ABC’s $100 Million Rack Jobbing Wing

By MIKE GROSS

NEW YORK — A rack jobbing division that accounts for more than $100 million annually has been formed by ABC Records. The division, to be known as ABC Record and Tape Sales Corp., will consist of three recently acquired companies and four former acquisitions, making one of the leading rack jobbers.

Slot IMIC 2 For Mallorca

NEW YORK — The second International Music Industry Conference has been scheduled for April 28-30, 1970, at the Congress Palace of Palma de Mallorca, Spain. IMIC 2 will be sponsored by the Record Retailer with an assist from her New York-based sister publication, Billboard.

Radio Forum’s ‘Sound’ Display

NEW YORK—Some 1,400 of the major radio time buyers will receive special invitations this week to listen to the nation’s major radio stations during the Billboard Radio Programming Forum June 19-22 at the Waldorf-Astoria. The sounds of these radio stations, all carefully selected by Billboard magazine as being the key radio stations in both programming and ability to influence listeners to buy product, will be on exhibit in a “Sounds of the Times” exhibit in a special hall of the Waldorf. Each station will be showcased in a booth area and a representative of the station will be on hand at specified hours to discuss the station with time buyers and (Continued on page 8)

Multi-Mil Deal Brings Pamper Into Tree Orbit

By BILL WILLIAMS

NASHVILLE — Tree International has acquired the Pamper Music Co. in a multimillion-dollar deal, and now claims to be the world’s largest country music publisher.

Tree, which earlier had acquired portions of Press and Wilderness Music, purchased Pamper’s 1,500 song catalog and the contracts of all 39 of its exclusive writers, giving Tree a staff of 102 writers. Among them are such composers as (Continued on page 14)

Royalty Rights Get Gov’t Boost

WASHINGTON — The roller-coaster ups and downs of the proposed royalty rights for performers and producers of records played for user profit, zoomed to a new and hope-filled high for the proponents last week.

Action came on two government fronts. A conference of all interested groups is expected to meet under sponsorship of the Senate copyright subcommittee to try to work out the controversial kinks in the Sen. Harrison Williams (D-N.J.) royalty amendment. And the Copyright Office, in response to a query from the record industry, has again endorsed the principle of performing rights for sound recordings. But this time, the office endorses the principle of performer-producer protection as (Continued on page 114)

Finley Buys All of NAL

NEW YORK—Larry Finley, president of North American Leisure Corp., last week agreed to acquire the 55 per cent interest in NAL, owned by its parent firm, Omega Equities Corp. The transfer of Omega’s (Continued on page 114)

Wilson Pickett has another solid hit with his new single, “Born to be Wild” (Atlantic 2543). The single is from his new album, “Hey Jude” (Atlantic 8210), which has become Wilson’s strongest-selling LP to date. Both the album and single were recorded at Fame Studios in Muscle Shoals, Alabama. (Advertisement)

the black pearl

the sound of a beautiful new culture exclusively on ampeg stereo tapes, 4-track & 8-track cartridge, open reel and cassette

AMPEX STEREO TAPES
LOS ANGELES — Albums released in the future by Dot, Paramount and ABC Records will reflect the "concept approach" of the company's new ad-vice-president-in-charge.

The labels will still have album covers, the company said, but in the main, the emphasis will be on developing packages based on a specific concept.

This concept, Lowry explained, will either be tied to a sound or strong premise which will be exploited in the design and marketing staffs to exert their muscles.

Lowry is presently evaluating the 100-old artist roster and promises that changes will be made. He intends to present the new concept early this year with longevity and a commercial appeal.

Lowry himself will not record anyone, relying instead on Paramount and Dot's executive staffs to make the decisions in the situation by situation basis. Paramount's Stax/Volpe operation in Memphis will handle the basic product.

While Lowry will meet with sales and marketing people every week, he will make his own decisions on product releases. His role in the company is to generate product by working with artists and producers.

Dot will hire to the newDot label a complete staff that will continue to release pop product, the new Paramount label will be released this summer. Dot's new label will be "specializing in producing albums that don't fit the mold," he said.

Smaller labels on the newDot label will be worked out by such artists as Herbis Mann and Yusuf Lateef. On the label, "everything will be spontaneous and non-union fields." Small labels should have a lower rate than large ones, he said. In fighting the higher rates, he said, Dot may have to move overseas or go underground.

Sylvania Throwing Power Into Cassette

NEW YORK—Sylvania has tossed its hat into the cassette ring.

"We believe the future of the tape recorder business is in the cassette field," said Gordon C. Mac-Donald, vice-president of marketing.

The unit introduced is a cassette recorder/player with a suggested retail price of $69.95. It plays on household current or with four dry cells, and it is equipped with a six-push-button key-1board and has automatic recording. It also has a "1.microphone and an earphone, and leathertime carrying case.

Spar Sold to Nat'l Growth

NASHVILLE—National Growth Industries of New York has purchased Spar Records and its affiliated firms headquartered here.

Bill Beasley, executive vice-president of Spar, said this included National Music Sales, Tennes-see Music Publishing and Silver Sands Music.

Beasley, in addition to his affiliations with Spar, is a member of the board of directors of National Growth Industries, and he said he would rotate as a board member during the next few years with Allen Bubis, Spar president.

During this five-year period, Bubis said, he will retain complete control of Spar's oper-ations, and Beasley said there would be no personnel change.

In addition to its recordings, Spar is a heavy distributor of tapes.
**Executive Turntable**

Charles Goldberg appointed national album sales manager for Atlantic Records and will be in charge of sales on LP product for the Atlantic, Atco and Cotillion labels, plus outside product distributed by Atlantic. Goldberg was previously West Coast national sales director for RCA and was responsible for repackaging Kent's blue-records.

Happy Anger has resigned as manager, Victor and Red Seal advertising for RCA, to join Starbucker, Inc., a documentary and industrial film company. Goldsmith becomes vice-president and member of the board of directors. He had been with RCA for three years. . .

David Elwell named to the recently vacated position of vice-president of Sylvania Electric Products Inc. Elwell will also act as president of Sylvania Service Co., Inc. Paul Abhey, audio product division manager of Yamaha International Corp., has resigned, and John J. Drolslma, musical instrument sales manager, is temporarily filling the position.

Fred Demmara has resigned as vice-president and general manager of Kent, Modern and Bright Orange Records (formerly Power). DeMann was with the company 14 months, signed and released 10 country artists, and was responsible for repackaging Kent's blue-records.

Billy James joined Equinox Productions in Los Angeles as vice-president.

Nashville chapter of the Nashville Recording Association has a new executive manager, M. C. Schaeffer.

Bob Carroll joins Sony/Supreme, one of the company's forthcoming tape duplicating plant in Los Angeles.

Abe Lintern, who named West Coast sales and promotion, popular division representatives for People Inc. He was previously with Metro Distributors in Los Angeles.

Tom Zinirile, formerly marketing director of ARC Electronics, joins Safetcorp. as marketing and sales director.

**Spanish Resort Multiled as New Europe Festival Site**

**By MARILYN TURNER**

The projected European pop music festival would be held in the resort's new 3,000-seat fully equipped with closed-circuit TV facilities. It would be the largest of its kind at the event, with major attractions to focus attention on the new resort, Merino-Perez said.

Merino-Perez feels Europe can accept the new entertainment and music festivals, provided they are well organized. "As more and more European countries come to watch TV, I feel well organized, professionally run, and business oriented pop music festivals are just the kind of thing that will take up the slack, and fill theater entertainment declines."

"With the steady decline of music halls, bars as well as television color, Europe-wide competitions are becoming an increasingly important media for bringing artists into "face to face" contact with mass audiences.

"Even in Spain, where we have been burning up the streets, in the last two years, there has been a growing interest in pop music and the number of television sets has spread," Merino-Perez said.

**MAY 10, 1969, BILLBOARD**
The Fireballs

"WATCH HER WALK"

b/w "GOOD MORNING SHAME"

Atco #6678

Produced by NORMAN PETTY

Bookings UNIVERSAL ATTRACTIONS
GRT Makes Thurst

* Continued from page 1 *

Its initial penetration in Europe will be in the tape market, first in the entertainment field with prerecorded tapes and, ultimately, in the educational tape market. GRT is exploring two areas of internal growth and outside opportunities. 

Continuation facilities and distribution network and joint ownership companies are potential-owned subsidiaries.

GRT's thrust into Europe will take place within 12 months, said Bayley. The company, traded on the New York Stock Exchange, is looking to go on a listed exchange, is concluding a marketing study of the overseas scene.

The company's marketing director, Chris Coburn, who set up Fairfield and Hughes Aircraft's marketing programs in Europe, is establishing GRT's guidelines on the Continent.

J. Apaka Waxes In Father's Steps

LOS ANGELES — Jeff Apaka, the 22-year-old son of the late Alfred Apaka, Hawaiian vocalist, makes his record debut on the Capitol single "Big Country," backed with "Young Hawaiian." Apaka was recorded by Capitol's Bill Miller. His father recorded for Decca and had three LPs released by Capitol of material culled from Webley Edwards' "Hawaii Calls" radio show.

The single will be followed by an album of young Hawaiians which Miller has just completed in Honolulu. In both instances the aim will be to offer a modern approach to Hawaiian music.

Already based in Canada, GRT of Canada, Ltd., with a competing broadcast capability, GRT is preparing a complete tape product penetration of Europe. "Our initial overseas efforts do not include records-publishing," said Bayley. "However, we have strong ties and agreements in Europe through licenses and contracts with several major labels.

Initially, GRT's concentration will be "strictly tape," but Bayley does not rule out other entertainment—leisure time growth areas.

Bayley places the European market ahead of Japan in terms of importance to GRT's scope. GRT's plans to diversify into new areas and new markets have been outlined at several shareholders meetings. GRT has established a special services department aimed primarily at the industrial and educational markets for tape products.

Silverware Mfr. Expands to Disks

NEW YORK—Nick Rafter, president of Risto-Craft Industries, manufacturer of china and silversware, has expanded into the record business with the formation of Rafter Records. Rafter also plans to manufacture cassettes of high-quality, and his first LP is "Joe de Marc Carol, Miles Dick Behrke and Nat Pierce.

Jather Distributor

NEW YORK—Celebrity Circle Records has in- terim-omitted Jather Distributing Co. of Minneapolis, and Alpha of New York, on its last week's Billboard, which listed distributors handling the label.

ABC's $300 Million Rack Jobbing Wing

* Continued from page 1 *

The new ABC Record and Tape Distributors in Seattle, Louis Lavinal will become the division's president; Stan Schneider, general sales manager, vice-president; and A.K. Lanterman, a financial vice-president.

The three companies acquired to form ABC Record and Tape Sales are Garisma Distributing Co., School Tape & Rec-ords Co., and Mid-South Distribut ing Co. of Des Moines, and Beacon Record Distributors, Inc., of Providence, R.I.

Others Acquired

The four companies previously owned by CBS Record Distributors, Inc. of Seattle, Los Angeles, San Francisco and Dallas, a distributing Co. of Salt Lake City and Denver; L&F One Stop Records of Atlanta; and New Deal Record Service Corp. of New York, Chicago, Baltimore, Philadelphia and Detroit.

The names of all the ac-quired firms are now ABC Record and Tape Sales Corp.

A Jather organization consists of offices and warehouses in all the cities mentioned above plus some additional offices and some sales offices in other areas. The company has a tremendous sales force numbers well over 200 salesmen in the U.S.

The main office has used data processing for nearly 10 years and has a large wood-working shop, a complete letter press department, more display fixtures also has a complete print shop containing tree printing presses.

