the world's sixth largest record market; we have the highest per capita sale of albums in the world; and we are second only to the U. S. in dollars per capita spent on all types of records.

"We set up 11 months ago, because we felt the situation was changing for the better. My partner, Bob Hahn, handles most of the production work, and I look after the professional and writer liaison side. We have a complete open door policy. Absolutely anyone who cares to submit a song to us will have it evaluated and a prompt decision made. We don't want to hold up writers, so our contracts give them an out on any title if we haven't got a record on it within six months.

"The big thing is, of course, that so many people are looking for songs, all over the world. There is a dire shortage of good material everywhere. Therefore,

we think not in terms of the Canadian market but of the world market.

"We take our material to London, New York, and Los Angeles, and you'd be amazed at the reaction. We're the first publishers from Canada they've ever seen. Most of them think there isn't such a thing as publishing here."

Chater has met with some success in his search for international acceptance of Canadian material—English a&r man, Norrie Paramor, for example, recently took two titles, and wants to hear more. Several other deals are pending in the U. S.

Chater and Hahn see the possibility of Canadian content legislature as the real sure-fire boost to the local scene. "As a concept, we're against it," says Chater, "but as an economic necessity, we do believe in it. Just look at every other country in the world . . . they all have domestic disc producing industries. Why not Canada?"

Already, says Chater, musicians in Montreal (but not Toronto) are realizing that an increase, however small, in the amount of Canadian records sold in Canada, could have wide benefits. "The Montreal AF of M has formulated a deal requesting reduced rates to musicians for session work on records made for the domestic market. If, at a later stage, the producer and/or company decides to release the product internationally they would then go back to the union and the full fee.

"It's the obvious thing to do. Why should Canadian companies trying to establish a local market with a population one tenth of the U. S., have to pay the same musicians rates as the U. S. It doesn't make sense."

A strong lobbying force is being assembled behind this move for reduced session rates. The Montreal AF of M deserves much commendation for having the enterprise to suggest a cut in salaries as a means to an eventual increase in work available.

"The funny thing with this Canadian talent issue is that while Canadians—program directors in particular—consider domestic songs and finished product inferior, the people who matter in the U. S. and England don't. We've never met any resistance abroad just because we happened to be from Canada.

"The music business outside Canada now thinks internationally, and it's a shame that a lot more Canadians don't do likewise. I guess it's a PR job from top to

bottom. But you wouldn't think Canadians would need much convincing when you look at the amount of Canadian, or former Canadian talent, now making it Stateside."

Chater certainly couldn't be accused of a lack of internationalism in his approach.

He was one of the very few Canadian publishers present at recent MIDEM and Nassau conferences. He's also now in the midst of serious discussions with the Canadian Broadcasting Corporation for a weekly prime time TV show emphasizing local talent, and aimed straight at the youth market. Screen Gems has also indicated interest in syndication rights for the U. S.

"I believe the time has now come for U. S. and U. K. publishers to explore the possibilities of this market. It's time to get in, take a few risks, because in the end it will be worth it. We work on the premise that for every ten ideas, if one comes off it's worth it. We aim to get more and more into the local market, and also to expand into representation for outside publishers. We think our approach is unique. When we get a release on a song, we don't just forget it. In fact, that's when the real work begins. We don't care if we duplicate the record company promotional efforts. You can't do too much for a record.

"It's a real challenge this Canadian music business, because you know you can make it happen. We're all sitting on a golden egg—whether in acquiring foreign publishing agreements or local titles. The talent is coming out of the woodwork. Give us legislation (a means to express ourselves) and I hesitate to predict the results of the music explosion that will follow."

What do these people have in common?



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In England and Australia and elsewhere, many people picture Canada as a country where maple trees grow, ice hockey and skiing are mass interests, and wheat flourishes on massive prairies. Admittedly, there is that, but there are other things too.

Recently the international image has been given contemporary polish with the emergence of a Canadian folk scene. Folk music, naturally, has long been a part and an integral part of the country's cultural activities. In that respect, it wasn't unique.

What is different though is that Canada's folk singers and songs have traversed national borders and given the tuned-in, turned-on world of youth a new perspective on Canada.

Look at the artists who've either made it internationally, or are close to doing so—Gord Lightfoot, Joni Mitchell, The Band (of Music from Big Pink fame), Ian and Sylvia, Neil Young, Buffy Ste. Marie and Leonard Cohen. Plus the younger names who are showing signs of getting there—David Rea, Murray McLachlan, Cathy Young, Bonnie Dobson.

The fact that these people have taken Canadian folk music into the international market place augurs well for the future of the domestic scene. With the world waiting for more of maple folk, you can bet your last dollar that more and more young Canadians will be buying guitars, finding shady trees to sit under, and writing folk songs.

But why is it that Canada is capable of producing folk singers who—because of their acceptance elsewhere—must have something unusual or perhaps even unique to offer? It's a difficult question, one that not even Gord Lightfoot, Canada's king of folk, cannot answer.

"You can't really put your finger on it," he says. "It's just there—a Canadian feel to a song. Listen to The Band and you can't help but know they're Canadian boys. My stuff is much the same. But I don't know exactly what makes it Canadian. It's intangible."

Neil Young, the Toronto folk singer who went the full circle by joining the Buffalo Springfield, and then returned to solo status, thinks he knows why Canadians have an edge on others—a form of proficiency.

"You have to pay a lot of dues here, because the public's taste is so good. You can't get by if you're not good, and even if you are, it's still one hell of a battle. You keep beating your head against the wall, but it makes you improve.

"The folk scene was always bigger in Canada than in New York or Los Angeles. When those cities were into the shouting soul thing, we were into folk. Audiences expected first class lyrics, and even rock groups had to provide them.

"In Toronto and the rest of Canada, you kept getting better as an artist, but you got nowhere financially. Whereas in the U. S., if you showed any promise, they promptly signed you up so no one else could get you, and then forgot about you. Canadians are so good by the time they get a recording contract that they can't help but succeed. I guess what works against us also works for us."



IAN AND SYLVIA, MGM couple, who spearhead Canada's strong representation in the folk field.

But what about the roots—those intangible creative influences which make the composing and performing talents flower?

Canada seems to have two major advantages over other countries—proximity to the U. S. (which keeps it well up with what's happening musically there) and the lack of a highly urbanized society.

Undeniably, cities have an important role to play in Canada, but they are not accepted with the sort of inevitability which is evident elsewhere. To Canadians, the city is an infliction of ugliness upon a natural landscape. There is still a country atmosphere, perhaps a pioneering spirit to be found here. The toil of change in the Canadian society has been, and will continue to be, a long and arduous one.

Soul Music--A Long Time Arriving in Canada

It was a long time coming, but Canada finally succumbed to soul music. At least Toronto, Montreal, Quebec City and Vancouver yielded. Some of the points in between haven't yet gotten hip to r&b.

Of course, top U. S. r&b hits have always done well in Canada, but the disks a little farther down the charts often received no exposure at all. Even Motown took time and lots of it to get established.

The basic problem has always been that program directors felt that soul music was for soulful people, i.e., Negroes. It never occurred to them Caucasians might find soul music equally enjoyable. Some ugly stories sprang up because of this bias against r&b records.

The situation was ridiculous and ludicrous. The success of r&b in the U. K., France, and elsewhere proves that soul music is a universal language, regardless of color, creed or age.

But there are still some program directors, mainly between Toronto and Vancouver, who will not consider playing hard soul product. Ask them about it and they claim, "It's too tough for our listeners."

That was the story for 10 years. The listeners wouldn't like it. The real issue though was that the public never got a chance to like it, because they didn't hear it. A comparable situation exists in Australia, where even fewer r&b records are programmed.

A small group of exceedingly ardent people did find out about r&b though, and started listening to it on imported records and U. S. radio stations which could

be picked up in Canada. Slowly but surely the interest spread.

A few record men, sincerely hip to r&b, pushed all they could, and they too contributed to the changing musical climate. The Beatles arrived, credited r&b as the source for most of their inspiration, and a couple of years later white North America suddenly realized what had been going on all this time.

Soul came in. It went from one extreme to the other—unnoticed to fabulously good. Anything by a colored cat had to be good. But, of course, that wasn't the case, and soul music suffered in the end.

The current situation in Canada with r&b is that companies can count on airplay in several cities and, alternatively, can virtually count on almost no airplay in other cities. Toronto, for example, has become a big r&b market, mainly because of the influence of radio station CKFH, which played a lot of hard soul, and forced competing CHUM to do the same. CHUM had long been an offender in ignoring the importance of r&b.

Several Toronto clubs play only soul music, and a lesser number regularly feature U. S. artists such as Peggy Scott and Jo Jo Benson, Edwin Starr, Billy Stewart, and Ike and Tina Turner. The Hawk's Nest, in downtown Toronto, has built up a strong clientele of soul fans. Manager Ron Scrivner credits the success to the fact that he stuck with soul through good and bad times.

But Toronto offers little to the dedicated soul fan

when compared with Montreal. Despite the fact that Expo City is 90 per cent French, Montreal is probably the biggest soul town in the world outside of the U. S.

Two clubs, the Esquire Show Bar and the Oasis of Soul, cater exclusively to the soul crowd. They book in virtually all well-established r&b acts such as Ben E. King, Billy Stewart, Jerry Butler, Wilson Pickett, Joe Tex, and Sam and Dave.

Ben E. King does especially well in Montreal, where many of his recent singles have become big chart hits despite a lack of Hot 100 action in the U. S.

Montreal has over 60 discotheques (it was the first city in North America to boast a discotheque) which rely heavily on soul music. Radio CFOX and the French-language station, CJMS, both play a large amount of r&b.

Quebec City is much the same. But here King Curtis has found tremendous success, in the manner of Ben E. King's Montreal fame.

Vancouver has also become a strong r&b center, with many personal appearances by top soul acts at The Cave and other spots.

Every Aretha Franklin single is a certain success in each of these four towns, and usually also in Ottawa. But it's still a tough fight in Calgary, Edmonton, Winnipeg, Regina and other prairie centers.

Many stations simply do not believe that soul music is suitable for their audiences. But in doing this, the stations (and the cities) leave themselves open to criticism for being retrogressive.

The Blues--A Tastemaking Force in Canada

If one was to name the single most influential force on music in Canada within the past 12 months, the answer would have to be the blues.

From a primarily folk-oriented country, Canada has been plunged into the blues by hit records, packed concerts and wide press coverage. Certainly this has been the case elsewhere, but it seems to come as more of a surprise in Canada, which had so long resisted the temptation to tell it like it is.

The dawning of the blues in Canada seems to coincide with the first impact of Cream. Since then Canada has seen virtually every popular exponent of the blues—be he black or white.

In Toronto, which is the country's musical tastemaker, the Rock Pile Club—sometimes described as the Fillmore of the North—has featured about 40 top

name acts on consecutive weekends, since opening last September. Of this 40, at least 75 per cent have been in the blues idiom.

Group-wise, Toronto has trooped out to see Led Zeppelin, Cream, Brian Auger and the Trinity, the Paul Butterfield Blues Band, Ten Years After, Savoy Brown, John Mayall, Blood, Sweat and Tears, Iron Butterfly and more.

But the acceptance of blues hasn't been limited to all the johnny-come-latelies. Many of the best known, and most respected U. S. blues stalwarts have also made the trek north. B. B. King made his first foray into Canada to rave notices. Others who have scored in the past year include Junior Wells, Howlin' Wolf, John Lee Hooker, Jamie Johnson (who now lives in Toronto), Muddy Waters, Otis Spann, Albert King, Chuck Berry, Buddy Guy.

Heavy album sales have been recorded on Electric Mud, His Best—the Electric B. B. King, Simply the

Truth (John Lee Hooker), and even Jimmy Reed has been scoring well at retail level.

Most blues artists have been receiving extensive airtime on CHUM-FM, CKLG-FM, and many AM stations.

The Led Zeppelin album proved to be one of the field smashes of the year, and continues to outsell much of the other product on the market.

Cream have been huge sellers in both the singles and album fields.

All told, Canada has become a choice and prime market for blues artists, and the influence is starting to show in local bands who've gone heavily into the blues bag.

The winds of pop change being so unpredictable, it's difficult to tell how far the blues boom will go. But one thing is for sure—Canadians have recently been exposed to blues music in an unprecedented manner and they liked it. This can only be healthy.

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U. K. Hits Get Into Canada Via U. S. A.

In Canada, the people speak English. It may not be the Queen's English, but a Londoner doesn't have too much trouble conversing with a Canadian. In Canada, you don't hear "God Save the Queen" too often, but the English influence is noticeable, especially in those inevitable comparisons with that country south of Niagara Falls.

Canada is still part of the British Commonwealth, though woe betide the person who even mentions that dreaded word, colonial. Canada looks to the U. K. for guidance in legal reforms, but then so does the rest of the world.

It is therefore not too surprising that U. K. musicians (pop and otherwise) enjoy a great deal of success in Canada. The sad fact is that the success can be blamed indirectly on the U. S. charts.

If a U. K. record makes it in the U. S. its chances of doing likewise in Canada are very high. But if an English domestic hit fails to make it Stateside, its Canadian chances are very slim. Recent examples include groups such as the Move, Marbles, Amen Corner, Joe Cocker, Fleetwood Mac and Barry Ryan.

In this respect, Canadian broadcasters do no favors for the home country. Rare is the English disc which makes it here before making it in the U. S. The ties are not too tight.

It's quite ironic really. Canada was several months ahead of the U. S. in recognizing the potential of the Beatles. The group had several hits in this country—which has since been attributed to the persistent plugging of Capitol a&r man, Paul White—before "I Wanna Hold Your Hand" burst into the U. S. charts.

And for a year or so, Canada continued to stay ahead of the Americans in recognizing hot new English talent.

Then when the U. S. fought back and regained control of its charts, Canada once again left the direction to Americans . . . a situation which continues today.

As in the U. S., various English groups—mainly in the blues idiom—have scored notably well in Canada. Examples include Led Zeppelin, the Nice, Ten Years After, John Mayall, Savoy Brown, Traffic, Spooky Tooth, Jethro Tull, Family, and Cream.

Middle of the road vocalists like Tom Jones, Engelbert Humperdinck, Mary Hopkin and Petula Clark continue to sell huge quantities of records. The Beatles, of course, are hotter than ever. "Hey Jude" went over 300,000—thus becoming Canada's best single of all time—and "The Beatles" album exceeded 200,000. The Rolling Stones have cooled off lately—"Beggars Banquet" barely reached 30,000.

Capitol, Columbia, Polydor and London have most of the U. K. product. RCA Victor, like its U. S. parent, has no pop product from the U. K. Quality has English product picked up by American labels such as A&M, and MGM. Phonodisc entered the U. K. product market strongly with the acquisition of distribution rights for Pye.

But the most spectacular and unexpected successes with English product have been chalked up by Polydor, which has the resources of its Polydor (U. K.) affiliate, and the hot independent label, Island.

U. K. labels hoping for Canadian success, however, have to think these days of U. S. success firstly, and then an almost automatic repetition of that success in this market.

Bubble Gum Music Pops Across Canada

Bubble gum music is by no means a U. S. phenomenon. Canadian record companies report that bubble gum has gained almost instantaneous acceptance and sales across the country.

Quality Records, through its contracts with Buddah and A&M in the U. S., is probably Canada's most successful bubble gum music distributor, and therefore is most eminently qualified to comment on the situation.

Ed Lawson, national promotion manager at Quality, beamed when asked about how well bubble gum music is going down in Canada.

"Just tremendous . . . we're getting play at between 95 and 100 per cent of all the top 40 stations nationally. There is amazing acceptance of bubble gum music by program directors. Plus it's happy music, and it doesn't only appeal to young kids. We've had company executives playing Buddah albums at parties, and getting really good comment."

Mentioning 80,000 to 90,000 as the usual sales figure for a big bubble-gum hit such as "Indian Giver" or "1-2-3 Green Light," Lawson said that a good bubble gum record will sell between three and five times as much as the average r&b hit.

But bubble gum is still primarily a singles game. Buddah albums, for example, do not compare with singles sales of the Ohio Express and the 1910 Fruitgum Company.

Lawson explains: "Bubble gum buyers are primarily young, and do not have a great deal of money to spend. They have enough cash to buy a single each week, but they either can't be bothered saving, or can't be bothered waiting for an album to come out. They can easily afford the singles, but not the albums."

It all adds up to the fact that while underground album sales may crush bubble gum in the LP market place, in the singles business it's a different ball game.

Lightfoot Forms Company to Promote Himself

On May 1, 1969, a new company arrived on the Canadian music scene which threatens to be a major force in the production and promotion of live concert attractions throughout this country and in the U. S.

Early Morning Productions, founded by Gordon Lightfoot and Al Mair and named naturally enough after a well-known Lightfoot composition "Early Morning Rain," has the potential, the ideas, the personnel and the financing to play an important role in the Canadian entertainment scene. With Lightfoot as its chief artistic asset and Mair, former national field promotion manager for Compo of Canada, as its general manager, Early Morning Productions is laying down some big plans which will affect the entire concert industry in Canada.

"What we want to do and will do," says Mair, "is to present the best promoted, most efficiently organized and operated, and naturally, the most profitable concert attractions we can. Initially, we'll just be working on packaging Gordon's own shows across the country, booking halls, supervising promotion, handling all details in the most professional way we can."

"But we won't just stick to Gordon himself. We plan to ally ourselves to the Canadian scene as a whole. We'll look for deserving talent and we'll book them in advantageous spots. If they're young and little known,

we'll put them on the bill with better known artists. We'll package and promote them in the way that will advance their careers. Both Gordon and myself have been in this business long enough to know exactly how to and how not to go about this. We won't make many big mistakes."

"We'll be handling U. S. talent as well," continues Mair. "We won't just limit ourselves to Canada and close our eyes to the rest of the world. We'll book concerts in the U. S. as well, especially Gordon Lightfoot concerts. He has never really been properly exposed in the States and it's time he was."

"As a new company we have two big advantages, our strong financing which will allow us to pull through any early bad periods without too much damage, and our wide experience in the field we're concerned with."

"But concert production in itself will not be the be-all and end-all," says Mair, "we'll be getting into other things as well. Management, for example. We'll want to handle certain young performers we think we can help, though this will certainly not be our primary concern. Within six months or so we'll probably be into record production. We're building a recording studio—hopefully within the new building—as well as a rehearsal hall. We'll get into just about anything we think we should get into, publishing included."



GORDON LIGHTFOOT, a Canadian folk artist whose talent has spread all over the world.

Yonge Street—HQ for Record Sales in Ontario

The title of the world's largest record store in one single location is claimed by A & A Records, situated in downtown Toronto's main thoroughfare, Yonge street. With four complete floors and over 16,000 square feet devoted to records and with an inventory worth well over a million dollars, A & A is a major force on the Canadian record industry scene.

Operated now by Sam Bornstein, A & A has been in business some 20 years, starting off as a cigar store that sold budget records on the side and expanding into its current size and stature where the cigar counter and school book trade (which also runs from the premises) are but minor adjuncts to the burgeoning record business.

Once the sole record retailer in this lucrative downtown market A & A was joined some seven years ago by the incursion of another record giant—Sam's—only two doors down the street. Since that time the two stores have competitors and rivals for the record buyers dollar to such an extent that between them they claim to account for some 15 per cent of Canada's total record business.

"However" says Bornstein, "the competition is good for both of us. This area of Yonge street is now thought of as the headquarters for record sales in Ontario. Between the two of us, it's all here and everybody knows it. It's like one big marketplace with customers moving back and forth between the two stores. Business is booming."

A & A has achieved its current leader status in the Canadian record industry through two things—an enormous in-store stock, and low budget prices.

"Our stock is about as comprehensive as it can be in just about all areas" says Bornstein, "We pride ourselves on our classical library which occupies most of one whole floor. We know there's no one else even close to it on this continent. Likewise we're strong in jazz, ethnic music, MOR product and of course pop."

"Our sales techniques though are where we've been strongest and in fact have been a pioneer in the Canadian industry. We do a huge volume and thus naturally get special dispensations from all record companies. Our standard price for a listed \$5.29 album is \$3.79. Likewise 98 cent singles sell here for 66 cents. We take

off something like 30 per cent in across-the-board discounts, but we make it up in sheer volume.

"We are constantly holding special promotions and special sales, often at our expense. We take loss leaders regularly to get customers into the store, to keep our name before the public eye. For example when the Beatles last album came out, we ran a special sale on it for a very short period of one day."

"We sold something like 1,400 copies in fifteen minutes—that must be some kind of a sales record—and took a loss on it, but the publicity value was tremendous."

"Likewise we take a loss on all special \$1.98 sales and we're running these all the time on top product by name artists—Engelbert Humperdinck, and the "Oliver!" soundtrack, for example—but all pays off in promotion and sales value to us."

"People come into the store because they know they'll find bargains here they couldn't get anywhere else. And then they stick around to buy the regular priced stuff as well."

"We did well over \$3,000,000 in volume last year."

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The best evidence of the success elements in the Muntz Centre Franchise is in the record of achievement with over 75% of the Canadian Market already being profitably served by the Muntz Centres now in operation. (That much of Canada just can't be wrong!) Here again, it is

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Canada's Tape Market a 15-20 Per Cent Increase

By BILL GRAM

Most Canadian record distributors are reporting sales figures showing that between 15 per cent and 20 per cent of their total gross is now accounted for by tape products—eight-track, cassettes, and reel-to-reel. Many record retailers, especially those who have gone into the tape product market in a strong way, are reporting up to 25 per cent of their total gross as tape oriented.

The Canadian music market has opened up remarkably for the tape onslaught which really had its beginning only a little over two years ago. Today most record companies are into tape in a major way and independent distributors of tapes and playback equipment are showing steadily increasing profit margins. Canada, traditionally the victim of a time lag for any American-originated product, has kept pace with the U. S. in terms of proportionate tape sales and marketing techniques. Canada has responded immediately to tape products as it has to few other entertainment innovations in recent years.

Why? Sam Bornstein, operator of Stereo Tape Products, a nationwide distributor of tape product and equipment specializing in the servicing of smaller, non-musical retailers, has some interesting theories.

"After all," he says, "the prime mover as far as tape sales are concerned, is still the automobile. Tapes became major entertainment items in this country by their association with the automobile industry and their acceptance as standard car accessories. Today, tape cartridges and cassettes are standard home items as well, but the auto trade still shows the way and introduces many people to the benefits of music on tape. It's the salesmen, truck drivers, people who are on the road a

lot who provide the basic hard core of tape purchasers and one look at a map of this country will tell you why tapes are perfectly suited to our environment.

"There are so many remote areas in this country where there is little or no radio available. Even if there is one station beaming into a particularly out of the way spot, the selection of music will not please everyone. Car tapes are the only answer for someone having to travel through these areas, and they're all over Canada. We've got so much room here.

"Our sales figures bear this out. We deal to automobile accessory chains like the Canadian Tire shops or other chains like the Wilco Camera circuit. Their strongest sales more often than not come from their remotest branches. To quote one example that comes to mind, we sell an awful lot of tape products to a particular dealer up on the Alaska Highway-Yukon area. What else are they going to listen to up there in their cars?"

Bornstein continues "That's why you'll find so much Country music selling on tapes here. Really it sells proportionately more than rock stuff does. The people who like country music are generally blue collar workers, men on the road a lot, truck drivers and the like. They're the ones who are buying all those country cartridges.

"It's interesting too that we're selling a lot of older reissue product, pop revivals like the Platters, Elvis

Presley, Golden Hits tapes, things that would appeal to the same type of market. I think it shows who you're basically appealing to in the tape market these days."

The worst problem as far as tape merchandising in Canada is concerned, is theft, says Bornstein. "Tapes are pocket size after all, they're comparatively easy to steal and they have to be watched carefully. This leads to problems with display cases. In the States, a popular display form is to rack up tapes in a cabinet, showing their spines only. This way you can jam 500 to 700 tapes into a relatively safe closed case and minimize theft. But at the same time, you're losing a big visual selling aid by not showing the package covers.

"We use our own display case which has the tapes full-face outward and racks up about 128 items within a really theft-proof case. It's perfect for the smaller dealers we service, the auto shops, etc."

The future of the tape industry in Canada is enormous, states Bornstein. "Playback equipment is becoming more sophisticated and it's coming down in price. We're just getting into the cassette field really and we can expect a lot of improvement there, though not enough to take over from the standard 8-track cartridges I don't think. All auto manufacturers in Canada now offer tape machine accessories and in more expensive models, they are standard equipment."

Right now, tapes aren't affecting record sales in Canada. "It's all plus business. But that will change. Tapes will be taking over, there's no doubt about that. It may take 10 or 15 years or longer, but audio tapes and their offspring (video-tape units) will be the whole scene one of these days."

GRT Canada Plan \$500G Development

Since its entrance into the Canadian tape market in November 1968, GRT of Canada Ltd., a wholly owned subsidiary of General Recording Tape of the U. S. has blazed an amazing trail of expansion and development in this country.

Now only seven months in operation, GRT handles the distribution and duplication of over 40 international labels in Canada along with custom tape dupes for Canadian companies, British and French.

Currently operating out of manufacturing facilities in London, Ont., GRT recently announced plans for a half-million dollar expansion program involving the building of a new headquarters complex on an eight acre site near Alliston, Ont.

The new production plant, executive offices, and warehouses, are scheduled to be in full operation this fall for GRT and will include the latest in mastering, duplicating and as-

sembly equipment. Over 100 employees will be required by GRT to enable this new plant to function to capacity.

In commenting on this costly and elaborate expansion program, GRT of Canada president Ross Reynolds stated, "We see a fantastic growth in the cartridge and cassette industry here. We set up only last November and already we're operating at full capacity and have a complete distribution set-up from coast to coast. The Alliston expansion simply reflects the volume of business we are handling and the demand for product on our 40-plus labels.

"The Canadian market for cartridge and cassette product

was slower to develop in Canada than in the U. S., but it's forecast that this year our market will catch up proportionally with the States. In 1968, for example, estimated sales in 8-track cartridge amounted to \$5.8 million with \$1.3 in cassette. There will be a minimum of a 100 per cent increase in these figures this year and some are estimating as high as 200 per cent.

While GRT is run as a Canadian company with its product line tailored to the Canadian market and its production materials created here, it has imported the systems of its American parent firm. The production control center employs a

"data-wall" similar to that designed for the U. S. GRT, patterned after computer operations. Incoming orders are entered and immediately checked against up-to-the-minute figures on inventory making for maximum efficiency all around.

GRT has also adopted a packaging design generally regarded as one of the best of its kind in Canada displaying the complete album cover in full color on both cartridge and packaging.

Along with president Ross Reynolds, other officers of GRT of Canada include sales manager Ed LaBuick and managing director, manufacturing operations Ross Knight.

CANADA COULD BE MAJOR RECORDING CENTER SAYS MCA's BILL GALLAGHER



MCA's Bill Gallagher is another Canada-watcher.

"I've been watching the Canadian scene for some time now," Gallagher said recently, "and I'm sympathetic to current moves taking place up there from a nationalistic point of view." (A reference to the possibility of local content on radio legislation.)

Gallagher was commenting on the MCA signing of a production deal with four young Torontonians—producers Bill Gilliland, writers Richard Gael and Patrick II, and artist, Terence. MCA is to issue the first album shortly.

"I have a great deal of confidence that Gilliland and company can continue to come up with creative product for the expanding world music market."

Explaining that MCA had always felt Canada could become a major recording center, Gallagher pointed out that the label's Canadian subsidiaries, the Compo Co. and Apex, had successfully endeavored to launch several domestic artists.

Gallagher scoffed at Canadians who lack confidence in their own country's talent. "Hell," he said, "you have as much talent up there as we have down here."

The Independent Future Never Brighter—Stone

In 1967, a brand new Oshawa, Ontario, based independent record label operated by Robert J. Stone issued its first product on the market. Of the first 26 singles released by Stone Records, some 17 of them went on to Canada's important record chart, Radio CHUM in Toronto. Not a bad start for a fledgling organization in a market thought by some to have little future for a small independent.

And Stone Records followed it up. They've made a profit every year since, and the label has expanded in all directions of the Canadian recording market.

The aim of Stone Records, as Robert Stone puts it, is "to become a total consumer entertainment complex." With this in mind, the company made the difficult decision over a year ago to shift its foundations, so to speak, to give up the struggle to compete with the majors for chart single space, and to concentrate in areas where a small independent can do well.

"We can't afford to compete for big labels with companies like Polydor and Phonodisc and the others" says Stone, "We can't afford to gamble on a label. We have no parent company behind us willing to pour money in to subsidize us in our bad years. We've got to make a profit. That's why we have shied away from the hit single race. Even when you get one, the profits aren't that great here in Canada, and the risk you run is tremendous."

Thus these days, Stone is concentrating on three things, MOR singles, cartridges and tapes, and playback equipment.

The Stone label itself is strictly an MOR line featuring Canadian talent like Johnny Cowell, Ina and Al

Harris, and others. As well, Stone features a Caledon line which is a big-selling country and western label, a Now line of contemporary rock product, and a World line of international ethnic recordings.

Stone also leases much foreign ethnic product from smaller international labels like Beacon of England, Sonet of Sweden, Viking of New Zealand, and CBS of Holland. As well, the label recently signed a distribution pact with England's Manor-Minor Records.

But it is in the tape market where Stone of Canada is making its presence most widely felt. Handling all aspects of the cartridge trade from the tapes themselves to tape machines, accessories, and the entire Webcor and Viscount lines of playback equipment, Stone is concentrating on this market to an unprecedented degree in the Canadian recording industry.

Currently undergoing a wholesale expansion program at the Stone Oshawa plant to accommodate all of these various elements of the tape merchandising business, the company is breaking new ground in its sales techniques and marketing approach. Stone concentrates on tapes on a 50-50 basis with records as far as sales are concerned and promotes cartridges and cartridge equipment above all else.

Concentrating on smaller dealers often neglected by larger record companies, Stone has racked up impressive sales figures on such tape lines as ITCC, GRT, Modern, Sparton and Pickwick.

A special contract recently worked out with General Motors of Canada will put Stone cartridge in all the 1969-1970 models off the line which feature playback apparatus.

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Tape Sales at an All Time High

No matter which way you look at it, Canada's tape business is booming. It now represents about 14 per cent of the music business, compared to 20 per cent in the U. S.

In Canada, sales are at an all-time high, distribution problems are being ironed out, product is reaching the market ahead of disc material and manufacturers are starting to talk about production of Canadian talent.

That, at least, is how things are at International Tape Cartridge of Canada, which incorporates Modern Tape and the North American Leisure Corp.

Launched in new offices in North Toronto on Jan. 1 this year, ITCC anticipates producing 20,000 cassettes daily and 40,000 8-track cartridges a week by the end of this month.

Gary Salter is vice-president of ITCC, Abie Salter is the general manager of Modern, Fred Gold is sales for Modern and Norton Vernor is production manager. They claim they have already passed the 1969 quota, and it's only May.

"A lot of things have happened to the Canadian tape industry in its three years," observes Salter. "At first, the record companies were against tape. But that's changed too. They're really committed now . . . they have to be.

"We've managed to keep the tape industry 'clean' so far, especially with regard to distribution. Look at our operation here. We have 30 distributors, who take the stuff to the retailers. We won't sell to a retailer direct in any circumstances. That's not the proper place for a manufacturer to be. He should never deal with the retailers.

"It works better for the retailer this way. He gets far better service from a local man than buying from the manufacturer."

ITCC is now handling more than 40 labels in Canada, including Scepter-Wand, Buddah, Audio Fidelity, and Starday. The last-mentioned label is surprising in that it represents a hefty percentage of ITCC sales.

"Country music accounts for about 50 per cent of

our business," says Fred Gold, "and not only us—it's the same with the entire tape business. Country music is where it's at."

"But you've got to remember," notes Salter, "that the tape business hasn't reached the kids as yet. Youth is not hip to tape. That's why country accounts for so much of the business. But as soon as kids get into it, country sales will go way down, in comparison with rock stuff."

Why is that tape is not reaching youth?

"I think the big problem is cost of equipment, either for home or auto use," says Salter. "Once that's been overcome, and once it becomes in to dig tape, then we'll really see the tape scene start to move in a big way."

Salter realizes that tape, in present terms, can only be a duplicating medium for recorded material. But he looks to the day when product will be produced especially for tape. Meanwhile, the company is anxious to branch out into the record business.

The Astounding, Incredible French Canadian Market

Yvan Dufresne, a young French Canadian producer, currently has the number one disc in Quebec with Donald Lautrec's single, "Eloise." For Dufresne, who releases mainly on his own Jupiter label, a number one Quebec hit is no new experience. In fact, he makes a habit of them.

Dufresne is widely recognized as Quebec's top pop producer. Certainly, he's been around longer and had more hits than anyone else. His Jupiter label has about 180 singles and 80 albums on the market. At the present time, he has seven Jupiter singles on the charts—the Lautrec cut, France Gall's "Homme tout Petit"; Chantel Renand's "Irresistiblement"; "Chewy Chewy" by Steve; Gilles Dreu's "Devinez"; Georges Guitary's "Jole Patricia"; and "A Cause d'uni Fleur" by Jacques Michel.

In addition, through a special exclusive deal with Compo, Dufresne is scoring with Michel Louvain's version of "C'etait Notre Chanson." Dufresne also acts as Louvain's personal manager.

For a market numbering less than seven million people, sales of Jupiter's singles are not far short of incredible. In fact, few industryites would deny that the entire French-Canadian record market is quite astounding, economically.

An average number one Quebec hit will reach 50,000, and many have gone over 100,000, with some getting close to 150,000. It's a lucrative market, con-

tinually expanding, improving creatively, and providing a form of paradox when lined up with English Canada, where local hit records are almost non-existent. And while a French-Canadian domestic hit will usually top 50,000, a French hit from Paris is lucky to hit 30,000. It may be nationalism but it is certainly financially and culturally rewarding for many people.

As a matter of course, and although his product is distributed and promoted by London Records, Dufresne employs his own promotion man, Claude Palardy. Palardy figures that Jupiter annually releases 50 singles and 12 albums, which accounts for 900,000 sales, figuring one album equivalent to five singles.

"But it is a rough business," says Dufresne, "if you have no hits for three months, you have had it. And a lot of money goes in production costs. We don't hold back on that. Over 80 per cent of our gross goes out in production costs."

Dufresne uses about 20 musicians on a typical session, at the usual rate of \$85 per man per three-hour session. Some of his records are also released in France, although he is the first to admit "without any spectacular success."

Many of the French-Canadian hits are simply French-language versions of U. S. hits, Dufresne says this is because it is so hard to find original material in Quebec.

"We try to put at least one original song on a single,

but it is not easy. The publishing business is not very active here, and most of the French-Canadian composers think more in terms of poetry than commercial songs. Also, most are singers themselves so you only get their cast-off songs. They keep their best ones for themselves, and you can't blame them for that."

Dufresne feels that Quebec is lucky to have its own domestic production scene. "I think it's because local TV uses local artists, and radio stations are the same. Of course, you still have to fight for play on some stations, but it's nowhere near as bad as it used to be."

Eight years ago, there was no such thing as a French-Canadian production market. All the hits came from the U. S., France or England. Then it started. The records weren't too great, quality wise, at first, but they got better and more stations played them, and before too long an industry was started.

It's generally agreed that French music sales in Quebec comprise between 15 and 20 per cent of the total Canadian music business, of which 75 per cent is of local origin.

The disc activity has spread to other areas. There are special TV shows. There are than half a dozen weekly papers devoted to gossip and glamor about French-Canadian stars.

But rarely can French-Canadian hits amass any significant sales outside the French speaking areas. English radio stations, of course, are not too hot on the French-Canadian scene. They don't even have much sympathy for their own English-Canadian artists.

Dufresne finds this disappointing. "I'd really like to help the entire Canadian industry, but what can you do. I think the main problem in English Canada is that the U. S. is so strong everywhere, and in Canada's case, so close. So when you produce records, they must be equally good to stand up against the U. S. discs. That is difficult economically without a larger potential market than English Canada."

Although Quebec buys mainly Quebecois records, it is a fact that getting a hit in French Canada with an English-language single means the vital difference between a big hit and a sales monster. "Dizzy," the recent Tommy Roe ABC Paramount smash, for example, did break through in Quebec (despite three French covers) and sold close to 200,000 copies nationally, which is a huge figure in this market.

Dufresne mainly uses the Stereo Sound studio in Montreal, which has four track equipment. "One of the problems we do have in Quebec is a lack of first class engineers. I've worked at a&r in New York and it's great to have an engineer who knows what he's doing. I have also produced many tracks in Paris."

He is an avid supporter of the Canadian content law as being the only answer to English Canada's lack of local hits. "I'm very much for it there. I hope the Government makes them do it. I'd like to see 30 per cent Canadian content. After all, if the stations won't do it by themselves then they must be made to.

"In Quebec they did it without being forced to. There is an obligation by a radio station to help local talent. Legislation will work. They introduced it in Spain about six months ago, and it's working out fine."

Although he is sympathetic to English-Canadian recording apathy, Dufresne is a little uptight about the lack of recognition for the French-Canadian scene, and the lack of airplay on Quebecois discs in English Canada.

"After all," he says, "without the French-Canadian industry, where would the Canadian music industry be?" One dreads to think.

AHED Exploits All Music Industry Aspects

Arc Home Entertainment Diversified (AHED), a newly formed Canadian public holding company doing business through its various wholly-owned operating subsidiaries including Arc Sound Limited and Precision Manufacturing Limited, has caught the fancy of the Canadian stock buying public and has, during early days of trading, practically doubled its \$2.75 per share opening price.

Believed to be the first fully-integrated all-Canadian company in the music industry, Arc/AHED was, according to president Phil Anderson, "oversubscribed several times before it hit the street." Anderson continued: "In addition to Canadian investors European investors have already shown interest in us and U.S. buyers are sure to become more involved as a direct result of the Washington promise to further cut the Interest Equalization Tax."

Anderson stated: "The public consider us to be a high potential growth company. We started on a \$10,000 shoestring a few years ago and we have grown to our present position out of earnings. The \$500,000 we received from the offering of a small portion of the company starts a whole new ball game. Those who've been watching us grow over the past few years ain't seen nothin' yet."

Arc Sound Limited was founded in 1959 for the express purpose of exploiting all aspects of the music industry. The company started off by obtaining long-term distribution rights from major U.S. producers of

impulse-priced LP's like Pickwick and Miller International. As an integral part of the distribution agreements, Arc negotiated manufacturing options and after 18 months of importing finished product from the States, sales volume rose to a level which justified the exercising of its manufacturing options. In 1961, Precision Record Manufacturing was established as the exclusive manufacturer of records for ARC.

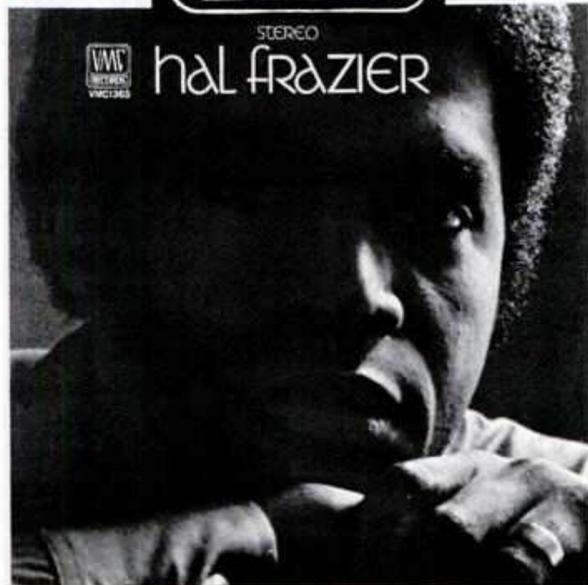
During 1962 Arc Record Productions was established and began recording Canadian artists for marketing by Arc Sounds limited. Bay Recording studios and publishing firms Bay (BMI) and Canint (CAPAC/ASCAP) were also organized.

In 1963 Arc entered the musical instrument business and in 1966 it purchased the well-established Ottawa company, Regent Musical Instruments Ltd.

Under the direction of president Phil Anderson and V.P. Bill Gilliland Arc's net sales and profits have increased every year since inception. Arc's net sales for the year ending April 1969 exceeded \$400,000.

Gilliland confides, "growth at Arc through '69-70 will center around: manufacturing of tapes, records, and amplifiers, distribution of same plus musical instruments, sound engineering including development of amplifiers, P.A. systems, and patentable components, music publishing via development of writers and establishment of copyrights, artist management, and recording studios and master production based on domestic marketing and foreign licensing."

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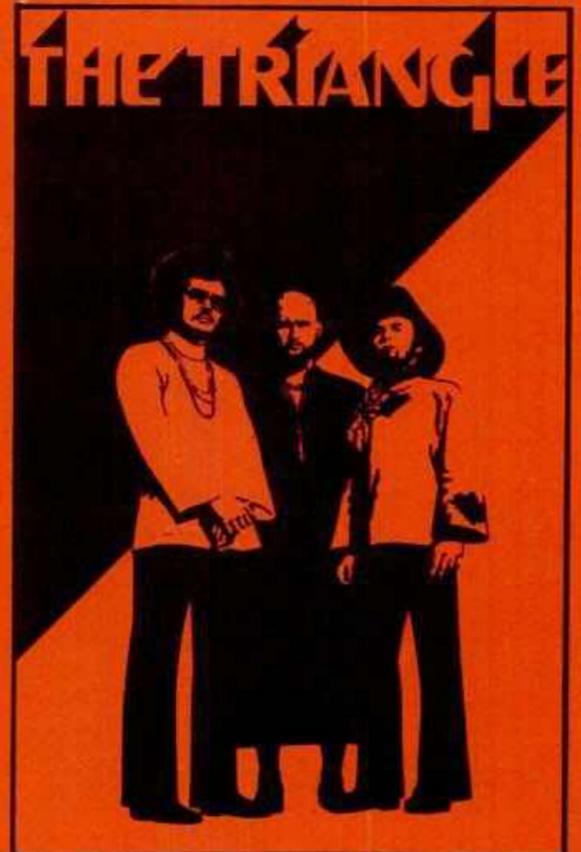
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Canada Needs a Gold Disk Standard

Canadian record companies may be able to agree on some subjects, but one thing which finds national dissent is the issue of gold records.

There is simply no set numerical procedure for awarding gold records. Canada is about 5 per cent of the U. S. market in terms of productivity, so it would seem that 50,000 is a logical figure for a gold single.

Yet some companies award gold disks for 50,000 sales; others suggest 100,000. Fred Exon, managing director of Polydor, and one of the most respected spokesmen for the industry, would like to see the Canadian Association of Record Manufacturers get together and set numerical standards for gold disk awards. He suggests 150,000 for singles, and 50,000 for albums.

"It's rather like giving the VC to everyone who served in the last war, the way we hand out gold records now. I think it's a sleight on an artist's prestige and reputation if gold records are presented indiscriminately."

Few would disagree.

Capitol, Canada to Get More Pop Acts

By BILL GRAY

With the impending threat of legislated Canadian content quotas for Canadian radio and the expected resulting upswing in Canadian record production, it seems every record company in the country is looking at the local scene with obvious renewed interest.

Capitol Records of Canada doesn't have any renewing to do. Its interest has always been evident. In the early days, Capitol primarily concerned itself with classical and MOR product from its roster of Canadian talent. People like pianist Margaret-Ann Ireland, the O'Keefe Centre Orchestra, Frank Borgart's Society Dance Orchestra, etc., were the Capitol staples.

With the arrival of a&r director Paul White a few years ago, however, the emphasis changed to more contemporary sounds and a number of young Canadian pop artists were exposed nationally and internationally on Capitol. People like Barry Allen, whose "Lovedrops" hit No. 1 nationally, Wes Dakus, the Esquires, Jack London and the Sparrows (forerunners of the current Steppenwolf), folksters Malka and Joso, who were the first Capitol artists to have an LP released in both the U. S. and England, Robbie Lane, the Big Town Boys, and the Staccatos (now the Five Man Electrical Band). During both 1964 and 1965 Capitol picked up national awards as Canada's top Canadian content label.

In 1966, the company turned its attention to the French-Canadian market with notable success via Les Cailloux, Christy Chartrand, and Les Atomes.

And most recently, Capitol has broadened its horizons via the signing of several top Ca-

nadian country and MOR artists. Performers like Gary Buck who grabbed a spot on the U. S. country chart with his "Mr. Brown" single, and Ivan Romanoff whose "Continental Rhapsody" LP was picked up for U. S. release as well, fit into this category.

Currently, Capitol is betting heavily on Pierre Lalonde (already a major name in the French-Canadian market) and Natalie Baron to hit the international charts along with Canadian quartet, the Sugar Shoppe, who are included on the parent Capitol roster of hit-makers in the U. S. The Sugar Shoppe are set to appear on the

Ed Sullivan Show next month.

Although White emphasizes that Capitol of Canada will continue to be in the market for all types of recording formats, he is particularly interested in expanding the Capitol stable of pop acts. Although the company has remained strong in the French-Canadian pop market, English market Canadian hits have been hard to come by of late.

To remedy this, White is promising an upsurge of signings and recordings in the coming months, as he is currently negotiating with a number of top Canadian groups and singers for long-term pacts.

Ampex, Canada Is Very Nationalistic

They have a saying at Ampex of Canada, Ltd., that while they may already be doing great business, "You ain't seen nothin' yet." And with the tape business in Canada being in vertical orbit, no one is likely to dispute the Ampex claim.

Ampex is the largest supplier of tapes in Canada, with 50 per cent of all pre-recorded tape manufactured by the company's operation here. Although obviously linked up with its U. S. parent company, Ampex of Canada, Ltd., is very nationalistic, according to executives.

Paul Moores, director of consumer products, points to several labels which are not in the U. S. catalog — Sparton, Boone and Rodeo—and most of this material is of local origin.

Like most people in the tape business, Ampex is shooting ahead at a phenomenal and unprecedented rate. Eighty-five per cent of our sales figure last year was a direct result of product which we've developed over the past three years," says Keith McCloskey, who heads up the manufacturing division of the company. That includes both tape and playback equipment.

"Yesterday," sums up Joan Messham, manager of advertising and sales promotion, "Ampex was in the tape business. Today we're in the music business. Tomorrow we'll be in the entertainment business."

A highly promotion-oriented company, Ampex of Canada now employs more than 200 people. It represents about 25

ity pressed the product and Pampe sold the stuff to an independent chain of distributors.