The Seattle office and ware house have had a new store which will utilize the latest developments in warehouse mechanization, and will include an audio division.

Lavinalith the nation's following: men to be vice-presidents of the new corporation with the following positions: Stan Sulman, West Coast operation; John Billinis, Southeast operation; Leonard Garisma, Midwest operation; Jerry Gurr, South east operation; Al Levine, East Coast operation; Jerry Becker, national tape sales; Jack Silverman, national director of marketing and merchandising; and Lou Klayman, national accounts sales.

Sulman, Billinis, Garisma, Gurrart also administers any ABC company owned branches that are in their respective areas.

Command Sets Series Debut

NEW YORK — Command/ Probe's pop electronic music series, "The Mintron,' will be released with three albums, released simultaneously.

The new Dick Hyman album will be among the first releases, a follow-up to Hyman's chart album, "Moog, The Electronic and Eclectics of Dick Hyman" which is reported to be approaching 100,000 in sales. A seven-minute single, "The Mintron," is also due from this album.

Sci-fi rock albums from Command/Probe, the series will be "The Copper Plated Integrator" directed by Walter Star, and an LP of Latin tunes by Richard Hyman. Star has been retained as program consultant on the albums. Plans are under way to follow the series with other electronic LP's aimed at the underground and rock markets.

Tribute Debut With Mission

NEW YORK — Tribute Rec-ordings, the group which formed the Mission, ships its first single this month with "Gimme Shelter." The group is studying for the priesthood. Tribute, which has a biographical discography of GWR Records, was formed by the group and Jerry Diamond and is scheduled for the second release will feature an early version of the group's "Soul and Salvation." The Mission formerly recorded for War-ner Bros., and was given the name of the Montfort Mission.

Dot Hikes LP Price

LOS ANGELES — Dot has raised the suggested list on all albums distributed through its company-owned branches to $4.98.

Roulette Suit

NEW YORK — Roulette Records, Big Seven music publishing companies have filed suit against the Metropolitan Opera against the Omege Equities Corp. in the New York Supreme Court. Roulette president Mr. Monogor, owners of most of the music, Omege and by failure to buy Roulette last year damaged them to that amount. Arouse and Gurlen claim they have received for the label, had not that happen for free over the years. In addition, Levy and Gurlen are each seeking $5,000 for potential royalties. One of the charges is that Roulette used the music to sell the "price of market" of Omege's stock. Listed as defendants with Levy and Gurlen are president Jerry M. Tenney, Richard Monogor, Jack Morgenstern and Hardy Banks.

Sinatra Doubles School Awards

LOS ANGELES — Scholar-ship awards have been doubled for the Frank Sinatra Musical Performance Awards. Each scholarship is structured in the third year of their existence, four scholarships worth $2,000 each and four second place prizes worth $500 each will be awarded. Categories cover pop and classical music.

Competition is open to all grades. In addition to formal auditions, auditions are held during the school year under the aegis of a Sinatra Scholarship Committee.

Sinatra has just underwritten his financial aid for his new three-year period.

UJA's Coin Wing Will Honor Denver

NEW YORK — The Coin Machine Division of the United Jewish Appeal will honor Al Denver, president of the New York Music Operators of America, at their annual dinner, Saturday, June 17th, at the New York Hilton. Talent for the banquet includes comedian Jake Waldorf and singer and in-
A Stone R&B Smash from the Hit Musical "HAIR"
"GOOD MORNING STARSHINE"
C & The Shells

Cotillion #44033
Produced by JERRY WILLIAMS

www.americanradiohistory.com
Vista Industries Buys Abbey Records Assets

NEW YORK—Vista Industries Corp., through its subsidiary, Universal Abbey Corp., has purchased all the assets of the Abbey Record Manufacturing Co. The purchase includes a complete record pressing plant and inventory in Kearney, N. J., the Connoisseur Record label as well as various rights to records, tapes and other musical masters. Abbey Record Manufacturing, a division of Datronic, Inc., will be operated by Abbey Record Corp., a wholly-owned subsidiary of Universal Abbey Corp.

The purchase was made in an exchange of 650,000 shares of common capital stock of the Universal Abbey Corp. to Datronics Inc. Universal Abbey has issued an outstanding 1,570,000 shares of common capital stock. Of this amount, Vista Industries Controls 870,000 shares.

Harry Vogel, president of Vista, said that Universal Abbey Corp. has sold $500,000 of its 7½ per cent convertible notes.

Zenith Earnings Reach Qtr. Peak

CHICAGO — Zenith Radio Corp. has reported record first quarter earnings and sales. For the three-month period ending March 31, earnings totaled $11,966,000, or 63 cents per share, which is a 7 per cent increase over the previous record first quarter earnings of $11,464,000, or 59 cents per share, earned last year. First quarter sales were $185,469,000, up 2 per cent from the previous first quarter record of $182,252,000 set a year earlier.

Budget Sound Is Now Ahlshire Intl.

LOS ANGELES — Budget Sound has changed its name to Ahlshire International. Labels sold under this new name are Ahlshire, Somerset, Stereo Fidelit-y, AS, Audio Spectrum, Peter Rabbit and Aria Senza Voce.

Pomegranate Set Up by J. Porter

LOS ANGELES — Pomegranate Records and Productions have been formed here by Joseph Porter. Co-produced act is the Group for the Pete label. Porter acts as producer for the act.

General Artists Corporation

has changed its name to

CMA Creative Management Associates, Inc.
BRENDA LEE
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B/W "BRING ME SUNSHINE"

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New MOVE MUSIC Cartridges and Cassettes—(not available on LP's) are specially programmed variety packs created for and promoted to a market that's on the move.

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**NEW TAPE CARTRIDGE Releases**

**GRT Broadens Its Tape Market Horizon With Caedmon Purchase**

LOS ANGELES—GRT’s acquisition of Caedmon Records enables the company to pursue two new tape markets: spoken word and the educational field. GRT is planning to release spoken word product in three configurations only—cassette, 8-track, reel-to-reel—with the bulk of Caedmon’s tape and record releases going to the educational market.

Distribution of Caedmon’s product on the consumer level will be handled by GRT, Hooten-Miflin, a distribution specialist, who will handle record distribution to the education market.

**GreenTree Starts Supplier Pitch**

By ELIOT TIEGEL

GRT Catalog Lists 800 Titles

NEW YORK—GRT has issued a 130-page, full color brochure, "The Stereo 8 Story," containing nearly 800 titles. The catalog lists titles from RCA’s catalog as well as those for the newly formed subsidiary, GreenTree Records.

In addition to the catalog, the company also gives price breakdowns and lists cartridge accessories.


date: June 2, 2011

**Lib. Bows 'Move Music' Concept**

LOS ANGELES—"Move Music" is the newest creative concept to emerge from Liberty Stereo-Tape, based on general manager Earl Horowitz’ belief that the cartridge industry has to develop its own programming.

"The "Move Music" concept is patterned on the cover pack theory, in that six artists are teamed in a pack which has one unifying theme. Four titles are being released this month with four to follow in June. Prices remain in the regular $5.95 for 4-track and cassette and $6.95 for 8-track.

The cuts are developed from albums previously issued on all other Liberty, Liberty UA and UA lines. The word "move" relates to the automobile and portable music machines facets of the product, it is meant to be a take-off on the familiar mood music phrase. Horowitz believes people traveling in cars get bored by hearing an hour by the same artist, so this series is designed to offer a variety of voices in a similar but not exactly duplication of a pop music radio station’s program concept.

Four Packages

The first four packages being shipped now are "Guitars on the Move," "Pianos on the Move," "Voices on the Move" (featuring girls), and "Dynamic Brass on the Move." Each package showed an increase over 1967 of nearly 17 per cent, according to Sack. "We anticipate not quite doubling that this year," he said. This is attributed to established companies ordering more tape plus orders from other companies. The company’s increased capacity in its factories enables it to meet demands and grow with the business, Sack said.

GreenTree is also trying to tailor a program for each individual store selling its American line. A basic stock is available, but one based on knowledge of which tape sells in what area. Sales personnel call on a location every two weeks to check inventory and stock adjustment.

In the bulk lubricated field, GreenTree services such companies as Liberty, Columbia, Decca, Muncy Stereo-Pak and Stereoeye. In the private label field, GreenTree services Capitol, CBS International, Allied Stores, Sam Goody, White Front, Fleet and Zody’s. Sack says that the cassette business is starting to perk in the fall with GreenTree’s new cartridge or cassette.

The GreenTree system has created a 75-cent, 300-series cartridge or cassette.

(Continued on page 114)

**LEISURE TIME TIPS**

by: Larry Finley

With RCA, Capitol and Columbia now in the cassette field, this move of an independent business is really starting to give impetus to the announce.

The announcement of their entire catalogs would be available on cassettes, has given the entire pre-recorded cassette industry a tremendous boost.

As an example, at NAL the sale of pre-recorded cassettes amounted to less than 2% in the month of December. The month of April cassette amounts to almost 10% of their business.

The same pattern is taking effect in the cassette business. This happened with the 8-Track when RCA pioneered the 8-Track field and were joined in the 8-Track effort sixty days after their entry in the field by the writer of the column and his company. At that time it was a battle between the new 8-Track and the now diminishing 4-Track. Although RCA and the company this writer was heading at the time were a substantial business, it was not until Capitol and Columbia came in with their 8-Track Cartridges that the industry really became a booming and bustling one.

With such an exploding in industry Stereo-Tape and Cassettes, it is the writer’s opinion that there is no such thing as "competition" between duplicators or other record companies, as the more product there is available, in any configuration, greatly helps the overall picture.

The availability of the world’s greatest labels and recording artists on cassettes coupled with the fact that millions of Cassette Players will be manufactured and imported during the next 12 months, is proving a great boon to the Tape industry.

In addition to the Stereo 8 Cartridges and Open Reel, one of the leaders in the Cassette Field with a vast variety of top labels and artists is NAL (North American Leisure Corporation) who will be happy to send dealers the names of their nearest distributor. Please contact NAL, 1776 Broadway, New York, New York 10019. Telephone: 212-265-3340.
W. Coast Tape Cartridge Is Purchased by Galaxie

LOS ANGELES—Galaxie Industries, a nine-month old diversified company, has acquired West Coast Tape Cartridge Corp. in a stock exchange deal.

The two and one-half-year-old distributor is Galaxie's first holder imprinted with a map and featuring all the artists' acquisition in the music-tape industry. WTCC operates as a subsidiary of Galaxie, retaining its executive staff headed by president Sol Zamek. Zamek, in turn, reports to Galaxie's president, Bernard Berman.

(Galaxie's other interests are in hotel communications systems, plastics, nursing homes and ice cream.)

When WTCC opened for business, it was the exclusive Western region distributor for East Coast-based International Tape Cartridge Corp. For the past nine months, WTCC has been obtaining distributor status for a number of other tape-related companies, acting in sales and collection roles for Goodway tuners, Channel Marketing blank cartridges and accessory items, Playtape tapes, DGG cassette and Vault tapes in addition to handling ITCC music.

Zamek says the reason for the sale was to obtain capital for expansion. WTCC sells merchandise at the factory price, direct to distributors and rack jobbers. Four outside salesmen service accounts now numbering 80 in the 11 Western States.

All the product lines are stocked in WTCC's Sun Valley warehouse. If the company takes on additional lines, it will have to expand its warehouse capacity.

ITCC remains WTCC's main line. The company's major market areas are locally, in San Francisco, Seattle, Denver, Salt Lake City and Phoenix.