"In 1955, Columbia was the first label to move into the record club business. Then, because of the massive acceptance of LP's, the industry mushroomed, both at retail and record club levels. In May 1958, Columbia created its first two wholly owned distributing branches—in Toronto and Montreal.

"January, 1960, all departments were integrated into the present headquarters in Don Mills, a Toronto suburb. In August, 1968, we achieved national distribution through wholly owned branches throughout the country — Toronto, Montreal, Vancouver, Calgary. In addition, we have resident salesmen in Moncton, New Brunswick; Quebec City; London, Ont.; and Winnipeg.

"In January this year, we took over distribution of CBS Musical Instruments in Canada. We've also achieved complete ownership of a sub-distributing company called All Records Supply Ltd. Thus we have a division of Columbia Records which buys from all labels and sells to retail. Half of our own distribution trade is done through sub-distribution.

"The growth of the sub-distributor has meant we are selling to less and less small accounts. The rural areas of the provinces are almost completely reached by sub-distribution.

"Canada's music industry is experiencing tremendous growth. It has increased two and a half times in ten years, which is an enviable growth rate. We at Columbia have experienced at least our share of that growth."

Columbia is very much into the tape industry, and Bill Eaton, director of sales and merchandising, figures the company has kept ahead of the industry growth rate in this area. Eaton reports that tape sales, however, have had no affect on the record business, and that record

sales, however, have had no affect on the tape business, and that record sales continue to increase. "Tapes are plus business for us," he says, "and I don't think they will hurt records until they are as convenient to play as discs."

Robertson hesitates before estimating what percentage of the market will be occupied by tape over the whole year. "Well, it's hard to tell how much product is banking up in pipelines and what is really reaching the street. I guess that close to 20 per cent would be a realistic figure. I think Columbia individually will be higher than that."

This opinion results from his study of the market here. "Why tape hasn't started to hurt records is an interesting question. Personally I think it's because tapes are sold through automobile companies and would therefore be used in the auto. When tape becomes acceptable in the home the big change may come. It all depends on the equipment manufacturer. He is the creator of the cycle.

"In the near future, I find it difficult to foresee one out of every four dollars spent on music going to tape."

Columbia's product is pressed by Quality, and Robertson figures that the company is responsible for most of the product at the plant. "Quality has taken the right step in going into tape duplicating."

Columbia's key executives in Canada are F. T. Wilmot, vice president and managing director; T. M. Lynd, executive vice president; Jack Robertson, vice president marketing; H. E. Simpson, vice president manufacturing; R. J. Perini, vice president, All Records Supply Company; and P. S. Westwood, vice president direct marketing. Bill Kearns is director of recording and publishing and Bill E. Eaton is director of sales and merchandising.

Robertson thinks that there might be some bad effects from legislation for Canadian content, but he admits that until legislation came up, Columbia had devoted all of its a&r money to the French Canadian market.

"We satisfy the English Canadians by supplying the records that we have. But with Quebec,

(continued on page 31)

New Canadian Charts Start This Week See Page C-6

Warm applause to the Authors, Composers and Publishers who have received BMI CANADA CERTIFICATES OF HONOUR AWARDS

**A QUI L'P'TITE COEUR APRES
NEUF HEURES**
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ANDRE LEJEUNE

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GREG FITZPATRICK

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MILTON CARMAN

DECEMBER TIME
WALLY GRIEVE

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DENSTA MUSIC

LOST IN THE SHUFFLE
(RAY GRIFF)

LOVE CHILD
R. DEAN TAYLOR, (PAM SAWYER,
FRANK WILSON, DEKE RICHARD)
(JOBETE MUSIC COMPANY INC.)

MAN IN A RAINCOAT
WARWICK WEBSTER

MANITOBA WALTZ
ANDY DE JARLIS

MAPLE SUGAR
WARD ALLEN

MORNING MAGIC
RICH DODSON
CORRAL MUSIC PUBLISHERS

NATHALIE
ERIC
DENSTA MUSIC

OUR WINTER LOVE
JOHNNY COWELL

LE RAPIDE BLANC
OSCAR THIFFAULT
LES EDITIONS SOMMET

SILLY JILLY
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TROIKA PUBLISHING

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WALLY TRAUOGOTT
WENTWORTH MUSIC COMPANY

SQUID JIGGIN' GROUND
ART SCAMMELL

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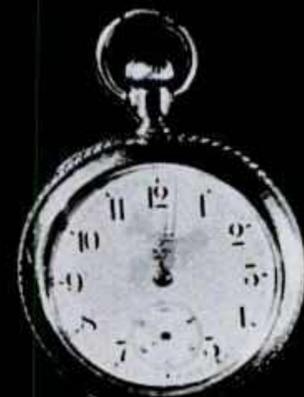
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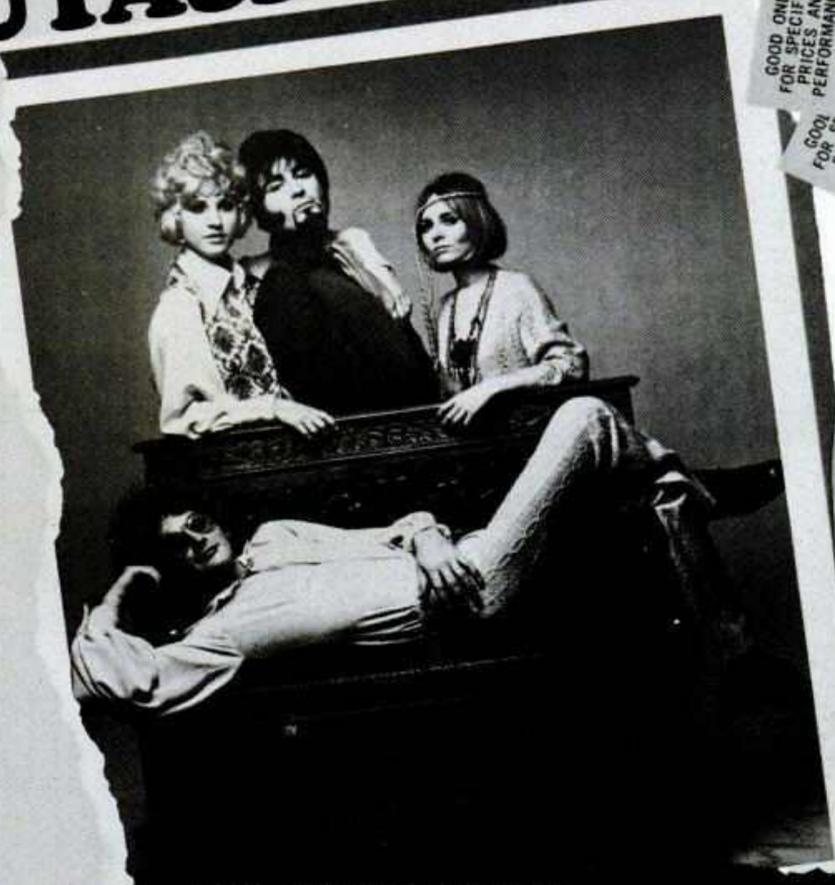


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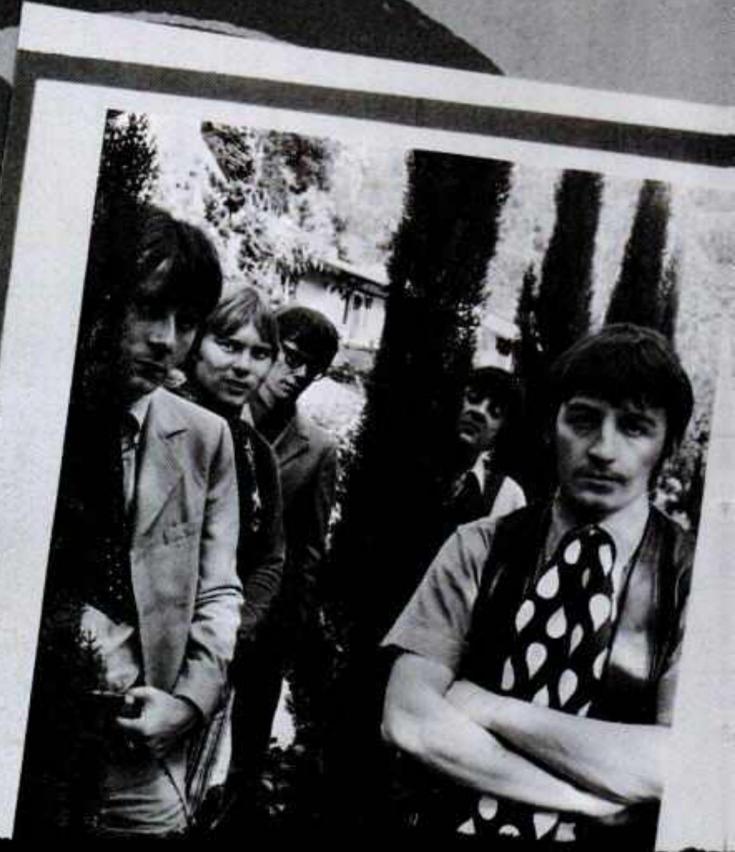
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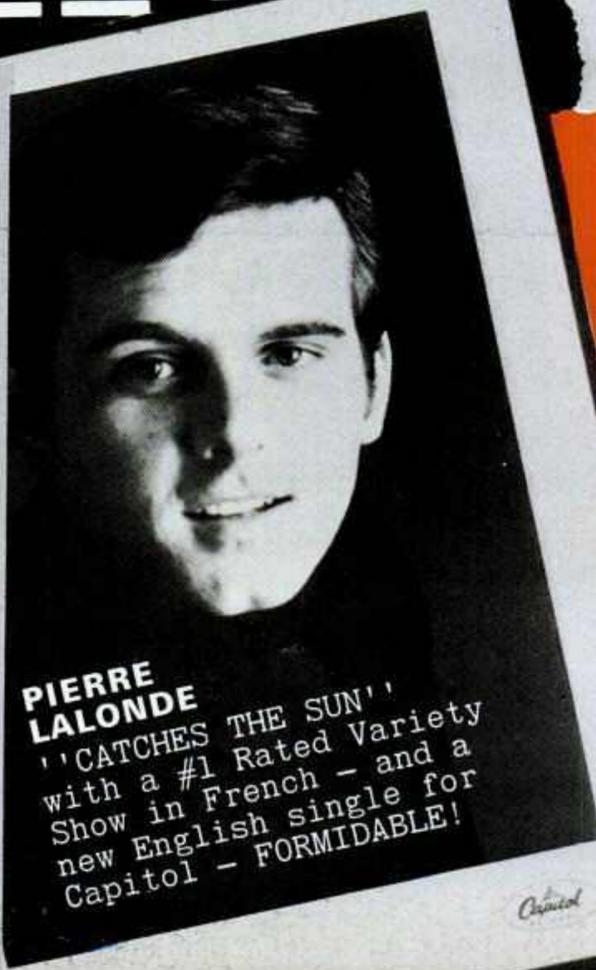
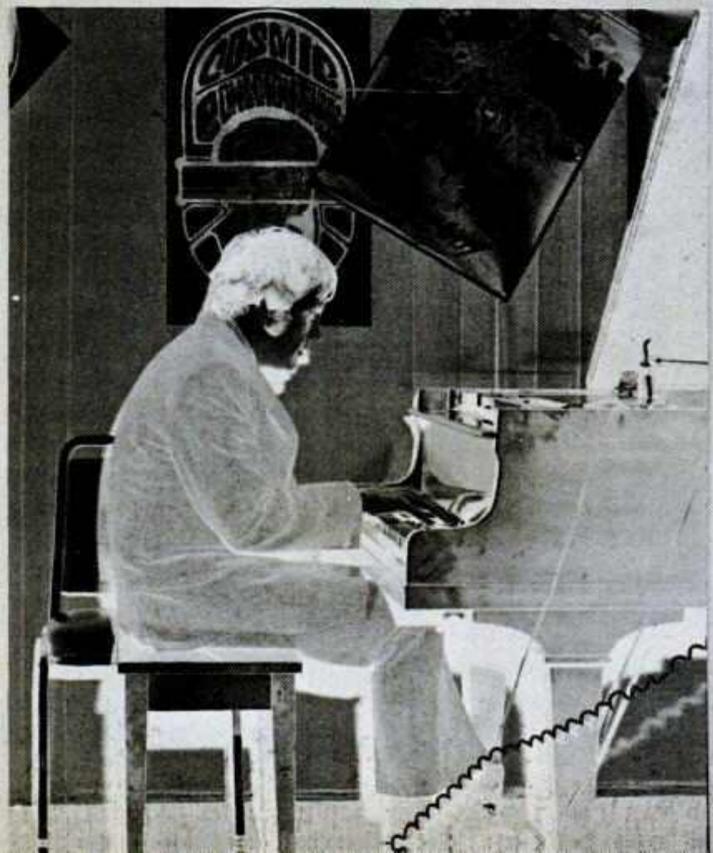
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Col. Canada Started With a Man and Briefcase

(continued from page 26)

there are only two places to derive product — France and French Canada.

"Our ratio of French Canadian artists comprises mostly chansonniers, not the hit parade, rock material. We've had some luck getting material by Gilles Vigneault, Claud Leveille and Andre Gagnon released in France.

"We went into the French Canadian market in 1968, after

recognizing a conscious or unconscious resistance to an English speaking American company.

"Last year we created a new label, Avril. We recognized that our staff didn't include anyone with the right ear for what the French Canadian would want, so we hired a young man in Quebec to oversee this, Pierre Gagnon. He works closely with Bill Kearns.

"Our policy is not to second guess our producers. We give

them an incentive scheme and allow them full scope for creativity. In the future we aim to release some of the French Canadian product in English Canada."

The future is all that's important to most people at Columbia, although they don't mind telling you that "My Fair Lady" was their biggest album—hitting 250,000 and the Lulu single of "To Sir With Love" was their biggest single. It did over 125,000.

Ampex Canada Is Very Nationalistic

(continued from page 26)

the open-reel market. "There will always be the real audiophile who is going to want open-reel stuff, just as there will be people who want records."

On the record side, Miss Messham is pleased to note the excellent job being done by diskery promotion men. "They go out and sell the artist and al-

bum title, and they're also selling the tape product at the same time. We're very happy to have so many people in the field working for us."

Looking into the latter part of the year, Paul Moores sees a rapid growth in the cassette market. "It's gone wild in the past six months, and we think it's just the start," he says.

London (Canada) Has Biggest Year in History

Adrian Bilodeau, national sales manager for London Records of Canada (Ltd.) couldn't be happier these days. His year ended March 31 was easily the largest in the company's sales history, and represented a stiff percentage increase over the previous year.

Last year, about 11 per cent of London's total sales represented the tape field. But in the last couple of months, this has climbed to close to 15 per cent.

"We import all our tape product," says Bilodeau, "except a few lines which are handled by Ampex."

It is generally conceded that London is, at present, occupying the greatest percentage share of the Canadian market, thanks to the excellent sales on Tom Jones and Engelbert Humperdinck product. Humperdinck has sold over 405,000 albums, and in excess of half a million singles. These figures are sure to be boosted by Humperdinck's forthcoming Canadian tour, which started in Montreal at the Playboy Club on May 15, and continued at Toronto's O'Keefe Centre on May 25.

Tom Jones is also red hot. His TV show has proved to be a great boost to sales, and Jones now has five albums in the top 100.

Much of London's product comes from the English Decca parent company ("London in the U. S. operates as a sister company, and we are completely independent of each other"), the Philips-Mercury combine, Liberty-Imperial, Mainstream, and London (U. S.).

The label is also starting to show strong gains on the local scene. A recent single by the Sugar 'n' Spice, "Cruel War," which was subsequently leased to White Whale in the U. S. did 23,000 copies.

Other singles by the Poppy Family ("I really believe that group has it for the world market," says Bilodeau) and Mother Tucker's Yellow Duck have done well.

Although neither Bilodeau nor national promotion manager, Pierre Bellemare, have any comment to make on the legislation for Canadian content issue, Bilodeau contends that Canadian talent is here to stay.

"There are going to be a lot of groups from Canada

that will make it—some will do it in Canada and others will go to the U. S. I certainly believe that many of the discs from here are as good as U. S. product. Sure we could use some more good engineers and producers, but that's only a matter of time.

"I see the border as nothing more than an imaginary line," says Bilodeau, who figures that the opportunities for local talent have widened considerably recently.

"In the past year, we've been getting an unbiased ear on Canadian talent from CHED, CKLG, CKXL, and CKRC."

London is very strong in the French-Canadian market, handling distribution for three major independents—Jupiter, Gamma, Disco Bel Air. Jean Pierre Beaulieu is manager of the French division. His most recent success story was that of the Robert Charlesbois—Louise Forrestiere (who made international headlines in April during a French tour) single, "Lindberg." "No station would touch it—we couldn't do a thing about it," said Beaulieu. "And then CJMS said they would put it on the chart, just to find out reaction. Suddenly it became a big hit—and for the first time, France was asking us for rights, rather than vice versa."

Lindberg sold close to 100,000 copies in Quebec, and has been released in seven other countries. Burlington Music in New York is now working on English lyrics.

Charlesbois and Louise went to Paris, where both scored well. Louise in particular emerged as a big success.

Beaulieu is the closest thing London has to an a&r man, and he works closely with his indie producers, such as Yvan Dufresne. They have the current top-selling French Canadian hit, "Eloise" by Donald Lautrec. "Yvan has the right touch," says Beaulieu, "he knows exactly what sells, and 90 per cent of his releases make it."

Beaulieu also points to a growing French-Canadian country market. "We don't release any c&w singles, but we have five big name French c&w artists whose

sales are tremendous. Ten thousand copies of an LP is considered a flop on any of them. Paul Brunelle alone sold 110,000 albums last year."

Most of the Quebec artists who've made any impact in France have been in the folk bag. But Beaulieu sees the day coming when rock stars will get the same international acceptance.

He also points up the irony of French-Canadian tastes being ahead of those in France. "Paul Mauriat was a big star here four years before 'Love Is Blue.' He had five or six albums out, and in fact, 'Love Is Blue' was out for a year before it happened. And then that was thanks to another Canadian—Doc Steen at CKRL in Winnipeg. Nana Mouskouri and Eva were also hits here before they were in France.

"French Canada has become sort of a testing ground for French talent."

London now has six wholly owned branches—in Toronto (headed by Gilles Aubin), Montreal (Fred Reffca), Winnipeg (Gerry Young), Calgary (Ted Blair), Vancouver (Orm Jones) and Quebec City.

Executives at head office include Mr. Fred C. Jamieson—president; Miss Alice Koury—product administrator, and Bilodeau, who's national sales manager.

Jacques Druelle manages all classical product, Jean-Pierre Beaulieu all French product, Gary Kouri has the Philips/Mercury group, and Dave Doucette the Liberty group.

Pierre Bellemare is national promotion manager.

Canada's Club Market Is in Good Shape

Record club sales constitute about 10 per cent of the Canadian music market, a fair chunk of the pie which is divided up between the Columbia Record Club and the Longine operation, comprising the Capitol and RCA Victor clubs.

Peter S. Westwood is Columbia's vice-president for direct marketing. He feels that record clubs have a booming future.

Employing about 100 people, the Columbia Record Club has shown a strong upward growth pattern each year since its inception in 1955.

Just a few weeks ago, the Club moved into the tape market. "The initial receipts and response to our advertising campaign have been extremely good," Westwood said. "Tape has been very successful in the U. S. Columbia Record Club division, and I think we'll see the same results here before too long.

"We've also been meeting with a great deal of success in other areas—the record player deal, for example. "It's not uncommon for a strong title to hit 10,000 in record club sales. Many go higher. One example I can recall went to 40,000 but that was rare. A 10,000 seller is always good."

Noting that the teen division of the club has been eminently successful, Westwood raised one possible difficulty in continuing to reach this huge market.

"Because of an old ruling, we can't offer product through the club until it's been on the streets for three months." With the short life of some rock albums, and the general movement of rock-oriented album buyers into the LP market place, Westwood feels that this waiting period proviso may be outdated.

"Sometimes you just can't afford to wait that three months. Many pop albums peak within a month of release, and then start going down. We need to catch the early impulse buyer, who wants the product as soon as it's off the presses.

"But our sales to teens have been increasing each year, and I'm sure it will continue to do so."

Otherwise Westwood feels the record club market in Canada is in good shape. "We can always be bigger, but I think we're moving along at a fairly respectable pace," he summed up.



Executives of London Records of Canada, left to right, back row: Jacques Druell, classical product manager; Dave Doucette, Liberty group manager; Gary Kouri, Philips/Mercury group manager; Roland Forgues, Canada Distributing; Ted Blair, Calgary branch manager; E. A. Poggetto, treasurer; Adrian Bilodeau, national sales manager; Pierre Bellemare, national promotion manager. Front row: Fred Reffca, Montreal branch manager; Gilles Aubin, Toronto branch manager; Orm Jones, Vancouver branch manager; Alice Koury, product administrator; F. C. Jamieson, president; Gerry Young, Winnipeg branch manager; Jean Pierre Beaulieu, French product manager.



INSIDE VIEW of the Compo pressing plant at Cornwall.

Compo--47 Years Old And Still Booming

Founded in 1922 as a means for American independents to be independently pressed and distributed in Canada, the Compo Company has maintained that objective and today represents some of the largest American indies.

The history of Compo is, indeed, the history of the Canadian music business. Next to Compo, anyone who has entered the business since the war is a baby. In terms of experience, Compo is like the proverbial wise old man.

The company was formed 47 years ago when the Berliner brothers came up from the U. S. and founded the Berliner Gramophone Company. Later the brothers had an argument, separated, and H. S. Berliner formed the Compo Company. Edgar Berliner later sold his company to RCA Victor.

The Compo Company first started dealings with U. S. companies in 1936, when it signed a distribution deal with Decca Records, which had itself only been formed two years prior to this. Compo still represents Decca, 33 years later.

In 1950, H. S. Berliner sold out to Decca, lock stock and barrel, remained as chief executive for a couple of years, then retired.

Today's key executives are R. A. Chislett, vice president and general manager; S. D. "Red" Roberts, vice president and general sales manager; Lee Armstrong, manager for U. S. independent labels; and George Offer, vice president of Apex Records Ltd., a Compo subsidiary in Ontario.

Today Compo is one of the Canadian giants, employing more than 500 people, operating a large pressing plant and recording some key Canadian artists.

Back in the thirties, H. S. Berliner was actively cutting French-Canadian and English artists, and even producing live discs of CBC concerts.

"We kept that damn scene alive for years, that's for sure," says Red Roberts. Many of Compo's accomplishments in the local talent field are not well known. Certainly there's the Irish Rovers, a Toronto group which sold more than 150,000 copies of "The Unicorn" in Canada; then there's the Lords of London, Witness, Motherlode, Diane Brooks, Gordon Lightfoot (distributed through United Artists), but what about Greg Rash, Gaby Haas, Don Messer, John Allen Cameron, Jimmy Ordge, Frankie Rodgers? They too have been good sellers without the dubious distinction of reaching the hit charts.

Messer, up until recently a CBC TV personality, has sold the equivalent of 10,000,000 singles over a 34-year period, counting albums as representing 6 singles. Greg Rash is a Ukrainian with a huge following in Winnipeg; Johnny Forest is a Scottish singer; Gaby Haas of Edmonton is in the German polka bag; John Allen Cameron, who's sold 12,000 albums in eight weeks, has a Gaelic-Scottish background (he is set to appear at a Boston folk festival and a Boston dealer has been importing in batches of 50 at a time of his album); Jimmy Ordge is a country singer from Edmonton; and Frankie Rodgers, also of Edmonton, is a country fiddler.

Some of these artists have tremendous appeal in a specific area; others have achieved followings in several

provinces. But they all have sold well, extremely well.

Lightfoot has become one of Compo's biggest artists (and certainly Canada's biggest) with three albums over 100,000, the latest one close to that figure and the first one now over 150,000.

"For years we tried to give everybody a chance," explains Mr. Chislett. "But they were the days when four sides could be done in three hours for five or six hundred dollars.

"Now, following the U. S. trend, a session for two sides will cost \$3,000. That's a heck of a lot of money to gamble with. These increased costs, and the chance of getting a Canadian hit, have made us become more selective.

"Everybody, of course, lives with the hope of breaking a record into the States. Now that RCA has done it with Guess Who, things may be a little better for Canada."

One of Compo's most successful endeavors has been in the area of record pressing. The company now presses about half of all singles sold in Canada, which amounted to almost 10,000,000 discs last year. The company has 86 precision presses in its Cornwall and Montreal plants, with capacity for 50,000 albums and 50,000 singles per day.

Compo presses product for Capitol, London, Warner Bros.-Seven Arts, and many of the French independents. The company now has plans of getting into the tape production and duplicating market.

"Tape hasn't affected our record sales as yet, even though it's almost 25 per cent of our total volume. But in two years, who knows? You have to be prepared, so we're installing manufacturing equipment." Already the Cornwall plant is producing eight-track cartridges.

The Compo plant in Cornwall is regarded, says Roberts, as the most modern in Canada and one of the most modern in North America. With head offices in suburban Montreal, Compo also has Apex Records Ltd. in Ontario, and four key distributors—in Vancouver, Calgary, Winnipeg, and Amherst, N. S.

Continuing Compo's original concept of providing independent services to U. S. indies is a department headed up by Lee Armstrong. Currently Compo represents the MCA group—Decca, Kapp and Uni—United Artists, Scepter-Wand, Double Shot, Crescendo, and Abnak, and dozens of others. Compo originally introduced Deutsche Grammophon and EMI to this country.

Compo has also met with a great deal of success in the French-Canadian market. Pierre LaLonde, Ginette Rano and Donald Lautrec are only some of the people who started out on Compo. At the recent Record Festival, Les Coquettes won an award as best female vocal group in Quebec for their French single of The Unicorn.

Both Chislett and Roberts agree that the Canadian music scene is looking a lot brighter these days, particularly in view of the U. S. success of the Guess Who.

"We've got to be optimistic about the future," says Chislett, "we think that Canadian talent has proved itself. But obviously some people still disagree. For that reason alone, I think it's still going to be an uphill struggle before we have complete acceptance of Canadian-made music in Canada."

Top 40 Radio Far From Dead, Says CHUM's Solway

"Top 40 Radio? Well if you think Top 40 Radio has had it in Canada just take a look at our latest BBM survey (March). We made the biggest gains of any radio station in Toronto and the gap between us and CFRB is one of the narrowest it's ever been. And it's the same right across the country. Top 40 radio is dominating the air waves in several major markets and generally holding its own. We're not worried about our format."

The speaker is Larry Solway, program director for CHUM, Toronto, probably Canada's most powerful and most influential pop-rock outlet and one of the top rated radio stations in the country for over a decade.

"This is not to say that today's survey station format is the same as it was five or six years ago. We have progressed with the music itself. Today's pop music isn't just for the teeny-boppers, it's good, worthwhile music, intelligent music aimed at intelligent minds. The Toronto survey shows that we're far the strongest station in the 18 to 35 range. These are the young intelligentsia, the young business people, students, etc. We're not programming to children, and Top 40 stations that do are headed for disaster.

"We never program down to our audience. We are not programming to kids, although certainly they make up a good percentage of the audience. Our on-air image is an articulate contemporary one. We're not a rock machine, pumping out records to simple minds. Our programming format is young adult, mature, our disc jockeys must be appealing people, our news and public affairs strong and controversial."

What about charges that CHUM, like many other rock stations, is tightening up its format, taking the personality of the individual deejay off the air, becoming more mechanical, impersonal?

"We've tightened up sure. We've streamlined our format, removed the clutter from the air. We've taken a lot of the loose trivia off the air, made our operation a more professional sounding thing. We haven't removed all personality. Our deejays are still the heart of this station and we believe that the personality and wit and general deportment they project, is one of the biggest answers to our success. After all we're playing the same records as the other rock station in Toronto, why are we beating them in the ratings if not for our overall format and personality?

"If the deejay was an intrusion, then we have reduced him. He must be a viable part of the whole sound."

There has been much controversy in Toronto over CHUM's adherence to the Ted Randal system of broadcasting, perhaps to the detriment of the localized market. "Let's get one thing straight," says Solway, "we subscribe to the Ted Randal service yes, because he can offer us the kind of advice and programming guidance that we can put to use. But he doesn't run this station. He doesn't call our chart. He's an advisor, a consultant and that's all. We take the local scene into consideration. We do our own chart survey, and it's a carefully researched, accurate one. Some of our records will coincide with Randal's U. S. national list, of course, but we account for local hits as well, Canadian records, everything.

"We're very proud of our news department here," continues Solway, "we think we've been a pioneer in Canadian radio in many of our news techniques. The Contemporary News Service, of which we are the flagship station, now goes coast to coast and has been extremely successful in digging up stories, searching out news and bringing it to the public. Our station was the first to have a full-time Ottawa news bureau and it's paid off for us. Our news and public affairs programming has personality, just as our music format does. We're not just reporters, we stimulate our listeners, involve them with the news."

Almost a year ago, CHUM made a complete programming about-face on its FM outlet, changing the format from esoteric classical to underground rock. How has it paid off? "Splendidly," says Solway. "Again, check the March BBM survey. We doubled our previous rating to 110,000 people, a very strong advance for an FM station. We broke new ground with CHUM-FM, filled a gap that needed filling in this area, and the response has been gratifying.

"I won't deny that a couple of months back we were a bit worried about it. The last BBM survey did not, we thought, reflect the true listenership CHUM-FM was getting and unfortunately that survey is the basis for Canadian advertisers. Reports began to circulate that we were contemplating changing over our format once again. The response to these reports was fantastic. All those listeners we knew were out there, took the effort to make their presence felt via mail and telephone.

(continued on page 34)

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The fervor of Ivan's compositions and performances have made him a long-time favourite of continental music lovers in Canada. His latest album, "Continental Affair", has recently been released in the United States. Ivan Romanoff, his orchestra and chorus, are clearly establishing themselves as "The True Canadians" on the international scene.



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Act Now on Radio Ruling Says Capitol's Campbell

With sales figures in recent years placing it firmly in the upper echelon of Canadian record distributors, Capitol Records of Canada has come a long way in a hurry since it was first incorporated back in 1949.

Operating out of a modern home office plant in the Toronto suburb of Malton with another branch office in Montreal, Capitol—a wholly-owned subsidiary of Capitol Records in the U. S.—still uses sub-distributors for its product throughout Western Canada.

Distributing mainly Capitol label product of course, the company also handles the Canadian distribution of such labels as Angel-Seraphim, 20th Century, Disney, Melodya, Waverly, Studio Two, the Pickwick budget line, Pathe, the Muse French Canadian line and Odeon imports.

In 1960, Capitol opened its own a&r department to revise and prepare foreign product for Canadian release, and to produce Canadian product. In the past few years Capitol has scored some notable successes with home grown talent in both the French and English speaking markets. Among the major Canadian acts currently contracted to Capitol are bilingual singers Natalie Baron and Pierre Lalonde, country performer Gary Buck, and rock bands the Five Man Electrical Band, Sugar Shoppe, and the Carnival Connection.

The a&r department is currently headed up by well-known Canadian producer and recording executive Paul White. Other executive positions are as follows: Ronald Plumb, executive vice-president and general manager; E. Taylor Campbell, vice-president marketing; Gordon Sedgewick vice-president finance; Dick Riondeau, national economy products sales manager; Bert Renka, national advertising and promotion manager; and Gerry Hoffos, controller.

Capitol, as did most Canadian record companies, experienced one of its biggest sales years in 1968, and

says company spokesman Taylor Campbell, "things are looking better and better all the time."

He attributes industry expansion in Canada of late to many factors, two of which are the growth of rack jobbers, and the fledgling tape trade.

Rack jobbers, with their aggressive sales tactics and growing sophistication, have opened up countless new markets for Canadian record companies within the last few years, believes Campbell. "These are markets like discount stores and department store chains which we would have got into ourselves eventually, but they have cleared the path, they have established these outlets as viable record outlets.

"The rack jobbers of late have become increasingly aware of what kind of product is right for what particular market and they have stocked these markets accordingly. They've come up with new promotion techniques, new display aids, etc. etc. and now retailers who never would have considered themselves to be record sellers, are providing important sales outlets for us. We certainly admire the initiative and total participation of the rack jobbers in the Canadian industry where they have done such a good job, particularly in Western Canada where their sales record has been quite spectacular."

Rack Jobbers Force Budget Line Sales

The tremendous growth in budget line sales figures within the past few years in Canada seems to be directly attributable to the expanding activities of record rack jobbers in this country.

Never have low-priced budget records sold in such quantity, never has so much sales and promotion effort been expended on this type of product. Gone are the days when cheap \$1.98 albums were bundled out onto the market featuring inferior packaging, poor sound quality and anonymous artists.

Since the rack jobbers of Canada have opened up the lucrative new retail markets in small rural towns, chain stores, discount stores, etc., all markets which just didn't exist only a short while ago, the importance of discount record lines has grown rapidly. Today's discount lines feature top name artists, albeit usually with older material, bright commercial packaging, and strongly motivated sales and promotion campaigns.

The three biggest lines in Canada are Harmony, distributed by Columbia; Camden, distributed by RCA Victor, and Pickwick, distributed by Capitol. These three lines have chalked up extremely impressive sales figures over the last year or two and the competition between them for the budget dollars is a spur and incentive to all concerned.

These lines, as all budget product, sell mainly through sub-distributing rack jobbers, but their product has of late been so strong and so commercial—Glen Campbell, Elvis Presley, Jerry Vale—that they are usually stocked by record retailers as well. To quote an example of just how big a budget LP can be in Canada, the recent Camden Elvis Presley "Flaming Star" LP, on the market at just \$1.98, sold well over 34,000 copies in the Toronto area alone in its first few weeks of release.

Almost all budget lines now record much of their material specially for these low priced LP's. Camden has a number of American contract artists who regularly produce strong sales product for the budget market. Harmony imports much of its budget catalog specially from England and other ethnic markets.

But what about the stigma thought to be unalterably attached to low budget product? "That," says Columbia's Bill Eaton, "went out with high button shoes. That is definitely a thing of the past. Our budget product is all of comparable quality to our regular releases. The artists are well known, the sound is good, the packaging good, and we put a big effort into selling it."

RCA Victor's Ed Preston agrees. "That image of poor quality for a low price just doesn't apply these days. You just have to look at the catalog to see that it's not true and our sales figures lead us to believe that the old "budget stigma" has long since disappeared. Even Canadian product sells well on budget lines, especially country and western material. A lot of artists like to be placed on budget lines, it's terrific exposure for them, especially if they are young and just trying to build a career.

"We can put albums by Canadian artists on racks right across the country. Some of the older Canadian Talent Library releases are now going out via the Camden line. The CTL people had objected to this before because of that bad image. Now they see that

Radio Legislation Should Better Recording Studios

The future of the independent record producer in Canada is a bright one, if you know what you're doing. So says Mort Ross, co-founder of this country's most promising young record label, Revolver Records.

"Actually we didn't start off to form a record company. We wanted to build a studio equipped with the kind of major league facilities that this country just doesn't have right now." The "we" in this case is Mort Ross, veteran Canadian composer, arranger, instrumentalist, producer, and commercial jingle creator; Doug Riley, composer, arranger, and likewise, jingle-maker; and a young English recording engineer Terry Brown.

They did build the studio, due to open for business this August, but along the way they discovered that a couple of demonstration disks they had recorded; two Doug Riley compositions sung by Canadian soul songstress Diane Brooks, were so good they just had to be released. So Revolver Records was born.

After incorporating the company in October, 1968, Ross travelled to New York where a distribution deal was lined up for the Brooks record with Ray Charles' Tangerine label. Not only did Charles take this single, he signed up for all future Revolver product from Miss Brooks as well. A good start for a young company.

Next, a distrib deal was set for the single via Morgan Records in England, and then finally in Canada itself, through the Compo Company.

"We checked out a number of companies but Compo seemed far and away the best. They were interested in the record and in our company, and they met our terms. So far we've been very happy with the job they have done for us."

Compo is happy too. As one promotion executive put it: "Revolver is a class label. They didn't come out with a lot of mediocre product, trying to flood the market in the hopes that something would click. They've taken a lot of time and care with their releases, the second of which is a single from Toronto rock quartet Motherlode, and it's paying off. Revolver already has a solid reputation for quality."

"We have been careful so far," says Ross. "We're only producing artists we think have the potential to make it internationally. We're concerned with the Canadian market of course, but we want our releases to stand a chance in other major markets as well. Unlike so many Canadian produced records, ours do have the necessary sound and production quality."

With this in mind, distribution deals and tour packages are now being negotiated for Motherlode in both the U. S. and U. K. Revolver has management rights over this group, plus publishing.

As with all Canadian companies, Revolver is very interested in Canadian talent what with the imminent threat of legislated radio.

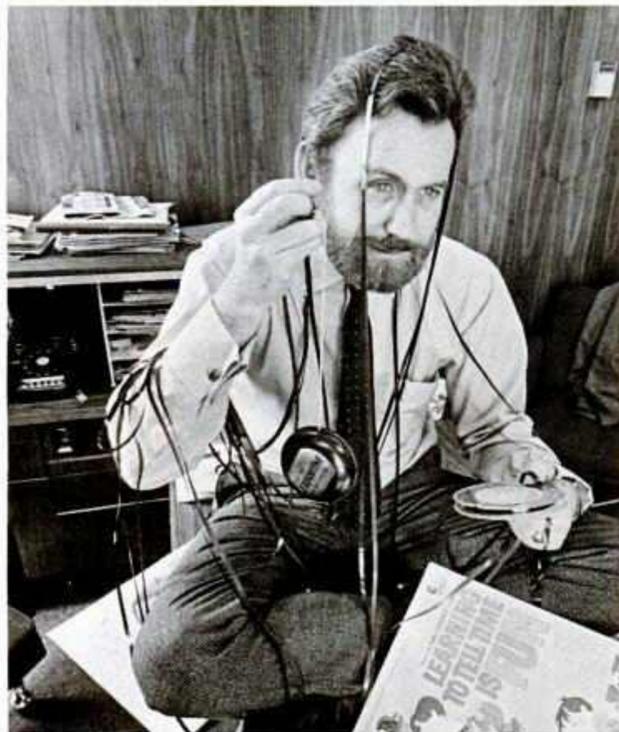
"We're all for legislation of some kind, although I don't think it will take the form some people expect. I think it will be a limitation of imports rather than a Canadian content rule. But there is a danger here and I don't see how it can be avoided. If and when this goes into effect, there is going to be a tendency on some producer's parts to slack off, to relax in the knowledge that whatever they turn out, it will probably get played. There could be an initial lowering of standards that would be a very bad thing. I hope this doesn't happen, but it might."

"One good result of legislation though will be the construction of new studio facilities in Toronto. Our new studio will open this summer but it won't be enough. You just can't get studio time here now and even when you can the facilities are inadequate. You can record here all right, but you can't mix to any sort of professional standard."

"Right now we have to go to New York or London to do our mixing. If the expected boom in Canadian production does follow legislation, we'll just have to have new studio facilities and that will save us all a lot of time and money."

this just isn't a factor these days and they realize that sales of CTL product will be a lot better on Camden."

Not everyone concurs with this line of thinking, however. Robert Stone of Stone Records, just entering the budget field via a new Pickwick line which they will distribute in Canada, feels that to some extent that stigma still does apply. "Especially on Canadian product. People here have a natural tendency to downgrade Canadian talent anyway, when you place it on a low budget line, you only confirm their suspicions that it is inferior talent which cannot stand the competition at regular \$4.98 or \$5.98 prices.



PAUL WHITE, director of a&r, Capitol Records (Canada), Ltd., all wrapped up in his work.

Top 40 Radio Not Dead, Says CHUM's Solway

(continued from page 32)

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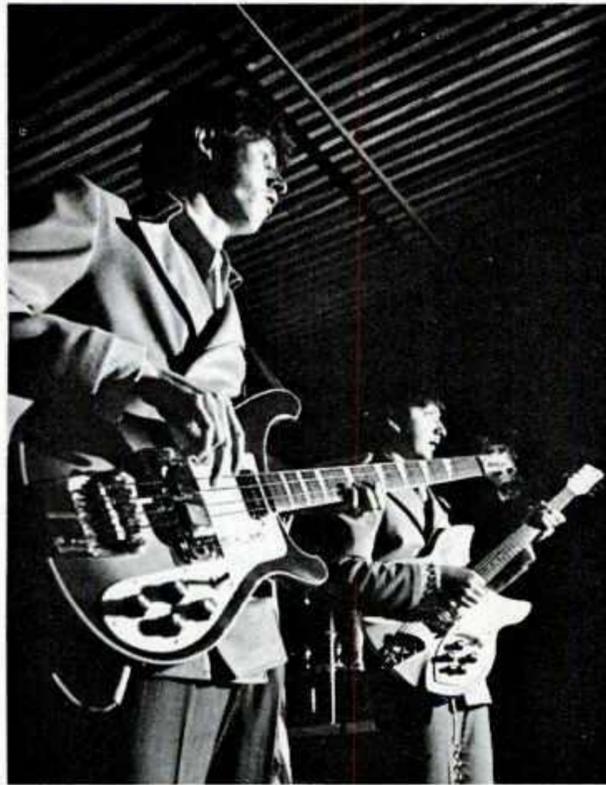
"As for that BBM survey sample, I can't complain about it, it's one of the best in North America, but I do think it could be better. What I'd like to see is an alternative survey, again supported by the broadcasters themselves, to act as a kind of crosscheck on the BBM results."

What about the prospects of legislated radio?

"Well, I don't think you can legislate quality. Canadian records are starting to come into their own now as far as production talent is concerned, as witness the Guess Who single. We know we have talent here of international caliber if it's presented and handled properly. We'll play this product if it's good enough, if it rates air-play. We would hate to have to put a record on the play-list that we knew was inferior, but had to be played just because it was Canadian.

"Competition will stimulate the Canadian record industry, not legislation. I meet people who produce records in this country and they tell me that they want their records played because they're good, not because they're Canadian. We think we can contribute to the record industry in this country much more by involving ourselves in its development and production, and we hope to be taking steps in this direction in the near future."

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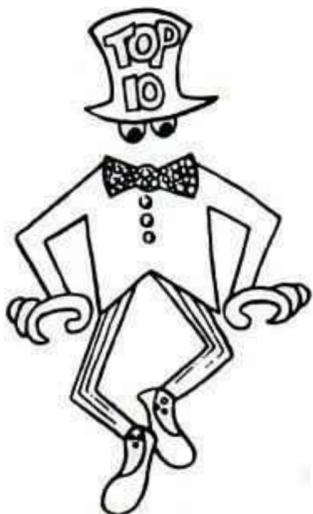
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In Canada, The Dealer Controls The Business--Polydor's Exon

Within Canadian record company circles, there is no doubt that a major topic of discussion these days is the remarkable growth of Polydor Records Ltd.

Started on November 1, 1967, Polydor managed to secure a firm hold on 8 per cent of the total market by the end of 1968. By the end of this year, figures managing director, Fred Exon, "We will have doubled our percentage."

He may well be right. Despite its lack of years in the market, Polydor has achieved a remarkable acceptance at dealer and consumer level. In addition, the company has picked up distribution rights to several of the hottest independents around—Tetragrammaton and Blue Thumb in the U. S. and Island in the U. K. In addition, Polydor acquired the ABC Paramount catalog from Jan. 1 this year. The company has found great success with all of its labels, and claim the recent Tommy Roe ABC single, "Dizzy," went close to 200,000, a phenomenon figure in Canada.

On top of this, Polydor has rights to most of the material produced by its U. K. sister company. This includes Cream, Julie Driscoll and Brian Auger, the Marbles, the Magic Lanterns, but not the Bee Gees or Jimi Hendrix, which have separate North American contracts with Atco and Reprise respectively.

Further announcements are expected shortly from Polydor on other distribution agreements currently being worked out between Exon and several U. S. label heads.

Exon, who is an expatriate Englishman, was associated with EMI in London, acting as marketing manager for popular product, and later national promotion manager.

Exon gave up a booming career in Britain to come to Canada and open up Polydor's operation. At that time, he received many forecasts of doom from established local executives who felt that opening here was pointless and premature. Later these forecasts turned to cold cynicism and outright jealousy. People were saying "They'll go broke, no record company can act like this." Exon proved them wrong.

Of course he won't admit to any of this, but it's common knowledge within the industry. Polydor has grown as fast as any record company in the country, and much better than most.

"Canada is the sixth largest record market in the world," says Exon, sitting in his office overlooking the city's fashionable Sherbrooke Street, "and it has the greatest growth potential.

"In our case, I believe 1970 will be the really big year for us. We have a lot of big plans for next year, which I believe will have a great deal of impact on the Canadian market."

Declining to explain further, Exon also shrugged off the fact that his company is the talk of the industry. "We're new, so I suppose it's natural that people might talk about us. I think we've made impact here in our first 12 months, and I think we're going to be making a lot more in the future."

Polydor operates out of Montreal, with branches in Toronto and Vancouver. Next year, Exon plans to build new headquarters, at an undecided site.

Despite its relative freshness on the Canadian scene, Polydor has not been lagging behind in the talent race to the company.

"We've spent over \$150,000 in the past six months," says Lori Bruner, national promotion manager for Polydor. What sort of return have they got on the investment? "Nothing as yet," says Exon, "but I figure we're going to get it back.

"Canadian talent is a sound investment. I don't think there ever was any doubt about the quality of talent here. It's just a matter of getting it to the public's attention."

Unlike most industry executives, Exon doesn't think the legislation for Canadian content axe is about to fall. "With the pressure that has been brought to bear from various quarters recently, I don't think it will be necessary. I'm not in favor of it anyway, but it was undoubtedly forced on the music industry.

"In this country, there is friction between publishers, record companies, radio stations, unions. But we're all in the entertainment business. We should all be talking the same language.

"Also, in other countries, the record business is largely controlled by the manufacturers. But in Canada, it's the dealer."

Exon is especially pleased about development within the Canadian Record Manufacturers' Association "which is now working effectively and wholeheartedly as a group representing the industry."

Exon is pleased to note the growth of tape sales within Polydor, and he—like most company execs—points out that it has yet to hurt record sales. Polydor,

incidentally, is the only Canadian company which puts guarantees in with all cassette product.