Yamaha Player Entry Shelved

• Continued from page 13

post, said the plan to enter the cartridge field is a "long way off, if ever."

Under Abbey, Yamaha broadened its scope in the entertainment leisure market with a line of audio and high fidelity systems and components.

As part of that expansion program, Abbey had investigated the tape cartridge market with an eye toward cassette and 8-track hardware. The Japanese-based firm also was considering manufacturing its own blank tape.

Zielinski said Yamaha instead will concentrate in the musical instrument, speaker systems and stereo consoles lines. In addition to several new consoles, Yamaha will introduce five new speaker systems at the consumer electronic products show in New York in June.

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CONSUMER ELECTRONICS SHOW, 331 MADISON AVE., NEW YORK, N.Y. 10017
Sir Music Gears Store's Tape Lines, Players to Campus Set

LOS ANGELES—To hear Jay Sutton, aiming a mama-and-papa store at the teen-age and young adult is the key way to keep pace with the growing consumer demand for tape products. And for the six-month-old Sir Music, Inc., Granada Hills, Calif., merchandising at the youth market can even mean the difference between success and failure of the business.

Sir Music, which handles Craig, GRT, Ampex and Muntz, is within walking distance of Granada Hills High School and San Fernando State College in the sprawling, middle-income San Fernando Valley.

Both in-store promotions and outside advertising are keyed to students, including special promotions in both the high school and college publications.

With a projected sales volume of $250,000 in its initial year, Sir Music is spending about $15,000 in independent and coop advertising in community newspapers, direct mailers and campus publications, said Sutton.

To stimulate walk-in business from both high school and college students, Sutton has formed a tape club and gives players away as promotional items at campus activities.

Eligibility

Consumers are eligible for tape club membership after they make an initial $15 tape purchase, with the buyer thereafter receiving a 10 per cent discount on all future tape purchases. Sutton's library numbers about 3,000 tapes in all configurations—excluding Playtape—with the hardware line spanning both home and auto units. Sir Music also is a Craig warranty station and is equipped to install auto players.

Competition from Sears, Uni-mart and Gemco, the latter two major discount houses, doesn't disturb Sutton, who sells tapes at regular retail prices. The 8-track tapes retail at $6.95-7.95, 4-track at $5.95, cassette at $4.95-$5.95 and reel-to-reel at $7.95-$9.97.

To Sutton's market, 8-track product accounts for 80 per cent of his business, with 4-track accounting for 20 per cent. The 2,500-square-foot store operates with nine persons, including Sutton and Robert Richards, vice-president and tape buyer. Sir Music is planning to open three or four additional stores by 1970, also geared at the tape/hi-fi player market, said Sutton.

Big Sound Corner Expands—2d Store Near Completion

LOS ANGELES—The second of a chain of Al and Ed's Big Sound Corner tape specialty stores will be completed within 70 days, said Al Bradkay, a partner in the independent, equipment-company business.

The main store will be used as a sales training ground for a projected chain of 12 stores in various sections of the Los Angeles market.

The new store will be located in Compton at Wilmington and Rosecrans. Bradkay and his associate, Ed Zonita, initially envision additional stores around Washington and LaBrea Boulevard in the Crenshaw district of Los Angeles, in Long Beach, Venice and East Los Angeles. (primarily because of high school students) at about 12 per cent, cassette at 5 per cent and reel at 3 per cent.

Stores will be located in economically depressed areas, since the two owners have been working with the black community for 14 years. People trained at the main store will be transferred to new locations as they are built. "We will use the people in the community," Bradkay said.

Although the main store has been an auto product specialty house, the Big Sound Corner name allows the new location a flexibility to expand into home player equipment. At present jazz and rap material on 8-track is the leader seller, accounting for 90 per cent of the store's business, with 4-track totaling 35 per cent and cassette the remaining 5 per cent.

"THE CARNABY" CAPER...

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Stay in My Corner

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SOUL TRAIN

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All this and more

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www.americanradiohistory.com
Joni Mitchell Tops Bill at Fillmore East

NEW YORK — The disarming sincerity of Joni Mitchell capped a fine program at Fillmore East on Thursday night, his second show on April 25. This second of four performances in the city had an impressive opening with Taj Mahal and a strong, over-all set by the James Cotton Blues Band.

Taj Mahal began with a cappella number, then accompanied himself on guitar in "Good Morning, Little Schoolgirl." Three backup musicians joined him for the rest of his set, which drew heavily on some of the best material from his latest Columbia album, including "I Ain't Gonna Let Nobody Steal My Jellyroll," "The Cuckoo," and "She Caught the Katy and Left Me Mistletoe." "Corina" was a big building number. Taj Mahal's homey blues voice consistently hit the mark.

Cotton, one of the best harmonica players around, played an encore number almost as well as he did his solo concert. "Duke Patrol," "Muleskinner Blues," and "Knock on Wood" were three of the three good selections. Luther Tucker, as usual, contributed top-notch guitar work. While Barry Smith was strong on drums, Saxophonist Bill Nu- gent and bass guitarist Bob An- derson also were solid.

String Band Haunts N.Y. Fillmore With Folk Chants

NEW YORK — The Incredible String Band, two Yeatsian voydellers who dabble in the eerie tribal language of Dunagopag, gypsies, Hindu and hippies, returned to Fillmore East, Sunday night, with a program featuring the folk-soul chants of Elekta duo Robin Withnall and Mike Heron, assisted by percussion maidens Rose and Lisandra.

The "band," two British pan- handlers whose wares are a dozen string instruments and a fragmented language of poetic insights, spun their lowland la- ments with more economy and showmanship than their previous set. "Moonlight," "Maya," a lyrical "You Brighter" and their brilliant mas- terpieces of entwined happy and with bright perceptions, "Heaven," the more obscure Williamson, whose bend- ing, prayer-like whistle is the driving force with the timeless touched with the gifted voice of sung poetry.

Pacific Gas & Electric Co.
Sets Sparks at N.Y. Gas And Electric Co.

NEW YORK — Pacific Gas & Electric gave a heady pro-gram of strong blues as the Power Records act opened a two-week run. The first Pachy Scene on Tuesday (29), Ten Wheel Drive with Genia Ravan and Jerry L. G. Rose, and later 111 Robbery, continued its string of fine performances and organ- ized a six-night engagement. Both groups have first-rate

Hartford Promotes LP on RCA Tour

NEW YORK — John Hart- ford is on a 14-city tour set up by RCA Records to promote his May album release, "John Hart- ford." The tour, which began Thursday in San Francisco, winds up May 16-20 on the Boston-Providence-Hartford axis.

The tour, which began Thursday in San Francisco, winds up May 16-20 on the Boston-Providence-Hartford axis.

Bees Go to Tour U.S. and Canada

NEW YORK — The Bee Gees, Astra Records group, have been set for a four-week 16- concert tour of Canada and the U.S. The tour, which begins April 27, will be in Nevada to tape an appearance for a forthcoming concert at Carnegie Hall.

Beatrice Arnac Hits Wide Range at Town Hall

NEW YORK — French songstress Beatrice Arnac offered a varied program at Town Hall April 25, but the voices art- istic more at home with the more temporary material than her opening folk songs.

Miss Arnac's interpretations included "Hommage aux Artes," an expressive face as she sang the Bertold Brecht-Kurt Weill "Piranesi," and "Bata" on "The tourists," impressively. Jacques Offenbach's "Pirates of the Carib- bean" was known to Be- rafa. Among her other first- rate selections were "Le Navire." "Dans les Prisons de Nantes" stood out among the folk ma- terial, which included the "Nordh" of "Bertolt Brecht's "A riot." 

This and encore, which was "Michael From Mountains."
MIKE LEANDER ANNOUNCES THE SONG OF THE YEAR...

“HEY JUDE”

Arranger-producer-composer Mike Leander, makes his U.S. debut on Decca Records with an unusual and exciting instrumental version of “Hey Jude.” Unquestionably the song of this past year, “Hey Jude” hit the number one position in every popularity poll and best selling chart all over the world as sung by The Beatles. In the talented hands of Mike Leander, “Hey Jude” takes on even greater importance that will establish this song as one of the all-time standards.

Although he is unfamiliar to record fans by name, Mike’s behind-the-scenes success in the music industry is an established matter of record. He’s arranged or produced hit recordings for Marianne Faithful, Billy Fury, Karl Denver, Dave Berry, The Applejacks, Lulu, Shirley Bassey, The Fortunes, Cliff Richard, The Rolling Stones and The Beatles (whose best selling “Sergeant Pepper” album contained Leander’s arrangement on the selection “She’s Leaving Home”).

As a composer, Leander has further distinguished himself in the music world as a composer of a number of very successful songs. “Lady Godiva” was one of his biggest compositions, selling over two million copies world-wide.

Leander was assigned several film scores, namely “Two A Penny,” which starred Cliff Richard, and “Privilege,” starring Paul Jones. In addition, he arranged two title songs, “The Liquidator,” which was sung by Shirley Bassey, and the second was one of the biggest record successes of 1967, Lulu’s “To Sir With Love,” which was credited with making the film of the same name an even bigger box office success than imaginable.

Mike Leander joined MCA Records Limited as a producer in 1968 and will score two films a year for Universal Pictures, in addition to signing new artists to the company. His first motion picture score is for a Phyllis Diller comedy entitled “The Adding Machine,” which will be released later this year. The first artist signed by Leander was New Zealander John Rowles, who had two hit records with his first two releases last year. His second artist is David MacWilliams, who had the number one song in France, “Days of Pearly Spencer.”
The Shore sense of humor is still evident, for all her newly found popularity.

"When I first drove over to NBC for rehearsals," she says, "the guard at the studio stopped my car and asked my name. I looked him straight in the eye and said 'Leslie Uggams.' He stared right back at me and said 'Okay, Miss Uggams, drive right on.'"

Delacorte of New York will publish "The Beatles Book of Lyrics" next September featuring all the songs composed by John Lennon and Paul McCartney. And Bob Bach has been in Hollywood recently interviewing many of Johnny Mer-

cer's associates and collecting photos for a similarly styled "Merkic Book of Lyrics" to be published in 1970.

John Hammond, who produced his first records back in '33 but still looks— and sometimes behaves—like a Harvard student, advises he has completed some 200,000 words of his first book. He can't say when it will be published. "I haven't," he advises, "got an ending yet."

The talented Ingrid Fowler who plays and sings with the Rivers Styx Ferry group in the San Francisco perimeter turns out to be the former Jingle Herman, red-headed daughter of Charlotte and Woody Herman. Mrs. Fowler has a son and daughter of her own, too.

Did we mention Leslie Uggams? The girl who made so many records with Mitch Miller a decade ago will replace the Smothers Brothers on CBS-TV next fall with a show of her own, and last week she and her husband, Grahame Pratt, moved out from New York and into their new home. High on a hilltop, the house was once owned by the late actor, Nick Adams.

Songwriter Jim Webb earned $400,000 last year with his "Up, Up and Away" and other items. He says he now composes "one song every day." But for all his success he's still mortal. Like most everyone here, Webb wants to be an actor. He hopes to use his natural Oklahoma accent in a forthcoming "Bananza" film for David Dortort.

Sea Train Steaming On 3 Musical Tracks

NEW YORK — The new Sea Train, successfully fusing musical elements from rock to jazz to classical, gave a strong first set at the Café Au Go Go on Wednesday (30). The A&M group has been expanded to six members, three of whom are new.

And these three contribute mightily to the excellent sound of the group. The additions are Red Shepard, a strong-voiced lead vocalist; Teddy Irwin, a fine lead guitarist, and Bobby Moses, one of the top drummers around. Moses, equally at home in pop or jazz, had a phenomenal solo in "Flute Thing," which put many of today's pop drummers to shame.

Strong also is the word for the remaining three musicians. Sea Train alternates bass guitarists. When Donald Kretmar plays bass, Andy Kulberg plays flute. When Kulberg plays bass, Kretmar plays saxophone. Perhaps, the key element in the distinctive sound of the unit is Richard Greene on violin. Greene's top-notch playing is never overpow- ered by the other instrumentalists.

"Flute Thing" was a good instrumental with Kulberg, Irwin and Greene all in "Flute Thing," which put many of today's pop drummers to shame.

The Show in Classical Bow

NEW YORK — Zero Mostel stole the show at the gala ben-

efit concert of the integrated Symphony of the New World at Philharmonic Hall on Sun-

day (27). Mostel, in his public conducting debut, led the or-

chestra through the overture to Rossini's "Semiramide." Mostel coaxed, danced, flailed, wigged, marched, conducted behind his back, mimed, and shouted, all in rhythm as he conducted without score. It was an unforgettable experience.

Bass-baritone William War-

field expressively sang three scenes from Moussorgsky's "Boris Godunov" with Benjamin Steinberg conducting. Steinberg also conducted the capable or-

chestra in the overture to Mo-

zart's "The Abduction From the Seraglio" and Franck's "Le Chas-

cour. Rubber Dog president Helms has been granted a dance permit for Family Dog on the Great Highway, as the venture is called.

Rubber Dog is in the process of renovating one building at Playland for a ballroom and plans to use the Fun House for special events, plus the firm has an option on Fun-tier Land, another area of the park.

Financing for the venture will be through sale of 1,000 shares at $10 each, plus $40,000 in promissory notes. Helms will be given stock options that will ulti-

mately enable him to own 51 per cent of the outstanding com-

mon stock.
Good morning.

Last night Andy Williams sang half the songs in this album on coast-to-coast TV.

Practically an hour-long commercial for "Happy Heart."

Now you know what kind of week it's going to be.

Stock up on the "Happy Heart" single and the "Happy Heart" album, now.
On Columbia Records.
"Like no other song in recent memory, 'Oh Happy Day' has transcended all radio formats."

"Oh Happy Day"

(All together, you might try and imagine Spector, Gospel, and the Ronettes multiplied by 15.)

Ben Fong-Torres
Rolling Stone

"This whole album represents the most exciting choral singing I have heard since the Mormon Tabernacle Choir recorded 'The Battle Hymn Of The Republic'."

Bill Gavin

"It is the best album I have heard in months, a remarkable vocal achievement, brilliantly recorded and with the kind of deep emotional communication only very special kinds of musical performances have.

I would like to see this album in every school, college and university in the country."

Ralph Gleason
San Francisco Chronicle
From The
Music Capitals
of the World

MEMPHIS
Dionne Warwick teamed with Chips Norman, president of Ameri-
can Recording Studios at 227 Thomas, to produce the Gentlemen
FXon in Memphis' Memphis studio.
Miss Warwick flew to Memphis with the four singers, Bernard
Brown, Chuck Miller, Roger Simmons and Howard Decker, whom
she discovered in the bowling alley of East Orange, N. J. Their
disk will be released on the Atlantic label.
Bobbe Gentry flew to Memphis and then motored to visit with her
father at Greenwood, Miss., before leaving for England. She recently
recorded in Nashville.
Hill & Range publishing execut-
ive Lamar Fife and Ray Baker,
president of Blue Crest Publishing
Co. of Nashville, talked with sev-
eral record producers in Memphis
about their catalogs. Willie Mitchell,
producer at Hi Records, pro-
duced the Better Scotch Single and
coproduced Flash and the
Board of Directors at American,
and assisted Sexton promotions
manager Steve Tyrel in writing,
turned singer, and had Coghill
producing a session for him.
Sammy Cacozzo, leader of the
Bill Black Combo, has produced the
disc for the upcoming film with
the Walkmen at Lyn-Lou Studios, managed
by Larry Rogers. Dot Records, man-
ger of several acts and WMMS radio disk jockeys, has been signed
as producers at Jim Stewart's
Birmingham complex. They will
produce for the Dot label, quintet,
vice-president and producer at
goldwax Record Co., producing a
session on singer Louis Paul at
Sound of Memphis with Steve
Kessler the engineer.
William Bell has been working
at Ardent studios trying to com-
plete an album for Stewart's May
'65 'Topper Convention' at the Holiday
Inn. Rivermont.
Jim Stewart worked at Rick
Hall's Fame Studios at Muscle
Shoals completing several tunes
for the 26 artists he is planning for
his distributors.
Ray Brown, president of Na-
tional Artists, has booked Jerry Lee Lewis for a 27-
day tour in May and early June. Lewis will also film a pilot film
with Buck Owens at Nashville. During the tour Lewis will travel
from the East Coast to the West Coast.
Betty Berger, president of Con-
tinental Attractions, has been dis-
CUSSing production of a Memphis
special with Judd Phillips Jr., who
is now working on the West Coast and producing in Memphis for sev-
eral major studios. Rick Taylor, executive at Continental, has re-
turned from Mexico where he dis-
covered booking dates with Coast
and Latin American agents.

JAMES D. KINGSLEY

NEW YORK
Apple's James Taylor opens a
one-week stand at the Bitter
End on Wednesday (14) with
Dennis McCormick's Spring, which
plays for two weeks. Elektra's
Tom Paxton opens at the Bitter
End on May 23 for one week.
United Artists gives two concerts at
the Chestnut on Sunday (11).
Dick Roman introduces the new
theme of NBC-TV's "Junior Miss
Pageant" on the show on Thursday (16). He has cut the song for Ford
Records. Ford plays Crossings' on
Saturday (10) and opens for one
week at Dayton's Sunfiller's begin-
ing on Monday (12). He returns to
Harold's Club in Reno for four weeks beginning on May 18.
Paul Tannen, director of East
Coast operations for Warner
Bros.-Seven Arts Records leaves
for Nashville on Monday (12) to
record Turley Richards and to
scout new talent. Tangen will be
in Nashville for three days.
Capitol's Insect Trust plays the
Main Point of Bryn Mawr, Pa.
Thursday (8) through Sunday (11) with John Pilla. Vanguard's John
Fahy appears in concert at the
Main Point on Tuesday (6).
Marty Warcop, London Records'
administrator, and his wife Patrice on April 7 became the
parents of Louisa Ann Warcop,
whom she was born at Union's
Hospital here. . . . Scheduled for
one-week gigs at the Miami Beach
Eden Rock beginning on May 19
are June Valli, Bobby Marks,
Four Lads, Susan Farrar, Neil
Sedaka, Dick Jensen, Jaye P.
Morgan, Don Cornell, Fran Wyse,
Bobby Rydell, the Serendipity
Singers, Frankie Randall, Helen
O'Connell and Johnny Desmond.
. . . Frank Sinatra, Jr., opens a six-
day stint at the Flagship Inn
in Union, N.J. on Saturday (6).
MGM's Julie Budd appears at
the Raleigh Hotel in South Falls-
burg, N. Y., the Memorial Day
weekend. . . RCA's Eddy Arnold
will do a 24-city, one-nighter con-
cert tour this fall, promoted by
Jerry Purcell. Carney Shure will
be the musical supervisor of
Arlo Guthrie's film "Ally's Restau-
rant" and will write additional
music for it. The picture will be
released by United Artists. . .
A&M's Joe Cocker & The Grease
Band play Toronto's Rock Pile on
Sunday (4) Detroit's Grande Ball-
room, Friday (9) and Saturday
10; Cleveland's Grand Ball-
room Sunday (11); Boston's Tea
Party, May 15-17; Chicago's Kin-
television, May 29-31; St.

Julie Bud, 14-year-old singer
on the MGM label, heads out
for a major tour under Herb Einstein
to promote her new album, "Wild
and Wonderful."
Motown's Dual Promotion Gives Tape a Double Thrust

by BRUCE WEBER

DETROIT—Motown's marketing/promotion approach to tape is to "double merchandise" it with album product, said Mel DaKroob, national tape and album manager.

The "dual promotion" concept allows Motown's LP and tape product to hit both the proper consumer merchandising emphasis at the record store, rack jobber and retail levels. "If we cover new album releases with heavy promotions," said DaKroob, "we include a 'product also available on tape' catchline or phrase.

Artists promotions are always planned to emphasize the LP product and the availability of that product on tape. As an example, Motown is planning a major "dual promotion" campaign for Marvin Gaye's two new LPs, "Marvin Gaye and His Girls" and "MPC." The Gaye promotion will include banners, window displays, and sales, all emphasizing LP and tape availability.

"Combining our tape/album promotion has not detracted from LP sales," feels DaKroob.

"The 'dual promotion' concept can, in fact, add sales. In the case of one LP, 'T.C.B.,' by Diana Ross and the Supremes with the Temptations, the dual promotion resulted in LP sales of 800,000 units and 8-track sales of 100,000 units.

Motown's increased emphasis on its tape cartridge product can be seen in this: DaKroob feels tape sales this year will hit 2.5 million units. This does not include sales from the label's 4-track and cassette product, which are handled by Munic Stereo-Pak and Ampex, respectively.

The increased 8-track activity this year is expected to be one million units in 1968. And the 1968 figure more than doubled Motown's 70,000 8-track number for 1967.

DaKroob disclosed that 8-track cartridges alone now account for between 20-30 percent of Motown's total recorded music sales.

Don Shirley Bends Gospel, Pops Into Classical Mold

NEW YORK — Don Shirley returned to Carnegie Hall, Saturday (26) with his trio, a full orchestra and actress, Bessie Richards. But for all the setting, the music of the CBS pianist remained the same—he still takes a pop melody like "This Nearly Was Mine" and breaks it down to essentials, inserts pauses—Shirley knows the value of the pause—and it comes out Chopinesque.

He does this often and sometimes you get a new insight into the material (as in "House Tilt"). Sometimes though you get a little pompously, as if the material isn't worth the ultra careful, heavily fashioned, non-improvisational technique.

Featured and interwoven with Shirley were cellists David Ever- hart, Donald Anderson, and bass player Dennis Trembley. Archie Bleyer conducted the ensemble and Bess Richards read from one of her own works. But the opera was really built around Shirley's piano, the pop tunes and gospel pieces, all best and forced into a classical direction.

IAN DOVE

Talent

Petey Sue, songwriter- vocalist and sister of Loretta Lynn, to Decca Records. Her first Decca dupes couples "I'm Dynamite" and "Love Watched Got at Home." Loretta Lynn has package show.


Craig Creek, a female R&B trio, have signed with ABC's Apt label. Debut single, "Black to Georgia." 

Edwin Birdsong to Tino Records. The Unwanted Children have signed with Mem- phon Productions for release on local label. Also joining Memphon are the Wazoo, Angelique & Wyne, and the Tripppers.

Dale Wayne and Bonnie Branlett have signed with Elektra. Their debut album has just been re- leased. Buddy Russ and J. H. Cobb to Capitol as artists. The two are producers and songwriters with locomotion Music in Atlanta. Their debut LP will be released on Lower's 19-2 label with dis- tribution through Capitol.

Pianist Tom Vaughn to Capitol, along with Myrtleway. Cecile, Canadian rock quintet, to Chris- tipher, Underground artist-writer, to CMA for booking and Chappell subsidiary, Capella Enter- prises, Ltd., for personal management, recording and publishing.