He hesitates about forecasting just how far the tape field will grow, but does believe, prediction-wise, that Canada is about to feel the trend towards independent producers which is in vogue elsewhere.

Although it's obvious that many factors have contributed to Polydor's outstanding success, more than a fair share of the credit should go to Lori Bruner, the national promotion director of Polydor. Miss Bruner has inaugurated many new projects, and brought much fresh thinking to the promo field.

Other key executives include Charles van Rompu, administration manager; Guy Bertrand, marketing manager; Frank Henry, national sales manager; Gilles Marchand, who heads up the classical division; and Rudi Assaly, who controls the tape division.

On the future, which seems boundless, Exon says, "I know this sounds rather corny, but I mean it sincerely . . . what interests me is trying to lift standards in the Canadian industry in all areas. Honesty is all important. I think that may be why we've enjoyed the success we have thus far."

Quality Won Seven Out of 15 Awards

The first record pressed by Quality Records of Canada came off the line in February, 1950. Since that time the company has grown into one of the largest independent record manufacturers and record distributors in the world, currently employing a staff of over 350.

In commenting on the impressive growth rate of Quality Records, general sales manager Lee Farley gives much credit to the company's "exceptional sales and promotion staff."

In a recent Canadian recording industry poll, both Quality's national promotion chief Ed Lawson and Ontario regional promotion chief John Dee Driscoll took high honours while Quality itself took seven of a possible 15 awards including top record company and top Canadian content company."

Operating with a head office in Toronto and eight regional distribution centers across the country, Quality releases a number of prime U. S. labels as well as much Canadian product, and thus can usually be found with some 30 per cent to 40 per cent of the records on just about any Canadian chart at any time. Among the product distributed by Quality are Atlantic and Atco Records, Buddah and all subsidiary labels, Bell, MGM, Verve and Verge-Forecast, Dot, Stax, Paramount, A&M and Laurie Records as well as several other smaller labels.

With this preponderance of strong product and via Quality's sales programs and merchandising techniques, the company has managed to dominate record sales in this country for the past few years.

Among the Canadian premieres for Quality was its initial entry into the manufacture of pre-recorded tapes, a field in which the company has remained a leader. Quality was also the first Canadian record company to supplement its tape stock by producing tape display units for dealers.

Because of the bilingual nature of Canada, Quality

Le Difference! French and English Canadian

George Harrison, vice-president of RCA Victor, is renowned as one of Canada's staunchest supporters of local talent. He has fought many battles for Canadian artists, and RCA has done much to record and promote those same people.

Harrison is an expert on both English Canadian and French Canadian domestic production markets, and finds the comparisons inevitable but unfair.

"There are some really basic differences between the two markets, as far as taste is concerned," he says. "The French Canadian listens first to the lyrics of a song, then the melody, while the English Canadian hears a song, says 'that's a great melody' then starts wondering what the lyrics are about.

"That's why the industry has not been able to turn the really big French-Canadian successes into English Canadian hits.



MAKING A presentation of a check from Taylor, Pearson and Carson, Ltd., distributor for Quality Records in Canada are, left to right, Reg Ayres, Rich Simons, Don Hamilton, Mrs. Whitelow, Vancouver Christmas Bureau; Roy Hennessey, music director, CKLG. The check was the result of a combined effort of Quality, Taylor, Pearson and Carson, through their U. S. affiliate, Atlantic/Atco, with Radio CKLG in Vancouver. A percentage of the selling price of each album, "Radio CKLG—Super Golden Goodies," was awarded by CKLG to the Vancouver Christmas Bureau.

was the first company to employ a full-time translator and to inscribe all album liner notes, in-store and window displays, promotional materials and dealer mailings in both English and French.

In the packaging field, Quality was the first Canadian company to poly-wrap albums and to shrink-wrap.

In the area of promotional techniques, Quality has been prominent in the field in Canada with special strength in radio and print media album servicing. Quality was the first company to use special promotion stickers affixed to albums plus printed inserts in English and French with additional information.

Quality was the first company in Canada to work closely with rack jobbers by personally calling on their accounts to keep them advised as to the condition and representation of Quality product.

With its perennial chart strength, Quality naturally enough has been able to break many hits in this country prior to their becoming established as hits elsewhere. Recent examples of this include "Twilight Woman," a Canadian single by the 49th Parallel that paid off after a determined Quality promotion campaign; "Baby Let's Wait" by the Royal Guardsmen, which broke in Ontario first in North America; "Star Crossed Lovers" by Neil Sedaka, which came out of left field to be a Canadian giant, and "Tricia Tell Your Daddy" by Andy Kim, which became a monster record here though not in the U. S.

As Lee Farley sums up Quality's success story, "We have always believed that in order to play a major role in the record industry, you have to always strive to be a leader. Our success has been built on excitement and enthusiasm, belief in our product, the best sales and promotion teams in Canada, top-flight service to dealers and radio stations, constant research and rigid inspection at all times to maintain the highest possible quality of product."

"Also, because someone lives in Montreal and learns to speak French, that does not mean he is a French Canadian. The culture is much deeper, and therefore it is difficult to reconcile the two markets.

"In the future—be it French or English Canadian markets—we must think in terms of firstly releasing good records, and then Canadian records. If the good records happen to be Canadian too, that's good. They can make it. I think that was proved with the Guess Who single, 'These Eyes.'

"You simply need someone to take the time and money to develop talent to world standards. In the Guess Who's case, this was done by the group and their producers, Jack Richardson and Ben McPeck. It was a gamble, but a worthwhile one. We're very proud of it, and of them."



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Next Year Arc Will Open Up in N. Y.

Although Arc Sound up to this point in its development, has designated only 25 per cent of its total production budget to contemporary music, it has been one of Canada's most successful Top Forty producers, reportedly scoring more Canadian major market chart successes over the past few years than all other labels combined, excluding those producing for the French Canadian market. Among the now internationally known acts Arc has worked with are The Paupers, The Sugar Shoppe and David Clayton-Thomas.

Arc vice-president Bill Gilliland remarked: "The recently announced Arc-MCA deal was step one of our 'contemporary artist' international plan. During the period May 1, 1969, through April 30, 1970, we'll negotiate deals on two or three more artists with U. S. based international companies like MCA, CBS or RCA.

"Future deals will be production agreements under which Arc retains exclusive world production rights to artists, including freedom of artistic approach and material choice. Seventy-five per cent of all material we produce will be songs from our own writers on which we own rights for the world.

"Each company we deal with will be responsible for marketing our productions throughout the world with the exception of Canada, where we will market the product ourselves.

"Arc's immediate increased income potential resulting from these deals will be substantial. We'll have major international concerns advertising and promoting our productions and talent and our earnings from production royalties and publishing royalties will skyrocket.

"Paradoxically, U. S. and world-wide recognition of Canadian produced acts results higher record sales in Canada for the acts involved, therefore Arc's domestic profits will rise dramatically with minimal allocation of budget for promotion and advertising in Canada.

"In May of 1970 we plan to open branch offices in New York to handle U. S. promotion, sales, and distribution of our productions and we'll market under our own label names. When we reach this point, we'll totally control the marketing of our product in North America and we'll lease in other quarters.

As Arc president Phil Anderson commented, "We believe we have enough talent and know-how to become as successful in this market as Motown or A&M."

Canada's Classical Market Steady, Reliable, Ignored

Canada's classical market is probably the least written about and most ignored part of the industry here. Yet it is also one of the steadiest and most reliable forms of music in the market place.

During the past year, for example, fully 17 per cent of all Polydor's sales were in the classical field. Much of the credit must go to Gilles Marchand, who heads up the company's classical division, and who is widely recognized as one of Canada's leading authorities on the subject.

Jacques Druelle, manager of the classical division at London Records, is another expert. London's classical sales, he says, showed a spectacular rise in the last 12 months. "We had an increase of 44 per cent over the previous year," Druelle says.

It's generally agreed that classical music accounts for between 3 and 5 per cent of the market here. And it's growing. Marchand notes that the sales success of Geza Anda's "Mozart Piano Concertos No. 17 and 21," which sold over 7,000 copies in the past 12 months, may account for a widening interest in the classics.

"A lot of people say classics are going down, but that is ridiculous," Marchand says. "It is just that pop music is moving up to the level of classical music. Classical fans are buying pop records now, because pop has become very abstract, like the classics."

Marchand figures this crossing over of allegiances may not be one-sided. "I am already hearing the in-

fluences of people like Schonberg in the works of young pop musicians," Marchand notes.

"I believe Beethoven should be the hero of today's young people and hippies—he was always telling the establishment to go to hell, just like contemporary youth."

Pointing out that Polydor has Canada's highest per capita sales of classical to pop records, Marchand is hopeful that more young people will combine interest in pop with classics.

Marchand and London's Druelle are probably Canada's key classical executives. Both have enviable reputations in the industry, and have done much to stimulate classical sales in Canada. There has been talk that Marchand may soon be sent to Europe to take up an important position with Deutsche Grammophon.

What has hurt classics in Canada in the past 12 months was the loss of CHUM-FM, the Toronto station which had up until July 1 last year, played classics 24 hours a day. In July, the station switched to a progressive rock format.

Marchand doesn't blame them. "They must program to the wildest market and they must be able to make money."

Both Marchand and Druelle stress the importance of quality control in the classical field. London has its own mastering facilities to ensure this. Both also are pleased to see the growth of classical sales in the tape market. Druelle points proudly to a 200 per cent increase of tape sales of his catalog.

Sam's Records Did \$3 Mil. in 1969

"If you're going to sell records you've got to be able to supply anything, literally anything," so says Sam Sniderman, owner and operator of Sam's Records Store on Yonge Street in downtown Toronto, one of the two giants of the Canadian retail record business (the other is A & A Records, two doors up the street).

"We do a very large import business and we make it a policy to stock out-of-catalogue records, obscure discs that we know can't be found anywhere else in North America. We are always scouting the world markets, we subscribe to every record catalogue going. We bring in records from Moscow, Singapore, Australia, you name it. And it's not just all ethnic stock, although we're strong in that area. We find that certain areas of the world have supplies of standard and jazz stock that is simply unavailable anywhere else. For example, we recently checked into the Singapore market to find out about buying a stock of Chinese records. While we were investigating their catalogue there, we found all kinds of old American discs that are out of all catalogues over here now. Of course we have ordered them.

"We know we have people flying in to Toronto from all parts of the continent to get obscure records in our store that can't be found anywhere else."

But Sam's doesn't make a living off collectors items. Dealing primarily in current pop records plus jazz and MOR product (little emphasis on classics) Sam's is one of the oldest, best known, and most successful record retailers in Canada. Maintaining a permanent staff of 63 people, Sam's did over \$3,000,000 worth of business last year.

The secret formula for any large record retailer, of course, is volume. "We have maintained good relations with all Canadian record companies and they're on our side," says Sniderman. "We don't go across the border and import records just because they're late in release up here. We wait them out; we don't usually carry records until they have been distributed in Canada. That means we're behind other stores with some things—the latest Steppenwolf LP for example was over a month behind U.S. release—but the record companies appreciate our position and do all they can to help us.

"We may not be the first store to have a particular U.S. record, but we're the first to have the Canadian edition and we're the first to have it at regular prices."

Sam's is currently in the process of expanding via the selling of franchises, coast to coast. The first such franchise to go into operation will take place in June in East Toronto, with others to follow on a national basis.

"We want to initiate the revival of the small dealer network. For years the smaller stores have suffered because record companies just didn't bother with them. They figured that the small dealers just weren't worth the effort to service effectively. And that was the problem—stock. They couldn't get it and thus began losing their customers to the big downtown stores like ours. Now with our franchise network, all of the smaller dealers will be able to rely on a central source of supply. They'll be able to get the stock they need to satisfy customers."

**New Canadian Charts
Start This Week**

See Page C-6

Canada Accepted the Underground Quickly

Of all the music influences which are affecting record sales in Canada at present, nothing means more in terms of units sold and unleashed creativity than the so-called underground sound.

It's not surprising really. Canada's market is closely aligned to that of the U. S., and the success of the underground sound has not exactly been a secret on the U. S. charts.

What *is* surprising is the manner in which Canadians have accepted some of the more way-out underground things. Canadians being conservative by nature, industry executives have been continually amazed lately by some of the titles which are selling here.

"The underground sound has been a real blessing to us," said one executive, "just as singles sales were dipping to their lowest in memory, along comes this rock album trend and it gets bigger every day."

Another company sales executive noted that in many cases a hit album can outsell a hit single. An ideal, if over-conclusive example, was the last Beatles album which sold in excess of 200,000 copies in Canada. Normally a hit single is lucky to go over 50,000.

Underground material has been selling so well that it's become difficult to categorize just what is underground and what's not. Is the Cream underground? The answer is probably yes, if you use heavy top 40 format airplay as an indication of what's out in the open and what's not. The latest Cream album, "Goodbye," has not received much AM top 40 play, yet it has sold over 50,000 copies.

Admittedly, this increase in LP sales to young people has forced top 40 stations to play more album material.

But it's nowhere near enough. Some record com-

pany executives would like to see the implementation of a system whereby both LP and single sales can be measured together, and a chart compiled which includes both. For example, an album sale would mean 10 points to a single's one point. This would give top 40 radio a chance to be representative of what is actually happening in pop music, they claim. Singles, after all, no longer provide much of a yardstick for anything, in the Canadian market at least. Certainly, singles leave a lot to be desired as a guide to the current status of rock music.

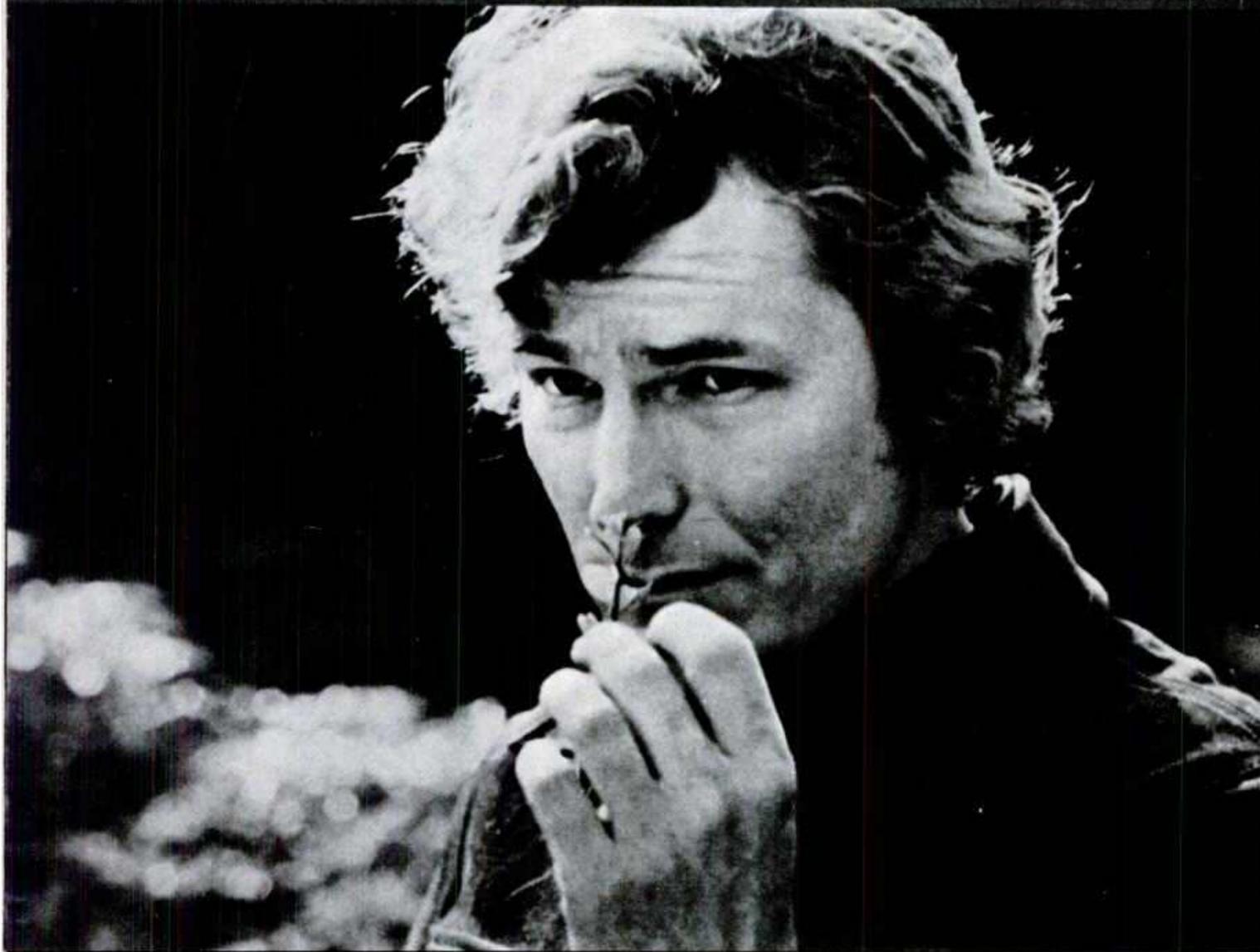
One of the key factors aiding the growth and acceptance of the underground sounds has been prime air exposure—both AM and FM outside the top 40 bracket. Canada has two 24-hour-a-day FM rock stations—CHUM in Toronto and CKLG in Vancouver.

Most major markets not served by FM underground stations have been hit with lengthy AM heavy rock shows, usually in the late evening hours. Even the prairies, notoriously one of the slower Canadian areas to get hip to change in music, have been moving large quantities of underground product.

Record companies are naturally delighted with the recent strong album sales on product by acts such as Led Zeppelin, Johnny Winter, the Nice, Brian Auger and the Trinity. It's interesting to note, too, that companies have not needed to put much promotional push behind such albums. Much of this product sells itself, and FM and even many AM deejays don't need to be hyped as to what is happening. Album-wise, if it's in the grooves it usually gets plays and subsequently sells. There appears to be much less hippie on albums than singles.

Back
Here on
Earth

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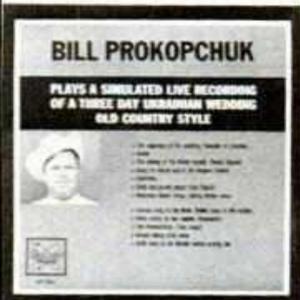
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Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 5/24/69

BEST SELLING Billboard R&B 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	1	CHOKIN' KIND Joe Simon, Sound Stage 7 2628 (Wilderness, BMI)	9	26	15	SEVEN YEARS Impressions, Curtom 1940 (Camad, BMI)	6
2	2	IT'S YOUR THING Isley Brothers, T Neck 901 (Brothers Three, BMI)	11	27	28	(We've Got) HONEY LOVE Martha Reeves & the Vandellas, Gordy 7085 (Jobete, BMI)	5
3	3	I DON'T WANT NOBODY TO GIVE ME NOTHING James Brown, King 6624 (Dynatone, BMI)	7	28	40	BLACK PEARL Sonny Charles with the Checkmates, Ltd., A&M 1053 (Irving, BMI)	2
4	5	TOO BUSY THINKING ABOUT MY BABY Marvin Gaye, Tamla 54181 (Jobete, BMI)	4	29	30	I CAN'T SAY NO TO YOU Betty Everett, UNI 55122 (Screen Gems-Columbia, BMI)	5
5	9	I CAN'T SEE MYSELF LEAVING YOU Aretha Franklin, Atlantic 2619 (14th Hour, BMI)	5	30	25	DON'T TOUCH ME Bettye Swann, Capitol 2382 (Pamper, BMI)	10
6	4	CISSY STRUT Meters, Josie 1005 (Marsaint Music, BMI)	6	31	32	WHY SHOULD WE STOP NOW Natural Four, ABC 11205 (Wilhos/Pamco, BMI)	4
7	8	TIME IS TIGHT Booker T. & the M.G.'s, Stax 0028 (East/Memphis, BMI)	8	32	34	WHY I SING THE BLUES B. B. King, BluesWay 61034 (Pamco/Sounds of Lucille, BMI)	4
8	14	OH HAPPY DAY Edwin Hawkins Singers, Buddah 20001 (Kama Rippa/Hawkins, ASCAP)	3	33	38	MY WIFE, MY DOG, MY CAT Maskmen & the Agents, Dynamo 131 (Catalogue/Clairborne, BMI)	4
9	11	GRAZING IN THE GRASS Friends of Distinction, RCA Victor 74-0207 (Chisa, BMI)	8	34	27	IT'S A GROOVY WORLD Unifics, Kapp 985 (Andjun, ASCAP)	7
10	7	ONLY THE STRONG SURVIVE Jerry Butler, Mercury 72898 (Parabut/Double Diamond/Downstairs, BMI)	12	35	31	WALK AWAY Ann Peebles, Hi 2157 (Saico/Jec, BMI)	6
11	6	AQUARIUS/LET THE SUN SHINE IN 5th Dimension, Soul City 772 (United Artists, ASCAP)	9	36	37	T.C.B. OR T.Y.A. Bobby Patterson, Jetstar 114 (Jetstar, BMI)	5
12	21	SO I CAN LOVE YOU Emotions, Volt 4010 (Pervis/Staples, BMI)	4	37	45	I WANT TO LOVE YOU BABY Peggy Scott & JoJo Benson, SSS International 769 (Green Owl, ASCAP)	3
13	26	WE GOT MORE SOUL Dyke & the Blazers, Original Sound 86 (Drive-In, BMI)	5	38	—	IT'S MY THING (You Can't Tell Me Who to Sock It To) Marva Whitney, King 6229 (Dynatone, BMI)	1
14	23	STAND Sly & the Family Stone, Epic 10450 (Daly City, BMI)	6	39	—	LET ME LOVE YOU Ray Charles, ABC 11213 (ASA/Racer, ASCAP)	1
15	16	JUST A LITTLE BIT Little Milton, Checker 1217 (Armo, BMI)	5	40	44	JUST A DREAM Ruby Winters, Diamond 258 (Ace, BMI)	3
16	17	PROUD MARY Solomon Burke, Bell 783 (Jondora, BMI)	3	41	—	I WANT TO TAKE YOU HIGHER Sly & the Family Stone, Epic 10450 (Daly City, BMI)	1
17	19	(I Wanna) TESTIFY Johnnie Taylor, Stax 0033 (Groovesville, BMI)	3	42	41	ME TARZAN, YOU JANE Intruders, Gamble 225 (Razorsharp, BMI)	4
18	10	BUYING A BOOK Joe Tex, Dial 4090 (Tree, BMI)	6	43	43	STUFF Jeanette Williams, Back Beat 601 (Don, BMI)	5
19	12	IS IT SOMETHING YOU GOT Tyrone Davis, Dakar 605 (Dakar, BMI)	9	44	47	I'VE BEEN LOVING YOU TOO LONG Ike & Tina Turner, Blue Thumb 101 (East/Time/Curtom, BMI)	2
20	13	SUNDAY Moments, Stang 5003 (Gambi, BMI)	7	45	—	IT'S YOUR THING Senor Soul, WHIZ 611 (Brothers Three, BMI)	1
21	24	THE COMPOSER Diana Ross & the Supremes, Motown 1146 (Jobete, BMI)	3	46	—	I'M GONNA DO ALL I CAN Ike & Tina Turner, Minit 32060 (Barton, BMI)	1
22	22	NEVER GONNA LET HIM KNOW Debbie Taylor, GWP 501 (Willbridge/MRC, BMI)	10	47	—	A NEW DAY BEGINS Parliaments, Atco 6675 (Cotillion/LeBaron, BMI)	1
23	18	RUNAWAY CHILD RUNNING WILD Temptations, Gordy 7084 (Jobete, BMI)	13	48	—	AIN'T GON' BE NO CUTTIN' LOOSE Junior Parker, Blue Rock 4080 (Jadan, BMI)	1
24	49	GOTTA GET TO KNOW YOU BETTER Bobby Bland, Duke 447 (Don, BMI)	3	49	—	MY WHOLE WORLD IS FALLING DOWN William Bell, Stax 0032 (East/Memphis, BMI)	1
25	20	DO YOUR THING Watts 103rd Street Rhythm Band, Reprise 7250 (Wright/Gersti/Tamerlane, BMI)	14	50	—	PITY FOR THE LONELY Luther Ingram, Ko Ko 2102 (Klondike, BMI)	1

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EDDIE HARRIS, jazz saxist on the Atlantic label, receives the International Fan Club of America's annual achievement award at a recent Village Gate performance in New York City. Presenting the award, at left, is Dick Campbell, president of the Harlem Cultural Council and, right, Harris' personal manager Marv Lagunoff. The award cited Harris "in recognition of his musical achievements and jazz records for 1969."



RCA'S FRIENDS OF DISTINCTION, currently scoring with their "Grazin' in the Grass" disk, kick off a 10-city promotion tour in New York with a press party. On hand to send off the chart group are, left to right: Friends Floyd Butler and Jessica Cleaves; Jim Brown, president of the group's management company; Norman Racusin, RCA division vice-president and general manager, and Friends Barbara Jean Love and Harry Elston.

Classical Music

Orion Series in Flying Start

NEW YORK — Orion Records of 10588 Ashton Avenue, Los Angeles, is off to an auspicious start in its venture of presenting superior previously unrecorded material. The first three albums offer a variety of material including an unusual pairing of contemporary Soviet concertos.

One of these concertos, Katchaturian's "Rhapsody Concerto for Cello and Orchestra," is well known in the U. S. through concert performances during the composer's recent American tour. On the disk, the work is performed by cellist Natalia Shakhovskaya and the Moscow Radio Symphony under the composer.

This concerto is coupled with Herman Galynin's "Concerto for Piano and Orchestra" with pianist Dmitri Bashkirov and the same orchestra with Yevgeny Svetlanov conducting.

Vladimir Pleshakov superbly performs three rarities of the

classical period with a sonata program of Joseph Woelfl. The third album is a genuine treasure offering Chinese orchestral music. Four selections are played by the National Folk Orchestra, while several melodies are performed by the Violin Unison Group of Shanghai University.

All Orion albums begin with a stereo balancing signal. The concerto pressing and the Chinese LP are rechanneled. Orion was founded by Giveon Cornfield, who started Baroque Records, and the late Vernon Duke, composer, author, critic and founder of the Society for Forgotten Music.

Forthcoming releases include Shostakovich's "Symphony No. 12 (The Year 1917)" with the Leningrad Philharmonic under Mrawinsky, Dukas' "Piano Sonata" and Chausson's "Quelques Danses" with Pleshakov, Enesco's "Suites Nos. 1 and 3" by the Enesco Festival Orchestra under Gannady Rozhdestvensky, and Paganini's "Caprices, Op. 1" with violinist Harold Kohon. Also slated is a program of Schubert, Falla and Hadel with soloists including Mstislav Rostropovich and violinist Leonid Kogan. **FRED KIRBY**

BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 5/24/69

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 7195 (S)	26
2	2	SOUNDTRACK: 2001—A SPACE ODYSSEY MGM (No Mono); SIE 13 ST (S)	41
3	8	TCHAIKOVSKY: 1812 OVERTURE New Philharmonia Orch. (Buketoff), RCA Red Seal LSC 3051 (S)	21
4	3	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camerata of the Salzburg Mozarteum Academica (Anda), DGG (No Mono); 138 783 (S)	68
5	7	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176 (S)	41
6	9	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper Orch. (Jalas), Westminster WST 17143 (S)	24
7	6	UP, UP AND AWAY Boston Pops (Fiedler), RCA Red Seal (No Mono); LSC 3041 (S)	37
8	10	GREIG: CONCERTO IN A MINOR/LIZST: CONCERTO NO. 1 Van Cliburn, Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3065 (S)	16
9	4	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575 (M); LSC 3055 (S)	164
10	13	MASCAGNI: L'AMICO FRITZ (2 LP's) Freni, Pavarotti, Royal Opera House Orch. (Gavazzeni), Angel SBL 3737 (S)	4
11	5	HOROWITZ ON TELEVISION Vladimir Horowitz, Columbia (No Mono); MS 7106 (S)	36
12	15	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	43
13	12	ROYAL FAMILY OF OPERA (3 LP's) Various Artists, London RFO-S-1 (S)	35
14	14	ANTIPHONAL MUSIC OF GABRIELLI Chicago, Cleveland and Philadelphia Brass Ensembles, Columbia MS 7209 (S)	7
15	11	GOUNOD: ROMEO & JULIET (3 LP's) Freni/Corelli/Various Artists/Paris Opera Orch. (Lombard), Angel SCL 3733 (S)	13
16	22	BARBER: SCENES FROM ANTONY & CLEOPATRA/SUMMER OF KNOXVILLE 1915 Price/New Philharmonia Orch. (Schippers), RCA Red Seal LSC 3063 (S)	12
17	—	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CSA 6609 (S)	1
18	—	RESPEGHI: THE BIRDS/CHURCH WINDOWS Philadelphia Orch. (Ormandy), Columbia ML 7242 (S)	1
19	18	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	101
20	29	GLORY OF GABRIELLI E. Power Biggs/Various Artists, Columbia MS 7071 (S)	64
21	24	TCHAIKOVSKY: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3058 (S)	16
22	26	CONCERTOS BY MOONLIGHT Entremont/New York Philharmonic (Bernstein)/Philadelphia Orch. (Ormandy), Columbia MS 7197 (S)	13
23	23	CATALANI: LAWALLY (2 LP's) Tebaldi/Del Monaco/Various Artists/Monte Carlo Opera Orch. (Cleva), London OSA 1392 (S)	7
24	—	A POPS SERENADE Boston Pops (Fiedler), RCA LSC 3023 (S)	1
25	25	PHILADELPHIA ORCHESTRA'S GREATEST HITS, VOL. 4 Philadelphia Orch. (Ormandy), Columbia MS 7267 (S)	3
26	16	BERLIOZ: ROMEO & JULIET (2 LP's) Kern/Tear/Shirley-Quirk/London Symphony (Davis), Philips PHS 2-909 (S)	9
27	28	SATIE: PIANO MUSIC, VOL. 1 Ciccolini, Angel 36482 (S)	47
28	17	CHOPIN: PIANO CONCERTO NO. 2 Rubinstein/Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3055 (S)	17
29	27	VERDI: REQUIEM (2 LP's) Various Artists/Vienna Philharmonic (Solti), London OSA 1275 (S)	22
30	21	DELIBES: LAKME (3 LP's) Sutherland/Various Artists/Monte Carlo Opera Orch. (Bonyng), London OSA 1391 (S)	13
31	19	CHOPIN: SONATAS 2 & 3 Van Cliburn, RCA Red Seal LSC 3053 (S)	25
32	20	JOY OF MUSIC (2 LP's) New York Philharmonic (Bernstein), Columbia M2X 795 (S)	11
33	34	R. STRAUSS: DIE FRAU OHNE SCHATTEN (4 LP's) Rysanek/Goltz/Various Artists/Vienna Philharmonic (Boehm), Richmond SRS 64503 (S)	8
34	33	BACH: ORGAN FAVORITES, VOL. 1 E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	39
35	37	BEETHOVEN: SYMPHONY NO. 5 New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	47
36	36	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victor 1265 (M)	11
37	30	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Red Seal LM 2609 (M); LSC 2609 (S)	44
38	39	IVES: SYMPHONY NO. 7/SCHUMANN: NEW ENGLAND TRYPITYCH Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3060 (S)	11
39	—	ART OF DOROTHY MAYNOR RCA LM 3086 (S)	1
40	40	TCHAIKOVSKY: 1812 OVERTURE London Festival Orchestra (Sharples) London phase 4 21001 (S)	5

Classical Notes

Soprano Leontyne Price makes her South American debut on June 3 at Teatro Colon, Buenos Aires, in Verdi's "Il Trovatore." . . . Aaron Copland conducted the Pittsburgh Symphony on Friday (16) and Sunday (18). Cellist Michael Grebanier was the soloist. . . . Margaret Hillis has been appointed director of the Cleveland Orchestra Chorus. She also will continue as director of the Chicago Symphony Chorus. . . . Cellist Mstislav Rostropovich will be the soloist with Eugene Ormandy and the Philadelphia Orchestra on Monday (19). . . . Victor Borge will be guest conductor and piano soloist with the Cleveland Orchestra at a Blossom Music Center benefit June 13, which also will feature Marni Nixon.

Camden Now Philharmonia

CAMDEN, N. J.—The Camden Symphony is changing its name to the Philharmonia Orchestra. Conductor Ling Tung says widening support of the group and the possibility of tours and recording make it more practical to change the name and drop the Southern New Jersey community designation. The local symphony winds up its present season on Tuesday (20) at the Academy of Music across the river in Philadelphia.

Tung, who is also music director of the festival in Jackson Hole, Wyo., and the music festival in Hong Kong, also revealed that he is negotiating to bring the Japan Philharmonic to this country for tours on the East and West Coasts. He conducted the Japan Philharmonic last winter at the Hong Kong music festival.

SCHWARZKOPF TO OPEN—'PERFORMERS' SERIES

NEW YORK—Soprano Elisabeth Schwarzkopf will be featured in the first concert of the 1969-1970 season of the Great Performers at Philharmonic Hall series on Nov. 16.

Other artists in Series A will be violinist Yehudi Menuhin and pianist Hephzibah Menuhin, pianist Philippe Entremont, and the Preservation Hall Jazz Band.

Series B soloists will be Ella Fitzgerald, pianist Anthony Di Bonaventura, pianist Andre Watts, and violinist Zino Francescatti. Francescatti will appear with the Zurich Chamber Orchestra.

Featured in Series C will be the Dave Brubeck Trio with Gerry Mulligan, pianist Byron Janis, soprano Beverly Sills, and pianist Arturo Benedetti Michelangeli.

Cardinal in Mod Swing

NEW YORK — Vanguard's Cardinal label this month is issuing an album of contemporary music featuring violinist Paul Zukofsky. The set couples Michael Sahl's "A Mitzvah for the Dead, for Violin and Tape" and J. K. Randall's "Lyric Variations for Violin and Computer."

Tenor Gerald English is featured with the Jaye Consort of Medieval Instruments in a program of minstrel music of the Middle Ages. Denis Stevens conducts soloists and chorus of the Accademia Monteverdiana in Purcell. Completing the release are pianist Alfred Brendel in Chopin and the Yale String Quartet in Beethoven.

Tanglewood Season Extended

LENOX, Mass.—This summer's season of the Berkshire Festival at Tanglewood is being extended for a ninth weekend with Aug. 30-31 concerts by Arthur Fiedler and the Boston Pops Festival Orchestra.

ANGEL CUTS 2 RECORDINGS WITH SZELL

CLEVELAND — Angel Records last week completed cutting two recordings with George Szell and the Cleveland Orchestra. The pressings will feature violinist David Oistrakh in Beethoven's "Violin Concerto," and Oistrakh and cellist Mstislav Rostropovich in Brahms' "Double Concerto." Peter Andry previously recorded the five Beethoven piano concertos with Szell and the Cleveland, Emil Gilels, soloist. The sessions were recorded through agreement with Columbia Records, who has the orchestra under contract.

Cleveland's Guest Leaders

CLEVELAND — Five guest conductors are listed for the 1969-70 Cleveland Orchestra program, including Pierre Boulez, the orchestra's new principal guest conductor. Boulez will

conduct for five weeks, four here and one on tour, George Szell, music director is slated for 12 pairs.

Other guest conductors will be Istvan Kertesz, Yehudi Menuhin, Seiji Ozawa and Robert Shaw. Menuhin will appear as conductor and violin soloist. Louis Lane, associate conductor, will conduct four pairs.

Soloists will include pianist Claudio Arrau, Daniel Barenboim, John Browning, Robert Casadesu, Rudolf Firkusny, Bruno Leonardo Gelber, Byron Janis, Grant Johannesen, Jacob Lateiner, and Hephzibah Menuhin; violinists Jaime Laredo, Regis Pasquier, Edith Peinemann, and Daniel Majeske; cellist Lynn Harrell; soprano Halina Lukomska; mezzo-soprano Janet Baker; contralto Birgit Finnila; and tenor Richard Lewis.

Coin Machine World

PROGRAMMING

'Silence Is Golden' For Ray's Music Co.

By RON SCHLACHTER

CRETE, Neb.—Three silent or blank records have kept students and faculty happy at a college location here and business booming for the operator, Ray's Music Co.

Three years ago, J. Lane Ray and his wife, Rosella, were faced with the prospect of losing the strategic snack bar location at Doane College. As programmer, Mrs. Ray had selected records with only the students in mind. Finally, a negative response was heard from another group on campus, the faculty.

"The faculty simply had enough of the rock music," ex-

plained Mrs. Ray. "They wanted background music so they could hear themselves talk. What they really wanted was classical music, but the students fought it."

"Faced with the possibility of losing the location, my husband and I talked the situation over. We finally decided that the only answer was to put on silent or blank records. We put three of them on the jukebox and since then, everyone has been happy."

"The machine is set at dime play so the faculty members have to put in their dimes to enjoy two minutes or so of silence. Meanwhile, the students can still enjoy their records. It has really been a satisfactory arrangement."

As for programming the college location, Mrs. Ray pointed out that r&b has been an increasing factor to consider:

(Continued on page 46)



ROSELLA RAY, programmer, Ray's Music Co., Crete, Neb.

English Arcades Face Tax Crisis

By MIKE HENNESSEY

LONDON—If the budget proposals for new taxes on gaming and amusement with prizes machines come into force, 75 per cent of arcade operators will be put out of business.

This was the view expressed by John Singleton, secretary of the Amusement Caterers' Association (ACA), who added that the Chancellor of the Exchequer

would have to think again, otherwise the new taxes would defeat their own object.

The ACA has made strong representations to the Chancellor urging him to reconsider his proposals and has pointed out that the industry already faces involvement in heavy expenditure in modifying machines to meet the requirements of the new Betting, Gaming and Lotteries Act and to accept decimal coinage.

Singleton told Billboard: "The great majority of arcade operators are based in holiday resorts where they are fully active for only four or five months of the year. It is these people, many of whom have been established for 50 years, who will be the hardest hit."

Meanwhile the Amusement Trades Association has started a fighting fund, asking for a



NEWLY DESIGNED JUKEBOX and a plaque from operators in the Davenport, Ia.-Moline, Ill., area give Eddie Ginsberg, Atlas Music Co., Chicago, reason to be proud. Here, he is showing East Chicago, Ind., operator Edmund Bukala (left), the plaque honoring Atlas Music for its support in a recent billiard tournament. The Music Miracle phonograph, latest model from Rowe International, Inc., has been restyled with a silver trim on top, psychedelic lighting effects and a new logo highlighting 200 selections and stereophonic reproduction.

FAMA Meet

TIERRE VERDE ISLAND, Fla.—A meeting of the Florida Amusement & Music Association (FAMA) here last week was to have provided a forum for the second phase of a public relations program being conducted by Music Operators of America. Other items expected to be discussed included legislation and an isolated problem with bingo-type pin games.

Conducting the forum on public relations were to be Howard Ellis, Omaha operator and president, MOA; Fred Granger, executive vice-president, MOA; FAMA president Jim Mullins; FAMA directors, Jim Tolisano and Sol Tabb.

Bills introduced in the general assembly here involve additional language in a licensing statute and two more identical proposals which would repeal a section in a statute that prohibits persons under 21 from playing pool without parental permission, with certain specified exceptions.

FAMA executive director Julius Sturm said the licensing statute bill would not affect rates on music and amusement devices, but would raise the annual occupational license fee on vending machines from 75 cents to \$3.

Sturm reported in a pre-meet-

(Continued on page 46)

New Equipment



Williams—Two-Player Flipper Game

A captive ball feature, developed for a previous model that has proved very successful, is being used again in this new game called Suspense, from William Electronics, Inc. The feature, a revolving wheel in the center of the lower portion of the playfield, is activated and made to spin by action of the ball crossing certain points. A score ranging from 50 to 2,000 points is possible, depending upon timing of the ball's passage over the activating button point areas. Other features include an extra ball when making A and B light side pockets; bonus build-up; four flippers, two regular size and two king-size; and match feature. The unit is adjustable for three or five-ball play and has optional single, double or triple coin chutes.

MAY 24, 1969, BILLBOARD

Record 488 Players Set for Okla. Tourney

OKLAHOMA CITY—The largest in the recent history of coin-operated pool table tournaments is set to be concluded here May 24-25 at the Hotel Oklahoma, formerly the Sheraton Oklahoma. A total of 488 players representing 122 locations and 11 operators are to participate. For the first time, 16 tables, plus two practice units are to be used. Representing another first, a total of 32 winners will be decided.

Traveling here to conduct the tournament will be Leonard Schneller, sales manager, U. S. Billiards, Amityville, N. Y. Schneller said another innovation will be a rearrangement of hours: competition will commence at 1 p.m. Saturday and continue until 11 p.m. On Sunday the hours are to be 1-8 p.m. There will be an hour and a half supper break each day.

minimum contribution of \$48 from each member, to finance the "enormous amount of parliamentary and public relations work which must be done in the months ahead."

One major objection to the budget proposals is the high differential in tax paid on the first machine and all subsequent machines.

Said Singleton: "The tax on the first one penny machine is \$30, but on all subsequent machines it is \$180. If an arcade has 50 one-penny machines, the tax averages out at \$177."

Singleton said he was "reasonably confident" that the trade would obtain some satisfaction as a result of their representations. "We have an extremely strong case, fully supported by figures, and we have put it to the Chancellor at considerable length," he said.

Schneller, working on details involving four tournaments (in eastern Pennsylvania; Lake Plac-

(Continued on page 46)



FRED GRANGER, Music Operators of America (MOA) executive vice-president, is flanked in the above photo by the Four Lads, United Artists' recording group. From left the singers are Frankie, Jimmy, Bernie and Johnny. Their new single is "My Heart's Symphony." Granger hopes to schedule the act for the MOA convention in Chicago Sept. 5-7.

'Silence Is Golden' For Ray's Music Co.

• Continued from page 45

"In recent years, the Negro enrollment at Doane has tripled. Consequently, r&b has become a lot more popular. I must admit that I was a little slow at first. In fact, several students came right out to the house and told us in a nice way what was needed for the jukebox. Now, I program the jukebox 50 per cent rock and 50 per cent r&b.

"Every two weeks, I try to change at least two little LP's

and seven to eight records. What helps me more than anything in programming is that the students come out with lists of what they want to hear. This has helped me with other locations, too. Of course, if they come in with extra long lists, I will put on more than the seven or eight records because they are big spenders.

"The college kids are really aware of the current music. We have a teen-age location 28 miles from here and the kids there are way behind. In fact, we give them the records we take off the college jukebox.

"At present, I'm starting something new. I'm filing a few of each new record. This serves as a future oldies library and also as a source from which to sell records to the kids. When they come in with lists, they not only want the records for the jukebox but they also want to buy some. We do a big business in selling."

Mrs. Ray also runs two boarding houses in Crete and currently has three college boys living in her home. She considers this as an ideal set-up to be "on the inside track" of today's music. Recently, Ray's Music took over another college location at Peru Teachers College, Peru, Neb. As for how this location will be programmed, Mrs. Ray said:

"I have been very successful at Doane so I will follow the same technique at Peru. In short, I will encourage the kids to bring in their lists."

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OVER 65 pieces of equipment are involved in what is probably the largest arcade ever to go into operation in the Denver area, recently opened at Cinderella City, "the world's largest shopping center," by operator Ted Sams, formerly with Arapahoe Vending Co. Located on the lower mall of a three-tier, 150-store shopping center in Denver's southern suburb of Englewood, the Sams Arcade includes 45 pinball games, and in a separate partitioned area, 10 billiard tables, including eight pool units, and two snooker units. More than a dozen old-time games are likewise featured, including target machines, hockey, basketball, strength-testers, etc. Shooting for the family market, with traffic in the shopping center better than 50,000 persons per day, Sams has developed a unique attraction to pull mothers into the store. This is stroller rental, on the basis of 25 cents per hour, or \$1.00 per day.

Record 488 Players Set for Okla. Tourney

• Continued from page 45

id, N. Y., and Long Island, N. Y.), in addition to the one here, said, "I have written 50 letters to people all over the Texas and Oklahoma area inviting them to come. If other manufacturers of pool tables want to come, they are certainly welcome.

"The more manufacturers that get involved in tournaments the better," he said.

Indication of the size of the tournament here, he said, could be judged by the number of participants in recent events. A tourney in Phoenix involved 68; Long Island, 88; South Dakota, 64; Newburg, N. Y., 64; Davenport, Ia., 101.

Prize money here will be: A division, \$2,500; B, \$1,500; C, \$1,000, and Women's, \$500.

Operating firms are: City Music & Vending, Tulsa, Harold Staples; City Vending Co., Mus-

kogee, George Coustaris; Western Novelty, McAlister, Dale Cuzalini; Boyle Amusement, Oklahoma City, Jim Boyle; B & M Music, Oklahoma City, C. A. Culp; Patterson Vending, Oklahoma City, Pat Patterson; Larry's Amusement, Enid, Larry Buckley; R & M Music, Tulsa, Howard Riley; Enid Vending, Enid, John Miles; Robbies Amusement, Clinton, Paul Davis; Northwest Amusement, Woodward, Ralph Buddington.

Rod McKuen

• Continued from page 45

by Damito Jo, enjoyed good sales some time back. Tony Bennett recorded "Joanna," from the movie written by McKuen. "I'll Follow the Sun," another McKuen-penned song, is available in several versions on 45 and the multitalented McKuen has his own single out now, a song entitled "Trashy."

McKuen is currently developing an album for Frank Sinatra. He said he had not considered releasing singles from the album

(Continued on page 50)

FAMA Meet

• Continued from page 45

ing newsletter that a FAMA committee had met with the Duval County Sheriff's Department after bingo-type pinball games and other pin games offering free play had been picked up in Jacksonville. He said a "status quo" situation had been reached.

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On the Street

By RON SCHLACHTER

Advertising and sales promotion manager **George Hincker** represented Rock-Ola Manufacturing Corp. this past weekend at the North Carolina and South Carolina Vending Convention, which was held in the Battery Park Hotel at Asheville, N. C. The company's exhibit featured the Rock-Ola coffee machine and can cold drink venders. Meanwhile, **Lester Rieck**, sales manager of the music division, is back at Chicago headquarters after visiting Bird Music Co., Inc., Manhattan, Kan., and Best Distributing, Salt Lake City. . . . **Fred Pliner**, sales engineer for Williams Electronics, recently completed a swing through Texas, stopping at Houston and San Antonio. Williams sales manager **Bill DeSelm** reports the company is very busy with its Fast Ball baseball game and Gamma shuffleboard alley.

Down South, Birmingham Vending Co. will hold an open house Sunday, June 8, to mark its 38th anniversary. **Al Toranto** noted that customers, manufacturers and friends have been invited and added, "We hope a lot of people attend." . . . **Sega's Richard (Dick) Sykes** and **Martin Jasso** have completed a series of seminars at U. S. military installations in South Korea on the operation and maintenance of coin-operated games. Japan's Wall Street Journal, Nihon Keizai, recently published a laudatory article on Sega's new operator credit/loan plan which is available through 178 neighborhood branches of the Sumitomo Bank. **Sega president David Rosen** has announced that the company's Tokyo headquarters will be closed for a one-week employees' summer vacation, Aug. 2-10.

(Continued on page 49)

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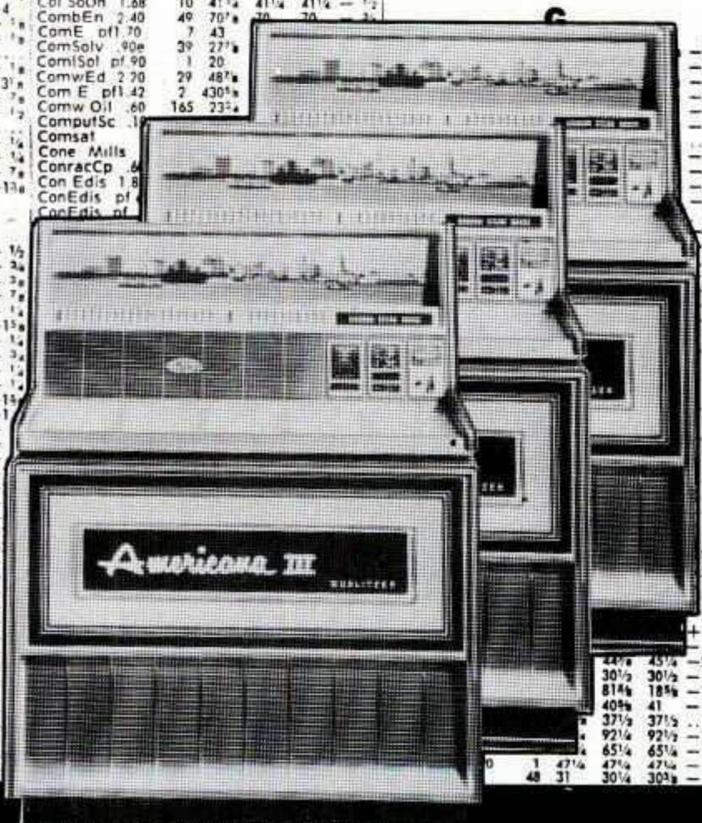
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Bulk Vending News

Wide Variety of Charms at NVA Show

HOLLYWOOD, Fla.—Bulk operators can anticipate some unusual charm items now that distributors have returned from the recent National Vendors Association (NVA) convention here. Among the enormous variety of 25-cent items were Henal

Novelty's Mini-Squirt, a series of six different plastic animals that are filled with water, football rings and helmets from the same firm and such odd items as Eppy's Springy Cobra for 10 cents and Penny King's Jumping Skeleton for nickel vending.

Guggenheim, which originally introduced football helmets for quarter vending, showed its new line of baseball helmets and a lavish quarter mix of 10 items called Indian Bead. Viking showed a yarn doll, one of the largest items ever designed for quarter capsules. Knight showed

Texas Buck, an out-size dollar bill and Price featured Silly Buiddees, a series of put-together plastic wheels for both quarter and penny vending.

Viking Charms showed three quarter mixes, one consisting of a collection that included a giant, yarn doll. A jungle assortment and super psychedelic ball were highlights of the other two. A gypsy dime mix, a Razz-A-Ma-Tazz nickel mix and a mix including bracelet, earring and rings for 10-cent vending were also shown.

Karl Guggenheim, Inc. showed an Indian Bead mix for quarter capsule merchandising consisting of 10 items including an identity bracelet, a bell and a rain bonnet. Two dime mixes highlights an inflatable toy in four different designs and a twistable ghost.

Penny King Co. had two rings in a capsule for quarter vending; a giant, ruby ring, also for 25 cents; two series of quarter bracelets; and a key ring with dice for large capsules. Three dime capsule mixes included a giant fly that normally sells for 25 cents. Five new nickel mixes were also shown, including rings and a jumping skeleton.

The outstanding item at Paul Price's booth was Silly Buiddees, available as a penny item in a junior series, or for quarter vending offering 25 different pieces to use in building different designs. Price also showed a jumbo mix for 25 cents featuring skeletons, dragons, monkeys and donkeys. In nickel mixes, items included a set of cards, pins, locks, pipes and key chains.

A highlight at Eppy Charms was a new display front designed as a picture frame. Eppy showed a cobra snake that springs off the table, a new transparent ball that has the illusion of space for 10-cent vending; and five new quarter capsule merchandise mixes consisting of 10 items in each. Also shown was a capsule designed as a toy face, head and cap in a size suitable for 25-cent vending.

Knight Toy & Novelty, Inc. displayed novelty license plates that vend two for 25 cents and have cute sayings: i. e., "Have

(Continued on page 49)

More NVA Show Pictures



NATIONAL VENDORS ASSOCIATION (NVA) cast performing in a play at the recent banquet climaxing the trade group's 19th annual convention. The "girls" at left are Vincent Schiro, Ed Jordan and Ted Swierad.



HUGO ECKARD, Conover, N. C., seated with George Boardman (right), American Chewing Gum, Inc.



STEVE MILLER, New England Vending Supply (left) and Larry Wurman, president, Inter-County Industries.



ED JORDAN of Creative House Promotions.



PAUL FEINGOLD, Florida operator, and Norman Weitsman, Oak Manufacturing Co. (right).



HENRY SCHOR, Henal Novelties & Premiums Co. (left), with Leo Weiner, California operator, and Al Friedlander, also of Henal Novelties.



JACK NELSON, Logan Distributing Co., Chicago, with the Victor machines (left photo). At right, Michael Goldberg and Myer Aberlson (right) inspect Northwestern's new quarter machine.

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Pistachio Nuts, Jumbo White	.83
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Peanuts, Jumbo	.50
Spanish	.32
Mixed Nuts	.60
Baby Chicks, 25 Lb. Ctn.	9.65
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.58
Brites	.40
Sweet Tarts	.40

Wrapped Gum—Fleets 4M pcs.	\$14.40
Tootsie Roll, 2M pcs.	7.20
Rain-Bio Ball Gum, 2200 per ctn.	7.80
Rain-Bio Ball Gum, 2100 printed per carton	7.85
Rain-Bio Ball Gum, 5550 per ctn.	9.40
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SUPPLIES—Empty capsules V-V1-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.

Mail this coupon for details and prices on the Northwestern SUPER SIXTY (illustrated), Vends gum-charms. Also ask for information on other Northwestern machines.

NAME _____ TITLE _____
COMPANY _____
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Fill in coupon, clip and mail to:

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DEPENDABLE FAST SERVICE, LOWEST PRICES FROM LARGEST INVENTORY IN THE U.S.
Send for prices and illustrated literature.



TOBACCO COUNTER, the newly designed cigaret vender developed by Seeburg Corp. is now being shipped to operators. Shown here are Seeburg's Frank Finneran and Bob Breither (right) and Frank Casso, Mid-States Vending Service, Inc., signing a purchase contract. The machine holds 1,056 packs vending all sizes and such items as cigar packs, handkerchiefs and other similarly packaged products.



NATIONAL GUARDSMEN, headquartered at the Clinton, Ia., armory for flood control duty, are spending their leisure hours playing a pinball game, pool table and jukebox, all donated by Pete Kahler of Illowa Amusement Co. in Fulton, Ill.

Variety of Charms at NVA Show

• Continued from page 48

Car, Will Park, USA," or "Go, Cat Go, USA." Bamby Treasure and a Happy Series as well as Texas Buck, a replica of a dollar bill, were other highlights of the exhibit.

Henal Novelties showed a

On the Street

• Continued from page 46

Robert Garmisa reports that the latest Little LP releases from Garwin include Glen Campbell's "Galveston" and Lawrence Welk's "Galveston." . . . Bernard and Alan Bitterman of Bitterman & Son, Kansas City, Mo., recently returned from Hollywood, Fla., where they attended the National Vendors Association (NVA) convention and the national convention of the National Vending Machine Distributors. Bernard was reappointed exhibit chairman for the exhibit floor and was re-elected for a 15th term as secretary-treasurer of the National Vending Machine Distributors group. Meanwhile, Alan was elected assistant secretary-treasurer of the group and also elected president of the newly formed Missouri Bulk Vending Machine Association.

Robert Althouse has been named sales manager of the business and industry group of Interstate United Corp. . . . Jack Hackett, sales manager of Apollo-Stereo, Denver, is back at his desk after a week's vacation in Southern Utah, Lake Powell and Western Colorado. . . . Carl Catt, serviceman with Century Amusement Co., Greeley, Colo., has moved to Greeley to work for Ted Ross and Don Doctor. . . . Condolences to the family of Rubert Arai, who passed away recently from injuries suffered in an automobile accident. Arai was a partner in D & J Music Co., Denver. . . . Eugene Zigmond, partner in Cheyenne Music Co., Cheyenne, Wyo., Charles Salardino, owner of New Music Co., Florence, Colo., and Ken Sweeney, Imperial, Neb., were in Denver recently on a buying spree.

Earl Dixon, Indiana Vendors, Inc., Indianapolis, was elected president of the Indiana Vending Council at the group's recent meeting in Indianapolis. Also elected were vice-president, Fred Fowler, Fowler Automatic, Inc., Cambridge City; secretary, Patrick L. O'Malley Jr., Canteen Food and Vending Service, South Bend; and treasurer, Orval Fetters, Automatic Dispensors, Richmond. Selected as

series of baseball photo buttons, consisting of an assortment of 60 star players. Six different vinyl bugs, the Mini Squirt available in six different figures and baseball rings were among quarter items. A series of football helmets and rings to tie in with the 100th anniversary of football including the insigna of college as well as professional teams, were also shown. Giant flower rings for 10-cent vending and 1-cent rings featuring major league baseball teams were other items.

Creative House Promotions showed its series of "Laugh-In" buttons and joke books keyed to the popular television series featuring Rowan and Martin. Buttons, available in 21 different styles, come mixed in 1,000 quantity. Three different laugh books make up the other mix. Both items are for 1-cent vending.

governors of the council for three-year terms were Jack Jergen, Lawrenceburg; George Duvall, Indianapolis; John Stockdale, Indianapolis; Richard Neal, Hammond; and Earl Cassady, New Castle. Adam Helfrich, Evansville, was named to an unexpired two-year term, while continuing as governors will be Charles Bertsch, Lee Hunter, Vincennes; Robert DeLauter, Portland; Lee Jones, Fort Wayne, and Richard Courtney, Muncie.

Leonard Hicks, Wurlitzer field engineer, recently held a series of service schools in Denver. Attending a service school at Apollo-Stereo Music Co. were service manager Owen Anglim, Hal Naeb, Chuck Bybee, Ken Catt, Lee Wilson, Big John Regan and Bruce Ferguson. Those attending a session at Midwest Distributing Co. were Bob Hayhurst, Frank Wehrly, Rudy Perko, and George Wysever. A service school at Draco Sales Co. attracted service manager Bob Paulson, John Schissler, Tom Martinez, Don Akin, Don Fryer and Charlie from Continental Music. A service school was also held at Acme Cigarette Service.

At its annual meeting in Green Bay, the Wisconsin Automatic Merchandising Council elected Howard Lemke, Automatique-Milwaukee, as its president. Also elected were vice-president, Werner Fahl, Nelson Vending Sales, Menasha; secretary, Richard Wilkinson, Canteen Food and Vending Service, Oshkosh; and treasurer, Robert Egan, W-I Canteen Service, Inc., Madison. Three members were selected as governors for three-year terms. They are James Basten, Green-Bay; Richard Pavlic, Brookfield, and Jerome Engle, Menomonee Falls. Members continuing on the board of governors include Melvin Evard, Green Bay; Roy Subrod, Frank Paulus, Milwaukee; Robert Weber, Merton; Harold Blotner, Madison; and Jack Turner, Janesville.

Ill. Vendors



ILLINOIS Automatic Merchandising Council (IAMC) members chatting in between sessions. Dave St. Pierre, left, Empire Coin Machine Co.; Wayne Locke, Locke's Vending, St. Charles, Ill.; and Bob Fabian, Atlas Music Co.



BOB BREITHER, left, Seeburg, shown with George Bunda, Interstate United; Jack Manning, Autoviable Services, St. Louis, Mo., and Frank Finneran, also Seeburg.



IAMC stalwarts, Matt Cockrell, left, Cockrell Vending, Arlington Heights, Ill.; Abe Rosenbloom, Public Vending, Chicago, and Ivan Sharp, Visco-Coffee Mat.



LOU CAPELLO, second from left, IAMC's new president, is congratulated by outgoing president, Ben Montee, CaterVend, Jacksonville, Ill. Flanking them are Bernard Kiley, Mid-States Vending, Cicero, vice-president, and Mrs. Virginia Wittlick, Vern's Vending, Belleville, secretary.

VICTOR'S NEW 77 SPECIAL EXTRA CAPACITY TOP . . .



Holds 30 more V-2 Capsules. Can be installed on your present 77s, or purchased with your 77 machines.

Only \$4.50 each

Includes new center rod.

See your distributor for information or write us direct.

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Manufacturers Representative Acorn - Amco Distributor

MACHINES

WE HAVE 25c TITANS, MACHINES AND MERCHANDISE IN STOCK

HOT-HOT 10c CAPSULE MIXES (all 250 per bag)
 Monte Carlo . . . \$8.00
 Indian Craft Rings . . . 9.50
 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
 Mini Books (3 per capsule) . . . 8.00

HOT 5c VEND ITEMS (all 250 per bag)
 Asst. Economy Mix . . . \$4.25
 Bugs . . . 5.00
 Rings . . . 5.00
 Economy Ring Mix (no front) . . . 4.00
 Regular Deluxe Assmt. . . . 5.00
 Asst. Jewelry (Bangles & Beads) . . . 5.00

1c CHARM MIXES & ITEMS From \$3.50 to \$24.00 per M. 25c capsules in stock

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

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NORTHWESTERN MODEL 60 BULK-PAK

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped

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If your competition is giving you location trouble . . .

You may find the answer to this problem by operating the most advanced idea in bulk vending — the all new Victor —



SELECTORAMA®



77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations — 1¢, 5¢, 10¢, 25¢.

Front door operation saves 50% to 75% service time. Bigger display, more profits.

See your distributor for information and delivery date.

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SUPER 77 in console holds 175-V2 capsules

What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Manhattan, Kan., Location: C&W-Tavern

FLOYD EVERS, programmer, Bird Music Co.



Current Releases:
"Galveston," Glenn Campbell;
"Johnny One Time," Brenda Lee;
"Only the Lonely," Sonny James.

Oldies:
"Folsom Prison Blues," Johnny Cash;
"Stand by Your Man," Tammy Wynette.

Hudson Falls, N. Y., Location: Adult-Tavern

JOHN POWERS, programmer, H. C. Knoblaiven & Sons.



Current Releases:
"Galveston," Glenn Campbell;
"Aquarius," 5th Dimension;
"Happy Heart," Andy Williams.

Oldies:
"Gotta Be Me," Sammy Davis Jr.
"Build Me Up, Buttercup," Foundations.

FAMA Meet

Continued from page 46

as yet. "We still haven't decided upon a name for the album. Right now, we're considering the album as a total concept." Singles could come later, he confessed.

"I love the jukebox. I have an old Wurlitzer that only plays 50 records, but with those flashing lights and everything it's just beautiful. I also have a Coke vender some friend gave me with 95 cans of soda pop clanking around in it. I also have a real parking meter."

"Do these machines accept coins?" he was asked.

"Oh, sure. I love mechanical things and I insist they operate authentically. I have a box of dimes and quarters and enjoy making machines work. The jukebox particularly is so convenient as a way of organizing a lot of odd singles. The home phonograph manufacturers should have come up with a home jukebox years ago. If they don't, I am afraid the 45 is apt to become extinct."



COINTRONICS, Mountain View, Calif., is introducing an updated version of its electric Ball/Walk unit, featuring buzzers, chimes and lights. A secondary feature is a light which flashes when the player touches the machine—before the coin is inserted. Gross receipts, according to G. Ransom White, Cointronics president, are up 30-50 per cent over the original mechanical unit.

when answering ads . . .
Say You Saw It in
Billboard



NEBRASKA members of Coin Operated Industries of Nebraska (COIN) hear from Tax Committee chairman Eddie Zorinsky, H Z Vending Co., Omaha (top photo), during a recent meeting. COIN president Ed Kort and Music Operators of America (MOA) president Howard Ellis (right) listen. In center picture (from left) are Hymie Zorinsky, Omaha distributor; Les Rieck, Rock-Ola Manufacturing Corp., and Ellis, Lou Singer, Central Distributing, Omaha, shows off Midway's new White Lighting target game in bottom picture.

Billboard
has the... "IN" side story
on
Coin Machines
Billboard

MAY 24, 1969, BILLBOARD

COIN Told Quality Control Problems of Manufacturers

OMAHA — While operators often complain about defective parts or other failures of equipment, the members of Coin Operated Industries of Nebraska (COIN) have taken a positive step by writing to the various manufacturers, according to Ed Kort, president of the group.

Kort reported receiving letters from William T. O'Donnell, president, Bally Manufacturing Corp.; Alvin J. Gottlieb, D. Gottlieb & Co.; Marvin L.

Pierson, vice-president, National Vendors; Jack H. Mittel, vice-president, Williams Electronics, Inc.; William H. Herleman, president, Wurlitzer Co.

"In general, the manufacturers explained problems with labor and increased cost of operation. They appreciated COIN's letter and invited comments on any and all problems in the field," Kort reported. "They elaborated on their efforts with location testing programs and their quality control departments.

"All letters were courteous and all concerned indicated enthusiasm and desire to correct existing faults. It was the opinion of the members that the exchange of correspondence was most beneficial to operators, manufacturers and distributors." More manufacturers will be heard from, Kort said.

Bookkeeping producers, two-for-a-quarter jukebox pricing, a Music Operators of America (MOA) report by MOA president Howard Ellis, survivors' assistance program, direct-to-location sales of pool tables, pool tournaments, compensations by tobacco companies for placing brands in machines, personnel problems, and membership were other topics covered.

when answering ads . . .
Say You Saw It in
Billboard

BUY! METAL TYPER

Vending Aluminum IDENTIFICATION DISC

WHY!

1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"



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1318 N. WESTERN AVE.
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Reconditioned SPECIALS Guaranteed

PIN BALLS — BOWLERS — ARCADE

GOTTLIEB		BALLY	
SHIPMATES (4-PI.)	\$210	BAZAAR	\$210
NORTH STAR	155	ROCKET 3	290
KINGS & QUEENS	190	SURFER	315
ICE REVUE	225	DIXIELAND	350
CENTRAL PARK	230		
CROSS TOWN	235		
SING-A-LONG	310		
CHICAGO COIN		WILLIAMS	
MUSTANG (2-PL.)	\$170	OH BOY (2-PI.)	\$145
HULA HULA (2-PI.)	225	ZIG-ZAG	140
KICKER	210	TEACHERS PET	190
TV BASEBALL (2-PI.)	285	MIDWAY	
		PLAY BALL	\$220
		LITTLE LEAGUE	295
		RIFLE CHAMP	215

Write for complete 1969 Catalog of Phonographs, Vending and Games.
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EXCITING, REALISTIC PITCHING AND BATTING ACTION!

Chicago Coin's NEW 2-PLAYER

YANKEE BASEBALL



HOME RUN RAMPS

- 2 RAMPS LOFT BALL FOR UPPER TIER SCORING
- EXTRA RUNS IF ALL 3 BLEACHERS ARE HIT

REALISTIC BASE RUNNING IN LIGHTS ON BACK GLASS AND ON PLAYFIELD

SCORES LIKE BASEBALL.

3 OUTS PER GAME

Plus CANCEL "OUT" FEATURE

PITCHER CONTROL ...

CURVE—SLIDER—STRAIGHT BALL

ADJUSTABLE SPECIAL BASEBALL FEATURE

scores 1) — SPECIAL or 2) — EXTRA RUNS or 3) — CANCEL OUT

HOME RUN TARGET

7 HIT AND RUN TARGETS

10c — 25c
INDIVIDUAL
COIN CHUTES

Mrs. of PROVEN PROFIT MAKERS Since 1931

ALSO IN PRODUCTION DRIVE MASTER • CHAMPAGNE • GALAXY • PIRATE GOLD

CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO ILLINOIS 60614

Country Music

Production Co. Formed to Feature Country Talent

By BILL WILLIAMS

NASHVILLE — A television and movie production company, featuring top country talent, has been formed, with Robert Winesett as talent co-ordinator and administrative director.

Entro Corporation, whose secretary-treasurer is Decca artist Jack Greene and one of whose directors is Epic's Charley Walker, is headed by Ted Brothers, a Nashville lawyer, and Fred Iverson.

Within the corporation will be two publishing companies: Be Win Music (BMI) and Kimbo (ASCAP). Winesett said a SESAC firm may be formed in the near future.

"The major goal of our company will be television and movies," Winesett said, and each artist contract will include a movie clause.

Initially, the company will produce three television shows for syndication, each a half-hour color videotape. The first of these will be the Jack Greene Show, featuring Jeannie Seely, then the Charlie Walker Show, with Hickory's Leona Williams as a regular, and then the Dottie West Show.

According to the contracts, all working agreements with artists must be co-ordinated

Golf Tourney In Fort Worth

FORT WORTH—A contingent from Nashville, led by Chet Atkins, took part in the Colonial National Invitation Tournament here in a sort of prelude to the Music City Invitational in October.

Atkins, paired with Gary Player, was joined by such luminaries as Boots Randolph (with Jack Nicklaus), Floyd Cramer (with Miller Barber), Boyce Hawkins (Johnny Pott), Jerry Curtis (Billy Maxwell), and Wally Cochran, who was scheduled to play with Lee Trevino before the latter injured his arm.

Both tournaments, the Colonial and the Music City, are directed by Frank Rogers. The Music City Tournament is held each October in Nashville directly preceding the "Grand Ole Opry" Birthday Celebration and Country Music Association convention.

Peer Southern's Rodgers Drive

NEW YORK—Peer Southern, in conjunction with Jimmie Rodgers Month, has prepared a kit consisting of biographical material, photos and lists of past and present recordings of Rodgers' works.

The kits are being mailed to some 400 country disk jockeys. A formal proclamation honoring Jimmie Rodgers has been issued by John Bell Williams, Governor of Mississippi, the late singer's home State.

Roy Horton of Peer Southern said the Everly Brothers' "T For Texas" single on WB-7 and Margie Lane's Silver Star single "Mississippi River Blues" have just been released as part of the firm's Jimmie Rodgers Month push.

through Entro. "We feel we can help the artist with his or her bookings, keeping him only in the best locations and getting the maximum money," Winesett said.

He also said two prominent figures in the music industry here were silent partners in the new firm for the time being, but that their names would be disclosed in the near future.

Winesett said he planned to work closely with the union, and that no artist would perform on any of these shows "free" simply to get the exposure. "Too many shows are doing this, and everyone who appears on any of our shows will

be paid union wages," Winesett added. "We are licensed by AFTRA, and every singer, musician or announcer will get money."

He said filming of the shows would get under way at WLAC here as soon as the CBS "Hee-Haw" show is concluded. There will be at least one guest artist per show.

"This is a case in which performers will have a direct stake in the company, serving as directors and officers," Winesett said. "They will have a strong part in the make-up, and consequently more than casually interested in the success of the venture."

D. Kelly Cites Country Gains in Erie; Music Ground Swell Seen

NASHVILLE — Country music needs only a "slight push" in Ireland to make it the best-selling form of music in that part of the world.

Des Kelly, who has recorded on the Dolphin label (CBS) and now manages a country band called the Smokey Mountain Ramblers, said country music is gaining in popularity on radio, and is in demand in the clubs and for concerts. The band recently toured parts of Europe with such artists as Jim Ed Brown, Roy Drusky and Hank Locklin.

Kelly was here trying to form the nucleus for still another band for Ireland, to find support for forming an all-country label in Dublin, and for trying to expedite the shipment of country records to his nation.

The artist-executive feels that utilizing an artist from Nashville in his new band would give it authenticity, and would stimulate interest for Ireland among Nashville musicians.

Label in Ireland

He feels, too, that an all-country label is a possibility for his part of the world, and could help make country records competitive. "Pop records are done in England, and a pop album in Ireland sells for as little as \$4," he said. "But all coun-

try product has to be shipped abroad, and the result is albums selling for \$6 or more."

Finally, he said, most Nashville-produced records arrive in Ireland some eight months after they have had full exposure in the U. S. "We could help stimulate sales if we were to get them on time," he said.

In addition to his radio work, Kelly writes a weekly country music article in "Spotlight," an Irish national magazine. He expressed keen disappointment that the Country Music Association had changed its planned meeting in Ireland. "It would have meant a great deal to many people," he said.

Jerry Hughes, who accompanied Kelly here from Dublin,

Arnold ESCMI's Chairman of Board

PROVIDENCE—George Arnold, past president of the Eastern States Country Music, Inc., was named chairman of the board of the group for the coming year at the ESCMI meeting just concluded here.

Lou Casella of Wayside Records was named president to succeed Arnold, a music executive and entertainer.

The gathering, the first held outside of Wheeling, W. Va., featured a festival headlined by such artists as Sonny James, Connie Smith, Van Trevor, Earl Scott, the Stonemans, George Arnold, Barbara Ray and George Lockwood.

New England entertainer Lynda Calvey was named queen of

the festival. The three-day session, in addition to business meetings, included a parade, and a show broadcast by radio station WHIM, which hosted the convention. WHIM and 711 Enterprises of Providence provided the hospitality.

In addition to Casella, other officers elected are Rod Harris, vice-president; Gene Laverne, secretary, and Johnny Brewer, treasurer.

Board members include Chuck Eastman and Bill Starnes, both of Nashville, Ernie Phillips, Gil Rogers, Norb Payne, Chuck Chellman (also of Nashville), Hugh Clinton, Hank Rich, Bob May, Claire Fratrack and Dusty Miller. The site for next year's convention has not yet been determined.

Peters Inked As Lib. Artist

NASHVILLE — Ben Peters, one of Nashville's most prolific songwriters, has signed a recording contract with Liberty Records. Although the contract was signed in California, Peters will record here.

Peters was on a song-plugging trip with a demo, "San Francisco Is a Lonely Town," when Liberty signed him as a singer. He is under contract to Shelby Singleton as a writer. Peters wrote the song and co-produced it with Don Tweedy.

The two, Peters and Tweedy, are already at work on an LP. Peters said he had received phone calls from both pop and r&b artists wanting to cover the song, which will be originally released in a middle-of-the-road country vein.

Peters also has written the new Mike Douglas release on Decca, "The Day After Forever."

Jackson Back With 'Opry'—2d to Return After Absence

NASHVILLE — Stonewall Jackson, Columbia artist and former member of the "Grand Ole Opry," has rejoined the "Opry" after an absence of several years.

Jackson thus becomes the second former regular on the show to return in the past few months. George Jones, a one-

time member, returned to the "world's oldest continuous radio program" earlier this year.

Jackson was at the peak of his career when he left the show because he could not make the then-required 26 performances per year on the radio program. That figure now has been sharply reduced. As a recording artist, Jackson has remained popular under the guidance of Don Law, and has had strong bookings by the Moeller Talent Agency.

The singer had made several guest appearances in recent months, and his popularity with the crowd was apparent. E. W. (Bud) Wendell, "Opry" manager, announced Jackson's return. He made his first official appearance as a member again Saturday night (10).

Jackson, in 1959, had become a member of the "Opry" without benefit of a recording contract. After driving a truck here from South Georgia, he was granted an audition and signed on the spot. He soon was signed by Columbia, and consistently has been among the leaders in record sales.

WSM Back in Court Again—Files 2d Suit Over Name

WILMINGTON, Del.—WSM, Inc., of Nashville, has filed its second lawsuit this year in regard to use of the name "Opry."

WSM, which owns and operates the "Grand Ole Opry" and owns the registered service mark of that name, filed against Mid America Television Co., which broadcasts a program called "Ozark Opry" on KRCG, Jefferson City, Mo. The firm has its corporate domicile here.

In its answer filed by Mid America, the company claims that "Opry" has become a generic and descriptive term describing country music generally, and has no relationship to only one radio show.

Asked if WSM planned any more such suits, an attorney for the company said he was "hopeful that the path will be smoother after a couple of lawsuits." He explained that the company still is placing on notice to any individual or promoter using the word "Opry" or "Grand Ole Opry" that the name is registered, and refers only to the WSM radio show.

"Most of them withdraw the name just as soon as we give them notice," he said. "Probably a great deal of litigation can be avoided now."

The previous lawsuit involved Opry Records. WSM succeeded in obtaining a restraining order.



D. C. RECORDING CO.
Creeksville, Ky. 40929

Presents
D. C. Mullins
with
"ME AND OLE BLUE"
and
"MY SOLDIER MIND"

D. C. RECORD #1
Designed for all markets. Mullins' prolific pen has combined love, life and religion in a way to please your listeners. Listen for piano in "MY SOLDIER MIND." Mullins was formerly a top D.J., and Fred Rose wanted to write with him but was too ill.

when answering ads . . .
**Say You Saw It in
Billboard**

18 years old and all is well.

Portrait of a new star:

Barbara Fairchild is a gifted country singer. She's been performing since she was five. And writing country music almost as long.

Now, at eighteen, Barbara has made appearances on the Bill Anderson and Billy Walker television shows. (Seen in more than 150 markets.)

Her first single is on Columbia Records. Produced by Billy Sherrill.

And it sounds like a smash to us. "LOVE IS A GENTLE THING" (4-44797) by Barbara Fairchild. On Columbia Records



Billboard Hot Country Singles

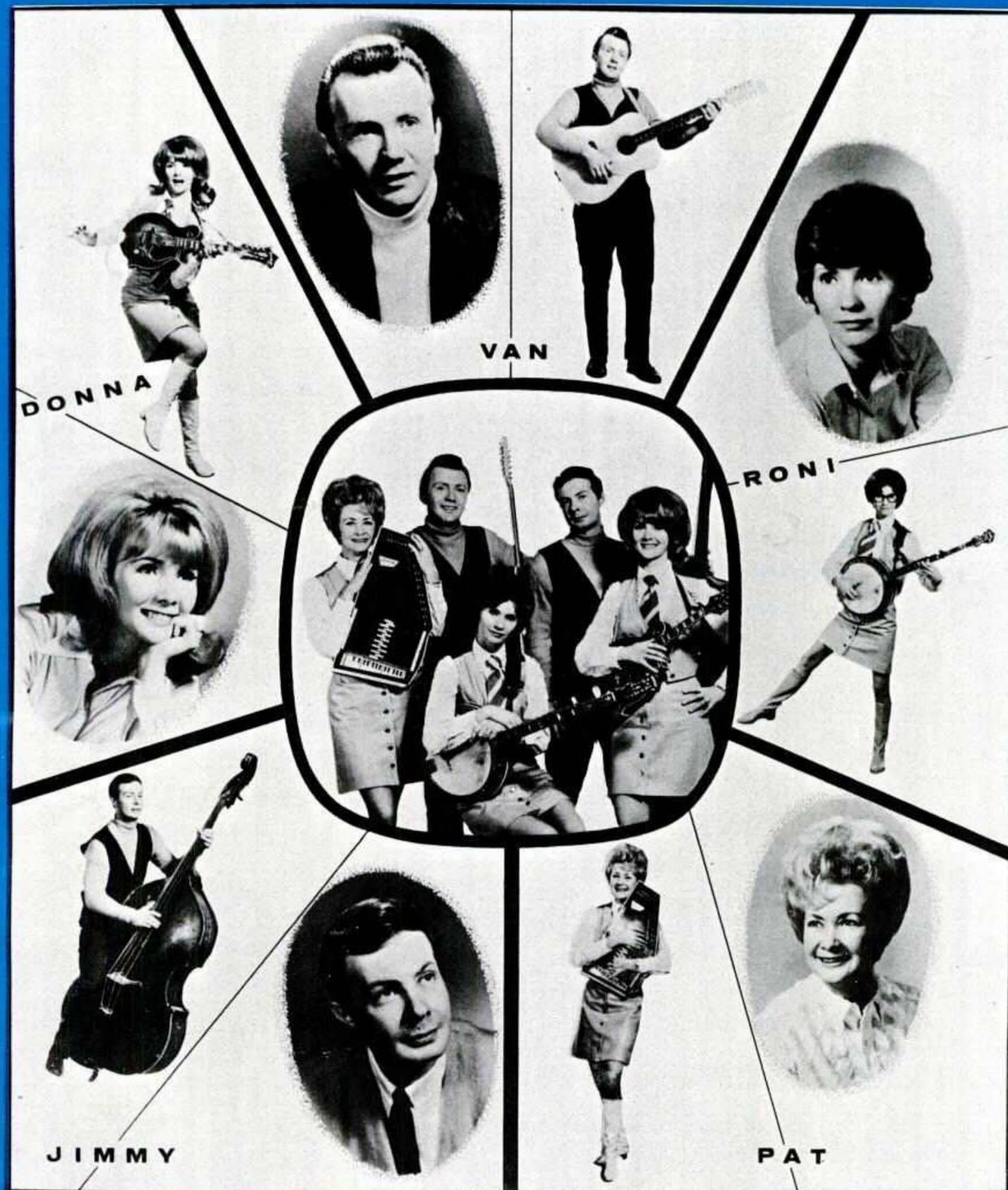
Billboard SPECIAL SURVEY For Week Ending 5/24/69

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

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
1	1	MY LIFE Bill Anderson, Decca 32445 (Stallion, BMI)	13	38	48	WHERE'S THE PLAYGROUND SUSIE? Glen Campbell, Capitol 2494 (Ja-Ma, ASCAP)	3
2	2	SINGING MY SONG Tammy Wynette, Epic 5-10462 (Gallico, BMI)	7	39	25	JUST HOLD MY HAND Johnny & Jonie Mosby, Capitol 2384 (Vogue, BMI)	15
3	6	I'LL SHARE MY WORLD WITH YOU George Jones, Musicor 1351 (Glad, BMI)	9	40	38	IT LOOKS LIKE THE SUN'S GONNA SHINE Wilburn Brothers, Decca 32449 (Sure-Fire, BMI)	11
4	4	(Marge's) AT THE LINCOLN PARK INN Bobby Bare, RCA 74-0110 (Newkeys, BMI)	11	41	53	SMOKEY PLACES Billy Walker, Monument 1140 (Vinlyn/Arc, BMI)	3
5	5	THERE NEVER WAS A TIME Jeannie C. Riley, Plantation 16 (Singleton, BMI)	9	42	42	DADDY Dolly Parton, RCA 74-0132 (Owe-Par, BMI)	7
6	10	GAMES PEOPLE PLAY Freddy Weller, Columbia 4-44800 (Lowery, BMI)	7	43	43	JUST ENOUGH TO START ME DREAMING Jeannie Seely, Decca 32452 (Pamper, BMI)	10
7	8	YOU GAVE ME A MOUNTAIN Johnny Bush, Stop 257 (Mojave, BMI)	10	44	45	DUSTY ROAD Norma Jean, RCA 74-0115 (Tree, BMI)	7
8	11	WHEN TWO WORLD'S COLLIDE Jim Reeves, RCA 74-0135 (Tree, BMI)	7	45	44	LOVE COMES BUT ONCE IN A LIFETIME Norro Wilson, Smash 2210 (Gallico, BMI)	8
9	14	MR. WALKER IT'S ALL OVER Billie Jo Spears, Capitol 2436 (Barmour, ASCAP)	6	46	30	I'VE GOT PRECIOUS MEMORIES Faron Young, Mercury 72889 (Passport, BMI)	13
10	3	HUNGRY EYES Merle Haggard, Capitol 2383 (Blue Rock, BMI)	14	47	—	BE GLAD Del Reeves, United Artists 50531 (Passkey, BMI)	1
11	7	RINGS OF GOLD Dottie West & Don Gibson, RCA 9715 (Acuff-Rose, BMI)	14	48	55	TOO MUCH OF A MAN Arlene Hardin, Columbia 44783 (Window, BMI)	4
12	9	YOURS LOVE Dolly Parton & Porter Wagoner, RCA 74-0104 (Wilderness, BMI)	12	49	54	MAKE IT RAIN Billy Mize, Imperial 66365 (Metric, BMI)	5
13	12	SWEETHEART OF THE YEAR Ray Price, Columbia 4-44761 (Tuckahoe, BMI)	12	50	51	THE COMING OF THE ROADS Johnny Darrell & Anita Carter, United Artists 50503 (Boxhill, ASCAP)	7
14	13	GALVESTON Glen Campbell, Capitol 2428 (Ja-Ma, ASCAP)	11	51	52	GOOD DEAL LUCILLE Carl Smith, Columbia 4-44816 (Acuff-Rose, BMI)	5
15	16	ONE MORE MILE Dave Dudley, Mercury 72902 (Newkeys, BMI)	9	52	56	I AM A GOOD MAN Jack Reno, Dot 17233 (Tree, BMI)	3
16	15	RIBBON OF DARKNESS Connie Smith, RCA 74-0101 (Witmark, BMI)	13	53	57	THE BIG MAN Dee Mullins, Plantation 17 (Sunbury, ASCAP)	5
17	18	CALIFORNIA GIRL Tompall & the Glaser Brothers, MGM 14036 (Jack, BMI)	10	54	67	ALL FOR THE LOVE OF A GIRL Claude King, Columbia 4-44833 (Vogue, BMI)	2
18	19	PLEASE DON'T GO Eddy Arnold, RCA 74-0120 (Robbins, ASCAP)	9	55	58	BIRMINGHAM BLUES Jack Barlow, Dot 45-17212 (Tree, BMI)	4
19	17	MAN & WIFE TIME Jim Ed Brown, RCA 74-0144 (Window Music, BMI)	10	56	61	WEST VIRGINIA WOMAN Billy Ed Wheeler, United Artists 50507 (United Artists, ASCAP)	4
20	22	THERE'S BETTER THINGS IN LIFE Jerry Reed, RCA Victor 74-0122 (Baeton, BMI)	8	57	60	STRAWBERRY FARMS Tom T. Hall, Mercury 72913 (Newkeys, BMI)	3
21	24	LET THE WHOLE WORLD SING IT WITH ME Wynn Stewart, Capitol 2421 (Freeway Music, BMI)	8	58	59	DON'T GIVE ME A CHANCE Claude Gray, Decca 4963 (Vanjo, BMI)	4
22	21	WOMAN OF THE WORLD (Leave My World Alone) Loretta Lynn, Decca 32439 (Sure-Fire, BMI)	14	59	—	THE DAYS OF SAND & SHOVELS Waylon Jennings, RCA Victor 74-0157 (Lonzo & Oscar, BMI)	1
23	28	WHY YOU BEEN GONE SO LONG Johnny Darrell, United Artists 50518 (Acuff-Rose, BMI)	5	60	62	L. A. ANGELS Jimmy Payne, Epic 5-10444 (Glaco, SESAC)	6
24	29	WALKING BACK TO BIRMINGHAM Leon Ashley, Ashley 9000 (Gallico, BMI)	6	61	—	JOHNNY B. GOODE Buck Owens & His Buckaroos, Capitol 2485 (Arc, BMI)	1
25	27	OLD FAITHFUL Mel Tillis, Kapp 986 (Cedarwood, BMI)	6	62	66	HEAVEN BELOW John Wesley Ryles, Columbia 4-44819 (Viva, BMI)	2
26	31	CAJUN BABY Hank Williams Jr., MGM 14047 (Fred Rose, BMI)	4	63	—	EVERYBODY WANTS TO GO TO HEAVEN Ed Bruce, Monument 1138 (Pamper, BMI)	1
27	40	RUNNING BEAR Sonny James, Capitol 2486 (Big Bopper, BMI)	3	64	65	I'M NOT THROUGH LOVING YOU Jim Glaser, RCA Victor 74-0144 (Glaser, BMI)	3
28	23	SOMETHING'S WRONG IN CALIFORNIA Waylon Jennings, RCA 74-0105 (Earl Barton, BMI)	12	65	71	WHO DO I KNOW IN DALLAS? Kenny Price, Boone 1085 (Pamper, BMI)	3
29	20	OUR HOUSE IS NOT A HOME Lynn Anderson, Chart 59-5001 (Green Grass, BMI)	12	66	68	TRUCK STOP Jerry Smith, ABC 11116 (Papa Joe's Music House, BMI)	2
30	32	LIKE A BIRD George Morgan, Stop 252 (Window, BMI)	6	67	70	A MAN AWAY FROM HOME Van Trevor, Royal American 283 (Atlanta/Summerhouse, ASCAP)	3
31	36	LET'S PUT THE WORLD BACK TOGETHER Charlie Louvin, Capitol 2448 (Husky, BMI)	6	68	70	DEARLY BELOVED David Rogers, Columbia 4-44796 (Acclaim, BMI)	2
32	37	LEAVE MY DREAMS ALONE Warner Mack, Decca 732473 (Page Boy, SESAC)	4	69	69	TIED AROUND THE FINGER Jean Shepard, Capitol 2425 (Window, BMI)	4
33	26	SWEET WINE Johnny Carver, Imperial 66361 (Blue Echo, BMI)	8	70	—	BEER DRINKIN' MUSIC Ray Sanders, Imperial 66366 (Viva, Tunesville, BMI)	1
34	39	SOLITARY Don Gibson, RCA 74-0143 (Fred Rose, BMI)	4	71	73	UPSTAIRS IN THE BEDROOM Bobby Wright, Decca 32464 (Kitty Wells, BMI)	2
35	46	I LOVE YOU MORE TODAY Conway Twitty, Decca 32481 (Stringberg, BMI)	3	72	—	HAPPINESS LIVES IN THIS HOUSE Mac Curtis, Epic 10468 (Pamper, BMI)	1
36	41	I'M A DRIFTER Bobby Goldsboro, United Artists 50525 (Detail, BMI)	4	73	74	GUILTY STREET Kitty Wells, Decca 32455 (Wells, BMI)	2
37	49	STATUE OF A FOOL Jack Greene, Decca 32490 (Sure-Fire, BMI)	3	74	75	POOR OLD UGLY GLADYS JONES Don Bowman, RCA 74-0133 (Parody, BMI)	2
				75	—	DON'T LET ME CROSS OVER Linda Gail & Jerry Lee Lewis, Smash 2220 (Martin, BMI)	1

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Billboard 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	2	4	5	HAPPY HEART Andy Williams, Columbia 44818 (Miller, ASCAP)	8
2	1	1	2	AQUARIUS/LET THE SUNSHINE IN ... Fifth Dimension, Soul City 772 (United Artists, ASCAP)	10
3	4	5	6	THE BOXER Simon & Garfunkel, Columbia 44785 (Charing Cross, BMI)	6
4	5	2	4	SEATTLE Perry Como, RCA 47-9722 (Screen Gems-Columbia, BMI)	11
5	6	10	15	LOVE (Can Make You Happy) Mercy, Sundi 6811 (Rendezvous/Tobac, BMI)	7
6	3	3	3	MY WAY Frank Sinatra, Reprise 0817 (Don C./Spanka, BMI)	9
7	9	15	16	GOODBYE Mary Hopkin, Apple 1806 (MacLen, BMI)	5
8	7	7	8	EARTH ANGEL Vogues, Reprise 0820 (Williams, BMI)	5
9	10	11	11	TIME IS TIGHT Booker T. & the M.G.'s, Stax 0028 (East/Memphis, BMI)	6
10	21	35	—	LOVE THEME FROM ROMEO & JULIET Henry Mancini & His Orch., RCA 74-0131 (Famous, ASCAP)	3
11	14	14	26	WHERE'S THE PLAYGROUND SUSIE Glen Campbell, Capitol 2494 (Ja-Ma, ASCAP)	4
12	12	21	25	PRETTY WORLD Sergio Mendes & Brasil '66, A&M 1049 (Roda, ASCAP)	4
13	15	17	17	SAUSALITO Al Martino, Capitol 2468 (Blendingwell, ASCAP)	6
14	8	9	10	HAWAII FIVE-O Ventures, Liberty 56068 (April, ASCAP)	9
15	16	16	19	WITH PEN IN HAND Vikki Carr, Liberty 56092 (Unart, BMI)	9
16	11	8	9	TO KNOW YOU IS TO LOVE YOU Bobby Vinton, Epic 10461 (Vogue, BMI)	7
17	23	24	31	I'M A DRIFTER Bobby Goldsboro, United Artists 50525 (Detail, BMI)	6
18	17	6	1	GALVESTON Glen Campbell, Capitol 2428 (Ja-Ma, ASCAP)	13
19	13	13	14	GREENSLEEVES Mason Williams, Warner Bros.-Seven Arts 7272 (Irving, BMI)	8
20	32	—	—	WINDMILLS OF YOUR MIND Dusty Springfield, Atlantic 2623 (United Artists, ASCAP)	2
21	30	—	—	HERE WE GO AGAIN Nancy Sinatra, Reprise 0821 (Dirk, BMI)	2
22	27	28	28	OH HAPPY DAY Edwin Hawkins Singers, Pavilion 20001 (Kama Rippa/Hawkins, ASCAP)	4
23	28	32	—	DAY IS DONE Peter, Paul & Mary, Warner Bros.-Seven Arts 7279 (Pepamar, ASCAP)	3
24	24	25	27	LIFE'S A DANCE (Casatchok) Alexander Karazov, Jamie 1372 (Gallico, BMI)	7
25	26	27	33	SPINNING WHEEL Peggy Lee, Capitol 2477 (Blackwood, BMI)	4
26	18	18	20	YOU'VE MADE ME SO VERY HAPPY Blood, Sweat & Tears, Columbia 44776 (Jobete, BMI)	7
27	19	26	30	HAIR Cowells, MGM 14026 (United Artists, ASCAP)	4
28	31	33	35	IT HURTS TO SAY GOODBYE Jack Gold Chorus, Columbia 4-44808 (United Artists, ASCAP)	5
29	34	40	—	HURT SO BAD Lettermen, Capitol 2482 (Vogue, BMI)	3
30	39	—	—	SON OF A TRAVELIN' MAN Ed Ames, RCA Victor 74-0156 (Sunbury, ASCAP)	2
31	—	—	—	TRUCK STOP Jerry Smith, ABC 11116 (Papa Joe's Music House, BMI)	1
32	—	—	—	APRIL FOOLS Dionne Warwick, Scepter 12249 (Blue Seas/Jac/April, ASCAP)	1
33	38	—	—	IN THE GHETTO Elvis Presley, RCA 47-9441 (B'n'B/Gladys, ASCAP)	2
34	—	—	—	PLAY IT AGAIN SAM Tony Bennett, Columbia 4-44855 (Sunbeam, BMI)	1
35	36	—	—	DIDN'T WE Robert Goulet, Columbia 44847 (Ja-Ma, ASCAP)	2
36	37	—	—	I'LL NEVER FALL IN LOVE AGAIN Johnny Mathis, Columbia 44837 (Blue Seas/Jac/Morris, ASCAP)	2
37	—	—	—	GOOD MORNING STARSHINE Oliver, Jubilee 5659 (United Artists, ASCAP)	1
38	40	—	—	YOU DON'T NEED ME FOR ANYTHING ANYMORE Brenda Lee, Decca 732491 (Pincus, ASCAP)	2
39	—	—	—	MY HEART'S SYMPHONY Four Lads, United Artists 50517 (Viva, BMI)	1
40	—	—	—	LOVE ME TONIGHT Tom Jones, Parrot 40038 (Duchess, BMI)	1

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Audio Retailing

7 STORIES SOON

Promotion, Records and Tape Aid Sound of Music Growth

MINNEAPOLIS—An aggressive advertising program, a well-rounded stock of stereo components and playback equipment and the use of albums and pre-recorded tape to stimulate traffic is credited with helping Sound of Music, Inc., expand into one of the largest retail music chain operations in this area. A publicly held firm, the company plans to open its fourth outlet by July 1 and will have three more stores by early 1970, at which time it expects to be grossing 3.5 million annually.