Howlin' Wolf Weaves Spell at Ungano's

NEW YORK — The legendary bluesman is holding his psychedelic spell at Ungano's on April 24 with set of sincere blues. The great bluesman, whose latest album is on Cudet/Concept, the company that is out in face of himself, strummed, danced, and played harmonica as only he can.

Howlin' Wolf quickly established communication with his youthful audience, an important element of his performances. He played directly to the front tables creating an acoustic feedback that guided to his patented blues interpretation, which he does in "Howlin' to You Baby." The four backup musicians supplied strong support. Howlin' Wolf, a young folk duo, also were on the bill.

FRED KIRBY

Forest Hills' Acts

NEW YORK—Leonard Rusk- in has signed the Monkees, Dionne Warwick, Sam and Dave, Junior Vasquez, Richie Havens, Steve and Eydie, the Bee Gees, the Blue 817s, and the Mothers, and Peter, Paul and Mary for the 1969 Forest Hills Music Festival, which has been scheduled for June 21 at the Forest Hills Stadium.

Looking for Talent Booking an Act

Billsound International Talent Edition Has the Answer

MAY 10, 1969, BILLBOARD
It's youth that's going to move the country.

June Stearns is a young and beautiful new country artist with a very bright future ahead. Her best foot was forward right from the beginning with her first big single, "What Makes You So Different" (444852).

Now June establishes herself firmly in our minds with her first Columbia album, "River of Regret." The songs are sung with warm country appeal that will, naturally, lay the foundation for more great June Stearns catalog in the future.

June Stearns
River of Regret
including:
I Started Loving You Again/Flower of Love
Plastic Saddle/To My Sorrow
Where He Stoops, Nobody Knows

John Wesley Ryles, I, is another promising young country artist who came on strong right from the beginning with his first single and first hit, "Kay" (444852). Now this George Richey find is moving fast with a new single, "Heaven Below" (444819), and a first Columbia album, "Kay," featuring the single. Obviously, this handsome young man only understands one word — "HIT." You'll have to agree that youth is moving the country. And June Stearns and John Wesley Ryles, I, certainly intend to lead on.

On Columbia Records®

John Wesley Ryles I
KAY
including:
KAY/WICHITA LINEMAN/LITTLE GREEN APPLES
WOMAN, WOMAN/CATCH THE WIND

CS 9783
CS 9788

CS 9783
CS 9788
**Commercials**

**Simba, a New Coke Soft Drink, Satisfies N.Y. Taste Test**

By CLAUDE HALL

Radio-TV Editor

Chuck Mann, well-known TV commercial producer, has joined Prospect Productions, Ltd., as vice-president and general manager. He has been with VPI, **. . .**

From Moore has been elected vice-president for the broadcast divisions at Katz Agency; it’s a new position created especially for the firm. . . .

**Recording Studios Install Simulplay/Pickup Units**

NEW YORK — Recording Studios has installed new Simulplay/Pickup Receivers to allow film sound editors or directors greater flexibility in mixing music with dialogue. For use in Gotham, Levin Sound, a New York area film production company, has purchased four new Simulplay/Pickup Receivers, which will permit the director to arrange the dialogue and music in any order he chooses. The firm has also installed a new RCA 35mm film sound system.

**Ad Notes**

Change-of-pace programming from your librarian's shelves, featuring the discs 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 of the day.

**Yesteryear's Hits**

Change-of-pace programming from your librarian's shelves, featuring the discs 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 of the day.

**C&B Aims at TV**

NEW YORK — David Lucas is rearranging his original C&B Soup song, which has already received considerable radio exposure, for a TV campaign by Crest and Blackwell. Peter Twaddle of Vassant Duggal performed the agency jobs. Lucas is head of the firm of David Lucas Associates.

Don Webster, host of Upbeat, and Hank Nystrom, choreographer, are doubling on the new show.

**Sochaer Taps 'Spot' Winners**

NEW YORK — F. M. Sochaer Brewing Co. has selected the 10 winners of its nation-wide Talent Hunt. The winners are: the Devennes; Ann Duquenna; the Independent Singers; Sydelle Kern; Jim Campbell; Ray Pollard; Trio Los Classico; Jerry Ward; and the Sound Solution, and the All American Band.

Talent Hunt winners, vocalists and groups, will be heard during the next 12 months singing the Sochaer jingle in a series of one-minute radio spots broadcast in a 14-state Eastern area.

**3,400 NAB KITS MAILED**

WASHINGTON — The National Association of Broadcasters has mailed more than 3,400 NAB kits to radio stations featuring jingles by Scotti Bros. of New York. The kits include an album featuring 10 versions of the same commercial musical styles for various formats accenting the theme — radio, the What's Happening Sound. Some of the nation's top record artists were used on the jingles.

**Artists appear on Billboard**

26
He’ll take you with him.
Pick him up on The Glen Campbell Good Time Hour, Wed., May 14.
Millions will.
“96 Miles to Bakersfield,” ST-230
Produced by Kelso Herston. Single #2450
Radio-programming

Forum to Tune 1,400 Radio Timebuyers to Key Stations

By CLAUDE HALL

* Continued from page 1

radio broadcasters. North American Philips is setting up the sound systems.

An extension to be added to the "Sounds of the Times" exhibit are WJBK in Detroit. Speakers added to the roster of outstanding radio men participating in the Forum include Al Jethro, WIBC, Indianapolis, who'll speak on "The Beginning of Black R&B Music." Dave Klemm, a leading authority in radio programming with the Blair Radio national advertising representative firm, will speak on "The Danger Flags That Indicate You Need to Make a Programming Change." Klemm has been responsible for the programming success of a large number of radio stations in both major and small markets. Ron Frasier, program director of WNOR in Norfolk, Virginia, will speak on "Small and Medium Markets." Jack Murphy of Susquehanna Broadcasting will discuss "Programming With Major Market Stations Reaching Your Market."

One of the many middle-of-the-road speeches will be by Don Schaefer, program director of WTAE, who has set Pittsburgh on its ears this past year, capturing a very viable mass audience with easy listening records.

Last year's Forum was attended by approximately 500 of the nation's leading radio program directors, air personalities, broadcast managers and owners. Registrations are now being accepted with block of 300 rooms at low-cost conferenee rates being set aside at the Waldorf-Astoria for early registrants. Registrations which should be addressed to Radio Programming Forum, Nieman 300 Madison Avenue, New York, N. Y. 10017. This fee includes attendance at all sessions, work materials, cocktail receptions (including an open bar), Breakfast, luncheon offices and rooftop terrace with tours of famous stations and a special reception at the Waldorf attended by some of the featured radio stars, and all of the luncheons. Many radio men have requested copies of the WJBK tapes of the "Directions in Music" program and have asked for schedules to be taped. The Forum is being organized and directed by James O. Rice Associates, one of the nation's leading educational consulting firms. For further information, contact Coleman Finkel at the 300 Madison Avenue address given above.

Scott Waking 'Sleeping Giant'

DETROIT—With a determined effort to tap a "sleeping giant," new program director Mike Scott has launched a re-programming program at WJBK, the 50,000-watt Storer operation here which has become conventional. Basically, WJBK will be going back to the concept of early Top 40 and radio playing the "very best of everything in records." Scott pointed out that this is something which has been done when Top 40 stations were king of the airwaves, and that it can be done from easy listening tunes by artists such as Perry Como and Pat Boone to the pop songs of Billie Jo Spears and even rock-oriented tunes by the Beatles.

The programming niche that WJBK is going to fill is one that is presently not being served, he said. "We'll be playing adult contemporary music, and the format will not burn, which is a line I stole from the late Ed Sullivan," he said.

The air personalities will be allowed to communicate with listeners. "We're going to make radio fun to listen to again and if the deejay has something to say, I believe he should not be held back, even if it means he should just ramble, over and over again in the studio. The music is the primary ingredient," Scott said.

Scott who just took over the station after a brief stint at KFRC in San Francisco as a personality, was previously program director of KAPC in Minneapolis, where he built that station into number one in San Diego in spite of being a nonclear channel. He said that he had originally considered changing WJBK to a country music station, "but I decided after much research that country music is not the route for a station of this size." He felt the station could not appeal into the small market by playing country music.

He intends to aim for the listeners, to build a solid young audience. Basically, it means to build a solid, good station. I don't know if my programming ideas are the perfect answer, but I do believe that on the other hand I haven't been proven wrong yet. And this city is ripe for something," WJBK will play some oldies, dating back to 1959. There will be no format, per se, but a policy to cover every situation regarding the ever changing tastes of the audience. The format will be fragmented into categories, which will remain constant, though the music within the categories will change. The news will be very flexible, not much attention will be paid to personality news rather than newsmen.

KIN to Mix Country & 'MOR'

ATKIN, Minn.—KIN, billing itself as the "Giant Sound," has switched to a country music format, according to George Schaffner, Chief of Program Research at KDWB, Twin Cities. Under the direction of Mike Jaye, new manager of the station is Jim (The Wildman) Markey, formerly with WICH in St. Cloud. Bob Hansen, formerly with KCMT-TV, Alexandria, has also joined the station.

For shooting for an 18 to 34 age group, Markey said he used the "Giant Sound," with music that "will determine the repertoire, grouping the standard library by years. Two personalities, Bob Peace and Don Lucky, will handle the programs as the ones who were extended later on. The station expects to be automated in four months.

Since WMOD-FM switched to standards, billings have increased three-fold, according to Markey.

At KDWB, 40 Top 40 stations are being monitored, according to Jaye, who added that "We'll be playing between nine and 10 oldies per hour, there will also be room for three or four new records per hour. 'We'll balance the oldies with the proven hits of today.'

The station has been a middle-of-the-road station. Personalities include Alx, Bob Walker, Don Markery, Herb Davis. Alx will be live 5-8 p.m. and his progressive rock show will be 8-11 p.m. Midnight will be tape. Alx, was a radio director of WPGC when it was the powerhouse rocker of Washington, DC. Bob Walker will be a star of the very strong personality approach. The market now features four rock-type stations—WPGC, WEAM which is also a suburban station—WEEL, and WMOD-FM which features at oldies format.
Ross Bagdasarian's
JONE-CONE-PHONE
Has Hit Written
all over it!
All-Black TV Show Slated by Triangle

PHILADELPHIA — "Black-book," a color hour variety show produced at WFIL-TV here as of May 1, is being placed under the aegis of the Blue Triangle Program Sales. WFIL-TV will carry the weekly all-black series three times weekly, M-T-S, each day. Matt Robinson, a writer-producer at CBS, and now a producer for National Educational Television, will serve as host and producer.

Programs already scheduled for the show include "Sly and the Family Stone, Peaches and Herb, Tamiko Jones, and the jazz organist Jimmy Griffin. All included Bobby Womack, Shirelles, Sammy Davis, Jr., and the Elephants, Memory.

Teen TV Show Bows in NYC

NEW YORK—A new weekly teen-oriented bandstand type show — "Up & Coming" has been launched by WJTV (channel 47) here. Produced and emceed by Harry Landers, former associate producer of the old "Disc-O-Teen" show on the station, "Teen TV" is being billed as a psychedelic potpourri with visual effects. It will present both name acts and new amateur groups. Directed by Peter Byrnes, the show is available for syndication. Guests on the 5 p.m. Saturday, April 26, show included Bobby Womack, Shirelles, and the ElephantsMemory.
LIFE BEGINS AT A MILLION

"TESTIFY" (I WONNA)
JOHNNIE TAYLOR

"Who's Making Love"...
"Take Care Of Your Homework"...
"Testify" (I Wonna) / STA-0033,
his next Pop and R&B
million seller.
...from his new Stax album (STS-2023),
due for release
the end of May,
produced by Don Davis

STAX RECORDS. A DIVISION OF PARAMOUNT PICTURES CORPORATION
NRBO makes you want to get up there and do it.