In charting the quick growth of the company, president Richard Schulze said that although prerecorded music accounts for only 10 to 15 per cent of over-all sales the traffic-building aspect of a records and tape department "has been a definite key to our expansion."

Schulze, who with Gary Smoliak founded the operation three years ago, said each outlet will carry from 6,000 to 8,000 titles on long play albums. The firm never stocked monaural albums or singles and will concentrate on cassettes as its tape department is expanded, he said.

From 400 to 600 titles in 8-track CARtridges, between 300 and 500 cassettes titles and from 1,000 to 1,500 titles of open reel are now stocked. With the exception of cassettes, which are sold from Ampex carousel racks, the tape is sold from open displays.

"We're using small, vertical shelves for 8-track supplied for

Set CES Show

NEW YORK — The third annual Consumer Electronics Show (CES), sponsored by the consumer products division, Electronics Industries Association, will kick off with a reception and banquet here at 7 p.m. June 15 at the Waldorf-Astoria Hotel. Singer Nancy Ames; TV comedian Charlie Manna; a recording group, the Coronados; and the Ray Bloch Orchestra will entertain. Over 1,500 are expected to attend the June 15-18 CES event to be held at the Americana and New York Hilton.

Sylvania Building

BATAVIA, N. Y.—Sylvania Entertainment Products, maker of stereophonic equipment, radios and television, will construct a 13,500-square-foot addition to its headquarters building here. The building will house data processing and purchasing departments.

'Church' in Merc. Six-LP Package

CHICAGO — "Electric Church," the Buddy Miles Express' follow-up LP to "Expressway to Your Skull," is featured in a new six-LP package from Mercury Records. The "Electric Church" album includes one full side produced by Jimi Hendrix. The other side is produced by Mercury's Ann Tansey.

The package also features Chuck Berry, Dee Dee Warwick, Eyes of Blue, Horst Janowski and Jerry Merrick.

us by Columbia. For open reel we're using five tables. I think cassette will eventually be the leading configuration. We've done well with 8-track but mainly because we've done a lot of promoting on it."

Discount competition hasn't hurt Sound of Music, Schulze said. "Actually, this kind of competition is rather new here. Allied Radio has come in here with three stores in the past year and they've actually helped us because they're not afraid to advertise and promote."

With an eye toward even better redistribution discounts and heavier buying leverage resulting from more outlets, Schulze describes his pricing on prerecorded music as "very competitive." He said, "Our monthly sales on records and tape show prices that are never any higher than what we see other stores advertising."

The firm has consistently used newspaper advertising, including advertisements in the University of Minnesota daily. "We've advertised on WAXL-FM non-stop since we opened."

The newest promotion, an eight-page monthly newsletter sent to selected groups of potential customers, is rated as a sure success, Schulze said. "We did a blanket mailing to doctors and increased our store traffic by 46 per cent. In time I hope to mail the newsletter to 50,000 people."

Sound of Music stocks components, tape recorders, commercial sound equipment, color television, phonographs and some musical instruments, including guitars, amplifiers, public address systems and accessories. Its lines include names such as Sony, Ampex, Concord, Roberts, Scott, KLH and many others.

Sound of Music, Inc., became a publicly held firm April 28, 1969. Its stock is sold over the counter. The firm's original store is located at 91 South 10th Street here. A second store is located near the University of Minnesota campus. A 2,000 square foot outlet will be opened June 1, in the Skywood Mall Shopping Center in Fridley, a north Minneapolis suburb.

The firm's most recent acquisition is a 4,000 square foot store in the Crossroads Shopping Center south of Rochester, Minn. The store was formerly operated as Phil's Electronics. Schulze and Smoliak plan three

Philips Push on Charlatans' Debut

CHICAGO — Philips Records has launched a full-scale campaign to promote the release of the first LP by the Charlatans.

West Coast-produced radio spots and underground newspaper ads are being utilized, while the publicity program includes the mailing of "skimmer" hats with specially printed bands to music writers throughout the country. In addition, a promotional program is under way for the Philips sales and promo staffs.

The Charlatans got their start at the Red Dog Saloon in Virginia City, Nev.

MINN. DEALER HOPES LABELS TICKET GOODS

MINNEAPOLIS — Sound of Music, Inc., here is never out of titles in its prerecorded tape sections because every piece of merchandise is ticketed by the distributor, president Richard Schulze said. "All we do is mail in the tear tabs as we sell the merchandise," he said.

The firm would welcome preticketing of record albums, too, and is enthusiastic about a move in this direction as outlined during the recent International Music Industry Conference in Nassau. "Right now, we write out the record album number on each receipt and go through the receipts daily putting sold items on a master sheet. It's a little more work but it's the best system we've ever come up with."

more stores in St. Paul with openings planned by spring of 1970.

Plans call for a central warehouse and office facility to tie-in all outlets and offer same day servicing. Including service personnel, the firm now employs around 27 people. From three to seven sales people will man each outlet.



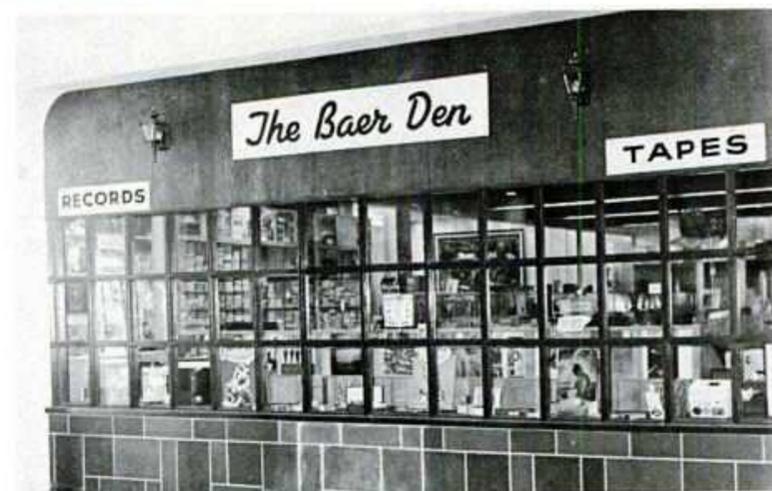
MODEL 2966 helical scan video tape recorder from Bell & Howell. The new unit, a portable black and white recorder designed especially for educational and industrial use, is priced to list for \$995. It uses half-inch tape, weighs 52 pounds with carrying case and will record up to one hour on a 2,400-foot, standard seven-inch reel.



ROVER, a lightweight video camera/recorder, has been introduced by Bell & Howell. The unit, Model 2965, is a black and white machine weighing 21 pounds and listing for \$1,395. It operates on a rechargeable battery pack or AC, will record up to 20 minutes on a five-inch reel of 800-foot half-inch tape.

when answering ads . . .

Say You Saw It in Billboard



EXCLUSIVE SECTION devoted to records, tape software and equipment answered the need for separating this segment of the business from the sale area devoted to large console phonographs and home entertainment equipment at Bill Baer's store in the Winter Park Mall north of Orlando, Fla.

Fla. Dealer Adds Separate Section for Records, Tape

ORLANDO, Fla.—Although anyone buying a stereo console or home entertainment system is a potential record or tape customer, Bob Bear, owner of three stereo-TV-record centers here, believes prerecorded music is best handled in a separate department. Recently he moved the record department in his Winter Park Mall store from an area along the back into a separate section provided by the leasing of a neighboring store 25 by 60 feet in area.

Paneled Cape Cod windows give a clear view of the hardwood-paneled record department within, and fits in nicely with the arched front design common to most stores in this big shopping center. A low display

floor, with a partition only two feet high, provides for displaying small items such as tape players, low-price phonographs, and complete albums.

Inside Baer has created a quiet, tasteful "store for all ages." As pictured, the department is completely carpeted, with hardwod paneling on all walls, a low beamed ceiling, service counter on the rear wall, browsers along the opposite wall and along the front. Mini-skirted young ladies wait on teen-agers and older personnel are available from the main store equipment section to wait on mature customers.

The record section at all three stores tends toward the young side. Baer deliberately hires young, but thoroughly experienced salespeople, to handle the job and to meet teen-agers and typical young customers "on their own level."

The paneled Bear Den features one glassed-in listening booth and four open telephone-niche cubicles on the left wall, each provided with customer-operated phonograph turntables. "Kids like the idea that we trust them to demonstrate records to themselves and handle them carefully," typical manager Alice Garcia Del Busto said.

Sales have grown sharply in the equipment showrooms since the record department was divided away, tending to prove Baer's point that a customer who is about to invest several hundred dollars in expensive color TV or a home entertainment center would prefer to do his ruminating and cogitating over the purchase away from the typically noisy record section.

Silhouettes Slates 4 Volumes on Black America

NEW YORK — Silhouettes in Courage Inc., an independent record label, has scheduled a series of four volumes (eight LP records) of documented stories under the over-all title of "A History of Black America."

Each volume will be narrated by actors such as Ossie Davis, Brock Peters, Frederick O'Neal and Robert Hooks. The series' producers Charles Jones, Warren Slaten and Gene Casey used more than 20 actors and some 60 musicians. The script was prepared by Hamilton Steele.

Each volume will be offered at the suggested list price of \$11.98.



PFANSTIEHL'S FIRST with all the latest domestic and foreign needle designs . . . even the "odd" types! So—stop looking for your needle in a haystack . . . get Pfanstiehl's Needle Guide and take the work out of needle hunting while putting the Big Profits in! Write today for Factory-to-You sales plan information.



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

HOT 100

FOR WEEK ENDING MAY 24, 1969

★ STAR PERFORMER—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	Wk. On Chart
1	3	10	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3	
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13	15	15	18	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	10	
14	14	24	27	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	
15	13	6	6	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	11	
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17	23	41	79	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4	
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19	20	25	25	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	8	
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21	26	31	37	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	8	
22	11	5	4	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	13	
23	29	33	38	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	7	
24	46	47	55	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	7	
25	22	35	36	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	7	
26	17	12	12	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	13	
27	18	7	7	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	10	
28	30	30	33	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	
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30	35	36	51	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	8	
31	27	28	31	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	
32	40	51	62	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5	

33	34	44	59	WHERE'S THE PLAYGROUND SUSIE	4
34	45	46	50	NOTHING BUT A HEARTACHE	12
35	36	40	—	DON'T LET ME DOWN	3
36	37	42	43	THE RIVER IS WIDE	7
37	21	16	16	DO YOUR THING	17
38	24	20	21	I DON'T WANT NOBODY TO GIVE ME NOTHING (Open Up the Door, I'll Get It Myself)	8
39	16	14	5	ONLY THE STRONG SURVIVE	13
40	57	67	99	THE WINDMILLS OF YOUR MIND	4
41	53	58	84	ONE	4
42	43	43	44	SEATTLE	7
43	—	—	—	DON'T LET THE JONESES GET YOU DOWN	1
44	58	75	—	BLACK PEARL	3
45	52	63	74	EVERYDAY WITH YOU GIRL	1
46	50	53	77	PROUD MARY	4
47	48	48	53	BUYING A BOOK	7
48	54	60	71	I'VE BEEN HURT	6
49	62	89	—	SPECIAL DELIVERY	3
50	59	66	83	MEDICINE MAN	4
51	42	45	47	EARTH ANGEL	6
52	55	59	78	LODI	4
53	83	—	—	LET ME	2
54	64	64	67	I'M A DRIFTER	6
55	60	73	—	I WANNA TESTIFY	3
56	77	—	—	THE APRIL FOOLS	2
57	65	74	97	I COULD NEVER LIE TO YOU	4
58	61	61	69	SORRY SUZANNE	6
59	63	76	—	IT'S NEVER TOO LATE	3
60	79	88	—	FRIEND, LOVER, WOMAN, WIFE	3
61	—	—	—	SEE	1
62	85	93	—	WELCOME ME LOVE	3
63	74	94	—	WHAT IS A MAN?	3
64	70	81	89	WITH PEN IN HAND	4
65	66	100	—	BORN TO BE WILD	3
66	68	83	85	PRETTY WORLD	4

67	67	69	76	I SHALL BE RELEASED	5
68	56	65	70	(We've Got) HONEY LOVE	6
69	75	91	95	I'VE BEEN LOVING YOU TOO LONG	5
70	72	79	96	MARLEY PURT DRIVE	4
71	71	72	81	RHYTHM OF THE RAIN	8
72	73	—	—	IN-A-GADDA-DA-VIDA	14
73	86	—	—	WE GOT MORE SOUL	2
74	96	—	—	THE ISRAELITES	2
75	—	—	—	SO I CAN LOVE YOU	1
76	76	77	—	GENTLE ON MY MIND	3
77	—	—	—	LOVE MAN	1
78	93	—	—	WHAT DOES IT TAKE TO WIN YOUR LOVE	2
79	—	—	—	LOVE ME TONIGHT	1
80	—	—	—	COLOR HIM FATHER	1
81	82	82	100	I WANT TO LOVE YOU BABY	4
82	—	—	—	MEDLEY: CAN SING A RAINBOW/LOVE IS BLUE	1
83	—	—	—	GOOD MORNING STARSHINE	1
84	94	—	—	WHY I SING THE BLUES	2
85	90	90	—	TRUCKSTOP	3
86	87	—	—	YOU DON'T NEED ME FOR ANYTHING ANYMORE	2
87	—	—	—	GOOD MORNING STARSHINE	1
88	88	95	98	NEVER GONNA LET HIM KNOW	5
89	—	—	—	I WANT TO TAKE YOU HIGHER	1
90	92	92	—	SUNDAY	3
91	91	—	—	MY WIFE, MY DOG, MY CAT	2
92	99	—	—	I THREW IT ALL AWAY	2
93	—	—	—	LET'S DANCE	1
94	95	—	—	LET ME LOVE YOU	2
95	—	—	—	BABY, I LOVE YOU	1
96	—	—	—	BUT IT'S ALRIGHT	1
97	—	—	—	TOO EXPERIENCED	1
98	—	—	—	HERE WE GO AGAIN	1
99	100	—	—	SAUSALITO	2
100	—	—	—	MEMPHIS UNDERGROUND	1

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

April Fools, The (Blue Sea/Jac/April, ASCAP)	56
Atlantic (Peer Int'l, BMI)	7

Tom Jones

*Love Me
Tonight*



Watch his performance of this new single on

"THIS IS TOM JONES,"

Thursday, May 22, 9 PM E.D.S.T.

ABC-TV network

Appears:

Copacabana, New York City, May 22 - June 4
Flamingo, Las Vegas, June 6 - July 2

40038



Producer: Peter Sullivan for Gordon Mills Productions
Musical Director: Johnnie Spence

Billboard TOP LP'S

FOR WEEK ENDING MAY 24, 1969

★ STAR PERFORMER — LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.
NA Not Available

TAPE PACKAGES AVAILABLE

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	Tape Packages Available				RIAA Million Dollar LP
				B-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
43	1	1	ORIGINAL CAST Hair RCA Victor LOC 1150 (M); LSO 1150 (S)		NA	NA		
17	2	2	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)			NA		
4	4	3	BOB DYLAN Nashville Skyline Columbia KCS 9825 (S)			NA		
7	3	4	GLEN CAMPBELL Galveston Capitol ST 210 (S)					
14	5	5	DONOVAN Greatest Hits Epic BXN 26439 (S)			NA		
11	6	6	TEMPTATIONS Cloud Nine Gordy GLPS 939 (S)	NA				
45	7	7	IRON BUTTERFLY In-A-Gadda-Da-Vida Atco SD 33-250 (S)					
16	8	8	CREDENCE CLEARWATER REVIVAL Bayou Country Fantasy B387 (S)					
16	16	9	SOUNDTRACK Romeo & Juliet Capitol ST 2993 (S)	NA	NA	NA		
17	9	10	TOM JONES Help Yourself Parrot PAS 71025 (S)					
8	11	11	DIONNE WARWICK Soulful Scepter SPS 573 (S)					
3	32	12	FRANK SINATRA My Way Reprise FS 1029 (S)					
11	13	13	TOM JONES I Live Parrot PAS 71014 (S)					
5	23	★	SLY & THE FAMILY STONE Stand Epic BN 26456 (S)			NA		
15	10	15	LED ZEPPELIN Atlantic SD 8216 (S)				NA	
35	19	16	SOUNDTRACK Funny Girl Columbia BOS 3220 (S)			NA		
18	20	17	THREE DOG NIGHT Dunhill DS 50048 (S)					
10	12	18	ENGELBERT HUMPERDINCK Engelbert Parrot PAS 71026 (S)					
21	18	19	ASSOCIATION Greatest Hits Warner Bros.-Seven Arts WS 1767 (S)					
22	28	20	SOUNDTRACK Oliver Colgems COSD 5501 (S)					
41	14	21	TOM JONES Fever Zone Parrot PAS 71019 (S)					
15	22	22	IRON BUTTERFLY Ball Atco SD 33-280 (S)					
4	31	★	EDWIN HAWKINS SINGERS Let Us Go into the House of the Lord Pavilion BPS 1001 (S)					
11	15	24	STEPPENWOLF Birthday Party Dunhill DSX 50053 (S)					
7	25	25	TOMMY ROE Dizzy ABC ABCS 683 (S)					
28	17	26	GLEN CAMPBELL Wichita Lineman Capitol ST 103 (S)					
19	21	27	WALTER CARLOS/BENJAMIN FOLKMAN Switched On Bach Columbia MS 7194 (S)		NA	NA		
15	26	28	THE CREAM Cream Atco SD 7001 (S)					
2	34	★	COWSILLS In Concert MGM SE 4619 (S)					
3	38	★	VENTURES Hawaii Five-O Liberty LST 8061 (S)					
4	37	★	ISELY BROTHERS It's Our Thing T-Neck 3001 (S)					
3	33	32	JOHNNY WINTER Columbia CS 9826 (S)		NA	NA		
9	27	33	QUICKSILVER MESSENGER SERVICE Happy Trails Capitol ST 1201 (S)			NA		
24	24	34	BEATLES Apple SWBO 101 (S)					
50	39	35	JOHNNY CASH At Folsom Prison Columbia CS 9639 (S)			NA		
9	36	36	MARY HOPKIN Post Card Apple ST 3351 (S)					

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	Tape Packages Available				RIAA Million Dollar LP
				B-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
21	29	37	JERRY BUTLER Ice Man Cometh Mercury ST 61198 (S)					
2	157	★	PETULA CLARI Portrait of Petula Warner Bros.-Seven Arts WS 1789 (S)					
12	30	39	MC-5 Kick Out the Jams Elektra EKS 45648 (S)					
2	197	★	TRAFFIC Last Exit United Artists UAS 6702 (S)					
3	73	★	PROCOL HARUM A Salty Dog A&M SP 4179 (S)					
2	163	★	CHICAGO TRANSIT AUTHORITY (2 LP's) Columbia GP B (S)	NA	NA	NA	NA	
9	44	43	VIKKI CARR For Once in My Life Liberty LST 7604 (S)					
4	50	★	MOTHERS OF INVENTION Uncle Meat Bizarre MS 2024 (S)				NA	
2	117	★	ANDY WILLIAMS Happy Heart Columbia CS 9844 (S)				NA	
22	35	46	DIANA ROSS & THE SUPREMES WITH THE TEMPTATIONS T. C. B. Motown MS 682 (S)					
9	48	47	RASCALS Freedom Suite Atlantic CD 2-901 (S)					
64	43	48	GLEN CAMPBELL Gentle on My Mind Capitol ST 2809 (S)					
14	49	49	BEE GEES Odessa Atco SD 2-702 (S)					
15	47	50	VOGUES Till Reprise RS 6326 (S)					
13	41	51	VANILLA FUDGE Near the Beginning Atco SD 33-278 (S)					
7	40	52	JOHNNY WINTER Progressive Blues Experiment Imperial LP 12431 (S)					
8	51	53	PAUL REVERE & THE RAIDERS Featuring Mark Lindsay Hard & Heavy (With Marshmallow) Columbia CS 9753 (S)				NA	
16	46	54	BEATLES Yellow Submarine Apple SW 153 (S)					
6	56	55	FRANKIE LAINE You Gave Me a Mountain ABC ABCS 682 (S)					
7	58	56	JAMES BROWN Say It Loud—I'm Black and I'm Proud King 5-1047 (S)					
5	59	57	CLASSICS IV Traces Imperial LP 12429 (S)					
24	55	58	DIONNE WARWICK Promises, Promises Scepter SPS 571 (S)					
33	53	59	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)			NA	NA	
15	42	60	ARETHA FRANKLIN Soul '69 Atlantic SD 8212 (S)					
23	52	61	ELVIS PRESLEY Elvis RCA Victor LPM 4088 (M) (No Stereo)		NA	NA	NA	
23	62	62	JUDY COLLINS Who Knows Where the Time Goes Elektra EKS 74033 (S)					
17	45	63	TOMMY JAMES & THE SHONDELLS Crimson & Clover Roulette SR 42023 (S)					
15	65	64	CHARLEY PRIDE In Person RCA LSP 4094 (S)			NA	NA	
9	54	65	BROOKLYN BRIDGE Buddah B05 5034 (S)					
3	70	66	MASON WILLIAMS Music By Warner Bros.-Seven Arts WS 1788 (S)					
21	67	67	W. C. FIELDS Original Voice Track From His Great Movies Decca DL 79164 (S)					
20	68	68	SAMMY DAVIS JR. I've Gotta Be Me Reprise RS 6324 (S)					
6	69	69	LAWRENCE WELK Galveston Ranwood R 8049 (S)					
7	63	70	LEONARD COHEN Songs From a Room Columbia CS 9767 (S)			NA	NA	

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

TAPE PACKAGES AVAILABLE

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	Tape Packages Available				RIAA Million Dollar LP
				B-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
39	60	71	BIG BROTHER & THE HOLDING COMPANY Cheap Thrills Columbia KCS 9700 (S)				NA	
13	64	72	JEFFERSON AIRPLANE Bless Its Pointed Little Head RCA Victor LSP 4133 (S)			NA	NA	
13	74	73	VARIOUS ARTISTS Themes Like Old Times Viva V 36018 (S)					
8	76	74	MANTOVANI Scene London PS 548 (S)					
16	75	75	MIKE BLOOMFIELD & AL KOOPER The Live Adventures of Columbia KGP 6 (S)				NA	
8	80	76	LETTERMEN I Have Dreamed Capitol ST 202 (S)					
21	61	77	YOUNG-HOLT UNLIMITED Soulful Strut Brunswick BL 75144 (S)					
21	66	78	DEAN MARTIN Gentle on My Mind Reprise RS 6330 (S)					
73	79	79	JUDY COLLINS Wildflowers Elektra EKS 70412 (S)					
21	57	80	TEMPTATIONS Live at the Copa Gordy GS 938 (S)					
15	86	81	NASHVILLE BRASS Plays the Nashville Sound RCA LSP 4059 (S)			NA	NA	NA
12	72	82	SOUNDTRACK Sweet Charity Decca DL 71502 (S)					
11	71	83	JAY & THE AMERICANS Sands of Time United Artists UAS 6671 (S)					
40	77	84	ENGELBERT HUMPERDINK Man Without Love Parrot (No Mono); PAS 71022 (S)					
27	78	85	GRASSROOTS Golden Grass Dunhill DS 50047 (S)					
6	84	86	TIM BUCKLEY Happy Sad Elektra EKS 74045 (S)					NA
5	98	★	GUESS WHO Wheatfield Soul RCA Victor LSP 4141 (S)			NA	NA	NA
22	89	88	FRANK SINATRA Cycles Reprise FS 1027 (S)					
14	95	89	TEN YEARS AFTER Stonedhenge Deram DES 18021 (S)					
34	82	90	STEPPENWOLF The Second Dunhill DS 50037 (S)					
25	83	91	SERGIO MENDES & BRASIL '66 Fool on the Hill A&M SP 4160 (S)					
3	189	★	NAZZ Nazz, Nazz SGC 5002 (S)					NA
6	81	93	SIR DOUGLAS QUINTET Mendocino Smash SRS 67115 (S)					
46	85	94	RASCALS Time Peace/Greatest Hits Atlantic SD 8190 (S)					
9	91	95	GRASSROOTS Lovin' Things Dunhill DS 50052 (S)					
13	93	96	MONGO SANTAMARIA Soul Bag Columbia CS 9780 (S)					NA
6	97	97	IKE & TINA TURNER Outta Season Blue Thumb B15 5 (S)					
16	99	98	SOUNDTRACK Uptight Stax STS 2006 (S)					
26	100	99	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)					
16	88	100	TAMMY WYNETTE Stand by Your Man Epic BN 26392 (S)					NA
14	101	101	JOHN MAYALL Blues From Laurel Canyon London PS 545 (S)				NA	
13	102	102	JETHRO TULL This Was Reprise RS 6336 (S)					
13	92	103	BUFFALO SPRINGFIELD Retrospective/The Best of Atco SD 33-293 (S)					
8	94	104	VARIOUS ARTISTS Laugh In '69 Reprise RS 6335 (S)					
21	87	105	BOBBY VINTON I Love How You Love Me Epic BN 26437 (S)					NA

TOP LP'S

TOP LP'S

Genesis.

It started like this. When Delaney met Bonnie a dream took shape. “We had this dream,” says Delaney, “to try to do something...to go almost hungry for a while to write songs for an album and get a band together.” For nearly two years they searched.

“We had to have a certain band. We couldn’t just settle for any...for this group it had to be just right.” The dream became a group called “Delaney & Bonnie & Friends,” and a brand new first Elektra album. “We had this dream,” says Delaney, “and it finally came true and I can’t believe it.” After 34 minutes and 39 seconds, you will.



THE ORIGINAL DELANEY & BONNIE & FRIENDS
EKS 74039
ALSO ON ALL TAPE CONFIGURATIONS BY AMPEX

TOP LP'S

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Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
11	106	106	ZOMBIES Time of the Season Date TES 4013 (S)		NA	NA	NA	
46	108	107	SOUNDTRACK 2001: A Space Odyssey MGM S1E 13 (S)		NA			
19	96	108	SPIRIT Family That Plays Together Ode Z12 44014 (S)			NA		
130	107	109	SIMON & GARFUNKEL Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)			NA		
24	110	110	SOUNDTRACK Camelot Warner Bros.-Seven Arts 1712 (S)					
18	115	111	STEPPENWOLF Dunhill DS 50029 (S)					
4	122	★	NANCY SINATRA Nancy Reprise RS 6333 (S)					
13	114	113	MONKEES Instant Replay Colgems COS 113 (S)		NA	NA	NA	
4	120	114	BLUE CHEER New! Improved! Blue Cheer Philips PHS 600-3-5 (S)					
18	90	115	JOAN BAEZ Any Day Now Vanguard BDS 79306/7 (S)					
74	109	116	GLEN CAMPBELL By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)					
13	118	117	O. C. SMITH For Once in My Life Columbia CS 9756 (S)			NA		
45	133	118	JOSE FELICIANO Feliciano RCA Victor LPM 3957 (M); LSP 3957 (S)		NA	NA		
3	119	119	BOOTS RANDOLPH With Love Monument SLP 18111 (S)					
92	121	120	JIMI HENDRIX EXPERIENCE Are You Experienced? Reprise RS 6261 (S)					
16	113	121	BILL COSBY It's True! It's True! Warner Bros.-Seven Arts WS 1770 (S)					
117	128	122	SIMON & GARFUNKEL Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)			NA		
22	123	123	TOM JONES Green Green Grass of Home Parrot PAS 71009 (S)					
112	124	124	ANITA KERR/ROD MCKUEN/ SAN SEBASTIAN STRINGS The Sea Warner Bros.-Seven Arts WS 1670 (S)					
57	116	125	SIMON & GARFUNKEL Bookends Columbia KCS 9529 (S)			NA		
1	—	★	HERBIE MANN Memphis Underground Atlantic SD 1522 (S)					
12	104	127	RAY CONNIF & THE SINGERS I Love How You Love Me Columbia CS 9777 (S)			NA		
11	—	★	JEFF BECK Truth Epic BN 26413 (S)			NA		
13	111	129	PAUL MAURIAT ORK Doing My Thing Philips PHS 600-292 (S)					
4	131	130	BLACK PEARL Atlantic SD 8220 (S)					
12	112	131	EDDY ARNOLD Songs of the Young World RCA Victor LSP 4110 (S)		NA	NA	NA	
28	132	132	BLOOD, SWEAT & TEARS Child Is Father to the Man Columbia CS 9619 (S)			NA		
15	103	133	SAM & DAVE Best of Atlantic SD 8218 (S)					
4	125	134	SOULFUL STRINGS Back by Demand/In Concert Cadet LPS 820 (S)					

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
5	129	135	TIM HARDIN Suite for Susan Moore and Damion, We Are One, One, All in One Columbia CS 9787 (S)	NA	NA	NA	NA	
15	105	136	JOHNNY CASH The Holy Land Columbia KCS 9766 (S)				NA	
63	139	137	SOUNDTRACK Graduate Columbia OS 3180 (S)				NA	
5	126	138	JOHNNY TAYLOR Raw Blues Stax STS 2008 (S)		NA	NA		
7	148	139	ROBERT GOULET Both Sides Now Columbia CS 9763 (S)			NA		
4	141	140	FRIENDS OF DISTINCTION Grazin' RCA Victor LSP 4149 (S)				NA	
3	142	141	JERRY LEE LEWIS Sings the Country Music Hall of Fame Hits, Vol. 1 Smash SRS 67117 (S)		NA	NA		
6	136	142	DICK HYMAN Moog: The Electric Eclectics of Command 938 (S)					
1	—	★	ALBERT KING Years Gone By Stax STS 2010 (S)		NA	NA	NA	
1	—	★	BRENDA LEE Johnny One Time Decca DL 75111 (S)					
32	137	145	JIMI HENDRIX EXPERIENCE Electric Ladyland Reprise 2RS 6307 (S)					
1	—	★	ILLINOIS SPEED PRESS Columbia CS 9792 (S)		NA	NA	NA	
13	127	147	WILSON PICKETT Hey Jude Atlantic SD 8215 (S)					
6	160	★	ELVIS PRESLEY Flaming Star RCA Camden 2304 (S)		NA			
3	149	149	JERRY LEE LEWIS Sings the Country Hall of Fame Hits, Vol. 2 Smash SRS 67118 (S)			NA	NA	
14	—	★	CREAM Disraeli Gears Atco 33-232 (M); SD 33-232 (S)					
4	151	151	50 GUITARS OF TOMMY GARRETT Best of Liberty LSS 14045 (S)					
2	155	152	BILLY VAUGHN Windmills of Your Mind Dot DLP 25937 (S)					
1	—	★	IMPRESSIONS Young Mod's Forgotten Story Curton CR5 8003 (S)					
6	—	★	LOU DONALDSON Say It Loud Blue Note BST 82499 (S)					
2	180	★	JOHN DAVIDSON Columbia CS 9795 (S)			NA	NA	
24	134	156	ROLLING STONES Beggars Banquet London PS 539 (S)					
87	154	157	DIANA ROSS & THE SUPREMES Greatest Hits Motown MS 2-663 (S)					
2	173	★	NEIL DIAMOND Brother Love's Travelling Salvation Show Uni 73047 (S)					
10	150	159	PAUL ANKA Goodnight My Love RCA Victor LSP 4142 (S)					
9	—	★	TAJ MAHAL Natch'l Blues Columbia CS 9698 (S)		NA	NA		
4	165	161	PAUL MAURIAT & ORK Soul of Philips PHS 600-279 (S)				NA	
4	167	162	MYSTIC MOODS Extensions Philips PHS 600-301 (S)				NA	
12	147	163	ED AMES A Time for Living RCA LSP 4128 (S)		NA	NA		
3	182	164	YOUNG BLOODS Elephant Mountain RCA Victor LSP 4150 (S)		NA	NA	NA	
4	169	165	HENRY MANCINI & HIS ORK A Warm Shade of Ivory RCA Victor LSP 4140 (S)					
21	152	166	TOM JONES It's Not Unusual Parrot PAS 71004 (S)					
4	—	★	AORTA Columbia CS 9785 (S)	NA	NA	NA	NA	

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
2	168	168	SEA TRAIN A&M SP 4171 (S)					
21	159	169	RHINOCEROS Elektra EKS 74030 (S)					
38	164	170	JAMES BROWN Live at the Apollo, Vol. 2 King 1022 (S)					
8	172	171	RAY CHARLES I'm All Your Baby ABC ABCS 675 (S)					
2	177	172	EDWIN STARR 25 Miles Gordy GS 940 (S)					
8	—	★	LES McCANN Much Les A&M SD 1516 (S)					
2	199	★	ORIGINAL CAST 1776 Columbia BOS 3310 (S)			NA	NA	
3	179	175	ILLUSION Steed ST 37003 (S)					
4	176	176	FLYING BURRITO BROTHERS A Gilded Palace of Sin A&M SP 4175 (S)					
8	153	177	ORIGINAL CAST Dear World Columbia BOS 3260 (S)			NA	NA	
7	178	178	MARIANNE FAITHFULL Greatest Hits London PS 547 (S)					
18	140	179	JOHNNY TAYLOR Who's Making Love Stax STS 2005 (S)					
8	161	180	1910 FRUITGUM CO. Indian Giver Buddah BDS 5036 (S)					
2	181	181	BUBBLE PUPPY Gathering Promises International Artists IA LP 10 (S)					
46	144	182	CREAM Wheels of Fire Atco SD 2-700 (S)					
3	183	183	IRISH ROVERS Tales to Warm Your Heart Decca DL 75081 (S)					
3	191	184	SOUNDTRACK Goodbye Columbus Warner Bros.-Seven Arts WS 1786 (S)					
9	—	185	PERCY SLEDGE The Best of Atlantic CD 8201 (S)					
1	—	186	DAVID PEEL & THE LOWER EAST SIDE Have a Marijuana Elektra EKS 74032 (S)		NA	NA	NA	
3	186	187	ORIGINAL LONDON CAST Hair Atco SD 7002 (S)					
3	195	188	STEVE & EYDIE Real True Lovin' RCA Victor LSP 4137 (S)			NA	NA	NA
3	190	189	GLEN YARBROUGH Sings the Rod McKuen Songbook RCA Victor LSP 6018 (S)			NA	NA	NA
3	196	190	TONY BENNETT Greatest Hits, Vol. 4 Columbia SC 9814 (S)			NA	NA	
4	185	191	SOUNDTRACK Lion in Winter Columbia OS 3250 (S)		NA	NA	NA	
5	192	192	ENOCH LIGHT & THE GRASS MENAGERIE Project 3 PR 5036 SD (S)					
3	187	193	HARVEY MANDELL Righteous Philips PHS 600-306 (S)					
3	193	194	PETER NERO I've Gotta Be Me Columbia CS 9800 (S)			NA	NA	
1	—	195	TAMMY WYNETTE Inspiration Epic BN 26423 (S)			NA	NA	
1	—	196	BUCKINGHAMS Greatest Hits Columbia CS 9812 (S)			NA	NA	
3	198	197	SANDPIPERS Wonder of You A&M SP 4180 (S)					
1	—	198	MILLS BROTHERS Dream Dot DLP 25927 (S)			NA	NA	NA
17	—	199	ANITA KERR/ROD MCKUEN/ SAN SEBASTIAN STRINGS Home to the Sea Warner Bros.-Seven Arts WS 1764 (S)					
7	—	200	RAMSEY LEWIS Mother Nature's Son Cadet LPS 821 (S)		NA	NA	NA	NA

TOP LP'S A-Z (LISTED BY ARTIST)

Ed Ames 163	Vikki Carr 43	Fifty Guitars of Tommy Garrett 151	Jay & the Americans ... 83	Mills Brothers 198	Tommy Roe 25	Steppenwolf 24, 90, 111
Paul Anka 159	Carlos/Folkman 27	Flying Burrito Bros. ... 176	Jefferson Airplane 72	Mothers of Invention ... 44	Rolling Stones 156	Steve & Eydie 188
Aorta 167	Johnny Cash 35, 136	Aretha Franklin 60	Tom Jones 10, 13, 21, 123, 166	Monkees 113	Diana Ross & the Supremes 46, 99, 157	Temptations 6, 80
Eddy Arnold 131	Ray Charles 171	Friends of Distinction ... 140	Anita Kerr/Rod McKuen/ San Sebastian Strings 124, 199	Nashville Brass 81	Sam & Dave 133	Ten Years After 89
Association 19	Chicago Transit Authority 42	Bobbie Gentry & Glen Campbell 59	Albert King 143	Naxx 92	Simon & Garfunkel 109, 122, 125	Johnny Taylor 138, 179
Joan Baez 115	Classics IV 57	Robert Goulet 139	Frankie Laine 55	Peter Nero 194	Sandpipers 197	Three Dog Night 17
Beatles 34, 54	Petula Clark 38	Grassroots 85, 95	Led Zeppelin 15	1910 Fruitgum Co. 180	Mongo Santamaria 96	Jethro Tull 102
Jeff Beck 128	Leonard Cohen 70	Guess Who 87	Ramsey Lewis 200	Original Cast Dear World 177	Simon & Garfunkel 109, 122, 125	Traffic 40
Be Gees 49	Ray Conniff 127	Jimi Hendrix Experience 120, 145	Jerry Lee Lewis 141, 149	Funny Girl 16	Sea Train 168	Ike & Tina Turner 97
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Black Pearl 130	Bill Cosby 121	Mary Hopkins Engelbert 36	Enoch Light & the Brass Menagerie 192	David Peel & the Lower East Side 186	Percy Sledge 185	Themes Like Old Times 73
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Mike Bloomfield & Al Kooper 75	Creedence Clearwater Revival 8	Dick Hyman 142	Henry Mancini 165	Procol Harum 41	O. C. Smith 117	Ventures 30
Blue Cheer 114	John Davidson 155	Illusion 175	Harvey Mandell 193	Quicksilver Messenger Service 33	Soulful Strings 134	Bobby Vinton 105
Brooklyn Bridge 65	Sammy Davis Jr. 68	Illinois Speed Press 146	Herbie Mann 126	Boots Randolph 119	Spirit 108	Vegues 50
James Brown & His Famous Flames 56, 170	Donovan 5	Irish Rovers 183	Mantovani 74	Rascals 47, 94	Soundtracks Camelot 110	Dionne Warwick 11, 58
Bobbie Goulet 181	Lou Donaldson 154	Impressions 153	Dean Martin 78	Paul Revere & the Raiders 53	Goodbye Columbus 184	Lawrence Welk 69
Buckingham 196	Sir Douglas Quintet ... 93	Iron Butterfly 7, 22	Paul Mauriat 129, 161	Rhinceros 169	Graduate 137	Andy Williams 45
Tim Buckley 86	Bob Dylan 3	Isley Brothers 31	John Mayall 101	2001: A Space Odyssey 107	Lion in the Winter 191	Mason Williams 66
Buffalo Springfield 37, 103	Marianne Faithfull 178	Tommy James & the Shondells 63	Les McCann 173	Sweet Charity 82	Oliver 20	Johnny Winter 32, 52
Glen Campbell 4, 26, 48, 116	Jose Feliciano 118	W. C. Fields 67	MC5 39	Uptight 98	Romeo & Juliet 9	Tammy Wynette 100, 195
			Sergio Mendes & Brasil '66 91	Edwin Starr 172	2001: A Space Odyssey 107	Glen Yarbrough 189
					Sweet Charity 82	Young-Holt

International News Reports

ORTF Says It Eases Foreign Disk Play

PARIS—Despite the denials of certain French music industry personalities (Billboard, May 10), the French state radio corporation, the ORTF, is cutting down on airplay given to foreign records in a bid to give more prominence to national product.

This move, originally reported in Billboard, April 19, and later denied by French delegates to the IMIC in Nassau, was confirmed by Monique Knuchel of the ORTF program department.

Mlle. Knuchel told Billboard that French radio producers had been asked to restrict airplay on foreign records and this instruction has been in force for five weeks.

Said Mlle. Knuchel, "Until restrictions were imposed, 70 per cent of the records broadcast by the ORTF were of foreign origin. Since the restrictions have been in force, this has been reduced to about 40 per cent. It is the intention of the ORTF generally to work toward a split of 80 per cent national production and 20 per cent foreign production and we expect to achieve this within a year."

The 80 per cent-20 per cent breakdown was quoted in the original Billboard article as being the balance sought by the French Syndicat National des Auteurs et Compositeurs in their representations to ORTF program chief Roland Dhordain.

Said Mlle. Knuchel, "These restrictions will not affect programs like 'Pop Club,' the daily four-hour show which predominantly features American and British product and has a specialized audience. But there has been considerable modification of the daytime music program because we have had many com-

plaints from listeners that too much foreign product has been featured on the air.

"There is no question of boycotting foreign product but we simply want to give a fair share of air time to our national production—in exactly the same way as other countries do."

Mlle. Knuchel said there would be a further meeting between ORTF and the SNAC on Tuesday (20), when the log of music played on ORTF programs since the restrictions were imposed would be analyzed.

DGG Marks Hall's Annv.

HAMBURG—To mark the centenary of the opening of the Opernhaus am Ring, home of the Vienna Opera, Deutsche Grammophon is releasing a special commemorative album on Heliodor featuring historic recordings of singers who scored triumphs at the Vienna Court Opera and its successor the Vienna State Opera.

The recordings include extracts from *Il Trovatore* (Viorica Ursuleac, Alexander Sved and the Berlin State Opera Orchestra); *The Barber of Seville* (Alda Noni), *Rigoletto* (Hermann Uhde and the Munich Philharmonic), *The Mastersingers* (Leo Slezak), *La Boheme* (Alfred Piccaver) and *Tannhauser* (Max Lorenz).

Another commemorative album released by Heliodor is Pfitzner conducts Pfitzner. This month is the centenary of the birth of Hans Pfitzner.



DAVE BERGER, left, vice-president, international division, ABC Records and Larry Newton, president, confer with Gerry M. Oord, managing director of Bovema, Holland, during Oord's visit to the U. S.

Executive Turntable

CANADA

Dennis Knowles appointed sales and marketing manager for Liberty-UA in London, joining the company June 2. Knowles is sales promotion manager with CBS, London, and was with Oriole when the label was taken over by CBS. Reporting to Liberty-UA, London, general manager Martin Davis, Knowles will initially be involved in examining the present distribution deals the company has with Philips and EMI, London. . . . Peter Danneberg named sales manager of Polydor musicassette division, Hamburg.

British Decca promotion man, John Morris leaves the company to manage his wife, singer Clodagh Rodgers (U. K. RCA). Morris will also form his own music company, Clodagh Music with a leading U. S. publishing house. Replacing him at Decca is Frank Rodgers who previously handled promotion for U. K. label Deram—part of the Decca organization. . . . London Pye recording manager Tony Macaulay quits the company at the end of the month. Previously with EMI Macaulay has produced product by the Foundations, Long John Baldry, and the Paper Dolls for Pye. . . . Bob Auger, London Pye's technical controller, is

(Continued on page 66)

RCA's Pino on European Trip

BUENOS AIRES — Adolfo Pino, general manager of RCA Victor Argentina, is visiting Europe to discuss future talent exchanges between the Argentine and Europe. He will visit Madrid, Rome, Paris and London.

In these centers he will present Argentine songs sung in Italian, French and English by Palito Ortega, Los Iracundos, La Joven Guardia, Litto Nebbia, and Barbara and Donald. Pino will also arrange for two future concerts at the Paris Olympia for Ortega and Nebbia.

While in London Pino will arrange for two future concerts at the Paris Olympia for Ortega.

While in London Pino will arrange details to record two albums by Los Iracundos and La Joven Guardia in RCA's studios there.

Also on his European trip Pino will examine new recording techniques, marketing systems and the development of the stereo eight cartridge market.

Atlantic, Too

NEW YORK — In the listing of labels distributed by Ri-Fi Records, Milan, in the Ri-Fi salute (Billboard, May 17), Atlantic Records was unfortunately omitted.

Philips Takes Press On a Cassette 'Run'

AMSTERDAM — Editors of European auto magazines were the guests of Philips, Eindhoven, for a press conference on the use of the Philips cassette music system in automobiles.

J.B. Jilderda, product manager, cassettes from Philips Phonographic Industries, Baarn, referred in his address to the other tape configurations which had been developed in the U. S. but said, "We are convinced that the cassette and its playback equipment are superior and offer the consumer more advantages than any other music on tape system on the market."