Radio-TV MART

Continued from page 30

Stay-old, clean cut Negro guy with the right markets, and personality. Read enough to go or racy radio. Excellent ratings. This is the one to get. Let me know your station in this area.

Jaye Ritchie, 30 years old, former advertising executive and radio station manager. Strong in sales and production. Married, vet, 1-30 yrs. old, 6' 2". Dependable, experienced pro.

I'm at a good station and I like the people here. I'd like to do better. If you've got an opening, give me a chance. I've had the experience. I have the expertise. I want the challenge.

Station Manager: Are you getting a chance to be a program director or get into a larger market without going to Top 40 all? I've got a big station and I'm ready to get into another market group. I'd like to be in a station that has a good solid market program for your Top 40 radio station.

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Call 945-788-0071 for free personal telephone and three years experience. Top 40 experience. Very dependable.

Enthusiastic, creative DJ, seeks job with a good market and three years Superstar experience. Grows in the top 40's. Contact: Box 6, 6th St., New York, N.Y. 10019.

COLLEGE

HOPE

Public Radio, Radio Personality.

BP: "Love and Rain Rising," Credited for creation of a hit record._box.

BLFH: "It's Your Thing," Dolly Parton, Columbia.

OTHER PICKS

HOT 100 - Jerry Rogers, Sagamore, Ga., WJOR, BP: "Leanin' On You," King.

Huntville, Ala., WAAY, Gary Beem, BP: "Rock 'Em, the Bay.


Frank Wilse, Miami, Florida, WQMA, BP: "One Has My Heart," Jerry Lee Lewis, Smash.


The Hen Louis Cachere

Paula 321

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Radio-TV programming

Continued from page 30

Programming Aids

Here's One We can "CACKLE" about

RHYTHM AND BLUES

COLOMBIA, Ga. (WOSK)

Ernest Warnot, Music Director.

BP: "Somebody's Got To Go." Comp: BLFP: In the Studio End of the Show." Ray Hamilton, WMAT.

BLFH: "It's Your Thing," Dolly Parton, Columbia.

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COME ON DOWN TO NEW ORLEANS

Mother-in-Law
You Talk Too Much
I Like It Like That
Land of 1,000 Dances

by Quick Brown Fox

produced by Harry Moffitt for Radnor Records
**Best Selling Rhythm & Blues LP's**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. CLOUD NINE</td>
<td>Temptations, GNP 932 (S)</td>
<td>9</td>
</tr>
<tr>
<td>2. 3 ICE MAN COMETH</td>
<td>Jerry Butler, Mercury 63019 (S)</td>
<td>8</td>
</tr>
<tr>
<td>3. 4 NOBUFOU</td>
<td>Boz Scaggs, Warner Bros. 572 (S)</td>
<td>6</td>
</tr>
<tr>
<td>7. IT'S YOUR THING</td>
<td>Isley Brothers, T-Neck 1001 (S)</td>
<td>3</td>
</tr>
<tr>
<td>2. SOUL '93</td>
<td>Aretha Franklin, Atlantic 8121 (S)</td>
<td>13</td>
</tr>
<tr>
<td>8. STONE SOUL</td>
<td>Impala Santamaria, Columbia CS 7680 (S)</td>
<td>1</td>
</tr>
<tr>
<td>9. SAY IT LOUD — I'M BLACK AND I'M PRIDE</td>
<td>James Brown, King 55647 (S)</td>
<td>5</td>
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<tr>
<td>10. TCB</td>
<td>Diana Ross &amp; The Supremes with The Temptations, Motown NM 662 (S)</td>
<td>12</td>
</tr>
<tr>
<td>11. UPTIGHT</td>
<td>Stevie Wonder, Stax S 3006 (S)</td>
<td>12</td>
</tr>
<tr>
<td>10. SOUND OF SEXY SOUL</td>
<td>Delights, Philips/Downes LP 1151 (S)</td>
<td>12</td>
</tr>
<tr>
<td>12. SOULFUL STRUT</td>
<td>Young-Helt Unlimited, Brunswick BL 754144 (S)</td>
<td>12</td>
</tr>
<tr>
<td>12. LIVE AT THE COPA</td>
<td>Temptations, GNP 936 (S)</td>
<td>19</td>
</tr>
<tr>
<td>13. PROMISES, PROMISES</td>
<td>Dionne Warwick, Scepter 557 (S)</td>
<td>19</td>
</tr>
<tr>
<td>14. WHO'S MAKING LOVE</td>
<td>Johnnie Taylor, Stax S 2005 (S)</td>
<td>15</td>
</tr>
<tr>
<td>15. THE WORM</td>
<td>Jimmy McGriff, Solid Jive 18045 (S)</td>
<td>14</td>
</tr>
<tr>
<td>16. ALWAYS TOGETHER</td>
<td>Dells, Cash 622 (S)</td>
<td>11</td>
</tr>
<tr>
<td>17. CAN I CHANGE MY MIND</td>
<td>Tyrone Davis, Dakota SD 9050 (S)</td>
<td>8</td>
</tr>
<tr>
<td>21. FOR ONE IN MY LIFE</td>
<td>O.C. Smith, Columbia CS 7956 (S)</td>
<td>8</td>
</tr>
<tr>
<td>19. DIANA ROSS AND THE SUPREMES JUBILEE TEMPTATIONS, Motown M 179 (S)</td>
<td>23</td>
<td></td>
</tr>
<tr>
<td>22. MOTHER NATURE'S SON</td>
<td>James Ray, Capital SPS 120 (S)</td>
<td>10</td>
</tr>
<tr>
<td>23. STAND</td>
<td>Sly &amp; The Family Stone, Epic BN 26458 (S)</td>
<td>3</td>
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<tr>
<td>22. JAMES BROWN AT THE APOLLO, VOLUME 2</td>
<td>King 5022 (S)</td>
<td>13</td>
</tr>
<tr>
<td>23. SMOKY ROBINSON &amp; THE MIRACLES - LIVE TAM - TAM 399 (S)</td>
<td>13</td>
<td></td>
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<tr>
<td>24. HICKORY HOLLER REVISITED</td>
<td>O. C. Smith, Columbia CS 9960 (S)</td>
<td>45</td>
</tr>
<tr>
<td>25. FOR ONE IN MY LIFE</td>
<td>Stevie Wonder, Tamla T 290 (S)</td>
<td>18</td>
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</table>

**Billboard SPECIAL SURVEY for Week Ending 5/10/69**

**Best New Record of the Week**

"LET ME LOVE YOU"

Ray Charles (ABC)

By ED OCHS

**Soul Slices**

Controversy has flared up over the infant gospel revival, sparked by the Edwin Hawkins Singers' "Oh Happy Day" disk on the Buddah-distributed Pavilion label. Black deejays are divided on when and if to play the record, calling it irreverent to play among r&b disks or to cut into the religious message. Earl Sheldon, WLIB deejay and jazz columnist, cautions the industry to "go slow and take serious consideration of the deep sensitive feelings of the black people." The reaction to his message, in the manner in which this record would be programmed," but adds that the record "clearly shows that there is a striping back to the shell of black people recording a new collective strength in their togetherness." Undeterred by the running debate, the industry is already gathering around the Hawkins Singers' new single and the reissue of the old r&b disks. Meanwhile, Bell has answered the record's success with still another "Oh Happy Day," by the American Rock Revival, with vocals also issued by the Pat Rebillot Exchange on Shirley Singleton's Silver Fox label, and the Trumpets of Jericho on Bob, with the jury still out on the confrontation of new gospel and old r&b disks. Among the new religious titles for the "Oh Happy Day" sweepstakes still being tabulated—Buddah is racking up sales toward a million seller. Sales figures, according to Buddah's Cecile Horne, are with single discs a "lot" higher. Still, the new title is moving into soul with the signing of Sam Neshit. He's managed by Bill Down of Lando Management. Ray Draper, producer of the Unifacs, will reportedly produce the Precisions for Aco...

**SoVa Zaentz's Fantasy Records (Creedence Clearwater Revival)** has a brilliant black single, "It's You Right," on the top spot on the r&b LP chart: the Isley Brothers' "It's Your Thing" cut to the profits of the soul trio's comeback. Blues singer Novella Nelson, who recently concluded a three-month run at the Village Vanguard here will open for one week at Washington, D.C.'s Carousel Door with Red Snapper. Tip of the majors bringing to record blues artists whose legacy is a life devoted to the blues.

**FILETS OF SOUL**

Jerry Butler has scored only his first gold record, for "Only the Strong Survive" on Mercury. The Isley Brothers share the only other soul gold on the chart, and both acts have been starred of RIAA recognition until the soul boom, then the Isley Brothers glittered with "Twist and Shout" on Wand when soul was pop. Welcome to the gold circle—at last, Jerry Butler... Lou Rawls, currently taping the Dean Martin replacement show, has embarked on his latest LP, "Another "Oh Happy Day,"" issued by his own label is moving into soul with the signing of Sam Neshit. He's managed by Bill Down of Lando Management. Ray Draper, producer of the Unifacs, will reportedly produce the Precisions for Aco...

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If You Miss Capitol's Two-for-One Promotion Things Could Look Mighty Black.

Our Two-for-One includes:

Super Oldies Vol. V
STBB-216

Super-Soul-Dees Vol. III
highlighting: Lou Rawls, Bettye Swann, Nancy Wilson, Cannonball Adderley, Patti Drew. And more.
STBB-178

Blue Ribbon Country Vol. II
highlighting: Glen Campbell, Buck Owens, Merle Haggard, Sonny James, Bobbie Gentry. And more.
STBB-217

Backed by Major Radio Promotion: R&B, Top 40, C&W. National Consumer and Trade Advertising. In-store P.O.P. Also available in 8 track cartridge and cassette. See your Capitol man.
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<td>Jody Brothers, 1 Week 901 (Brothers Three, BMI)</td>
<td><strong>9</strong></td>
</tr>
<tr>
<td><strong>2</strong></td>
<td><strong>CHIRPIN' KIND</strong></td>
<td>Jim Skinner, Sound Stage 7 0288 (Williamson, BMI)</td>
<td><strong>7</strong></td>
</tr>
<tr>
<td><strong>3</strong></td>
<td><strong>ONLY THE STRONG SURVIVE</strong></td>
<td>Barry Butler, Mercury 72098 (Pardall/Doble Diamond/Factory, BMI)</td>
<td><strong>10</strong></td>
</tr>
<tr>
<td><strong>4</strong></td>
<td><strong>I DON'T WANT NOBODY TO GIVE ME NOTHING</strong></td>
<td>James Brown, King 0624 (Dynamite, BMI)</td>
<td><strong>5</strong></td>
</tr>
<tr>
<td><strong>5</strong></td>
<td><strong>CRIPSY STRUT</strong></td>
<td>Meters, Juke 45-1005 (Mariani Music, BMI)</td>
<td><strong>4</strong></td>
</tr>
<tr>
<td><strong>6</strong></td>
<td><strong>AQUARIUS/LET THE SUNSHINE IN</strong></td>
<td>4th Dimension, Soul City 772 (United Artists, ASCAP)</td>
<td><strong>7</strong></td>
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<tr>
<td><strong>7</strong></td>
<td><strong>TOO BUSY THINKING ABOUT MY BABY</strong></td>
<td>Bobby Vee, Banana 2419 (Jet, BMI)</td>
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<td><strong>TIME IS TIGHT</strong></td>
<td>cohorts, T. &amp; the W. C.'s, Stax 0038 (Enter/Memphis, BMI)</td>
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<td><strong>9</strong></td>
<td><strong>IS IT SOMETHING YOU'VE GOT</strong></td>
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<td><strong>I CAN'T SEE MYSELF LEAVING YOU</strong></td>
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<td>Healthyman, Gamma-2000 (Jupiter, BMI)</td>
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<td><strong>SO I CAN LOVE YOU</strong></td>
<td>Littles, Volt 4040 (Parrish/Shelby, BMI)</td>
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<td><strong>-</strong></td>
<td><strong>COMPOSER</strong></td>
<td>Diana Ross &amp; the Supremes, Motown M-1146 (Jubb, BMI)</td>
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**BEST SELLING SINGLES**