Jilderda said the cassette was the world's smallest and lightest music carrier on tape. The music industry had at first been re-

luctant to join Philips in releasing repertoire on cassettes "but

(Continued on page 66)

Little Giant Label Bows

JOHANNESBURG — EMI (South Africa) has launched their Little Giant label in South Africa.

Promotional aids such as disk-jockey kits, an 11-page booklet, posters, leaflets and a 15-second introductory radio spot have been prepared to back this major campaign.

Also an embossed introductory record has been pressed to be given away to the public through record dealers and Pepsi-Cola outlets. EMI (South Africa) negotiated a deal with the company.

The Little Giant label features leading local black artists, and caters primarily for the soul and blues market. Initial singles releases are "Homborg," "Ram-asami," "Tonapah," Sidney Cane; "To Know Him Is to Love Him," Candy; and "Soul Bandit." A. M. Stragglers. An album, "The Genius of Roy Peterson," has also been released.

All the Little Giant product were produced in Johannesburg by John S. Norwell.

Imperial Heads Brazilian Assn.

RIO DE JANEIRO — Carlos Imperial, composer and artist, was elected president of the Association for the Defense of Artistic and Photomechanical Rights which collects a percentage on the sale of records in Brazil.

He took the place of composer and artist Ataulfo Alves who died last month. Imperial immediately announced a campaign to increase membership and said that he intended to charge 10 per cent for collecting rights not only in Brazil but abroad. In addition he declared that his Association would make tapes to be played for the recording companies and finance the buying of musical instruments. Eventually, he said that he intended to create a group insurance system for the members.

Censor Role Sought By Psychiatrists

RIO DE JANEIRO — A group of psychiatrists will petition President Arthur Costa e Silva of the Brazilian government to serve as censors of songs. The group wants the job because they claim censorship's aims include improving the public's mental health.

Zel Launches Evolution Line

KIBDIB, England—Zel Records, now operating from new headquarters at 63 Old Compton Street, London, W.1. (Tel: 734.5156), is launching its first full-price line, Evolution, on Friday (23) with the release of three albums, by a new group Arzachel, by the Irish McPeake family and by Jesse Fuller.

Zel plans to release a minimum of 20 singles and 15 albums in the next six months on Evolution. The product will include recordings by underground groups, Irish groups and soul artists.

Zel is also expanding activity with its Golden Disc Club series, primarily a mail order line featuring language and sports instruction records. Zel will release in June albums of essential phrases for holiday makers in French, Spanish and Italian and a gold instruction album. The company plans three Golden Disc Club albums every three months.

Zel managing director Mohammed Zackariya leaves here at the end of this month for a tour of Europe to fix licensing deals and will visit the U. S. and Canada in June and July.

Odeon Exec's Foreign Visit

RIO DE JANEIRO—Luis de Amaral, international director of Odeon Records, Brazil, is visiting the U. S. and Latin American countries.

In New York he will meet with Henry Principe, London Records and with Capitol and A/M Records in Los Angeles. A West Coast meeting is also set with Osvaldo L. Venzer, manager of the newly created Cap-Latino label.

Before returning to Brazil in June Amaral will also visit Capitol and the Peerless Records plant in Mexico City. In Bogota, Colombia, a meeting is set with Daro Importations in Medellin with the Columbian Record Co. and in Lima, with Industrias Electricas y Musicales Peruanas.

Peterson, Hines In Brazil Tour

SAO PAULO, Brazil—Jazz pianists Oscar Peterson and Earl Hines arrived here for concerts at the Municipal Theater and tv dates. The Hines quartet and Peterson trio were welcomed at the airport by members of the Club of the Friends of Jazz.

Hines had an album released by Chantecler to coincide with the visit.

Squires to Exit EMI for Chappell

LONDON — EMI's Capitol U. K. label manager, Roy Squires, is leaving the company to join Chappell's where he will handle the Jewel and Lowery Music catalogs.

Squires joined EMI in 1958 to handle promotion for EMI's HMV label and was appointed to U. K. label manager for Capitol in 1965. Ian McLintock will replace Squires.

Barclay May Set Up Firm for OERS

PARIS — Barclay Records chief Eddy Barclay has talked with President Senghor of Senegal about setting up a record company to serve the OERS (Organisation des Etats Riverains de Senegal) countries—Mali, Guinea, Mauritania and Senegal.

The talks produced a three-stage plan for the operation which would begin with a study, organized by the Barclay group in conjunction with the ministries of culture, ministries of youth and ministries of industrial planning of the four states, on the best method of establishing the record operation.

Proposals would then be submitted to the four governments and a record company formed to record local artists. The recordings would be pressed in France and distributed under the new company's own label in the OERS countries.

The second stage would be a research operation by the newly formed Barclay Industries audio company into the question of producing a cheap

record player which would stand up to tropical temperatures.

The third stage would see the creation in the OERS countries of a pressing plant.

Barclay's talks with the Senegal president were held during the four-day Barclay sales meeting in Dakar which was attended by 42 personnel from the Barclay group.



GUENTHER BRAEUNLICH, left, retiring chairman of the German record industry association, Arbeitsgemeinschaft Schallplatte, with Franz Bassig of Radio Free Berlin, center, and H. Steigner of Deutsche Welle. Braeunlich recently resigned to devote more time to his work with Teldec.

EMI Mulls Office Move

LONDON — EMI is mulling moving its Manchester Square offices to enable the company to house the newly acquired Associated British Pictures in the same building.

It is understood that EMI has been considering the 32-floor Centre Point building in Tottenham Court Road but EMI's company secretary Humphrey Tilling told Billboard Monday that EMI had been to see several other buildings and that the possibility of the company's building a new office block could not be ruled out.

At present AB Pictures is housed in several London offices including one in Golden Square where chairman Bernard Delfont now has his office.

Philips Pact With Dumont

AMSTERDAM—Philips has signed a nonexclusive contract with DuPont de Nemours for licensed production of chrome-oxide magnetic tape in Holland.

John van Leeuwen of the tape department of Philips, Eindhoven, said Philips had chosen the DuPont tape because of its high quality and suitability for Philips video equipment.

Until now Philips has been dependent on the product of other tape manufacturers and has had trouble in securing regular supplies. Philips will now start producing the DuPont tape under license before the end of the year.

Phonodisc, GWP Pact for Canada

NEW YORK — Phonodisc Ltd., Canada, will exclusively release all GWP Records product in Canada. First two releases under the arrangement are Debbie Taylor's "Never Gonna Let Him Know" and "Is This Any Way to Treat a Girl," by the Hesitations.

POP FEST IN U. K. SLATED

LONDON — NEMS Enterprises' Roy Guest and EMI chief engineer Bernard Sepight are combining to present a week-long pop festival at the Royal Albert Hall, London, June 29-July 5.

Artists booked include Blodwyn Pig, Led Zeppelin, Fleetwood Mac, Pentangle, Fairport Convention, Chuck Berry, Chicken Shack and the Who.

Ravera Looks to Shed Fest's 'Italian Look'

LUGANO, Switzerland—Lugano Festival organizer Gianni Ravera admitted that the first edition of the Lugano Festival was more "Italian-oriented" than it will be in the future (6 of the 14 established international artists and 11 of the 14 aspiring artists are Italians, while 9 of the 14 international artists and 12 of the 14 aspiring artists sang in Italian).

But Ravera said the European Festival's "Italian look" was "unavoidable this year because the international artists were obtained through Italian record companies, or Italian branches of international companies. But for next year's Festival I plan

to negotiate for established artists in their respective countries, so that all songs will be sung in their original language."

In theory, the established singers participating in the Festival were supposed to be divided into major European-language groups; that is, three singing in Italian, three in French, three in English, two in German, two in Spanish and one singing in one other language.

On the new talent side, Ravera, who is the organizer of Italy's annual Castrocaro talent contest, would like to organize similar new talent contests in all the major European markets (U. K., France, Germany, Benelux, Spain and Scandinavia), bringing the winners to the annual Lugano Festival.

This year new talent was proposed to the Festival organizers by the participating artists through their respective record companies, with each young singer allowed to present a song of his or her choice.

Another Ravera ambition is to have all songs participating in the Lugano Festival immediately recorded in all the major market languages.

"This is why I chose to organize the Festival in Switzerland, a neutral country record-wise, since it doesn't have a big record industry," Ravera said.

The reaction of Italian record companies to the Lugano Festival was quite favorable. Giuseppe Giannini, manager of CBS-CGD seemed to reflect the consensus of most when he stated, "The formula looks good, the whole atmosphere looks good. It reminds me of several things which worked out very well in the past."

The only major criticism from several quarters was the use of the playback system. Joaquin Merino - Perez, international manager of Spain's Zafiro Records, said he felt the playback system cut down the artists' capability of communicating with a live audience. Nevertheless, Merino-Perez felt the Lugano Festival was due for success.

"With the steady decline of music halls, and the growth of color television, televised pop music festivals and particularly Europe-wide televised festivals, are the coming media for bringing artists into 'face to face' contact with mass audiences," Merino-Perez commented.

"Even in Spain, where we have a tradition of living outdoors in the evening, there has been an accelerating decline in the number of people on the streets and in restaurants over the past few years, as the use of TV sets has spread."

INIGO REP OF RADIO MADRID

LUGANO — Radio Madrid was represented at the Lugano Festival by top Spanish disk jockey Jose Inigo, who broadcast live over Radio Madrid on the Festival's final night.

Inigo, who has popular Madrid TV show, "Ultimo Grito" (Last Cry), is also a director of the music industry weekly, Mundo Juven (Young World).

EMI's Du Preez Back After Trip

JOHANNESBURG — Dave du Preez, general sales manager of EMI (South Africa), returned from a three-month study tour of England last week.

Du Preez was sent by EMI (South Africa) to study the latest marketing methods, general promotion and racking within the EMI organization. He also spent time studying the tape industry in England. "I intend reorganizing the entire sales system in South Africa," he said, on his return.

German Disk Assn. Names 2 Chairmen

HAMBURG — Metronome director Leif K. Kraul and Electrola manager Wilfried Jung have been appointed joint chairmen of the Arbeitsgemeinschaft Schallplatte, the German record industry association.

Elected to the committee are Oskar Dreschler (Polydor) and Dr. Gerhard Paetzig (Teldec). The appointment of Kraul and Jung follows the resignation of Guenther Braeunlich in order to devote more time to his work with Teldec. Braeunlich has been active in promotion work for the record industry for the past 10 years and was largely responsible for the creation of the annual record galas in Berlin.

Polydor Inks With MPS

LONDON — Polydor has signed a three-year contract, with an extension option, to distribute in the U. K. product from the German independent record company MPS, located in the Black Forest at Villingen.

Under the terms of the deal, Polydor, which is currently releasing a four-album MPS series by Oscar Peterson, will release albums by Ella Fitzgerald, the Clarke-Boland Big Band, Maynard Ferguson, Dizzy Gillespie, Archie Shepp, Don Cherry and Lee Konitz.

Polydor has set a mid-June release date for the first MPS Ella Fitzgerald album and the title track, "Sunshine of Your Love," is being released as a single. Upcoming Clarke-Boland recordings are two albums recorded live at Ronnie Scott's Club earlier this year.

DGG's Archiv Bows Telemann Folk Set

HAMBURG — Deutsche Grammophon's Archiv Produktion, which has featured the works of Georg Philipp Telemann to an ever-increasing extent in recent years, will release in June the first recordings of Telemann's concertos and sonatas inspired by Polish and Hanakian folk music.

The characteristic features of this music were assimilated by Telemann into his own style. Hanakian music was the folk music of a community of Czechs living in Poland.

Said Deutsche Grammophon's Dorothee Koehler: "These works are now appearing on record for the first time. In most cases even Telemann's scores have only recently come to light. Especially noteworthy is the Partie Polonoise with its unusual instrumentation of two violas and double bass. The original scoring of the piece for these instruments has been lost, but has been reconstructed by Archiv from a lute tablature."

The works are played by a young ensemble, the Cappella Academica, using the original instruments of the pre-classical period.

Other new Archiv recordings include works by Scarlatti, Vivaldi, Sammartini and Albinoni played by Hans-Martin Linde (flute) and Maurice Andre (trumpet) and the Collegium Musicum of Zurich; Part 2 of Bach's Well Tempered Clavier by Ralph Kirkpatrick; a new stereo recording of two early Bach cantatas (Nos. 1 and 4) with Edith Mathis, Ernst Haefliger, Dietrich Fischer-Dieskau, and the Munich Bach Choir and Orchestra conducted by Karl Richter; and "Der Dorfjahrmarkt," a comic opera by Georg

Benda recorded in Prague under the direction of Hans von Venda, the only living musician of the Benda family. Featured on this recording are Renate Kramer, Renate Hiff, Hans Joachim Rotzsch, Jan Hlavsa and Gunther Leib with the Czech Singers Choir and the Prague Chamber Orchestra conducted by Hans von Benda.

Archiv is also releasing 30 musicassettes featuring works by Bach, Praetorius, Handel, Haydn, Brahms, Mozart, Telemann, Sibelius, Tchaikovsky, Schubert and Rossini.

Antibes Down To 2 Entries

LONDON — This year's Antibes Song Festival, June 27-29, has been turned into a straight competition between Britain and France and is renamed the Festival de Deux Roses.

Eight artists representing Britain and eight representing France will present songs from their respective countries. They will be judged by international juries in London, Brussels, Paris and Luxembourg.

Awards will be made for the best British song, best French song, best International song, best individual performance and best team performance.

Representing Britain will be: Peter Gordeno, Mike Kennedy, Jackie Lee, David McWilliams, the Pop Tops, Barbara Ruskin, Sue and Sunny, and Marty Wilde.

France will be represented by (Continued on page 66)

Canadian News Report

BMI Holds 1st Canada Dinner

TORONTO—More than 150 members of the Canadian music industry gathered at Toronto's Royal York Hotel Thursday (8) to attend the first annual Canadian BMI Music Awards presentation banquet.

BMI in Canada collects and distributes royalties to 1,230 Canadian composers and 252 music publishers.

In all future BMI Awards presentations, honors will be limited to the most popular songs of that previous year, but because this was the first such event, many songs of older vintage were given certificates of merit. The awards covered all musical styles and eras from last year's rock hit "Born to Be Wild" to the 21-year-old "Bluebird on Your Windowsill." In all, 44 songs were cited.

They were: "A Qui le Petit Coeur Apres Neuf Heures" (Roger Miron); "Approche" (Andre Lejeune); "Are You Mine?" (Myra Lorrie, Don Grashy, Jim Amadeo); "Bird Without Wings" (Bruce Cockburn); "Bluebird on Your Windowsill" (Elizabeth Clarke); "Boite a Surprise" (Herbert Ruff).

"Born to Be Wild" (Mars Bonfire); "Canadian Suite" (Oscar Peterson); "Clap Your Hands" (Joe Frechette, Ray Hutchinson, Mike Robitaille, Gilles Tailleir); "Cornflakes and Ice-Cream" (Greg Fitzpatrick); "Crunch Crunch" (Milton Corman); "December Time" (Wally Grieve); "Fortune Teller" (Basil Hurdon, Dyer Hurdon).

"Goodbye Mrs. Durkin" (Will Millar); "Hagood Hardy" (Burton Cummings); "Hootenany Express" (Bob Regan); "Orena Cheyenne" (Al Oster); "Jazz Baroque" (Francois Morel); "Je Cherche" (Serge Lambert); Jean-Paul Brouillard); "L'Amour S'en Va" (Bruce Huard, Denis Forcier); "Lost in the Shuffle" (Ray Griff).

"Love Child" (R. Dean Taylor, Pam Sawyer, Frank Wilson, Deke Richard); "Man in Raincoat" (Warwick Webster); "Manitoba Waltz" (Andy de Jarlis); "Maple Sugar" (Ward Allen); "Morning Magic" (Rich Dodson); "Nathalie" (Eric); "Our Winter Love" (Johnny Cowell); "Le Rapide Blanc" (Oscar Thiffault);

"Silly Jilly" (Art Snider); "Snowflake Breakdown" (Wally Traugett).

"Squid Jiggin' Ground" (Art Scammell); "Strawberry Jame" (Johnny Cowell); "Sur Le Peron" (Camille Andrea); "Suzanne" (Leonard Cohen); "Swinging Shepherd Blues" (Moe Koffman); "These Are the Young Years" (Johnny Cowell); "Toi Tu Es Tout Pour Moi" (Pat Distasio); "Walk Hand in Hand" (Johnny Cowell); "Watch Out for the Little People" (Phil Nimmons); "Wayne and Shuster Show" (Johnny Dobson); "Where Did Holly Go?" (Les Emmerson); "White Water Jug" (Bob Scott).



JOEY CEE, right, CKFH music director, receiving a gold disk from Dunhill (distributed in Canada by RCA) for breaking the Steppenwolf single, "Born to Be Wild" in Canada. With Cee are Ed Preston, RCA's Ontario branch manager, Barry Nesbitt, manager of CKFH and Andy Nagy, RCA national sales and promotion manager.

Celebration to Mark Opening Of Arts Center in Ottawa

OTTAWA — The National Arts Center of Canada in Ottawa opens May 31, with a day-long celebration including official ceremonies, an open house, and free entertainment.

The Center, which will provide a national home for the performing arts in Canada, was organized by the National Capital Arts Alliance in 1963. Six years later the new Arts complex, standing on six and a half acres in the heart of the city, is erected. The Center Complex comprises a 2,300-seat opera house, an 800-seat thrust stage theater, an experimental studio, and a salon. The complex also houses three restaurants, two bookshops, a record store and a 900-car garage.

From June 2-14, the Center will hold a gala festival of Canadian talent, both theatrical, musical, and experimental. Many of the works to be presented on this opening program were specially commissioned for the occasion. Among those taking part in this festival are the National Ballet of Canada, the Montreal and Toronto Symphony Orchestras, Canadian folk-singer-composer Gordon Lightfoot, and French-Canadian singer Monique Leyrac, as well as various chamber groups and a special 45-man National Arts Center Orchestra.

Following these opening festivities, the Center will present

a summer program of light entertainment from mid-June to Sept. 1, followed by its first winter season spanning September 1969 to May 1970.

RCA Promo On Lighthouse

TORONTO—RCA launched its promotion campaign for newly signed group, Lighthouse, at the Rock Pile Club, Saturday (10). The label hired a floodlight for the evening, which was situated outside the club. Each Rock Pile patron was given a voucher granting \$2 off the purchase price of the first Lighthouse album. The vouchers can be used at any record store. In addition, the label had carried through an extensive publicity campaign prior to the concert.

The album is scheduled for May 20 release in both the U. S. and Canada. The group will appear at a free concert in New York's Central Park on Sunday (25), to be followed by a Carnegie Hall concert that evening. Lighthouse, a 13-piece group employing a four-piece horn and four-piece string section, features drummer Skip Prokop, a former member of the Paupers and drummer on the recent Cooper-Bloomfield Super Session albums.

Ampex Deal With GPI

TORONTO — Ampex of Canada Ltd. has announced an agreement with Gulf Pacific Industries under which Ampex will contract to receive all tape rights to music produced by the U. S. company. This agreement gives Ampex the rights to the distribution of prerecorded tape in Canada.

The first major simultaneous record-tape release under the new agreement will be an album "Black Pearl" by the Atlantic Records' group of the same name. This album will be followed by the Countdown 5 (Buddah), the Clique (White Whale) and the Children (Atco).

(Continued on page 66)

Policy Shifted At Rock Pile

TORONTO — The Rock Pile, the underground rock club, has announced a new operating policy.

Under the new entertainment setup, name-group concerts are to be held every Saturday night only with two shows at 8 and 11 p.m. Sundays, up till now the chief concert night for the Rock Pile, will now be devoted to special events, free concerts and benefit performances. As usual, Friday nights will continue to be given over to the house light show, Catharsis, who operate special film and effects presentations.

The old Rock Pile concert policy will not be limited strictly to rock and blues but will include special jazz and folk attractions. During the summer

Producers, CRTC in Talks on Legislation

OTTAWA — Representatives of the Association of Canadian Music Producers held talks with members of the Canadian Radio Television Commission in Ottawa recently with regard to the controversial subject of Canadian content legislation in radio.

The ACMP delegation consisted of Larry Trudell (Quartet Productions), Jack Richardson and Peter Clayton (Nimbus Nine Productions), Dave Shando (Eastern Sound Studios) and Stan Klees (Stan Klees Ltd.).

ACMP proposals with regard

Music Factory, Agency, Opens

TORONTO—Music Factory, a new Canadian talent agency devoted to booking Canadian rock acts, recently opened in Toronto.

The operators of Music Factory are Wayne Thompson; William Tenn, formerly of the Frederic Lewis Agency; Doug Greer, formerly with Top Ten Talent, and Bill Huard, manager of rock band Leigh Ashford, recent pactees with Nimbus Nine and RCA Victor in Canada.

Among the Canadian groups. (Continued on page 66)

Juneau Hits Broadcasters

TORONTO — Canadian Radio Television Commission chairman Pierre Juneau has criticized broadcasters in Canada for their laxity in promoting national unity. "The vast resources of the Canadian Broadcasting Corporation aren't being used to tell one end of the country what the other is doing," he said, "and the private broadcasters aren't doing much better." Juneau made his remarks at the 54th annual meeting of the Association of Canadian Advertisers.

With regard to the Commission's continuing crackdown on foreign domination of Canadian broadcasting facilities, Juneau agreed that this issue had been the main problem facing the CRTC in its first year of existence since taking over from the Board of Broadcast Governors.

He stated that the Commission was faced with choosing between the domination of broadcasting by one large firm or competition in areas of broadcasting by groups "too small to compete in the entertainment, the cultural, the informational, and the educational fields with the enormous entities that are being created in other parts of the world, particularly by our neighbors to the south."

Juneau said that he was "concerned with the maintenance of independent owners who have pioneered in the field of broadcasting," and whose status is being threatened by conglomerates.

holiday months the club will also be open weekdays with local folk and rock acts given free stage and rehearsal time.

From The Music Capitals of the World

TORONTO

Gene Thayer, from KIKX, Tucson, and formerly of KFRX and KMPC, San Francisco, takes nighttime underground slot with CKFH. . . . Former CKFH all-night man Errol Bruce now at CHOO, Ajax, Ontario. . . . Quality saw big initial reaction to Billy Vaughn Month promotion campaign and extended it to Friday (30). Campaign includes spotlight on all 33 Vaughn LP's in Dot catalog. . . . Stone released GNP Crescendo single of Swedish group Ola and the Janglers. . . . New Compo national field promotion director Allan Matthews hosted press reception for Dianne Brooks (Revolver) opening at Friar's. . . . Capitol's Sugar

Shope received front-page spread on Globe and Mail weekend entertainment section.

Toronto Telegram youth writer Bill Gray now with syndicated pop column through Canada. . . . Frank Sinatra's "My Way" LP, his biggest here in years for Warner Bros.-Seven Arts. . . . Phonodisc looking for good response to Oliver version of "Good Mornin' Starshine." . . . Mercury's New Colony Six added to line-up of Toronto Pop Festival in June. They join Mercury's Chuck Berry on bill. . . . Compo's Kitty Wells in nearby Newmarket, Ont., Saturday (31). . . . O'Keefe Centre to throw special reception for Parrot's Engelbert Humperdinck and Capitol's Mary Hopkin at the start

(Continued on page 66)

From The Music Capitals of the World

• Continued from page 65

of week-long stand May 26-31. . . . Columbia Canadian vocalist **Tony Kosenic** with Lighthouse at Rock Pile May 10. He's a discovery of disk jockey **Murray The K.** . . . **Earl Scruggs** into Massey Hall, May 11, with **Sonny James** package.

Monique Leyrac in June 14 at Massey Hall. . . . "Fiddler on the Roof" did two weeks of solid business at O'Keefe Centre to the benefit of RCA Victor original cast LP. . . . **Merle Haggard** on Capitol everywhere but Canada (Spartan here) reverts to Capitol starting in July. . . . Compo's **Jimmy McGriff** rebooked into Colonial for two weeks, June 2-14.

Quality's new **Andy Kim** single, "Baby I Love You," a **Phil Spector-Jeff Barry-Ellie Greenwich** number. . . . A&M's "Black Pearl" by **Sonny Charles** with the **Checkmates** looks like a leftfield winner. . . . Compo getting strong early response to Revolver single "When I Die" by new group **Motherlode**. . . . Vancouver's **Mother Tucker's Yellow Duck** at Electric Circus for week as house band. May 16-18 Elektra's **Rhinoceros** into Circus. . . . **Pye's Foundations** booked into same spot Friday to Sunday (23-25). . . . **James Brown Show** scheduled for Maple Leaf Gardens, Tuesday (20). . . . **Irish Rovers** into Windsor, Ont., Top Hat Club, May 12, followed by **Brenda Lee** Monday (19).

Capitol seeing good action on Disneyland LP of "Love Bug" soundtrack. The film is a long-running hit here. . . . New **Buck Owens** single of **Chuck Berry's** "Johnny B. Goode" recorded live at London Palladium. . . . Newsman **Don Wilson** joined CHFI, Toronto, from CHAM, Hamilton. . . . RCA's **Vaughn Monroe** was at Beverly Hills Club, May 12 for week. . . . **Gary Burton** pulled big crowds in his return week at the Colonial. . . . Capitol's Canadian country singer **Gerry North** into the Edison for a week. His new single "Life's a Lot Like the Movies" written by Capitol stablemate **Gary Buck**. . . . Toronto rock quintet **Leigh Ashford** signed with Nimbus Nine label, producers of **Guess Who** hit "These Eyes."

RCA Victor, rush-releasing "From Elvis in Memphis" LP. His "In the Ghetto" single a quick winner. . . . W-7 seeing good early returns from "Family Entertainment" LP. . . . **Billy Ekstine** did a solid week at Beverly Hills. . . . Jazz violin veteran **Joe Venuti** drew critical raves during stint at Town and Country. . . . Mainstream LP from Toronto's Ryerson auditorium, a huge financial success. . . . **Creedence**

Clearwater Revival played to packed houses at Electric Circus despite serious problems with house sound system.

LONDON

NEMS Enterprises has taken over the **Brian Morrison** agency, and two of the agency's bookers, **Tony Howard** and **Peter Bowyer**, will join the staff at NEMS. NEMS will now have exclusive booking rights to all of Morrison's acts which include the **Pink Floyd**, **Tyrannosaurus Rex**, the **Incredible String Band** and the **Pretty Things**. In addition NEMS will also represent several London clubs including the **Revolution** and the **Speakeasy**. Morrison's organization also includes a management firm and publishing and record production facilities. . . . **Peter Quaife**, the former member of the **Kings** group, has formed a new four-man group, **MapleOak**, which will be produced for Decca by **Mike Aldred**. . . . Screen Gems-Columbia Music has concluded a deal with writers **Bill Martin** and **Phil Coulter's** Mews Music to represent the company in the U. K. and the U. S. **Martin and Coulter** formed Mews when their deal with **Keith Prowse Music** expired early this year to hold their copyrights until a new contract was set. The pair was responsible for writing Eurovision successes "Puppet on a String" and "Congratulations" and more recently "Surround Yourself With Sorrow" for **Cilla Black**. . . . Actor **Edward Woodward** has signed a three-year recording contract with **Dick James' DJM** label. Woodward who appeared in the successful BBC-TV series, "Callan," and more recently a musical, "Two Cities," will be recorded for the label by **Martin Humphries**. . . . **Donovan** has recently completed the score for a United Artists film called "If It's Tuesday This Must Be Belgium." The film which will be premiered later this year stars **Suzanne Pleshette** and **Robert Vaughan**. . . . **Peter Parry** has left Chappell and joined Transatlantic as the company's new exploitation manager.

Singing duo **Peter and Gordon** have recorded again after a lapse of several years. Released by Columbia (and Capitol in the U. S.) the single is "I can Remember" produced by **Peter Asher**. Asher is in New York with singer **James Taylor**, who is appearing at the Bitter End. Asher records the singer for Apple.

ZURICH

Phonag AG, Winterthur, has acquired the rights to the Tudor catalog of classical recordings which will retail at \$5.75. . . .

After appearing on the "Hits a Go-Go" TV show, the British group, the **John Dummer Blues Band**, canceled their Swiss tour because of failure to obtain work permits. . . . British groups **Spooky Tooth** and **Geno Washington** and the **Ram Jam Band** were special guests on the two opening nights of the Blackout Club, Zurich.

British group, **Ten Years After**, have been booked for the **Montreux Jazz Festival** on June 20. . . . **Chicken Shack** will visit Switzerland May 28 to 30. . . . EMI has released the entire underground catalog of ABC Records. . . . **Barclay Records**, Geneva, has released a special single by the **Vanilla Fudge** called "Fuer Elise and Moonlight Sonata."

BERNIE SIGG

ATHENS

The Second Greek Song Festival—the Olympiad of Song—will be held June 27-29, when 32 songs from various countries will compete for the golden Apollo. The Greek government is negotiating for guest appearances by **Adamo** and **Charles Aznavour**. . . . The Greek radio authorities have placed a further restriction on international repertoire by demanding that the lyric be submitted for scrutiny before any foreign record is broadcast.

Greek television is developing fast with two active channels, National and Military. The Military channel is now working through a 30-kilowatt transmitter which has extended the range to Patras in the West and Volos in the North. For the present, sales of TV receivers have produced a decline in the money spent on records but the Greek industry is confident that TV will greatly assist artist promotion, as in other countries, and will stimulate a sales revival. . . . **Stavros Karhakos** and **Basil Tsitsanis** left Greece for dates in the U. S. . . . **Vicky Moskoliou** is making a series of appearances in Cyprus this month. Best selling international singles here in the last 12 months have been "Delilah," by **Tom Jones** and "Inch Allah," by **Adamo**, which has now been in the charts for one year. Current top-selling albums, both on Philips, are by **Vicky and Marinella**.

JOHANNESBURG

South African singer **Dickie Loader** spent a week here recording his 12th album for EMI (South Africa). Most of the tracks were his own compositions, published by Ardmore and Beechwood (South Africa) and Bandstand Publications. . . . **World Record Co.** artists, **Maureen Moore** and **Ben E. Madison** joined forces to record an album, "Springbok Favorites." One track, "Give Me Your Kisses" has been released as a single. . . . Local folk duo **Two of a Kind** have been booked for the **Sandie Shaw-Leapy Lee** South African tour.

CLIVE CALDER

Philips Takes Press

• Continued from page 63

as soon as they realized that the cassette was an additional music carrier to the already existing record, and as such would bring additional sales, they decided to join the cassette bandwagon.

"As a matter of fact, RCA and CBS, two giants in the music industry and the two last holdouts, recently announced in the U. S. that they will also release their repertoire on cassettes," said Jilderda.

The European consumer now had access to 6,000 different LP and EP cassettes on more than 100 labels, and it was Philips' estimate that by the end of 1970 there would be more than 10,000 different cassette titles available in the world.

The Philips group has had to double its production capac-

INTERNATIONAL FESTS SCHEDULED THIS YEAR

LONDON—Following is list of dates and festivals lined up for this year: June 5-7: Ljubljana Jazz Festival, Yugoslavia; June 18-22: International Jazz Festival, Montreux; June 18-23: International Song Festival, Bratislava, Czechoslovakia; June 27-29: Rose de France Song Festival, Antibes, France. (France vs. Britain); June 27-29: 2nd Greek International Song Festival, Athens, Greece; July 3: West German Pop Song Contest, Wiesbaden; July 4-9: 1st International Pop Festival of Scheveningen, Holland; July 11-17: Coupe d'Europe, Knokke le Zoute, Belgium.

Also July 18-19: International Jazz Festival, Pori, Finland; July 18-21: 6th International Festival of French Song, Spa, Belgium; July 25-27: 10th International Jazz Festival, Antibes, France; July 24-29: 2nd Oscar Malta Song Contest, Valetta, Malta; Aug. 2: International Jazz Festival, Molde, Norway; Aug. 9-12: 9th International Song Festival, Split, Yugoslavia; Aug. 21-24: 10th International Song Festival, Sopot, Poland; and Oct. 30-Nov 2: International Jazz Festival, Prague.

Executive Turntable

CANADA

• Continued from page 63

leaving the company to operate a mobile classical recording unit for Granada TV in the U. K. Auger has been with **Pye**, handling classical product, since 1956. . . . **Alistair Taylor**, former general manager of Apple in London, named press and public relations officer for the DJM label, owned by U. K. publisher **Dick James**.

Sheila Parkinson appointed public relations and promotions officer for World Record Company, Johannesburg. She takes over from **David Gresham**, now a full-time radio broadcaster at Manley van Niekerk studios, Johannesburg. . . . **Peter Parry** named exploitation manager for Transatlantic Records, London. Parry was previously with Chappell.

Liam Mullan joined Radio CKGM-FM, Montreal, as music director. Recently Mullan was branch manager of the Quebec office of Quality Records and also worked previously for the **Jimmy Rodgers** office in Los Angeles and the late **Brian Epstein** in London. . . . **Richard Glanville-Brown** named English promotion manager for the Quebec branch of Capitol Records. Previously, he was national publicity director, London Records, and also worked for British Decca in London.

Allan Matthews named national field promotion manager of Compo Ltd. of Canada, succeeding **Al Mair**, now general manager of Early Morning Productions, Toronto. Previously Matthews was promotion and advertising manager with the O'Keefe Center for the Performing Arts, Toronto. With Compo he will supervise field promotion for branches and distributors in Canada and will be based in Toronto. . . . **Arthur J. Sebesta** appointed director of sales, Canada, for CBS Electronic Video Recording Division. Sebesta joined CBS last year and has been manager of educational services, industrial sales and also commercial sales for EVR. In 1958 he was a member of the first U. S. Satellite Committee, charged with deciding world-wide satellite communications requirements.

Music Factory, Agency, Opens

• Continued from page 65

Music Factory will offer exclusively are **Leigh Asford**, **Witness** (Compo Records), **Buckstone Hardware** (Compo Records), **Sugar and Spice** (Franklin Records), **49th Parallel** (Maverick Records), the **Night People**, **Summer Festival**, and the **Marc Tymes**.

In addition, Music Factory has announced the signing of an exclusive agreement with **Frank Wiener** of the Hungry I Agency in Winnipeg for Eastern representation of a number of top Western Canadian rock bands. Among these are the **Sugar and Spice**, **49th Parallel**, the **Fifth**, the **Mongrels**, the **Eternals**, the **Footprints**, the **Happy Feeling** and the **Gettysburg Address**. Most of these bands are Winnipeg-based.

ity of cassettes in their Baarn, Hanover, Paris, London, Madrid and Milan factories in 1969 to fulfill the demand.

Elis Regina in U. K. for Session

RIO DE JANEIRO—Singer **Elis Regina** is visiting London with her five-piece group to cut an album for Philips. She will also visit the U. S. soon for concert work. Her pianist, **Antonio Adolfo**, will accompany her to the U. S. to record with **Sergio Mendes**.

Survey on Pop

RIO DE JANEIRO — The Federal University of Pernambuco Press has published a survey, "Brazilian Popular Music," by **Claribalte Passos**.

Antibes Festival

• Continued from page 64

France Gall, **Gilles Dreux**, **Nicole Croisille**, **Peter Holm**, **Nicoletta**, **Roger Whittaker**, **Anne Vanderlove** and **David Alexander Winter**.

The orchestra will be conducted by **Raymond Lefevre**. Guest artists will include **Esther Ofarim** and **Barbara**.

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HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	EL EXTRANO DE PELO LARGO	*La Joven Guardia (Vik)—Relay
2	1	DING DONG ESTAS COSAS DEL AMOR	*Leonardo Favio (CBS)—Melograf
3	2	VOY A HACER UNA CANCION	*Palito Ortega (RCA)—Clanort
4	3	PENUMBRAS	*Sandro (CBS)—Ansa
5	5	PUERTO MONTT	Los Iracundos (RCA)—Relay
6	6	ELLA, ELLA YA ME OLVIDO	*Leonardo Favio (CBS)—Melograf
7	7	FUISTE MIA EN VERANO	*Leonardo Favio (CBS)—Melograf
8	8	ZINGARA	Bobby Solo (CBS); Iva Zanicchi (Philips); Nicola Dibari (RCA); Rosamel Araya (Disc Jockey)—Fermata
9	9	EN EL VAIVEN	*Vico Berti (RCA)—Relay
10	—	LEJOS DE LOS OJOS	Dyango (RCA); Sergio Endrigo (Fermata); Mary Hopkin (Apple)—Fermata

AUSTRIA

This Week	Last Week	Title	Artist
1	1	ICH SINGE EIN LIED FUR DICH	Heintje (Ariola)
2	2	PROUD MARY	Creedence Clearwater Revival (America)
3	3	LIEBESLEID	Peter Alexander (Ariola)
4	4	HELLO WORLD	Tremeloes (CBS)
5	5	DON JUAN	Dave Dee, Dozy, Beaky, Mich & Tich (Fontana)
6	6	GET BACK	Beatles (Apple)
7	7	HINTER DEN KULISSEN VON PARIS	Mireille Mathieu (Ariola)
8	8	LOVE IS LOVE	Barry Ryan (MGM)
9	9	BENE BENE BENE	Rita Pavone (Polydor)
10	10	SWEET CHERRY WINE	Tommy James and the Shondells (Rovlette)

BRAZIL

(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1	1	I STARTED A JOKE	Bee Gees (Polydor)
2	2	ZINGARA	Bobby Solo (Chantecler)
3	3	TUDO PASSARA	Nelson Ned (Copacabana)
4	4	CRIMSON AND CLOVER	Tommy James (RGE)
5	5	F. COMME FEMME	Gilbert Beverly
6	6	OB-LA-DI, OB-LA-DA	Beatles (Odeon)
7	7	SERA	Marcos Roberto (RGE)
8	8	TRENS, BARCOS E AVIOES	Box Tops (Odeon)
9	9	ADEUS INGRATA	Claudio Fontana (Copacabana)
10	10	STORMY	Classics IV (RCA)

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	GET BACK	*Beatles (Apple)—Northern (George Martin)
2	5	SENTIMENTAL FRIEND	Herman's Hermits (Columbia)—Monique Music (Mickie Most)
3	7	MAN OF THE WORLD	*Fleetwood Mac (Immediate)—Immediate/Fleetwood (Mike Vernon)
4	3	COME BACK AND SHAKE ME	*Clodagh Rodgers (RCA)—April (Kenny Young)
5	2	GOODBYE	*Mary Hopkin (Apple)—Northern (Paul McCartney)
6	9	MY WAY	Frank Sinatra (Reprise)—Shapiro Bernstein (Don Costa)
7	8	BEHIND THE PAINTED SMILE	Isley Brothers (Tamla-Motown)—Jobete/Carlin (Ivy Hunter)
8	6	POOR ISRAELITE	*Desmond Dekkar (Pyramid) Sparta (Leslie Kong)
9	15	BOXER	Simon and Garfunkel (CBS)—Pattern Music (Simon/Garfunkel/Halee)
10	4	PINBALL WIZARD	*Who (Track)—Fabulous (Kit Lambert)
11	17	DIZZY	Tommy Roe (Stateside)—BMI (Steve Barry)
12	12	ROADRUNNER	Junior Walker (Tamla-Motown)—Carlin (Holland, Dozier)
13	11	HARLEM SHUFFLE	*Bob and Earl (Island)—Keyman Music (Marc Jean)
14	10	CUPID	Johnny Nash (Major Minor)—Kags (Jad)
15	23	RAGAMUFFIN MAN	*Manfred Mann (Fontana)—(Gerry Bron/Manfred Mann)
16	13	GENTLE ON MY MIND	Dean Martin (Reprise)—Acuff-Rose (Jimmy Bowen)
17	19	WINDMILLS OF YOUR MIND	Noel Harrison (Reprise)—United Artists (Jimmy Bowen)
17	22	BOOM BANG-A-BANG	Lulu (Columbia)—Chappell (Mickie Most)
19	—	LOVE ME TONIGHT	*Tom Jones (Decca)—Valley (Peter Sullivan)
20	20	PASSING STRANGERS	Sarah Vaughan and Billy Eckstine

21	14	I'M LIVING IN SHAME	Diana Ross & the Supremes (Tamla-Motown)—Jobete (The Clan)
22	25	AQUARIUS/LET THE SUNSHINE IN	5th Dimension (Liberty)—United Artists
22	28	COLOR OF MY LOVE	*Jefferson (Pye)—Sphere Music (John Schroeder)
24	16	I DON'T KNOW WHY	Stevie Wonder (Tamla-Motown)—Jobete/Carlin (D. Hunter/Stevie Wonder)
25	18	BADGE	*Cream (Polydor) Dratleaf/Apple Music (Felix Pappalardi)
26	21	I HEARD IT THROUGH THE GRAPEVINE	Marvin Gaye (Tamla-Motown)—Jobete Carlin (Norman Whitfield)
27	29	GALVESTON	Glen Campbell (Ember)—Carlin (Al De Lory)
28	46	DICK-A-DUM-DUM	*Des O'Connor (Columbia)—E.H. Morris (Norman Newell)
29	24	GAMES PEOPLE PLAY	Joe South (Capitol)—Lowery/Chappell (Joe South)
30	37	TRACKS OF MY TEARS	Smokey Robinson and the Miracles (Tamla-Motown)—Jobete/Carlin (Smokey Robinson)
30	39	TIME IS TIGHT	Booker T. and the MG's (Stax)—Chappell (B.T. Jones)
32	27	SORRY SUZANNE	*Hollies (Parlophone)—Schroeder (Ron Richards)
33	26	I CAN HEAR MUSIC	Beach Boys (Capitol)—Lieber Stoller (Carl Wilson)
34	30	BLUER THAN BLUE	Rolf Harris (Columbia)—Patricia (Steve Gray)
35	—	SNAKE IN THE GRASS	*Dave Dee Etc. (Fontana)—Lynn (Steve Rowland)
36	35	MY FRIEND	Roy Orbison (London)—Acuff Rose (Don Gant)
36	43	YOU'VE MADE ME SO VERY HAPPY	Blood Sweat and Tears (CBS)—Jobete (James Williams Guercio)
38	—	GROOVY BABY	*Microbe (CBS)—Sunbury (Ion Green)
39	—	HIGHER AND HIGHER	Jackie Wilson (NCA)—United Artists (Carl Davis)
40	37	SANCTUS	Troubadours Du Roi Baudouin (Philips)—Flamingo (Father Gudio Haazen)
41	—	LIVING IN THE PAST	*Jethro Tull (Island)—Chrysalis (Terry Ellis)
42	48	WAY IT USED TO BE	*Engelbert Humperdinck (Decca)—Maribus (Peter Sullivan)
43	33	IN THE BAD OLD DAYS	*Foundations (Pye)—Schroeder/Welbeck (Tony Macaulay)
44	39	I'D RATHER GO BLIND	*Chicken Shack (Blue Horizon)—Jewel (Mike Vernon)
45	32	MICHAEL AND THE SLIPPER TREE	*Equals (Prestident)—GLH Music (Kassner/Holtzman)
46	—	THINK IT ALL OVER	Sandie Shaw (Pye)—Sunbury (Ede Taylor)
47	31	MONSIEUR DU PONT	Sandie Shaw (Pye)—Carlin (Ken Woodman)
47	39	LITTLE GREEN APPLES	Roger Miller (Mercury)—Russell-Cason (Jerry Kennedy)
49	42	PLEASE DON'T GO	*Donald Peers (Columbia)—Donna (Les Reed)
50	—	I THREW IT ALL AWAY	Bob Dylan (CBS)—Feldman (Bob Johnston)

DENMARK

(Courtesy Danish Group of IPP1)
*Denotes local origin

This Week	Last Week	Title	Artist
1	—	GET BACK	Beatles (Apple)—Dacapo
2	2	PIGEN OG HAARBAANDET	*Bjorn and Okay (Polydor)—Dacapo
3	6	GOODBYE	Mary Hopkin (Apple)—Dacapo
4	1	CASATSCHOK	*Birthe Kjaer (CBS)—Dacapo
5	3	SORRY SUZANNE	Hollies (Parlophone)—Schroeder
6	5	DON'T PASS ME BY	Beatles (Apple)—Dacapo
7	—	RAINBOW CHASER	Nirvana (Island)
8	4	ICH SING HIN LIED FUR DICH	Heintje (Philips)—Imidico
9	9	BOOM BANG-A-BANG	Lulu (Columbia)—Multitone
10	—	SKORSTENSPEJEREN GIK EN TUR	*Linda and Liselotte Ley & Hans H. Ley (Wilhelm Hansen)—Will Hansen

FRANCE

(Courtesy Centre d'Information et de Documentation du Disque)

This Week	Last Week	Title	Artist
1	1	OH LADY MARY	David Alexander Winter (CED)—Barclay
2	2	CASATSCHOK	Rika Zarai (Philips)—Bleu, Blanc Rouge
3	3	SIROP TYPHON	Richard Anthony (Tacoun/Pathe Marconi)—NFC

4	4	LE PETIT PAIN AU CHOCOLAT	Joe Dassin (CBS)—Sugar
5	5	L'ORAGE	Gigliola Cinquetti (Festival)—Sugar
6	6	LE METEQUE	Georges Moustaki (Polydor)—Continental
7	7	ARLEQUIN	Sheila (Carrere/Philips)—Carrere
8	8	DESORMAIS	Charles Aznavour (Barclay)—French Music
9	9	APOCALYPSIS	Jean-Christian Michel (CED)
10	10	MA BONNE ETOILE	Joe Dassin (CBS)—Sugar

International

1	1	CASATSCHOK	Dimitri Dourakine (Philips)—Bleu, Blanc Rouge
2	2	LA PIOGGIA	Gigliola Cinquetti (Festival)—Sugar
3	3	I STARTED A JOKE	Bee Gees (Polydor)—Tutti
4	4	ELOISE	Barry Ryan (Polydor)—Pigalle
5	5	FIRST OF MAY	Bee Gees (Polydor)—Abigail
6	6	LINDBERG	Charlebois et Forestier (Barclay)—Gamma
7	7	AIN'T GOT NO... I GOT LIFE	Nina Simone (RCA)—United Artists
8	8	CRIMSON AND CLOVER	Tommy James (Vogue)—Vogue International
9	9	TIME WAS	Canned Heat (Liberty)—Pathe-Marconi)—Metric Music
10	10	LE TEMPS DES FLEURS	Yvan Rebroff (CBS)—Essex

FRANCE—Pop Album Chart (Courtesy Centre d'Information et de Documentation du Disque)

1	1	MUSIQUE SACREE	Jean-Christian Michel (CED)
2	2	REQUIEM	Jean-Christian Michel (CED)
3	3	ARANJUEZ	Jean-Christian Michel (CED)
4	4	ET PUIS	Serge Reggiani (Polydor)
5	5	LE PETIT GARCON	Serge Reggiani (Polydor)
6	6	CASATSCHOK	Dimitri Dourakine (Philips)
7	7	CHANTS FOLKLORIQUE DE LA VIEILLE RUSSIE	Yvan Rebroff (CBS)
7	7	MA FRANCE	Jean Ferrat (Barclay)
7	7	LA NUIT	Leo Ferro (Barclay)
7	7	REVE ET AMOUR	Johnny Hallyday (Philips)
7	7	L'HOMME DE LA MANCHA	Jacques Brel (Barclay)
7	7	ELOISE	Claude Francois (Fleche-Philips)

GERMANY

(Courtesy Der Musikmarkt)

This Week	Last Week	Title	Artist
1	1	ICH SING' EIN LIED FUR DICH	Heintje (Ariola)—Maxim
2	3	LIEBESLEID	Peter Alexander (Ariola)—Gerig/Rialto
3	—	GET BACK	Beatles (Electrola/Apple)—Budde
4	8	PROUD MARY	Creedence Clearwater Revival (Bellaphon)—Jon Dora
5	2	CRIMSON AND CLOVER	Tommy James and the Shondells (Roulette)—Musikverlag Planetary
6	4	FIRST OF MAY	Bee Gees (Polydor)—Slezak
7	—	HINTER DEN KULISSEN VON PARIS	Mireille Mathieu (Ariola)—Nero
8	—	BOOM BANG-A-BANG	Lulu (Columbia)—Chappell
9	—	DIZZY	Tommy Roe (Columbia)—Chappell
10	5	LOVE IS LOVE	Barry Ryan (Polydor/MGM)—Aberbach

HOLLAND

(Courtesy Radio Veronica and Plateneuws)

This Week	Last Week	Title	Artist
1	1	GOODBYE	Mary Hopkin (Apple)—Leeds-Basart
2	9	GET BACK	Beatles (Apple)—Leeds-Basart
3	3	THE 5TH	Ekseption (Philips)—Altona
4	2	WHY	Cats (Imperial)—Veronica Music
5	8	SEASONS IN THE SUN	Fortunes (UA)—UA Music Altona
6	4	THE WALLS FELL DOWN	Marbles (Polydor)—Basart
7	5	THE LAST SEVEN DAYS	Gloria (Imperial)—Dayglow Music
8	—	MENDOCINO	Sir Douglas Quintet (Mercury)
9	7	ENSEMBLE	Mireille Mathieu (Barclay)—Francis Day
10	6	DON JUAN	Dave Dee, Dozy, Beaky, Mick & Tick (Fontana)—Altona

JAPAN

(Courtesy Original Confidence Co., Ltd.)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SCAT IN THE DARK	*Yuki Saori (Express)—All Staff
2	2	TOKINI WA HABA NO NAI KO NO YOHHI	Carmen Maki (CBS Sony)—April
3	3	KAZE	*Hashida Norihiko and Schuberts (Express)—Art Music
4	7	MINATOMACHI BLUES	*Mori Shin-ichi (Victor)—Watanabe
5	6	KIMIWA KOKORO NO TSUMA DAKARA/NAITA HI MO ARU	*Tokyo Romantic (Teichiku)—Geion

6	4	UTSUKUSHIKI AI NO OKITE/KAZE WA SHIRANAI	*Tigers (Polydor)—Watanabe
7	5	BLUE LIGHT YOKOHAMA	*Ishida Ayumi (Columbia)—Nichion
8	16	NANAIRO NO SHIAWASE	*Pinky and Killers (King)—All Staff
9	9	GOOD NIGHT BABY	*King Tones (Polydor)—J&K
10	8	HATSUKOI NO HITO	*Ogawa Tomoko (Toshiba)—Hayabusa
11	11	SHIRANAKAITA NO	*Ito Yukari (King)—Watanabe
12	13	MANCHESTER & LIVERPOOL	Rinky and Fellas (London)—April
13	10	OB-LA-DI, OB-LA-DA	Beatles (Apple)—Toshiba
14	18	JINGI	*Kitajima Saburo (Crown)—Crown
15	19	KYOTO, KOBE, GINZA	*Hashi Yukio (Victor)—Nichion
16	14	365-HO NO MARCH	*Suizenji Kiyoko (Crown)—Crown
17	—	SHINJUKU SATURDAY NIGHT	*Aoe Mina (Victor)—Victor
18	15	FUSHIGINA TAIYO	*Mayuzumi Jun (Capitol)—Ishihara
19	20	BOKU WA MOETEIRU	*Ox (Victor)—Tokyo Music
20	12	L'AMORE E UN MIRACOLO	*Hide and Rosanna (Columbia)—Nichion

MEXICO

(Courtesy Radio Mil)

This Week	Last Week	Title	Artist
1	1	TE DESEO AMOR (I Wish You Love)	Rondalla de Saltillo (Capitol)
2	2	SIMPLEMENTE UNA ROSA	Leonardo Favio (CBS)
3	3	VOLVERAS POR MI	Chelo y su conjunto (Musart)
4	4	ELOISA	Eloise)—Barry Ryan (MGM)
5	5	ENCADENADO A UN SENTIMIENTO	(Hooked on a Feeling)—B. J. Thomas (Orfeon)
6	6	TREBOL Y CARMESI	Crimson and Clover)—Tommy James and the Shondells (Roulette)
7	7	GENESIS	Lucasita (RCA)
8	8	POR AMOR	Sonia Lopez (CBS)
9	9	HAZME UNA FLOR	Build Me Up, Buttercup)—Foundations (Gamma)
10	10	ALGUIEN CANTO	Monna Bell (Musart)

NEW ZEALAND

(Courtesy New Zealand Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	CRIMSON & CLOVER	Tommy James and the Shondells (Roulette)
2	7	MONSIEUR DUPONT	Sandie Shaw (Pye)
3	9	ATLANTIS	Donovan (Epic)
4	—	WHERE DO YOU GO TO	Peter Sarstedt (United Artist)
5	6	SURROUND YOURSELF WITH SORROW	Cilla Black (Parlophone)
6	—	GALVESTON	Glen Campbell (Capitol)
7	3	THE GROOVIER GIRL IN THE WORLD	Simple Image (HMV)
8	—	SORRY SUZANNE	Hollies (Parlophone)
9	4	GAMES PEOPLE PLAY	*Allison Durbin (HMV)
10	8	HONEY DO	*Challenge (Impact)

NORWAY

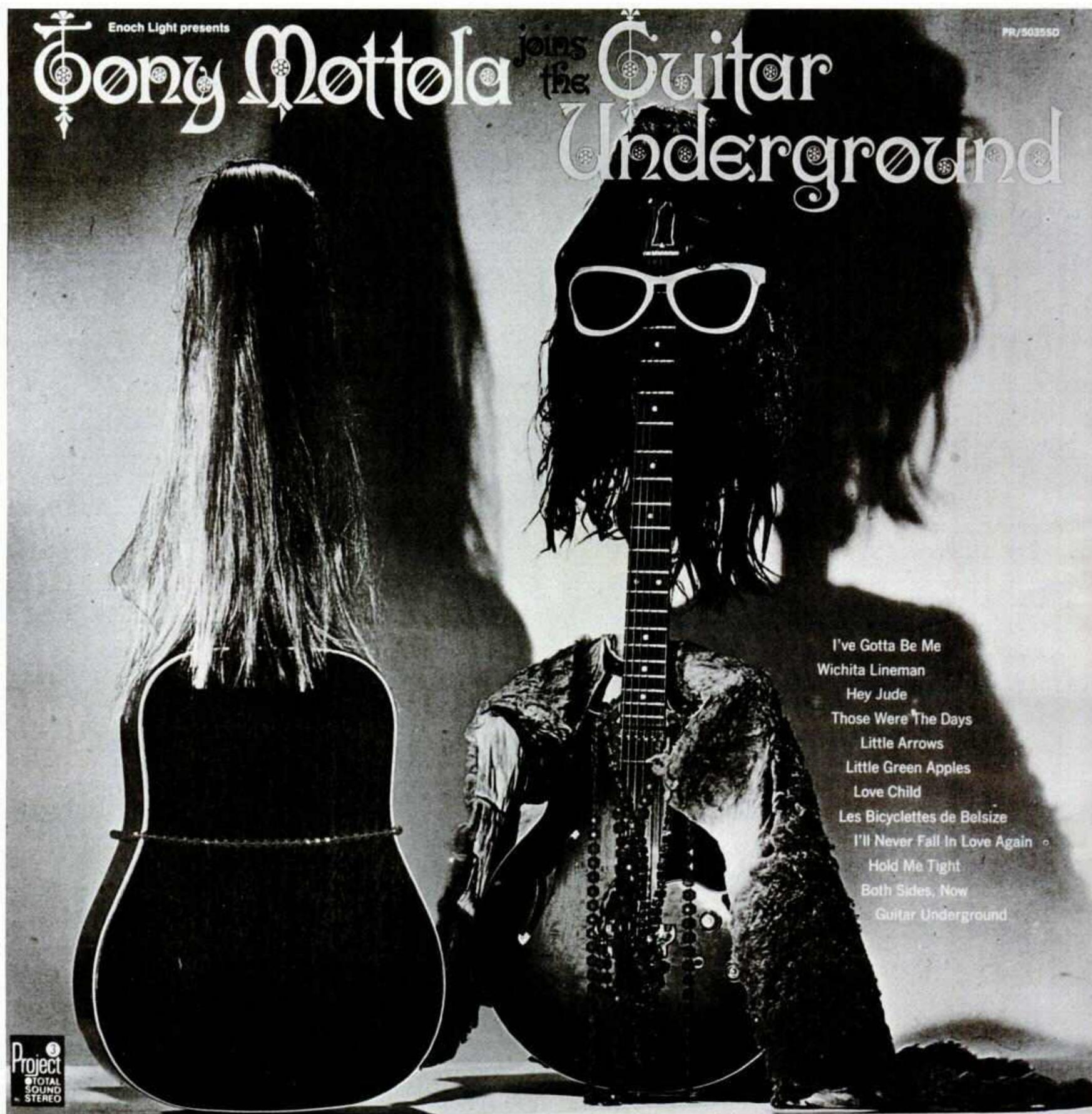
(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BOOM BANG-A-BANG	Lulu (Columbia)—Thore Ehrling
2	9	GET BACK	Beatles (Apple)—Sonora
3	6	GOODBYE	Mary Hopkin (Apple)—Sonora
4	2	JUDY MIN VAEN	Tommy Koeberg (Sonet)—Bendiksen (Parlophone)—Sonora
6	4	OJ OJ OJ SAA GLAD JEG SKAL BLI	*Kirsti Sparvov (Triola)—Bendiksen
7	5	WHERE DO YOU GO TO	Peter Sarstedt (United Artists)—United Artists
8	7	HEJ CLOWN	Jan Malmstjoe (CBS)—Sonora
8	7	LENA	*Odd Boerre (Triola)—Bendiksen
10	10	MONSIEUR DUPONT	Sandie Shaw (Pye)—Sweden Music

PHILIPPINES

This Week	Last Week	Title	Artist
1	2	DIZZY	Tommy Roe (ABC)—Mareco, Inc.
2	3	TIME OF THE SEASON	Zombies (Date)—Mareco, Inc.
3	1	INDIAN GIVER	1910 Fruitgum Co. (Buddah)—Mareco, Inc.
4	5	I WILL	Beatles (Apple)—Vic Lewis (CBS)—Mareco, Inc.
5	7	THIS GIRL'S IN LOVE WITH YOU	Eydie Gorme (CBS)—Mareco, Inc.
6	4		

Tony Award.



PR 5035SD

Another electric performance by Tony Mottola. On Project 3's new smash hit album with the New/Now sound of the "Guitar Underground." Plus 12 magnificent Mottola arrangements of top hits: "I've Gotta Be Me"/ "Wichita Lineman"/ "Hey Jude"/ "Those Were The Days"/ "Little Arrows"/ "Little Green Apples"/ "Love Child"/ "Les Bicyclettes de Belsize"/ "I'll Never Fall In Love Again"/ "Hold Me Tight"/ "Both Sides Now"/ "Guitar Underground" **Attention radio stations and One Stops! Get the new single from this Tony Mottola album: "I'll Never Fall in Love Again" B/W "Those Were The Days"—PR1355.**

Project 3
Total Sound
Stereo

AVAILABLE IN CANADA THROUGH THE COMPO CO., LTD.

Billboard Album Reviews

MAY 24, 1969



POP
ROBERT GOULET'S GREATEST HITS—
Columbia CS 9815

Robert Goulet has become one of Columbia's biggest album and single record sellers, and now in one exciting package, they offer a collection of some of his finest performances. Included is his initial claim to record fame, "If Ever I Would Leave You," and of course, his smash hit "My Love Forgives Me," along with other Goulet gems, such as "This Is All I Ask" and "Summer Sounds."



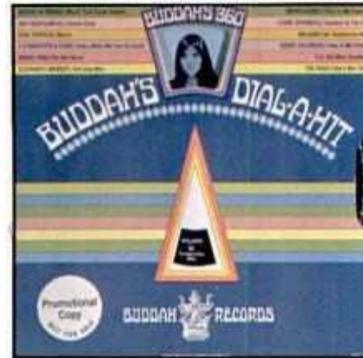
POP
MOODY BLUES—On the Threshold of a Dream.
Deram DES 18025 (S)

The Moody Blues offer more of their pop-orchestral excursions through the rock universe with their unique tapestry of sound and suggestion. Scoring heavily on the charts with their previous blends of music and mysticism, the British group should groove again with a more rock-oriented weave that features a new single, "Never Comes the Day," plus FM sure shots like "So Deep Within You," and more.



POP
VARIOUS ARTISTS—
Super Oldies, Vol. 5.
Capitol STBB 216 (S)

Material in this two-LP set ranges from the recent hit "Galveston" of Glen Campbell to the years-ago hits of Nat King Cole ("Ramblin' Rose") and the Lettermen ("Theme From 'A Summer Place'"). The Kingston Trio, Bobbie Gentry, Freddy and the Dreamers, the Seekers, and Chad & Jeremy are here, too. A sterling package of hits.



POP
VARIOUS ARTISTS—
Buddah's 360 Dial-a-Hit.
Buddah BDS 5039 (S)

Included in the de luxe package is an extraordinary spin-around cover, an explanation of the Buddah music philosophy, and a list of the record company's executives. This merchandising is supported by an impressive collection of recent hits including the Brooklyn Bridge's "Worst That Could Happen," the 1910 Fruitgum Co.'s "Indian Giver," the Lovin' Spoonful's "Summer in the City" and more.



POP
LOU RAWLS—The Way It Was/The Way It Is.
Capitol ST 215 (S)

Capitol's triple-market threat Lou Rawls applies his smooth, winning style to a variety of tunes enhanced for mid-market buyers and fans of Rawls' slick musical manner. Donovan's "Season of the Witch" and Otis Redding's "Fa Fa Fa" highlight this soul-tinted package also featuring "When a Man Loves a Woman" and "Gentle on My Mind." Rawls' latest venture, bolstered by the range of material, should score heavily on the charts.



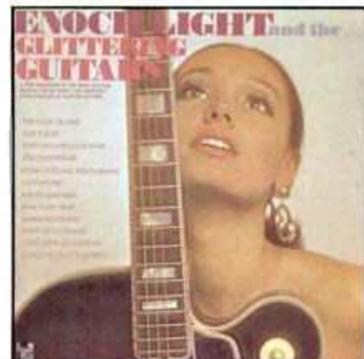
POP
FLOYD CRAMER—
Class of '69. RCA Victor
LSP 4162 (S)

Floyd Cramer, like wine and cheese and other good things in life, continues to improve as the years go by. This has to be the most sensational album he has created yet. He takes up the explorations of the Beatles on "Ob-la-di, Ob-la-da," he scores on "Games People Play," he bites deep with "Little Green Apples."



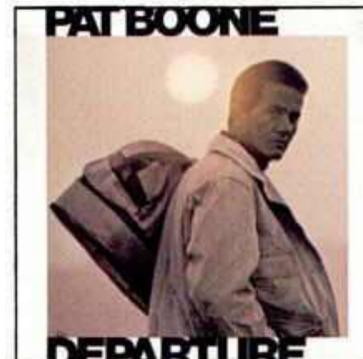
POP
VARIOUS ARTISTS—
Super Soul-Dees, Vol. 3
Capitol STBB 178 (S)

Capitol Records features its contributions to r&b via its roster of pop-soul artists headed of course, by Lou Rawls and Nancy Wilson. This two-record sampler is a prime vehicle for the label's top soul acts, plus up-and-comers like Patti Drew, John W. Kasandra, Bettye Swann, the Ohio Players and Willie Hightower. Also featured are Dobie Gray's "The In Crowd," Gene Chandler's "Duke of Earl" classic and Chuck Berry's "Nadine."



POP
ENOCH LIGHT & THE GLITTERING GUITARS—
Project 3 PR/50385D (S)

Enoch Light's Glittering Guitars really do "glitter," as you can soon hear by the exciting performances on this altogether delightful LP venture. With ease, the guitars, accompanied by lush strings, probe into the heart of mostly recent hits such as "You Showed Me," "Lo Mucho Que Te Quiero," "Light My Fire" and "The Look of Love." Top programming fare with much sales potential.



POP
PAT BOONE—Departure.
Tetragrammaton T 118 (S)

Boone proves in this commercial initial package for the label that he is as "today" as the composers who have written his material, John Stewart, Biff Rose and Tim Buckley, to name a few. In top vocal form, he excels with his recent single, "July You're a Woman," Fred Neils' "I've Got a Secret," and Rose's poignant "Molly." His performance of Loudermilk's "Break My Mind" is a standout in this highly commercial package.



POP
BIFF ROSE—
Children of Light.
Tetragrammaton T 116 (S)

In the title song of his new LP, Biff Rose sings of the unequal rhythms of life, while throughout he plays with the unequal rhythms of music and lyrics. This, his second LP, should succeed beyond the first one as the "Thorn in Mrs. Rose's Side" continues to prick affectionately at life's paradoxes with understanding warmth, and individuality that not only makes him unique and salable, but loveable as well.



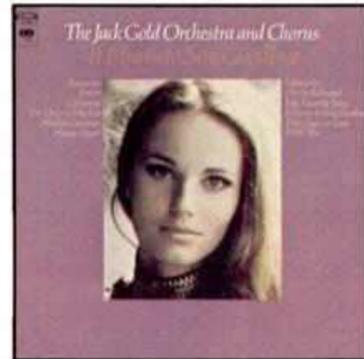
POP
AL HIRT—Here in My Heart.
RCA Victor LSP 4161 (S)

Eleven evergreens become the setting for Hirt's clear and lyrical trumpet artistry. Renowned for his improvisational abilities, Hirt brings a strong melody line into the spotlight. Radio exposure of such cuts as "It's Magic" and "Again" should spark great sales action.



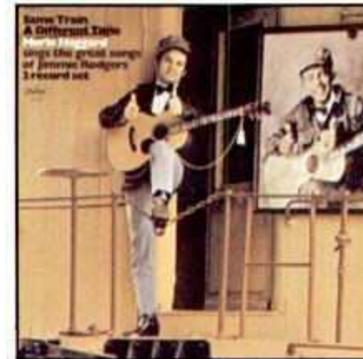
POP
DON KIRSHNER CUTS "HAIR"—
RCA Victor LSP 4174 (S)

With the score of the Broadway musical "Hair" dominating the pop charts these days, this fresh, creative and dynamic treatment of the score is one of the best and should prove an important chart item. Kirshner, discoverer of much of today's talent and music, comes up a winner again with the arrangements of Herb Bernstein who adds just the right new touches of jazz and classics to make the score sell all over again.



POP
JACK GOLD ORCH. & CHORUS—
It Hurts to Say Goodbye.
Columbia CS 9851 (S)

"It Hurts to Say Goodbye" was an initial easy-listening hit single for Gold, the songwriter-producer-turned-record artist and his aggregation. This and 10 other songs, mostly from the recent hit single bag, have been given the same treatment: solid arrangements by Ernie Freeman, lots of rhythm, and a strong chorus. Listening is very easy indeed, and the LP should compete successfully for radio play and sales.



COUNTRY
MERLE HAGGARD—
Same Train, A Different Time.
Capitol SWBB 223 (S)

Merle Haggard pays his dues to the father of country music—Jimmie Rodgers—in a collection of tunes that will not only become a collector's item, but prove one of the most entertaining LP's of the year. "Waitin' for a Train," "Mules Skinner Blues," and "Miss the Mississippi and You" are all here in original style.



COUNTRY
RAY PRICE—Sweetheart Of the Year. Columbia CS 9822 (S)

Ray Price has never been in better voice than on these cuts. They include the big single, "Sweetheart of the Year," "Lincoln Park Inn," "You Gave Me a Mountain" and many more. These performances are loaded with heart and soul, and the package is must merchandise.



COUNTRY
VARIOUS ARTISTS—
Blue Ribbon Country, Vol. II,
Capitol STBB 217 (S)

Riding in on the crest of a successful Volume One of Blue Ribbon country hits, Capitol now offers a worthy companion piece with 20 more recent winners. Glen Campbell's "Galveston" and "Wichita Line-man" are here along with Buck Owens' "Sweet Rosie Jones" and Sonny James' "Only the Lonely" and "Born to Be With You," among others by Merle Haggard, Wynn Stewart, Ferlin Husky and Jeannie C. Riley. More top sales assured.



COUNTRY
STONEWALL JACKSON'S GREATEST HITS—
Columbia CS 9770 (S)

This is a companion volume to Stonewall's first package of his greatest hits on Columbia; and like that one, this will do well in country markets. Stonewall is a staple in the field, and the performances here are really great. They include "Old Showboat," "Greener Pastures," "If Heartaches Were Wine" and many others.



JAZZ
LEE MORGAN—Charisma.
Blue Note BST 84312 (S)

Tasty, unfrilled album from a star group led by trumpet payer Morgan and aided by to saxist Jackie McLean, tenorist Hank Mobley and pianist Cedar Walton. Recorded three years ago this is the kind of jazz that would be called "hard bop" a couple of years before that. Hard swinging, indeed, and soulful—jazz with strong roots. "Somethin' Cute" is a good sample track.



CLASSICAL
HAYDN: SYMPHONIES Nos. 88 & 102—
New York Philharmonic (Bernstein). Columbia MS 7259 (S)

Bernstein adds still another click in his two excellent readings here. He gives the No. 88 an inspired interpretation, calling for and demanding the best from the Philharmonic. And it is in the No. 102 that the conductor lights up the classical heavens with a totally striking effort.



CLASSICAL
SCHUMANN: PIANO QUINTET/ BRAHMS: HORN TRIO—
R. Serkin / Tree / Bloom / Budapest Quartet. Columbia MS 7266 (S)

Serkin serves as inspirational force in catapulting the distinguished Budapest String Quartet to a particularly sparkling performance. In the Brahms work, the illustrious trio can do no wrong in a penetrating reading.

Album Reviews



POP

CHAD MITCHELL—Chad, Bell 6028 (S)

Chad Mitchell is singer of many dimensions. In this LP, he sequences neatly from such pop clicks as "Both Sides Now" and "Let's Get Together" to more serious, lengthy pieces as "Love Trilogy" and "Goodbye & Hello" with equal impact. Mitchell's following will grow larger because of this entry.



POP

CAROLYN FRANKLIN—Baby Dynamite! RCA Victor LSP 4160 (S)

Carolyn Franklin is Aretha's sister but she's got enough vocal pizzazz to ride to the top without cashing in on her family's name. She's got a powerhouse style that hits hard and goes a long way. All the songs excellently display her pyrotechnics and the LP was produced with care by Buzz Willis.



POP

BERT SOMMER—The Road to Travel, Capitol ST 189 (S)

Bert Sommer, one of the original members of the Broadway cast of "Hair," steps out on his own with unusual impact. He's a songwriter as well as a singer and he's tops in both departments. His style, in writing and delivering, is in the young contemporary groove and he's sure to go far.



COUNTRY

GEORGE MORGAN—Sings Like a Bird, Stop LP 10009 (S)

With "Like a Bird" flying high, George Morgan has a big winner in this LP. But the album doesn't just rest on the attraction of one hit. Morgan, undoubtedly one of the greatest stylists of our times, mellows his version of "I'm Throwing Rice"—beautiful. There's also excellent performances of "Wichita Lineman" and "Little Green Apples."



LOW-PRICE CLASSICAL

BARTOK: VIOLIN CONCERTO—Menuhin/Minneapolis Symphony (Dorati), Mercury SRW 18104 (S)

Menuhin's mastery of the violin is exemplified on this LP as he performs the variety of themes with brilliance. Dorati and the Minneapolis are the perfect associates in this perfect musical partnership, from the calm opening to the stormy endings.

The Sound of Berkshire...

Berkshire Cassettes offer more in every way. From Broadway and Hollywood to Dixieland, from the Latin beat to Jazz, from Country and Western to Around the World . . . our cassettes are "in" with the NOW sound. Featuring top vocalists and bands, our extensive music catalog grows and grows, keeping pace with every form of today's most popular sounds. Call or write for your copy now.

Our Cassettes all play the same tune . . . PROFITS.



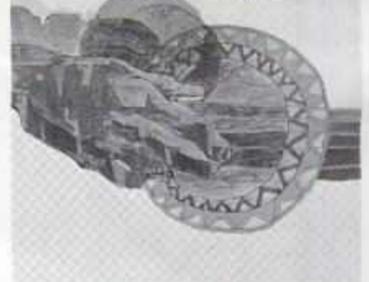
Berkshire
STEREO CASSETTES 1305 S. STRONG AVE., COPIAGUE, N. Y.

FOLK

TOM GHENT—Tetragrammaton T 113 (S)

Sounding something like a cross between Eric Anderson and Tim Hardin, but with a folk style as unique and distinctive as either, Tom Ghent writes and sings songs with a truly sensitive lyric and a tunefulness that is not quickly forgotten. With songs like "Merri-Go-Round" and "Corrine" he should quickly attract progressive play and underground attention but every cut reveals another dimension of this refreshing new artist. Much commercial appeal in folk areas.

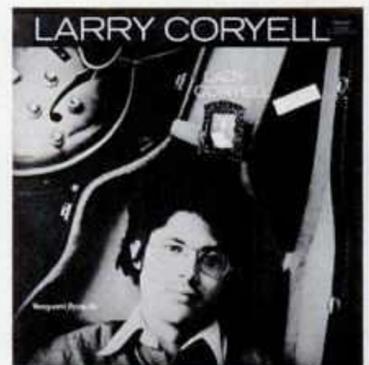
GRANT GREEN GOIN' WEST



JAZZ

GRANT GREEN—Goin' West, Blue Note BST 84310 (S)

An intriguing combination of the solid jazz styles of guitarist Green and pianist Herbie Hancock at work of five tunes long associated with the country music—"Tumbling Tumbleweeds," "I Can't Stop Loving You," "Wagon Wheels" and "Red River Valley." The current widening interest in all things country can't help but aid this album's sales, although the jazz is uncompromising.



JAZZ

LARRY CORYELL—Lady Coryell, Vanguard/Apostolic VSD 6509 (S)

This album has several things going for it—it is guitarist Coryell's first album under his own name, he acquired many plaudits and some fame as a member of the Gary Burton quartet and his name has a strong pull among underground fans as a solid bridge between the hard rock and jazz styles. This is mainly guitar and drums (Bobby Moses, an old compatriot, or Elvin Jones) and mainly Coryell originals. One surprise is some Coryell vocals that are touchingly bluesy.

when answering ads . . .
Say You Saw It in
Billboard

The "business of Music" is an exciting, ever-changing one . . . one that echoes and reverberates throughout every corner of the globe. Its tempo and stimulation motivates myriads of music consumers. The professional "round-the-clock" "action-reaction" of Sheet Music Institute, plus the mechanized purring of Hansen's multiple presses, assures these music buyers up-to-the-minute tunes.

ACTION WARES . . .

The sound of today's top groove begins **HERE . . . WITH THESE BRAND NEW "First-To-You" SWINGIN' SHEETS!!!** Prediction: You'll be seeing each of these in the **TOP 10!**

ONE DAY

Lovely ballad by (sounds like Tom Jones) . . . John Rowles.

FEELIN' ALRIGHT?

(Joe Cocker does it . . . rhythmically, puts it mildly.)

I'VE BEEN HURT

(An exciting West Indian "sca" sound by Bill Deal & the Rhondels.)

LODI

(A "Creole" style folk-rock ditty served up "top drawer" by Creedence Clearwater Revival.) (Back-to-Back Success . . . by the "Revival" . . . sounds like Country-Rock-Bayou . . . and that's sayin' something!) . . .

BAD MOON RISING

(Here comes Steppenwolf . . . with a powerful "psych-rock" rouser . . .)

IT'S NEVER TOO LATE

ORDER BIN . . .

To lead-off your next sheet music "bid" . . . keep in mind, sheet music sales are paced with best selling records . . . and . . . **YOURS** will be the winning hand!!! Here are this week's **TOP 10 . . .**

GET BACK

WHERE'S THE PLAYGROUND, SUSIE?

PRETTY WORLD

EVERYDAY WITH YOU GIRL

BLACK PEARL

HEATHER HONEY

MORE TODAY THAN YESTERDAY

GITARZAN

GOODBYE

YOU DON'T NEED ME FOR ANYTHING, ANYMORE

AND . . . the lucky 11th song is a country break-out . . . a "standard" comin' back **BIG . . .**

RUNNING BEAR

(Sonny James is makin' it a monument!)

TOP NOTE . . .

Follow the **LEADER (S.M.I.) . . .** and **YOU'LL** be a "SHEET-STAKE" **WINNER!!**

GOLD MARK ASSOCIATES

PUBLIC RELATIONS
 New York—Beverly Hills—London

Musical Instruments

Exhibitors Call AMDIE a Success; Some Critical of Attendance, Boycott

• Continued from page 1

by exhibitors. They simply got scared: Merson Musical Instrument Products' T. Warren Hampton said, "In the beginning, I didn't give a damn if the AMDIE show was a success or not. While other exhibitors were too scared, we were afraid to come in here. In fact, Merson was the first company to sign for the show. Most companies sit back and wait for someone else to make the first move. As for those who backed out, they're the losers.

"The show is a tremendous success and we're very happy with it. I flew in 500 dealers by chartered plane. The first day, we did more business than we did all last year at the National Association of Music Merchants (NAMM). For this, I took the biggest room here at the convention center. Next year, I'll take twice as much space.

"We simply did more business with less effort than ever at NAMM. The accommodations here in Las Vegas are fantastic. The Chamber of Commerce has bent over backwards. As for this year's NAMM show, I am undecided on whether we will exhibit. I still have three days to decide."

Equally enthusiastic was the reaction from Thomas Organ Co. product manager Joe Frindt. He said:

"Basically, we look at the show as another attempt to service our dealers. It gives us a chance to bring in people from the factory who don't normally go to shows. In short, the show provides greater communication. We don't even think of comparison of shows. "As far as we are concerned, AMDIE is definitely a success. Las Vegas is a natural place for a music show. The exhibit hours of noon to five have worked out real well.

Speaking for the Vox Division of Thomas, Florence Stanley said: "This show is such a new concept. Vegas has an aura which is so different. It's a kind of fun, exciting type of thing. Next year, it will be 10 times as big. The reaction from our people has been very much pro-Vegas."

Meanwhile, Leland James, vice-president, M. Hohner, Inc., said his company had no complaint about traffic: "There is no question about the show's success. We have even had a lot of East Coast dealers visiting us. The only problem we have faced is the noise from some of the other exhibits.

"We have been very busy and I think this speaks for the show. I hope and think the customers

CMI Exhibit

CHICAGO—Chicago Musical Instrument Co. (CMI) will again have its massive exhibit covering one quarter acre of area at the Pick-Congress Hotel here June 22-26 to coincide with the National Association of Music Merchants (NAMM) convention. NAMM's show will be at the Conrad Hilton.

CMI lines to be represented consist of Gibson, Lowrey, Olds, Story & Clark, Farfisa, Reynolds, Maestro, Cordovox, Lewis, Kalamazoo, Epiphone, Ultratone, Symmetricut and Tonette.

will be impressed enough to come back next year. We plan on coming back. I'm quite certain there will be quite a few more exhibitors next year."

Keith Dodd, vice-president of Kustom Electronics, Inc., also had no complaints about traffic:

"The attitude here is real good. Las Vegas offers more things for people to do. As for the show itself, the exhibit hours aren't as strenuous. The show is simply more relaxed.

"The first day, we wrote 65 per cent of the amount of business we did in Chicago. This is quite good, considering this is AMDIE's first year. The location is real good. One thing about Chicago is that East and Midwest dealers are well represented, but there are few West Coast and Rocky Mountain dealers. Here at this show, all areas of the country are well represented. We're writing a lot of business from the East coast.

Whether these dealers will also be in Chicago, I don't know.

"Timing is a problem. The shows are too close together. If this continues, people will pick one show over the other and I think this show will mushroom.

"We'll definitely be back. I sum the show up a success. It will grow. They got it off the ground. I was a little concerned about distractions, but with show hours, there is still plenty of time for play. This was a good move on AMDIE president Ed Phinney's part. I think the format of exhibit hours would be excellent for the Chicago show. In short, Phinney has a winner. As for next year, I would guess that just about everyone who held out will be exhibiting."

Magnus Hendell, president, Magnus Hendell Associates, Inc., the marketing division of Danelectro, cited "tremendous reaction" to the company's kilo-

(Continued on page 72)

PLEXIGLASS GUITAR IN AMDIE'S PRODUCT ARRAY

LAS VEGAS—A plexiglass guitar, in both bass and lead models, and an organ weighing 4,500 pounds with cast aluminum base were among new products and prototypes displayed here last week at the American Music Dealers Industry Exhibit (AMDIE).

Several "firsts" were unveiled. Among them was the Dan Armstrong guitar on display at the Ampeg exhibit. The instrument, shown as a prototype with bass and lead models, featured a plexiglass Boyd, which was explained by Doyle Holloway:

"The purpose of the plexiglass is not for a see-through effect but to create a dense surface. With this, the guitar cannot absorb sound in any way. We call this a guitar player's guitar and we want to jump on the California market. The suggested list is \$290 with extra pick-up. In short, the reaction here at the show has been great."

Exhibiting for the first time was Frisco Sound, which displayed its sound systems. Included in the line was the Frisco Organ-lead Command Control Center which may be used with any of the Frisco power units or several of them together to provide up to 1,500 r.m.s. watts of directional power.

The EX21 organ, a promotional piece, was on display at the Yamaha exhibit, where artist Koichi Oki provided the demonstration. Oki came here from Japan for a series of Yamaha events, including the National Association of Music Merchants (NAMM) show in Chicago.

"This organ is not for sale," explained sales manager John McLaren. "It is strictly an engineering piece. The organ is capable of doing anything. The unit weighs 4,500 pounds and the base is molded cast aluminum. It's all one piece."

NAMM Adds To Exhibitors

CHICAGO — The National Association of Music Merchants (NAMM) has released its first supplement list of exhibitors for the trade group's June 22-26 Music Show at the Conrad Hilton Hotel here. The new group brings the total of exhibitors to 218.

Additions: ARC Sound, Inc.; Continental Label Co.; Garnet Amplifier Co., Ltd.; Walter Kane & Son, Inc.; C. Meisel Music; Music Trades magazine; Penzel, Mueller & Co.; Piano Technicians Guild, Inc.; Wilhelm Schimmel Piano—Forte-fabrik GmbH; Sound Amplifiers—Accorgan Corp.; Taurus Guitarras Lutherie; Vikoa, Inc.; Sound Division; Worldwide Musical Instrument Co.

when answering ads . . .
Say You Saw It in Billboard

DEALERS LIKE AMDIE HOURS; SOME GRIPES

LAS VEGAS—Music dealers attending the first American Music Dealers Industry Exhibit (AMDIE) show here last week praised the relaxed five-hour exhibit period, were universally happy with the amount of entertainment available but many hoped for more participation by both dealers and exhibitors:

"More dealers and more exhibitors should have been here," said Harry Kammerman, of Harry Rhe K's Music Shack, Brooklyn, N. Y. "CMI and Fender should have been here. But the new companies I wanted to see, such as Frisco Sound, are here.

"The potential of this show is good. The exhibit hours are great. It has to be that way."

Ed Schaeffer, of Schaeffer Music, Billings, Mont., also stressed the need for more dealers and exhibitors:

"Particularly, I would like to see those companies I represent, such as Wurlitzer. I have gone to the National Association of Music Merchants every year but I'm not going this year. I'd much rather come to Las Vegas. They should rotate the show between here and Honolulu. The show's potential is fantastic."

Another reaction was voiced by Brian Whitman, Whitman Piano Co., Anaheim, Calif.:

"I like the show but there is not enough attendance. The timing is wrong. It should be a fall show. There is too much duplication, another problem is that too many manufacturers boycotted the show. As far as I'm concerned, there is a need for this show and they can move the Chicago show here. It was a great first attempt."

NAMM Clinic

CHICAGO—Guitarist George Van Epps, guitarist and teacher Ronnie Lee and Robert Johnson, vice-president, C. F. Martin & Co., will participate in a clinic at the National Association of Music Merchants (NAMM) Music Show. Jimmie Webster, Fred Gretsch, will moderate.

BEST SELLING

Folios

VOCAL COLLECTIONS

TITLE (Publisher)

BEATLES COMPLETE (Hansen)

BEST OF FOLK MUSIC BOOK 1 (Hansen)

BEST OF POP MUSIC (Hansen)

ENJOY THE GOLDEN SONGS OF GLEN CAMPBELL (Hansen)

HYMNS WE LOVE—Vocal (Big 3)

HAIR VOCAL (Big 3)

PETER, PAUL & MARY SONGBOOK (Warner Bros.-Seven Arts)

SONGS BY PAUL SIMON—Best of Simon & Garfunkel (Plymouth)

70 SUPER BLOCKBUSTERS FOR '70 (Hansen)

SWEET CHARITY—Vocal (Big 3)

SOUND OF MUSIC—Vocal (Chappell)

American Music Dealers Industry Exhibit Scenes



MUSIC DEALERS and exhibitors line up to register at last week's American Music Dealer's Industry Exhibit (AMDIE) at the Las Vegas Convention Center.



JAM SESSION at the Ampeg Co., Inc. exhibit. Dan Armstrong, designer of guitars, peers at the photographer (left) while Dick Bredici studies the two musicians as others talk in background.



BONNIE HEATH, Jim Wade, R. C. Crooks and Al Simpkins (from left to right) at the Stadel Co. exhibit booth.



NOVA GAIL Ball shows off some guitar picks at the Ernie Ball booth.



NORM WEILAND plays a tune for Joseph Saltzman (center) and Mitchell Levine at the Sorkin Music Co. exhibit.



BRUCE MARR and his wife talk about registration.



MERSON'S Miss Blue Chips, Janice Richards, is flanked by Randal Davidson, Musicland, Hendersonville, Tenn. (left), and Joel Fred Bynum, Town & Country Music, Fenton, Mo.



KUSTOM Electronics, Inc. sales manager Chuck McKinney (left) chats with president Bud Ross and vice-president Keith Dodd (right).



ED PHINNEY, AMDIE president, and his daughter, Donna (left) and wife, Toni.



DORIC Organ's Alfred Mayer (left) shows a feature to Mr. and Mrs. Virgie Reed, Virgil Reed Music, Wray, Colo.

'Bound to Happen. Billboard's Ed Ochs

has gone completely underground. Then he was always underground, probing R&B in Soul Sauce and reporting the rock scene from Fillmore East. Ed's crisp writing and sharp insight will go heady and heavy, inside and under the "new" music in Billboard.

In June

Exhibitors Call AMDIE a Success; Some Critical of Attendance, Boycott

• *Continued from page 71*

watt amplifier, but also pointed to the need for more traffic. He added:

"I think there is a need for dealer incentives. However, the people we have seen have been good. I think the show was very well organized. Services have been excellent."

Ludwig's Henry Larson said his only complaint was "too much noise" and suggested that amps be confined to a certain area of the convention center next year. Meanwhile, Earl Matzkin described dealers as in a "buying frame of mind" and said the company is looking forward to next year's show.

Speaking for the Innovex Division, Hammond Corp. production supervisor Sheldon Bauer said:

"The show has far surpassed our highest expectations. The reaction to our product, the Condor Reed sound modulator, has been phenomenal. Many dealers have bought products at the show and we have set up a number of appointments. We have found that many dealers are attending their first show.

"Reaction from musicians here in town has been unreal. I have talked to several exhibitors who are already taking out options on next year's show. They are doubling their space." A company new to the trade

show scene was Frisco Sound, which featured its sound systems. Vice-president Geneva Key said:

"We like this show. Exhibitors are saying that NAMM will be good this year, but later it will go downhill. We have reservations for NAMM, but I don't know whether we'll go. We have written up some very big deals here."

At the Yamaha display, sales manager John McLaren said his company was very happy with the dealer turnout, but added: "If I were a dealer, I would feel disappointed in not seeing more major companies exhibiting. There is also the problem of noise."

Jefferson Airplane's Dryden Plugs New Fiber-Glass Drum

By EARL PAIGE

CHICAGO—Spencer Dryden, drummer with Jefferson Airplane, the RCA Victor recording group, is endorsing a new fiberglass drum developed by Bob Grauso, who has formed Fibes Co. in Long Island, N. Y. According to Dryden, here last week for the group's free concert in Grant Park, the drum represents a breakthrough in design and brings drum development a step further in a technological race with other instruments.

Dryden, who would like to see drums designed in different shapes giving the effect of "living sculpture," said, "Instrument manufacturers have got to keep up with the elec-

tronic age. The young people today have grown up in an environment consisting of television, tape recorders, stereo players, FM radios and tape cartridge equipment. Kids are used to being around machines and they are very conscious of the electronic developments in musical instruments.

"The drum has been left out in the electronic applications but I think the use of a fiberglass shell on this new drum Grauso has developed will be a step in the right direction. Drums using wood split and metal drum shells don't always have the tone that I want. The fiberglass shell gives a tone in between wood and metal."

Grauso, a former drummer, made a fiberglass drum for Art Blakeley several years ago, according to Dryden, and was formerly associated with the Professional Drum Shop in Los Angeles, where Dryden saw the first fiber model.

The drum can be played with the head removed, but Dryden is playing it with the head on. He also uses two tom tom drums and a snare.

"I think drums and amplifiers should be designed in the form of sculpture to lend an aesthetic effect to the act's setting. But, of course, this would mean building new molds and new carrying cases, so this development may be a long way off," he said.

Extends Taylor Entry Deadline

NEW YORK — The American Society of Composers, Authors & Publishers has extended the submission period for the 1968 ASCAP - Deems Taylor Awards until July 1. The awards are made each year to encourage excellence in American prose non-fiction writing about music and its creators. Judges for the 1968 awards are Dr. Douglas Moore, Dr. Virgil Thomson, Arthur Schwartz and Billy Taylor.

Nashville Scene

Charlie Dillard, operations manager at WPFA, Pensacola, says the Charley Pride show played to a full house at Municipal Auditorium there, with more than 3,100 on hand for one performance by Pride, June Stearns, and Johnny Duncan. George Richie directed the Charlie Walker live album performance at the Longhorn Ballroom in Dallas. The date was booked by Billy Deaton. . . . Alice Creech of North State label played a package show in Raleigh, N. C., at the Dorton Arena with Ernest Tubb, Jack Greene and Nat Stuckey. Her performance was so well accepted she played a return engagement with Jack Greene at the Goldsboro, N. C., Fair Grounds a week later. . . . Pat Boone came home to announce the establishment of another nationwide chain of family restaurants, the Pat Boone Favorite Foods of America. . . . Jan Hurley and Her Revenuers are on a long tour for the Richard Lutz Agency, Lincoln, Neb., despite an injury sustained on the tour. She has been working under a doctor's care. . . . After a 30-day vacation, Columbia's Ray Price resumed a full schedule of one-nighters with a tour through the Midwest. Then he returned to Nashville for a series of album and single sessions produced by Don Law. After that there is a 14-day personal appearance swing starting in Wichita and ending in Hartford, Mich., on June 1. Summer park and fair dates will carry him into September.

Chet Atkins will score and record the background music for a University of Tennessee documentary film during June and July. . . . Clay Hart, new country artist with Metromedia, has recorded an album of top country selections here, produced by Tommy Allsup. It will be titled "Spring" after Clay's single, which has taken off. Clay also will appear on the "Lawrence Welk Show" May 24. . . . Shelby S. Singleton donated \$6,000 to Nashville's YMCA and issued a challenge for all music industry businesses to match his donation in relationship to firm size. Shelby and Noble Bell, his executive vice-president, are serving as chairmen contacting and soliciting donations from music companies. Columbia's Harold Hitt and Decca's Owen Bradley are working the music trade organizations inside the city, while Singleton has those outside the city limits. . . . Tree's Jack Stapp, State chairman for cerebral palsy, has conducted another successful telethon, this one at Jackson, Tenn.

Jones at NAMM

CHICAGO — Jack Jones, RCA Victor recording artist, will appear at the National Association of Music Merchants (NAMM) Music Show banquet, June 25 here. The Frankie Masters Orchestra is also set for the show.

GOLF TOURNEY JUNE 18-19

NEW YORK — The Professional Music Men's annual "Get Together & Golf Tournament" will be held June 18-19 at Kutsher's Country Club, Monticello, N. Y. Heading the committee for the tourney are Frank Abramson, Lucky Carle, Leo Diston, Jerry Lewin, Bernie Pollock and Hy Ross.

Album Reviews

• Continued

SPECIAL MERIT PICKS

CLASSICAL

VIVALDI: LIESTRO ARMONICO—I Musici, Philips World Series PHC 3-017 (S) Fine all-around performances make this package a bargain at this low price. Technical musicianship and an understanding of the selections pay off for all. An attractive cover, too.