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<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
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<td><strong>WE GOT MORE SOUL</strong></td>
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<td><strong>21</strong></td>
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<td>Willie Nelson, Capitol 2226 (Tree, BMI)</td>
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<tr>
<td><strong>25</strong></td>
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<td>C. Jackson, Motown 1144 (Gee TV, BMI)</td>
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<td><strong>WHY I SING THE BLUES</strong></td>
<td>B. B. King, Domestic 5003 (Acapella, BMI)</td>
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<td><strong>38</strong></td>
<td><strong>ANY DAY NOW</strong></td>
<td>Percy Sledge, Atlantic 2616 (Pun Try, ASCAP)</td>
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<tr>
<td><strong>39</strong></td>
<td><strong>MOTHER'S DAY</strong></td>
<td>Johnnie Taylor, Buddah 20001 (Soul, BMI)</td>
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<td><strong>47</strong></td>
<td><strong>MY WIFE, MY DOG, MY CAT</strong></td>
<td>Maxine &amp; the Agents, Dynasty 131 (Catalogue/Darlene, BMI)</td>
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<tr>
<td><strong>41</strong></td>
<td><strong>ME TANZAR, YOU JANE</strong></td>
<td>Percy Sledge, American 5123 (Round, BMI)</td>
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<td><strong>42</strong></td>
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<td><strong>43</strong></td>
<td><strong>WHY SHOULD WE STOP NOW</strong></td>
<td>Natural Born, ABC 11200 (Hi-Point, BMI)</td>
<td><strong>2</strong></td>
</tr>
</tbody>
</table>

**Look at Mary Wonder**

**Gotta Get to Know You**

**Stuff**
william bell...

william tell...
bull's-eye on the R&B and Pop markets with

"my whole world is falling down"

STA-0032
following his hit,
"I Forgot To Be Your Lover"
from his new Stax album (STS-2014)
due for release the end of May
produced by Booker T. Jones

STAX RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION
Col. Features Composers In New Greatest Hits Set

NEW YORK—CBS Masterworks, the studio arm of Columbia Records, has launched with four new releases of "Greatest Hits" series this month spotlighting composers. The series inaugurated last year with a special numbering system, is being kicked off once again with two new Vocal Studio in Philadelphia, Chopin, Bach, Strauss and Stravinsky. Tchaikovsky. Future releases will follow the scoring sequence.

Masterworks also arranges in this month's "Greatest Hits" series of Columbia, which is also making available a second volume of limited runs of Leonid Bernstein and the New York Philharmonic last month and will, in turn, be followed by new artists' hits pressing with pianist E. Power Biggs. Columbia is continuing its large-scale promotion on Ormandy and the Philadelphia, and new material is an Igor Stravinsky set, which features the composer conducting the New York Philharmonic, the Columbia Symphony, Casals and the Marboro have a coating of Schubert and Mendelssohn symphonies, while Bernstein and the Philadelphia philharmonic pair two more symphonies. Completing the Masterworks titles is a coupling of Schumann with Dukas, Zai, and the Budapest Quartet with Brahms, and the Philadelphia with Arenas and Brahms.

The Concerts in the "Switched On" album, The Chipping press has pianist Philippe Entremont, Ormandy and the Philadelphia, and And Leopold Stokowsky. All four albums contain repackaged and fresh material. Also containing repackaged DGG Stockhausen First

 NEW YORK — Deutsche Grammophon is continuing its series of Karlheinz Stockhausen recordings with a May release of the first recording of this composer's "National Anthems for Electronic and Concrete Sound" on two LPs. A total from this month is a pressing of highlights complete version of Wanger's "Das Rheingold," which features Anthony d'Angelo, Fischer - Dieskau, Gerhard Stoize, Zoltan Keman and Orlanda de Lepic, conducted by Karajan and the Berlin Philharmonic. Geza Anda is soloist and conductor with the Salzburg Academy, in a coupling of a Mozart piano concerto. Otto classical music.

Gerdies conducts the Berlin in a program of Brahms and Wagner. Karl Richter performs Brahms works on a disc of Denmark's Jagersborg Church, Baritone Hermann Prey has various Brahms recitals performed by pianist Karl Engel. Completing the DGG titles is a solo recital by pianist Wilhelms Kopf.

Classical Notes

Vanguard Sets Catalog First

NEW YORK—Vanguard Rec.

Classic Notes

Volunteer Adel Armin won the 2000000 Sitter Schermer of the Montreal Symphony's 1969 com-

Paris—Herbert von Karajan will have the principal artistic role with the Choral Civic, Paris through his new contract as "Little conductor," which runs through 1971. Serge Basho will officially be listed as permanent director. Under the pact, Karajan will turn "artistic advice" on all major operatic productions, concerts in Paris each season, conduct the orchestra in a variety of concerts, and conduct the orchestra in two annual festival concerts, as well as make appearances outside of France. Karajan's first concert with the orchestra runs this month at the Athens Festival on April 7. Three of his concerts have been advertised for the museum's "Dawn of the World" and "City of the Future." The concerts will be presented on the program at the 1965-1969 Young Artists Com-

FRED KIRBY

Crisp Concert in Markievitch

NEW YORK—Igor Markievich wrote the best from the American Symphony at Carnegie Hall on Monday (26), conducting a crisp, precise performance. The highlights were Richard Strauss' "Till Eulenspiegel's Merry Pranks." The orchestra was well-rehearsed and the soloists were in fine form. The audience was delighted by the orchestra's performance and the soloists were in fine form. The audience was delighted by the orchestra's performance and the soloists were in fine form.

Mezzo-soprano Jan DeGroot, in a new recording of Schumann's "Duck with the Moon," which is coupled with Roger Reynolds's "South of the Mouth of Earth," which makes interesting use of conventions, instruments, and technique. The recording is a coupling of Schumann and Stravinsky's "Symphony in C," with its great variety of colors and George Rochberg's "Serenade" as an imaginative, graceful piece. Volume III also has fascinating works in John Harison's "Continent," Jacob Druckman's "Inventions," and Joseph Schwantner's "Dramatic Variations."

BERKSHIRE, Mass.—Violinist Adele Armin won the $1000 "Aline- Hector Perrier Schol-

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NEW YORK—Vanguard Press has a complete run of its "Funeral Cantata for Gustave III of Sweden," by Lilian Martin Krebs. Conductor Neilin Jenkins discovered the manuscript score in the University Library at Upsala and led a performance of the work at Town Hall on May 10, 1969, BILBOARD.

The cantata will be a first cataloging for Krebs, who is a frequent recording artist of the Swedish court in the late 18th century. The recording was the same forces as the March 18 concert as Jean-Christophe Desorgues, Marie Maguy, tenor Magnus Ulfung, soprano Kirsten Meyer, bass Kim Bodells, and the Clarion Concert Orchestra and chorus. Vanguard has not yet assigned the copyright to a specific label.
CHICAGO — Despite spring floods, it's business as usual in most communities along the Mississippi River, thanks to reinforced dikes and other flood-control measures.

In 1965, the Music Box in Clinton, Ia., was closed for eight weeks because of the threat of flooding but this year owner William Findlay has been able to maintain normal hours.

“I don't think there has been any effect on business,” said Findlay. “There was a little problem two weeks ago. People were apprehensive because they didn't know how long the flood would last. I'm just 100 yards from the river and if anything, perhaps business has picked up a little. The kids walk past my place to and from the dikes. If they have little extra money, they stop in and buy a record.”

“In 1965 we were closed for eight days. There was no water downtown but the area was sealed off as a precautionary measure. My sales were about 35 percent below normal for the month.”

A lack of parking space is causing problems in downtown Davenport, Ia. Dick Moore of M. L. Parker Co. explained:

“Our business has slowed considerably because of the parking problem. Sixty to seventy hundred parking spaces that serve the downtown area have been completely flooded. Consequently, shoppers can’t find any place to park and go back home. This has probably cut our sales by 9 to 10 percent. I can imagine the record stores in the outlying areas are doing a real good business.

“At the same time, our business is as good as in 1965 when we had water within one-half block of the store. Our phone order business has picked up, so this is one aspect we’ve given us a little help.”

In Marion, Ill., Schmitt Record Co. is located a block from the river and remains high and dry. Jim Schmitt successfully came through the 1965 flood but Mrs. Clifford Schreurs, who opened the store with her husband, believes the flood still exists.

“Economically and physically, the flood controls all of us. There is the anxiety. I think a lot of people postpone their shopping because they are concerned about the added expense that the flood may cause.”

Rose Adds Open Reel Area; Sees Need for Browser Bin

By EARL PARGE

CHICAGO — Popular music on open reel prerecorded tape is now seriously challenging classical product at Rose Discount Records here, where the entire tape section has been expanded within the last year.

The store, which moves as much open-reel product as it does 8-track, says the expanded cassette section combined has found that c/w music not only moves as well on open reel as on proper display, but also that a customer can buy an open-reel tape in a more immediate, impulsive manner.

Rosie stocks between 2,200 and 2,400 titles of reel-to-reel at its Madison Street outlet (a second store located on Wabash). Records are currently being phased out and a 17-foot wall section will be added to accommodate 300 to 400 more open reel titles, while an additional 12-foot section will allow for 1,500 more reel titles.

While the expansion of open-reel space seems modest, Cloud pointed out that this portion of the store’s inventory “has been very crowded.” The outlet stocks around 2,200 cassettes in Ampex carousel racks and has been stocking an equal amount of 8-track in glass-front display cases.

Cloud thinks the upsurge in open-reel sales of c/w artists such as John Denver, Eddy Arnold and Jim Reeves derives from the increased affluence of consumers and knowledge that Rose carries a wide selection.

“Whereas classical music used to account for 80 percent of all open-reel sales, nonclassical product is now selling in equal portions to classical.”

Cloud said. He also finds a greater correlation between chart LP product and open-reel tape. “Switched on Bach” is one of our best sellers; obviously, “We’re doing well with Glen Campbell, O.C. Smith and other popular artists.”

The real breakthrough for open reel will come when the industry can provide browser displays, Cloud said. “Right now, we’re forced to stock open reel by label and therefore a great deal of confusion in shelves behind counters with the edge of the package as the only display while, in many instances, the original binder of an open-reel package doesn’t exactly invite the consumer and stock is not displayed in a sequence that is logical for customers. Some time back we had the idea of combining the cover and back of open-reel packages in a browser card. This way the consumer could thumb through categories of browser cards in open bins, creating a natural climate for impulse sales.”

Cloud said the idea never got off the ground because labels couldn’t supply either open-reel packages or back-to-back cover-art browser cards. “We finally did get display material from Capitol and then RCA, but the rush of new product without display art prevented us from adopting the method.”

Pre-taped open-reel product will also help boost sales, Cloud believes. “Ticketed product is especially helpful on items that we only carry one or two of.”