GOSPEL

THRASHER BROTHERS—Rid'n High, Canaan CAS 9660 LP (S) A very interesting, intriguing, inspiring group that uses twin trumpets on occasion to create an impact. Like in "Just a Little While," "I Ask the Lord" displays the best harmony, but one is left more interested by the combination of trumpets with vocals, in "Meeting in the Air"—a combination that could shake gospel fans the world over.

R&B

JIMMY McCracklin—The Stinger Man, Minit LP 24017 (S) Jimmy McCracklin separated blues from rhythm in his latest soul effort and really surprises with one of his finest performances since his Minit debut. "You Ain't Nothing But a Devil," "I've Been Trying" and "Stinger" are potential chart disks for the blues, down-home soul artist, while his new single, "What's Going On?" should send McCracklin spinning on the charts again, this time deeper in the contemporary blues bag.

LOU JOHNSON—Sweet Southern Soul, Columbia SD 9008 (S) Atlantic's Jerry Wexler and Towd Dowd has



THE YOUNG HEARTS—Sweet Soul Shakin' Minit LP 24016 (S)

The Young Hearts, one of the finest young soul groups emerging on the r&b scene, rise out of the West Coast to bid for national attention via their first album. Talented and together the soul quartet features their recent successes, "Little Together-ness," "I've Got Love for My Baby" and their big disk, "Sweet Soul Shakin'," all capable of collectively establishing this polished soul act as a chart favorite.

brought r&b singer Lou Johnson back to the contemporary music scene from Dallas — via Muscle Shoals, Ala., of course—where he was performing locally. Back on wax with his recent "Rock Me Baby" single, Johnson souls for a spot on the charts, revisiting the Drifters' "This Magic Moment," Ben E. King's "Don't Play That Song" hit and "Gypsy Woman."

FOLK

MARSHA MALAMET—Coney Island Winter, Decca DL 75109 (S) Marsha Malamet makes an auspicious disk debut here. This Brooklyn miss here has material that touches the right chords as she sings "My Life From Here," "What Makes Marsha Sing?" "I Don't Dare" and the title number, "We Can Make It Alone," is another gem.

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★

EARL GRANT—This Magic Moment, Decca DL 75108 (S)

Action Records

Singles

★ NATIONAL BREAKOUTS

DON'T LET THE JONESES GET YOU DOWN . . . Temptations, Gordy 7086 (Jobete, BMI) SEE . . . Rascals, Atlantic 2634 (Slacсар, ASCAP)

★ REGIONAL BREAKOUTS

MINOTAUR . . . Dick Hyman, Command 4126 (Eastlake, ASCAP), San Francisco

Albums

★ NATIONAL BREAKOUTS

No National Breakouts This Week.

★ NEW ACTION LP's

ORIGINAL CAST . . . Boys in the Band, A&M SP 6001 (S) FIFTH DIMENSION . . . Age of Aquarius, Soul City ULTIMATE SPINACH . . . MGM SE 4600 (S) AUM . . . Bluesvibes, Sire SES 97007 (S) JAIME BROCKETT . . . Remember the Wind & the Rain, Oracle ORS 701 (S) FAMILY . . . Family Entertainment, Reprise RS 6340 (S)

EVERYTHING IS EVERYTHING FEATURING CHRIS HILLS

—Vanguard / Apostolic VSD 6512 (S) XAVIER CUGAT—Midnight Roses, Decca DL 75046 (S) WILL GANE ORCH.—Strictly Oompah, London phase 4 SP 44122 (S) FRANCIS LAI ORCH.—A Man & A Woman, Kapp KS 3598 (S) SAMMY KAYE—The 30's Are Here to Stay! Decca DL 75106 (S) THE CHARLATANS—Philips PHS 600-309 (S) THE ZIG ZAG PEOPLE TAKE BUBBLE GUM MUSIC UNDERGROUND—Decca DL 75110 (S) THE OPEN WINDOW—Vanguard VSD 6515 (S) GERALDO VESPAR—New Breeze from Brazil, Capitol ST 225 (S) JOE BOZZI—Trumpet Italiano, Decca DL 75097 (S) ALICE COOPER—Pretties for You, Straight STS 1051 (S)

COUNTRY ★★★★★

TOMMY ALLSUP & THE NASHVILLE SURVEY —The Hits of Charley Pride, Metromedia MD 1004 (S) BOTH SIDES OF THE CHISHOLM BROTHERS—Musicor TALS 4 (S)

CLASSICAL ★★★★★

CHOPIN: POLONAISES—Alfred Brendel, Cardinal VCS 10058 (S) THE JOLLY MINSTRELS—English / Jaye Consort, Cardinal VCS 10049 (S) PURCELL: CELESTIAL MUSIC / NOW DOES THE GLORIOUS DAY APPEAR—Various Artists/Accademia Monteverdiana Orch. (Stevens), Cardinal VCS 10053 (S)

LOW PRICE CLASSICAL ★★★★★

BEETHOVEN: QUARTET No. 12—Yale Quartet, Mercury Wing VCS 10054 (S)

JAZZ ★★★★★

JOHN PATTON—Understanding, Blue Note BST 84306 (S) INTRODUCING KENNY COX AND THE CONTEMPORARY JAZZ QUINTET—Blue Note BST 84302 (S)

INTERNATIONAL ★★★★★

MIGUEL ACEVES—Tangos en Bolero, RCA Victor MKS 1801 (S) LA RONDALLA TAPATIA—RCA Victor MKS 1803 (S) GHULAMHUSSAIN KHAN / MUNIR KHAN—Jugalbandi: Duet for Sitar and Sarangi, Decca DL 75100 (S)

RELIGIOUS ★★★★★

RICHARD ROBERTS—My Father's Favorite Songs, Light LS 5507 LP (S) BILL PEARCE & DICK ANTHONY—The Rest of the Way, Word WST 8409 LP (S)

GOSPEL ★★★★★

MARY JANE—How Wonderful, Word WST 8437 LP (S) KEUM JA KIM—No Greater Love, Word WST 8454 LP (S)

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	18	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522 (S)	3
2	1	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	18
3	5	SAY IT LOUD Lou Donaldson, Blue Note BST 84299 (S)	8
4	3	THE FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M SP 4160 (S)	24
5	2	STONE SOUL Mongo Santamaria, Columbia CS 9780 (S)	11
6	4	MOTHER NATURE'S SON Ramsey Lewis, Cadet LSP 821 (S)	12
7	6	SILVER CYCLES Eddie Harris, Atlantic SD 1517 (S)	13
8	7	THE GREAT BYRD Charlie Byrd, Columbia CS 9747 (S)	13
9	15	MUCH LES Les McCann, Atlantic SD 1516 (S)	10
10	14	A DAY IN THE LIFE Wes Montgomery, A&M SP 3001 (S)	86
11	9	ROAD SONG Wes Montgomery, A&M SP 3012 (S)	28
12	16	SOUNDTRACK Charles Lloyd, Atlantic SD 1519 (S)	12
13	20	LIGHT MY FIRE Woody Herman, Cadet LSP 819 (S)	4
14	12	SHAPE OF THINGS TO COME George Benson, A&M SP 3014 (S)	9
15	8	THE WORM Jimmy McGriff, Solid State SS 18045 (S)	22
16	19	UNDER THE JASMIN TREE Modern Jazz Quartet, Apple ST 3353 (S)	9
17	10	MERCY MERCY Buddy Rich Big Band, World Pacific ST 20133 (S)	28
18	13	SUMMERTIME Paul Desmond, A&M SP 3015 (S)	5
19	11	FURTHER ADVENTURES OF JIMMY & WES Jimmy Smith & Wes Montgomery, Verve V6-8766 (S)	10
20	—	AMERICA THE BEAUTIFUL Gary McFarland, SKYE SKB (S)	1

Billboard SPECIAL SURVEY For Week Ending 5/24/69

THE "NOW" CONFERENCE FOR THE RADIO INDUSTRY

**2ND
ANNUAL**

radio FORUM
programming

JUNE 19-22
WALDORF
ASTORIA
HOTEL N.Y.C.

SPONSORED BY BILLBOARD

THE AUDIENCE

PROGRAM MANAGERS
STATION OWNERS AND MANAGERS
DEEJAYS
RECORD COMPANIES

AND EVERYONE INVOLVED WITH
INCREASING EFFECTIVENESS AND
IMPACT OF RADIO

THE FORMATS

TOP 40 • COUNTRY • R&B
MIDDLE OF THE ROAD
PROGRESSIVE ROCK

STATION TYPES

AM & FM
LARGE, MEDIUM, SMALL
RURAL, METROPOLITAN

FEATURES

"SOUNDS OF THE TIMES" EXHIBIT

A first-ever exhibit of the actual sounds of trend setting stations in every format throughout the country. Tapes of the stations will be put on cassettes through the co-operation of the engineers of Norelco. You will hear the jingles, the commercials, the news approach, the deejays, the music and every aspect of a typical radio day. Representatives of the station will be on hand to answer your questions—an unprecedented chance for you to listen to what's happening in radio nationwide.

THE PROGRAM

THURSDAY, JUNE 19

12:00 noon-8:00 p.m.
REGISTRATION

3:00 p.m. - 8:00 p.m.
EXHIBIT—"Sounds of the Times"

FRIDAY MORNING, JUNE 20

8:00 a.m. - 12:00 noon
REGISTRATION

9:00 a.m.-12:00 noon

Session 1

The Dynamic Power of Radio

a. The Future of Radio—Decline, Growth or Status Quo

Miles David, President, Radio Advertising Bureau
New York, N. Y.

b. How and Why Radio Must Help Stem Deterioration of City Life and Commerce (to be announced)

c. The Vital Impact of Proposed Copyright Changes on Radio and the Record Industry

Harry Olsen, General Attorney
CBS
New York, New York

FRIDAY AFTERNOON, JUNE 20

12:00 p.m. - 1:30 p.m.

LUNCH

12:00 noon - 2:15 p.m.

EXHIBIT—"Sounds of the Times"

2:15 p.m. - 5:30 p.m.

CONCURRENT CONFERENCE SESSIONS

These five sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the five sessions, attending one at 2:15 p.m. and the other at 4:00 p.m.

Session 2

Finding the Hit Records

a. Checking Music Popularity in Your Market and Relating It to Air Play

Norman Wain, Vice-President, Secretary
Westchester Corporation
General Manager: WIXY-1260 and WDOK-FM
Cleveland, Ohio

b. Record Popularity Charts in Magazines and Newsletters—What Value Are They

Don Owens, Director: Charts and Reviews
Billboard Publications
New York, New York

Session 3

Building Your Audience With On-the-Air Promotions

a. What Practical Results Can On-the-Air Promotions Achieve for a Station?

Howard S. Kester, Vice-President, General Manager
KYI
AVCO Broadcasting Corp.
San Francisco, California

b. New Promotional Ideas—The Winners and the Losers

Charles R. Parker, Vice-President and
Program Manager
Radio Station WDRG
Hartford, Connecticut

Session 4

The Need to Look at Your Station Objectively

a. The Danger Flags That Indicate You Need to Make a Change

David R. Klemm, Director of Marketing and
Operations
John Blair and Company
New York, New York

b. A New Way to Look at the Impact of Your Station—The Brand Rating Index

John E. Allen III, Ph.D., Vice-President
Brand Rating Research Corporation
New York, New York

Session 5

Top 40 Programming

a. Is Top 40 Radio Dying?

Bill Stewart, Operations Manager
WNOE Radio
New Orleans, Louisiana

b. What Variety of Music Should Top 40 Program to Compete Successfully?

John Borders, Group Program Manager
Texas State Network Owned Stations/and Network
Fort Worth, Texas

Session 6

Achieving Greater Impact With a Small or Medium Market Station

a. The New Records—Keeping Up With and Deciding Which to Play

Ron Fraiser, Program Director
WNOR Radio
Norfolk, Virginia

b. Competing With Major Stations Reaching Your Market

Jack Murphy, National Program Manager
Susquehanna Broadcasting Co.
York, Pennsylvania

5:30 p.m.-7:00 p.m.

EXHIBIT—"Sounds of the Times"

6:30 p.m.-7:30 p.m.

ARTIST APPRECIATION COCKTAIL RECEPTION

A get-acquainted reception, strictly social will provide an opportunity for every registrant to meet and to socialize with a number of recording artists, representing all types of music.

SATURDAY MORNING, JUNE 21

8:00 a.m.-9:00 a.m.

EXHIBIT—"Sounds of the Times"

9:00 a.m.-12:15 p.m.

CONCURRENT CONFERENCE SESSIONS

These five sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the five sessions, attending one at 9:00 a.m. and the other at 10:45 a.m.

Session 7

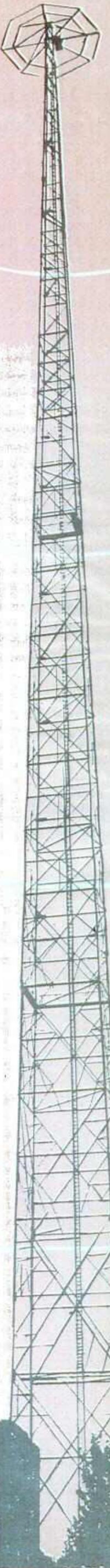
Selecting Records for Air Play

a. Picking the Records—Who Should Select Them and What Criteria Should Be Used

Deane Johnson, Program Director
Radio Station KDWB
St. Paul, Minnesota

b. How Do You Pick the Best LP Cuts?

Pat McMahon, Program Director
KRIZ Radio
Phoenix, Arizona



Session 8

Where Country Music Rides Today

a. Trends in Country Music Sound and Lyrics and Its Impact on Pop

Jim Harrison, Program Director
Radio KFOX
Sonderling Broadcast Company
Long Beach, California

b. Programming a Modern Country Format

Jack Gardner, Program Director
KBOX Radio
Dallas, Texas

Session 9

How Important Are Personalities to the Station

a. What is the Difference in the Skills Required Today for the Successful Personality?

Allan M. Newman, Program Director
KSFO Radio
San Francisco, California

b. How Do You Handle Personalities Effectively—The Super Personality, the Over-the-Hill Deejay, etc.

Richard F. Carr, Vice-President and General Manager
WIP Radio
Philadelphia, Pennsylvania

Session 10

Outside Aids to Help Programming

a. Using Production Aids Effectively—ID Jingles, Sound Effects, Tradeouts, Show Promotions

Don Bruce, Vice-President
Airplay International
Division of Pepper & Tanner, Inc.
Memphis, Tennessee

b. Beyond Demographics—A New Research Approach of Completely Targeting Your Audience (Psychographics)

Frank Magid
Frank Magid Associates
Cedar Rapids, Iowa

Session 11

Developments in FM Radio

a. What Are the Prospects for FM Profitably Competing With AM?

Lynn A. Christian, President
Dawson Communications Inc.
Dallas, Texas

b. Two Success Stories of FM Programming

Peter V. Taylor, General Manager
WJIB—Kaiser Broadcasting
Boston, Massachusetts

Robert Podesta, Owner-Manager
KREP
Santa Clara, California

SATURDAY AFTERNOON, JUNE 21

12:30 p.m.-1:30 p.m.

LUNCH

12:15 p.m.-2:15 p.m.

EXHIBIT—"Sounds of the Times"

2:15 p.m.—5:30 p.m.

CONCURRENT CONFERENCE SESSIONS

These five sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the five sessions, attending one at 2:15 p.m. and the other at 4:00 p.m.

ARTISTS APPRECIATION NIGHT

On Friday evening at cocktails, the Conference will host a reception for artists who play and sing every type of music. Here's a rare chance to meet the names you have heard about and the people whose records your station is spinning.

Here's the meeting that anyone connected with the radio industry will not want to miss!

Session 12

Middle of the Road Listening

a. How Contemporary Can Your Sound Be Without Chasing Listeners Away?

Donald L. Shafer, Program Director
WTAE Radio
Pittsburgh, Pennsylvania

b. Music vs. Personality—Determining How Much and What Kind of Each

Buzz Lawrence, Deejay
KHOW Radio
Denver, Colorado

Session 13

"The Day I Dreamed I Was a Program Director . . ."

a. What the Deejay Would Do

Dick Biondi, Deejay
WCFL Radio
Chicago, Illinois

b. What the Record Promotion Man Would Do

Wade G. Pepper, National Country Sales and Promotion Manager
Capitol Records Distributing Corporation
Atlanta, Georgia

c. What the Advertiser Would Do

(To Be Announced)

Session 14

New Direction in Music

a. The Growth of Progressive Rock as a Music Format

John Detz, Station Manager
WABX (FM)
Detroit, Michigan

b. The Broadening Listener Appeal of R&B Music

Al Jefferson
Radio Station WWIN
Baltimore, Maryland

Session 15

What Programmers and Deejays Should Know About Advertising

a. The Changing and Different Demands of National vs. Local Advertisers

Ben Holmes
Edward Petry & Co., Inc.
New York, New York

b. How the Local Station Can Creatively Produce Better Commercials

Larry K. Ryan, Program Director
LIN Broadcasting Corp.
KEEL Radio
Shreveport, Louisiana

Session 16

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 17

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

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5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 18

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
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b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 19

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
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b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
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New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 20

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 21

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 17

New Trends in Modern Music

Frank Zappa
Bizarre Productions
Los Angeles, California

Peter Yarrow
Peter, Paul & Mary
New York, New York

Session 18

Innovations in Sound Introduced by Creative Recording Approaches

Phil Ramone, Executive Vice President
A & R Recording Inc.
New York, New York

11:15 a.m.-12:15 p.m.

ROUND TABLE CONFERENCE DISCUSSION—CONCURRENT SESSIONS

These five discussions are concurrent. Each will be held in a separate room. Each registrant will select one subject to attend. Each room will be set with round tables with ten people per table. Under a discussion leader, every group of ten persons will exchange ideas and experiences on prepared questions, relating to various aspects of the one subject. The discussion approach will permit every registrant to discuss his individual problems and to gain a host of new ideas from success stories—and failures—of stations throughout the country.

Session 19

Developing Teamwork at Station to Achieve Programming Goals

Khan Hamon, Program Director
KTSB Radio
San Antonio, Texas

Session 20

Deciding on Time, Frequency, Kind of News Coverage

Buddy McGregor, Program Director
Radio Station KNUZ
Houston, Texas

Session 21

How to Attract the Housewife Listener During the Day

George Williams, National Program Director
Southern Broadcasting Company
Winston-Salem, North Carolina

Session 22

What Variety of Music and Non-Music Do Teens Want to Hear

Bob Todd, Program Director
WAKY Radio
Louisville, Kentucky

Session 23

Keeping Up With and Evaluating the New Record Releases

Barry E. Gaston, Operations Director
KFH Radio and KHF-FM
Wichita, Kansas

Session 24

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 25

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 26

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

Session 27

Setting Record Policy at a Station

a. A Re-examination—Should the Personality Pick His Own Records

Lee Sherwood, Program Director
Radio Station WFIL
Philadelphia, Pennsylvania

b. Deciding on Frequency of Playlist Additions and Play of Oldies vs. Top Records

Bill Sherard, Program Director
WAVZ, New Haven
(a Division of Kops-Monohan Communications)
New Haven, Connecticut

5:30 p.m.-6:30 p.m.

EXHIBIT—"Sounds of the Times"

6:00 p.m.-7:00 p.m.

BILLBOARD OPEN HOUSE AND COCKTAIL RECEPTION AT THE BILLBOARD OFFICE AND ROOF TERRACE

MAIL IN YOUR REGISTRATION TODAY

REGISTRATION FORM

Please register me for the BILLBOARD RADIO PROGRAMMING FORUM, June 19-22, Waldorf-Astoria, New York City. (If you wish to register others besides yourself from your organization, please send the names and payments on your letterhead.)

NAME: _____

TITLE: _____

COMPANY: _____

ADDRESS: _____

CITY, STATE, ZIP: _____

Check enclosed (Registration Fee \$125). Send registration and check to RADIO PROGRAMMING FORUM, 9th Floor, 300 Madison Avenue, New York City, New York 10017.

Complete refunds will be made for cancellations received before June 12. After that time a cancellation charge of \$35.00 will be charged.

Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
124

LAST WEEK
153

*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

DIANA ROSS & SUPREMES— NO MATTER WHAT SIGN YOU ARE

(Prod. B. Gordy, Jr. & H. Cosby) (Writers: Gordy-Cosby) **Jobete, BMI**—Sure fire winner by the consistent chart toppers. Driving soul beat and topical lyric line will help this entry garner sales to surpass their recent "The Composer." Headed right for the top. Flip: "The Young Folks" (Jobete, BMI). **Motown 1148**

ISLEY BROTHERS—I TURNED YOU ON

(Prod. R. Isley-O. Isley-R. Isley) (Writers: Isley-Isley-Isley) **Triple 3, BMI**—A driving soul rocker with all the sales power of their million seller "It's Your Thing." The same raucous beat and dance appeal, this will take them right back to the top. Flip: (No Information Available). **T-Neck 902**

BLOOD, SWEAT AND TEARS—SPINNING WHEEL

(Prod. James William Guercio) (Writer: Thomas) **Blackwood/Minnesingers, BMI**—Culled from their million dollar album, this driving swinger penned by David Clayton Thomas is a powerful follow-up to their "You've Made Me So Very Happy" smash. Flip is a soulful rocker with much potential as well. Flip: "More and More" (Chevis, BMI). **Columbia 4-44871**

BRIAN HYLAND— STAY AND LOVE ME ALL SUMMER

(Prod. Ray Ruff) (Writers: Kasha-Hirschhorn) **Saturday, BMI**—A phenomenal rhythm swinger penned by Al Kasha and Joel Hirschhorn should give Hyland his biggest success yet, this time around. Lyric and steady beat are right in time with the coming summer season. Should fast prove another "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini." Flip: "Rainy April Morning" (Wichub, BMI). **Dot 17258**

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

TURTLES— YOU DON'T HAVE TO WALK IN THE RAIN

(Prod. Ray Davies) (Writers: Turtles) **Ishmael/Blimp, BMI**—The Turtles continue their hit making with this smooth rock ballad with much of the sales appeal of their recent "You Showed Me" smash. Exceptional Ray Davies production work. Flip: (No Information Available). **White Whale 308**

STEVIE WONDER—MY CHERIE AMOUR

(Prod. Hank Cosby) (Writers: Cosby-Wonder-Moy) **Jobete, BMI**—Poignant reading of this love ballad previously released as the flip side of Wonder's "I Don't Know Why." It should score in r&b, easy listening markets as well as pop and quickly surpass sales of the original side. Flip: (No Information Available). **Tamla 54180**

MAMA CASS—IT'S GETTING BETTER

(Prod. Steve Barri) (Writers: Mann-Weil) **Screen Gems-Columbia, BMI**—Culled from her forthcoming album, this is a catchy rhythm item done in Mama Cass' unique style, and should surpass the sales of her recent chart rider "Move in a Little Closer." Flip: "Who's to Blame" (Trousdale, BMI). **Dunhill 4195**

ARCHIES—SUGAR, SUGAR

(Prod. Jeff Barry) (Writers: Barry-Kim) **Dirshner, BMI**—Heavy bubble gum sound by the "Bang-Shang-a-Lang" winners is right in the groove of their recent hits and should climb the charts rapidly. Flip: "Melody Hill" (Kirshner, BMI). **Calendar 63-1008**

DELPHONICS—FUNNY FEELING

(Prod. Stan & Bell Prod.) (Writers: Bell-Hart) **Nickel Shoe, BMI**—Wild soul rocker with a rousing beat should give the Delphonics their biggest success of the year. It has all the drive and sales power of their "Ready or Not, Here I Come." Flip: (No Information Available). **Philly Groove 156**

KENNY ROGERS & FIRST EDITION— RUBY, DON'T TAKE YOUR LOVE TO TOWN

(Prod. Jimmy Bowen) (Writer: Tillis) **Cedarwood, BMI**—Pulled out of their album by popular demand, this unique treatment of the exceptional Mel Tillis country ballad has much of the sales appeal of the group's "But You Know I Love You." Flip: "Girl Get a Hold of Yourself" (First Edition, BMI). **Reprise 0829**

BUBBLE PUPPY—IF I HAD A REASON

(Prod. Ray Rush) (Writers: Cox-Corbin) **Tapier, BMI**—A different sound from the "Hot Smoke and Sassafras" group, this pulsating rocker should bring them back to the charts with impact, and prove an important follow-up to their initial hit. Flip: "Beginning" (Tapier, BMI). **International Artists 133**

DEE DEE WARWICK—THAT'S NOT LOVE

(Prod. Ed Townsend) (Writers: Townsend-Warwick) **Bondola, BMI**—Her "Foolish Fool" made a solid chart dent and this wailing follow-up will prove an even greater chart success. Soulful reading should do well in r&b markets as well as pop. Flip: "It's Not Fair" (Downstairs/Bellboy, BMI). **Mercury 72927**

NEIL SEDAKA—RAINY JANE

(Prod. Neil Sedaka & Howard Greenfield) (Writers: Greenfield-Sedaka) **Screen Gems-Columbia, BMI**—An infectious rhythm number written and performed by the star of the '50s makes for a potent comeback contender and should quickly garner Top 40 play with sales impact to follow. Flip: "Jeannine" (Screen Gems-Columbia, BMI). **SGC 008**

OLIVER TWIST Featuring JIMMY DRUIETT— WHERE IS LOVE?

(Prod. Sandy Linzer) (Writer: Bart) **Hollis, BMI**—An intriguing rock version of the ballad from "Oliver" moves from start to finish. Extravagant arrangement by Charlie Calello adds to the appeal, and it could easily prove a left field giant. Flip: "Beverly" (Screen Gems-Columbia, BMI). **Epic 10472**

*JOHNNY TILLOTSON—TEARS ON MY PILLOW

(Prod. Jimmy Bowen) (Writers: Bradford-Lewis) **Gladys, ASCAP**—An impressive comeback for the star of the fifties is this poignant updating of the Little Anthony & Imperials' ballad classic. An easy listening programmer with much pop appeal. Strong Jimmy Bowen production. Flip: "Remember When" (BnB, ASCAP). **Amos 117**

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

JEFFERSON AIRPLANE—Plastic Fantastic Lover (Prod. Al Schmitt) (Writer: Balin) **(Icebag, BMI)**—Heavy hard rock Airplane sound from their current album should quickly attract underground play and sales. **RCA 74-0150**

***TRINI LOPEZ—Don't Let the Sun Catch You Cryin'** (Prod. Boyce & Hart) (Writer: Marsden) **(Pacemaker, BMI)**—He's right in today's selling bag with this commercial updating of the Gerry & Pacemakers hit of the past. Strong entry and top performance. **Reprise 0825**

***RICHARD HARRIS—Didn't We** (Prod. Jimmy Webb) (Writer: Webb) **(Jama, ASCAP)**—Originally the flip side of Harris' "MacArthur Park," this re-release of Jim Webb's much recorded ballad is a programming topper with sales appeal as well. **Dunhill 4194**

BARBARA ACKLIN—A Raggedy Ride (Prod. Carl Davis & Eugene Record) (Writers: Record-Davis-Acklin) **(Dakar BRC, BMI)**—Infectious swinger that moves from start to finish with a strong vocal workout by the stylist. **Brunswick 755412**

FIVE BY FIVE—Ain't Gonna Be Your Fool No More (Prod. Gene Kent) (Writers: Hinton-Johnson) **(Su-Ma, BMI)**—Rollicking number with a soul dance beat that has much of the sales appeal of their "Fire" hit of last year. **Paula 322**

JAMES BROWN—The Popcorn (Prod. James Brown) (Writer: Brown) **(Golo, BMI)**—A discotheque winner is this driving swing instrumental from the James Brown band. Much potential here . . . r&b and pop. **King 6240**

ROAD—The Grass Looks Greener on the Other Side (Prod. Rencor Prod.) (Writer: Stella) **(Kama Sutra, BMI)**—The group scored in several markets with their version of "She's Not There," and this driving rocker should meet with even greater success. **Kama Sutra 266**

***STEVE LAWRENCE—Pickin' Up the Pieces** (Prod. Nick Perito) (Writers: Anka-Cohn-Gosh) **(Beresford, BMI)**—Strong treatment of this Paul Anka ballad is a middle-of-the-road programming must and loaded with sales potential. **RCA 74-0169**

***JOHNNY MANN SINGERS—Little Sister** (Prod. Dave Pell) (Writers: Matz-Gimbel) **(Hastings, BMI)**—Penned by Peter Matz and Norman Gimbel, this smooth swinger is worthy of middle of the road programming and should blossom into sales. **Liberty 56107**

DEL SHANNON—Comin' Back to Me (Prod. Steve Barri & Joel Sill) **(Trousdale, BMI)**—His first outing on the Dunhill label features a new folk-rock sound which should bring him back to the charts once again. **Dunhill 4193**

***SERENDIPITY SINGERS—Come Softly to Me** (Prod. Cashman, Pistilli & West) (Writers: Ellis-Christopher-Troxel) **(Cornerstone, BMI)**—Exceptional revival of the Fleetwood's hit, this easy-beat rendition should prove a potent chart contender. **United Artists 50532**

LEN BARRY—Put Out the Fire (Prod. John Madara & Len Barry) (Writers: Madara-Barry) **(Double Diamond, BMI)**—The "1-2-3" guy moves to the Scepter label with an emotion-packed message lyric and a vigorous dance beat. **Scepter 12251**

JIMMY RICHARDS—Peace in the Valley (Prod. Harold Thomas) (Writer: Dorsey) **(Hill & Range, BMI)**—Inspiring reading of the classic is Richards' most commercial effort to date, and should attract both r&b and pop play and sales. **A&M 1062**

BILL BLACK'S COMBO—But It's Alright (Prod. Larry Rogers & Peter Paul) (Writers: Jackson-Tubbs) **(Pamelarosa, BMI)**—A driving instrumental version of the J. J. Jackson song now climbing up the Hot 100. A programming must. It's their first for the label. **Columbia 4-44867**

MICHAEL MCGINNIS—You Don't Need a Reason for Love (Prod. Dan Moore & Larry Brown) (Writer: McGinnis) **(Speed)**—Impressive rock debut for both the artist and West Coast label should quickly attract station interest, and pick up sales as well. **Forward 102**

HOYT AXTON—It's All Right Now (Prod. Alex Hassilev) (Writer: Axton) **(Screen Gems-Columbia, BMI)**—Powerful folk-flavored entry is an impressive single debut for this newcomer who also wrote the ballad. **Columbia 4-44850**

TOP 20 COUNTRY

COUNTRY

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

CHARLEY PRIDE— ALL I HAVE TO OFFER YOU (Is Me)

(Prod. Jack Clement) (Writers: Owens-Frazier) **Hill & Range, BMI**—One of the country's hottest artists follows up his "Kaw-Liga" smash hit with a powerful performance of the exceptional Dallas Frazier-Fuzzy Owens ballad material. Flip: "A Brand New Bed of Roses" (Jack O'Diamonds, BMI). **RCA 74-0167**

PORTER WAGONER—BIG WIND

(Prod. Bob Ferguson) (Writers: Walker-Zanetis-McCormick) **Tree, BMI**—Hot on the heels of his "Carroll County Accident" smash, Wagoner turns in a top performance of an infectious rhythm item. Here's one that can't miss. Flip: "Tennessee Stud" (Warden, BMI). **RCA 74-0168**

TOMMY CASH— YOUR LOVIN' TAKES THE LEAVIN' OUT OF ME

(Prod. Glenn Sutton) (Writer: Rabbitt) **Noma/SPR, BMI**—Johnny Cash's brother gives a first-rate treatment of solid material. Penned by Eddie Rabbitt, this one has the ingredients to go all the way. Strong entry. **Epic 5-10469**

JOHNNY DUNCAN—WHEN SHE TOUCHES ME

(Prod. Frank Jones) (Writer: Verga) **Brookmont, BMI**—The recent Peaches & Herb version of this love song was an r&b and pop hit, and Duncan's poignant country treatment should make it a fast country winner. Flip: "Shreveport to L.A." (Cedarwood, BMI). **Columbia 4-44864**

WILLIE NELSON—JIMMY'S ROAD

(Prod. Felton Jarvis) (Writer: Nelson) **Pamper, BMI**—A dramatic, effective change of pace from his "Bring Me Sunshine" winner, this follow-up is a moving ballad that should keep him at the top of the charts, and move rapidly over to the pop charts as well. Flip: "Natural to Be Gone" (Glaser, BMI). **RCA 74-0162**

CHART Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

JOHNNY AND JONIE MOSBY—Hold Me, Thrill Me, Kiss Me (Mills, ASCAP). **CAPITOL 4729**

LIZ ANDERSON — Ekcedrin Headache No. 99 (Greenback, BMI). **RCA**
JOHNNY PAYCHECK—I Can't Promise You Won't Get Lonely (Mayhew, BMI). **LITTLE DARLIN' 0060**

NEAL MERRITT—It's So Good to My Body (Window, BMI). **STOP 281**
BILLY LARGE—They're Writing Her Name on the Wall (Sure-Fire, BMI). **ROYAL AMERICAN 284**

COUNTRY JOHNNY MATHIS—I'll Cry When I Call Your Name (Mayhew, BMI). **LITTLE DARLIN' 0056**

TOP 20 R&B

R&B

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

THERE ARE NO R&B SPOTLIGHTS THIS WEEK

CHART Spotlights Predicted to reach the R&B SINGLES Chart

YOUNG HEARTS — Count Down (Here I Come) (Lenoir/Metric, BMI). **MINIT 32066**

KIM MELVIN—Doin' the Popcorn (Jec, BMI). **HI 2160**

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

**Warners/Reprise Delights You,
The Record People, With -
No Bull**

1. Our single, "Morning Girl," is doing very well. It is from the Neon Philharmonic's album, "The Moth Confesses," also known as WS 1769. The album is not doing so well.
2. We have two singles by The First Edition out there. One is "Once Again She's All Alone" (Reprise 0822), which also is doing very well. Then, last week we put out "Ruby, Don't Take Your Love to Town" (Reprise 0829) by Kenny Rogers And The First Edition. How that will do is anybody's guess. But what we're positive of is that some of you are going to predict 0822 will get clobbered by 0829. That, however, is fuzzy thinking, Record People. Did *Macbeth* stop selling when *Hamlet* hit the Hot 100?
3. Mason Williams just came back to California after six weeks of handshaking, *Newsweek*, "Ed Sullivan," The Boston Pops, autographing, "The Smothers Brothers Last Show," *Time*, Grammy Awards, and pushing his new album (WS 1788). Despite all that publicity, his new album doesn't have Mason's name anyplace on the cover. All it says is: "Music." Mason thinks that's a very groovy idea.

4. We are spending a lot of money advertising the following albums:
 - A. "Uncle Meat" by The Mothers of Invention (Bizarre/Reprise 2MS 2024), who believe it or not didn't want their name on their cover either. Or else forgot it.
 - B. "Somehow, Someway" by Glenn Yarbrough (Warners 1782). Glenn didn't want his name on the cover, either. Sticker city.
 It would pay some alert record store owner to stock these albums.
5. We just put out a new single by Smokey And His Sister called "The Time Is Now" (Warners 7284). Smokey is also represented by a single on A & M Records - - a tune that he wrote for Claudine Longet called "Love Can Never Die" (A & M 1059). We wish them both well.
6. Mike Maitland (our prexy) and Wesley Rose (Nashville's prexy) have developed their answer to our pop-country bag. A young man named Bobby Bond. They're asking us all to "do a number" on Bobby's single, "One More Mile, One More Town, (One More Time)" (Warners 7292). "Bobby," say Mike and Wesley, "will be very, very big." Considering what Mike and

Wesley represent, we tend to believe the hell out of them.

7. The Association's old single, "Goodbye, Columbus," may not be dead after all. That picture certainly isn't hurting it (Warners 7267) or our soundtrack LP (WS 1786), which Paramount let us release.
8. Most of the aforementioned are available on tape.
9. Finally, if you've read this far, you probably are some kind of advertising nut. We have just made up a collection of our most insulting ads, mostly from America's spicy underground press. If you'd like a collection, free, just do the coupon number:

Carmen Miranda Fan Club Warners/Reprise Records Burbank, Calif. 91503	A
Dear Advertising Dept.: Send me whatever it is, free.	
<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> <hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> <hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/>	
(This Offer Expires If We Ever Run Out of Them.)	



Stax Launches Education Plan for Underprivileged

• Continued from page 1

representative Julian Bond was here to participate in the convention. Bond stated, "I have great respect for Jim. He has always sought to help progressive community causes. This is a challenge for Memphis, Stax and the country."

More than 200 persons attended the convention, including distributors for the firm, a subsidiary of Paramount Pictures, Inc., and Gulf & Western Industries.

Stewart presented 27 new albums and 30 singles by his recording artists during the three-day meeting. The meeting began last Friday with registration and a tour of the Stax Studios. Stewart and his wife entertained at their mansion with dinner, cocktails and swimming Friday night. Stewart, Al Bell, executive vice-president, Herb Kole, director of album marketing and merchandising, and Ewell Rus-

sell, national sales director, talked during the sales meeting Saturday.

Stax artists Carla Thomas, Rufus Thomas, Booker T. & the MG's, Bar-Kays, William Bell, Eddie Floyd and the Staple Singers put on a show Saturday night. A breakfast was held Sunday before announcement of the educational programs.

The theme of the convention was "Gettin' It All Together."

A mini-meeting set for Saturday and Sunday (24 & 25) will have more than 200 guests of the press, jobbers, record reviewers, and rack jobbers.

Price to Host A TV Series

NEW YORK — Lloyd Price will host a syndicated weekly television series this fall, titled "The Sounds of Today, Tomorrow and Yesterday."

The hour-long, color show, produced by Spangler Television, with executive producer Manheim Fox, will feature a recording artist co-host and a spotlight guest. Charles Fox, who co-penned the "Barbarella" movie score, will write an original theme for the show, while director for the series will be John Moffett, formerly of the "Ed Sullivan Show."

Price's latest release is his "Lloyd Price Now!" album, distributed by Jad Records.

3 CBS Wings To New Site

LOS ANGELES — Three branches of CBS have moved to new quarters: Columbia Record Sales, Columbia Custom Productions and Epic Records.

They are all located at 6430 Sunset Boulevard. Record Sales and Epic were formerly located in separate buildings and the custom record pressing department had been in the main Columbia Records building.



DAVE BERGER, center, vice-president, international division, ABC Records, with Minoru Suzuki, left, managing director, and Mamoru Suzuki, assistant manager, foreign liaison department of the King Record Co. in Tokyo. King is ABC Records foreign licensee in Japan. The two executives visited New York last week.

Testa Sets Up Infinity, Pub. & Record Firm

NEW YORK — Infinity, a publishing and record production firm, has been set up by Vinny Testa. First release is a Decca album featuring the Zig Sag People that Testa says is a collection of bubble gum songs directed at a progressive rock audience.

Testa, formerly executive producer and vice-president of Shadow Morton's Community Productions, has signed Paul Gallow as business representative of his firm. Michael Earle is an exclusive producer.

Jack Murphy has been signed as writer-artist. Infinity's publishing wings are Engagement Music (BMI) and Crisco Music (ASCAP).

Laurie Releases Collyer's Album

NEW YORK — An album on the art of salesmanship, narrated by television's Bud Collyer, is being released by Laurie Records late this month for sale in record shops, book stores, department stores, university shops, and convention hotel gift shops.

Produced by Joel Corn, "Selling Is Money" is being translated into 12 foreign languages. The album was written by Collyer and Corn.

Mann to Be Cut 'Live' at Date

NEW YORK—Flutist Herbie Mann will be recorded live by Atlantic's executive vice-president Nesuhi Ertegun during an engagement at the Whiskey Au Go Go in Los Angeles, June 4-8. The live recording, scheduled for an upcoming album, will be Mann's first live LP since his "New Mann at Newport" disk two years ago.

The artist's current release is "Memphis Underground," from an LP of the same title.

New Blocker Co.

• Continued from page 18

rial, Cassette and 4-track tapes will sell at \$5.98, with 8-track at \$6.98.

DBI Tapes and Soho Records will set up a record/tape distribution network of about 30 outlets.

Initial artists on Soho are the American Brass Co., a pop group, and the Beautiful People. Herb Ellis and Tom Shepherd also are producing a jazz concept LP for Blocker.

Yesteryear's Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

POP SINGLES—5 Years Ago

1. My Guy—Mary Wells (Motown)
2. Love Me Do—Beatles (Tollie)
3. Hello Dolly—Louis Armstrong (Kapp)
4. Chapel of Love—Dixie Cups (Red Bird)
5. Love Me With All Your Heart—Ray Charles Singers (Command)
6. Bits and Pieces—Dave Clark Five (Epic)
7. (Just Like) Romeo and Juliet—Reflections (Golden World)
8. Ronnie—4 Seasons (Philips)
9. It's Over—Roy Orbison (Monument)
10. A World Without Love—Peter and Gordon (Capitol)

POP SINGLES—10 Years Ago

1. Kansas City—Wilbert Harrison (Fury)
2. The Battle of New Orleans—Johnny Horton (Columbia)
3. Dream Lover—Bobby Darin (Atco)
4. Sorry, I Ran All the Way Home—Impalas (Cub)
5. Kookie, Kookie, Lend Me Your Comb—Edward Byrnes with Connie Stevens (Warner Bros.)
6. The Happy Organ—Dave (Baby) Cortez (Clock)
7. A Teenager in Love—Dion and the Belmonts (Laurie)
8. Quiet Village—Martin Denny (Liberty)
9. Personality—Lloyd Price
10. Only You—Frank Pourcel (Capitol)

R & B SINGLES—10 Years Ago

1. Kansas City—Wilbert Harrison (Fury)
2. Personality—Lloyd Price (ABC-Paramount)
3. Endlessly—Brook Benton (Mercury)
4. So Fine—Fiestas (Old Town)
5. That's Why—Jackie Wilson (Brunswick)
6. I Waited Too Long—LaVern Baker (Atlantic)
7. Happy Organ—Dave (Baby) Cortez (Clock)
8. Battle of New Orleans—Johnny Horton (Columbia)
9. I'M READY—Fats Domino (Imperial)
10. Dream Lover—Bobby Darin (Atco)

POP LP's—5 Years Ago

1. The Beatles Second Album (Capitol)
2. Hello Dolly—Original Cast (RCA)
3. Glad All Over—Dave Clark Five (Epic)
4. Funny Girl—Original Cast (Capitol)
5. Meet the Beatles (Capitol)
6. Honey in the Horn—Al Hirt (RCA)
7. Kissin' Cousins—Elvis Presley (RCA)
8. Introducing the Beatles (Vee Jay)
9. Barbra Streisand—The 3rd Album (Columbia)
10. In the Wind—Peter, Paul and Mary (Warner Bros.-Seven Arts)

Executive Turntable

• Continued from page 4

Dymo Products Co., Augusta, Ga. . . . Jeff Scheible named sales manager for Decca Records' Detroit operation. He was sales and promotion representative for Decca for two years. . . . Lawrence Lighter appointed Eastern business affairs manager for Capitol Records Industries, reporting to Michael Kapp, director of business affairs and responsible for contract negotiations and a&r administration. Before joining Capitol as attorney in New York, Lighter practiced law in New York.

★ ★ ★
Doug Moody, president of Solar R Inc., Hollywood production company, elected president of Mystic Studios and Mystic Records, Hollywood. Moody was previously vice-president of Rama Rama Records. . . . Norman Gray named West Coast publishing co-ordinator 10-East Music (BMI), 5-West Music (BMI), Fifth Avenue Music (ASCAP), and subsidiary publishing interests in Greene/Stone Enterprises, being directly involved in the development of material, artists and supervision of composer contractees.

★ ★ ★
Grant Gibbs, head of advertising and sales promotion for Bizarre Records, the Herb Cohen and Frank Zappa label, has joined Leonard Stogel Associates on the West Coast and will be in charge of special projects and creative services. This will include developing new artists and working with artists such as Boyce and Hart and the Cowsills. Gibbs was with MGM Records as director of West Coast advertising and publicity before joining Bizarre when it started in 1968. . . . Robert Olson named to the newly created post of vice-president, manufacturing, for Lear Jet Stereo, Detroit. Olson was previously operations manager for the company supervising manufacturing, industrial relations, purchasing and shipping and receiving functions. Ralph Miller appointed vice-president, engineering, for the company. Miller joined Lear Jet in October 1968 as director of engineering. Larry Yanitz named to the newly created post of general sales manager, Lear Jet. He joined the company in April 1968 as manager of distributor sales. George Bechtel takes over this position. His promotion comes after three years with Lear Jet. He was formerly general manager of the Detroit factory-owned distribution branch. This position is now filled by Maury Watson who joined the company as sales manager for the Detroit distribution branch.

Tillotson Will Record on Amos

LOS ANGELES — Johnny Tillotson will record on Jimmy Bowen's Amos Records label under a long-term production deal just concluded by Bowen with Tanridge Productions president Mel Shayne. This is the second major artist to sign with Amos, the first being Bing Crosby. The first Tillotson record will be "Tears on My Pillow," which Bowen produced. He formerly recorded for MGM Records.

Forward Gets 2d Outside Master

LOS ANGELES — Forward Records has secured its second outside master. "Break My Mind," by Pawnee Drive. The single was cut by Pint Size Productions, a member of the Transcontinental Entertainment Corp. complex of firms, in which Forward resides.

Forward's first release came from Dan Moore Productions and featured vocalist Mike McGinnis.

'Bound to Happen

Billboard's Ed Ochs

has gone completely underground. Then he was always underground, probing R&B in Soul Sauce and reporting the rock scene from Fillmore East. Ed's crisp writing and sharp insight will go heady and heavy, inside and under the "new" music in Billboards,

In June

"Dial-A-Hit" (Bell 6030) The Box Tops/Merrilee Rush/The Delfonics/James & Bobby Purify/Bobby Russell. A switchboard full of winners!

"Letters To A Black Boy"—Bob Teague (Bell 6029). The newscaster makes news by reading material from his best-selling book.

"Chad"—Chad Mitchell (Bell 6028). The area code reads H-I-T for this first entry from one of the nation's top folk/pop stars.

A hot line of albums to activate your busy signal.

"Legend"—Legend (Bell 6027). A new long-distance hit group from England that takes its toll.

Bell Records, 1776 Broadway, New York, N.Y. 10019
A division of Columbia Pictures Industries, Inc.



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