Noting that Ampex is now pre-tick- eting its open-reel labels, Cloud said he hopes the industry adopts the practice for all merchandise.

Free Programs

COLUMBUS, Ohio—Record dealers in the Ohio State University area are tiring in with a new policy adopted by the Dan Ryhans Ford Agency here of bringing in top musical talent for free programs. Ryhans had the Jimmy Dorsey Orchestra, led by Les City, over for three performances April 28, Second in the series will be the Four Freshmen May 16.

NVA Talk Session May Expand

HOLLYWOOD, Fla. — An annual “in-house” conducted by operators at the National Vendors Association (NVA) will be expanded next year if the trade group adopts recommendations presented by the operator’s committee. This year’s sessions are being considered as the inability of small operators to attend NVA shows, how to build local associations, ideas on route vehicles and security. In the security portion, Roger Foltz, Oceanide, N. Y., explained the use of polygraph tests for route personnel. “Most people are honest,” he said, “but the object of these tests is to keep them honest.”

Committee chairman Lee Weinberg said the group recommends: compilation of tax and licensing data from all states, more information on the use of slugs, making available NVA decals that warn against using counterfeit coins, NVA business sessions that are often duplicated inless limited, national trade shows and expanding the bull sessions.

EIA Booklet

WASHINGTON — The Consumer Products Division of the Electronic Industries Association (EIA) has published a new booklet that offers ideas for co-operation between manufacturers and educators, in teaching the need for more electronics service technicians. The title of the publication is “Here’s Something You Can Do About the Service Technician Shortage.”

Allied Opens Store

CLEVELAND—Allied Radio of Ohio, Inc., a subsidiary of Allied Radio Corp., has opened its first electronics and high fidelity store here in suburban Willowbrook. Manager of the Shoregate Mall outlet is Robert Wershing.

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Emmons Guitar Names Ampeg as Sales Firm

By BILL WILLIAMS

NASHVILLE—The Emmons Guitar Co. has announced the appointment of Ampeg as its exclusive national sales representative, effective immediately.

Ron Lashey, president of Emmons, said in the announcement that he would be "joining forces" with Ampeg and its product affiliates, Altice Lansing and the Grammar Guitar Co. Emmons is the manufacturer of Pedal Steel Guitars, built at Burlington, N. C. Its national office will now be located in the Ampeg showroom here.

Al Dauray, president of Ampeg, announced at the same time that Ray Wiggins will be elevated to vice-president, country products. Wiggins, former guitarist for Eddy Arnold, has been Snouder's regional sales manager. He will relinquish that post and devote full time to marketing Emmons and product promotions to and representing Ampeg and Ace Lansing in the country field.

Dave Shurgill, president of the Grammar Guitar Co., concluded the meeting by announcing the election of Wiggins to chairman of his company's board of directors.

Lashey indicated that he was working closely with Wiggins to develop several Emmons Steel Guitar models to be introduced in the near future. Additionally, he said Wiggins and Buddy Emmons would work together to interest young people in the steel guitar.

Hohner in Radio Campaign

HICKSVILLE, N. Y. — M. Hohner, Inc. has launched a nation-wide radio campaign on the 100-station ABC Contemporary Network to promote two of its most popular instruments, the harmonica and melodica.

The network, which structures its programming primarily for younger audiences, will spotlight the Hohner participations in "American Contemporary Reports" and "Contemporary News Reports," heard in prime time throughout the week. It is estimated that up to 47 percent of the teen-age market will be reached, with a bonus impression on young adults amounting to almost 5 million weekly.

Current musical personalities who appear on "American Contemporary Reports" include Bobbie Gentry, Ringo Starr, Rod McKuen, Steppenwolf, Joe Butcher, and the Union Gap and the Rascals.

The campaign, which is the most extensive dealer-support advertising program in Hohner history and one of the largest radio network campaigns ever undertaken by a musical instrument company, is expected to climax during the Christmas shopping season in December.

Show Contest

HICKSVILLE, N. Y. — M. Hohner, Inc. will feature a "Find Your Partner" sweepstakes at its exhibits at both the Las Vegas and Chicago music shows. Winners will receive portable television sets.

Truman Piano

INDEPENDENCE, Mo.—A six-foot Steinway mahogany grand piano, which formerly occupied the private living quarters of the White House, is now at home here in the Truman Library. The piano, presented to former President Harry S. Truman by President Richard M. Nixon, was placed in the White House by Sticwyn & Sons at the request of Mrs. Franklin Delano Roosevelt.

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INDEPENDENCE, Mo.—A six-foot Steinway mahogany grand piano, which formerly occupied the private living quarters of the White House, is now at home here in the Truman Library. The piano, presented to former President Harry S. Truman by President Richard M. Nixon, was placed in the White House by Sticwyn & Sons at the request of Mrs. Franklin Delano Roosevelt.
Billboard is proud to announce its
2ND ANNUAL RADIO PROGRAMMING FORUM JUNE 19-22 WALDORF ASTORIA HOTEL N.Y.C.

RADIO PROGRAMMERS...MANAGERS  STATION OWNERS...DISK JOCKEYS

- Listen to key radio leaders from all over the U. S.
From every part of the country, the radio men who are making it happen will tell how they are doing it and what changes the alert station manager, programmer, DJ must anticipate for the future to keep them ahead of the parade.

- Hear the first-ever "Sounds of the Times" exhibit
25 stations representing country and western, middle of the road, Top 40, R&B, rock music, from small and large markets have been selected to record one-half hour generic tapes of their sound. In one place and at one time. You will be able to study and to listen to the programming formats of successful stations throughout the country.

- Attend Artists Appreciation Night
Recording artists from every variety of music will attend a cocktail reception in their honor. The evening will be a purely social occasion, giving every registrant an opportunity to meet and talk to the men and women whose records their stations are spinning.

JOIN THE HUNDREDS OF RADIO MEN WHO WILL BE AT THIS PRACTICAL, BUSINESS-ORIENTED STIMULATING FORUM AND DISCUSSION.

REGISTER NOW!

PROGRAM

| Session 1 | The Dynamic Power of Radio |
| Session 2 | Finding the Hit Records |
| Session 3 | Building Your Audience With On-The-Air Promotions |
| Session 4 | The Need to Look at Your Station客观地 |
| Session 5 | Top 40 Programming |
| Session 6 | Achieving Greater Impact With a Small or Medium Market Station |
| Session 7 | Selecting Records for Airplay |
| Session 8 | Where Country Music Rides Today |
| Session 9 | How Important Are Personalities to the Station |
| Session 10 | Outside Aides to Help Programming |
| Session 11 | Development of FM Radio |
| Session 12 | Middle of the Road Listening |
| Session 13 | The Day I Dreamed I Was a Program Director |
| Session 14 | New Directions in Music |
| Session 15 | What Programmers and Deejays Should Know About Advertising |
| Session 16 | Setting Record Policy at a Station |
| Session 17 | New Trends in Modern Music |
| Session 18 | Innovations in Sound Introduced by Creative Recording Approaches |
| Session 19 | Developing Teamwork at Station to Achieve Programming Goals |
| Session 20 | Deciding On Time, Frequency, Kind of News Coverage |
| Session 21 | How to Attract the Housewife Listener During the Day |
| Session 22 | What Variety of Music and Non-Music Do Teens Want To Hear |
| Session 23 | Keeping Up With and Evaluating the New Record Releases |

REGISTRATION FORM

Radio Programming Forum Sponsored by BILLBOARD
Registration Fee: $125.00 per person

Fee includes attendance at all sessions, work materials, cocktail reception, three luncheons. It does not include hotel accommodations. Please make your check payable to the Radio Programming Forum. Check must accompany your registration.

Please register the following people to attend the Radio Programming Forum. Check is enclosed for all registrants.

PLEASE PRINT THE FOLLOWING INFORMATION:

<table>
<thead>
<tr>
<th>Name of Each Registrant</th>
<th>Title</th>
<th>Full Address (City, State)</th>
</tr>
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</table>

Your Name and Title

Full Address Company

Additional names can be sent in a separate letter. Acknowledgements and information on hotels will be sent to each individual who is registered.
the next train to (Roy) Clarksville...

The infectious Mr. Clark introduces his next Country Chart-topper
"Yesterday, When I Was Young"
Dot 17246
on "The Glen Campbell Goodtime Hour"
This Wednesday, May 7
CBS-TV—7:30 PM (E.D.T.)
the versatile Mr. Clark has recently sung, danced, picked, joked and acted on:
- Four "Beverly Hillbillies" Shows
- "The Tonight Show"
- "The Joey Bishop Show"
- "The Jonathan Winters Show"
- "Operation Entertainment"
- "The Mike Douglas Show"
- "The Steve Allen Show"...and others.
the burgeoning Mr. Clark will soon co-host "Hee Haw"
Sunday nights CBS-TV—9-10 PM (E.D.T.)
Premiering June 22, 1969

the sensational Mr. Clark is a total groove.
By BILL WILLIAMS

NASHVILLE—Female songwriters have made sharp new inroads into the field of country music, an area once almost exclusively reserved for their male counterparts.

There have been long-time exceptions such as Cindy Walker, Jean Chapel, Felleke Bryant, Liz Anderson and Marjolin Wilkens, but in the main it has been a man's world.

Shelby Singleton currently has two hit songs on records by women writers in Myra Smith and Margaret Lewis, who collectively have written such hit tunes as "There Never Was A Time," "Soul Shake," "Wedding Cake," and virtually all of the "Yearbooks and Yestertunes" album of Jeanie C. Riley. They also have written "Little Tin God," a new release.

Miss Smith, from Shreveport and Miss Lewis, from West Texas, write all their songs together. Singleton describes them as his most prolific writers. He also has under contract Naomi Martin, a Kentuckian who has written such songs as "Red Roses for Little Small Town," and "I Narrowed This Triangle Down to Two."

Lu Grosh, a co-writer with her husband, turned out "No Brass Band" and several as yet unrecorded songs. Another woman writer, Jerri Clark, co-writing with Clark Bentley has written "Run, Jeannie, Run," and "Box of Memories."

Becky Bluefield is writing exclusively now for Cha-Flu Music, owned by Finley Duncan, and has come up with such songs as "Happy Face." "That's How It Is With Him and Me" and "It's Ok, Honey, I'm Leaving Your Field." Miss Bluefield is from Dustin, Fla.

Ace-Rose, another woman writer, has two top writers in Leona Williams and Diana Maria; each has a successful song already recorded but not yet released.

Tree Music has Jean Henderson and Mrs. J. Moeller, the latter a "hobby" writer. Miss Henderson, who works in a piece's acquisition of Pamper, left the firm last year, is now turning out about 15 songs a month for Tree.

Another promising writer is Peggy Sue, younger sister of Loretta Lynn, who writes in the style of her older sister. Loretta, standing long has been active as a leading songwriter here, turning out material for scores of singers with regular success. Also in this category are Dottie West and Darly Panton.

There are many newcomers just beginning. They include Sue Austin of Music City, Mary Jane of Public Relations, and Donna Huggins of Surefire Music. Others who have written songs are: "Ready, Willing and Able," "Peggy Sue," "The Story," and "That was What You Expected."" Miss Bluefield is from Dustin, Fla.

SANDERS COMBINE SHIFTS TO PHOENIX

PHOENIX—Ray Sanders Recording Studio and Ray Sanders productions, formerly located in Hollywood, have moved here and assumed the name of the Phoenix Sound Recording Studio.

The studio facilities and the staff remain the same as they were when Sanders, Billy Williams and Bob Sikora, according to Sanders, the company offers special services to writers.

Acuff-Rose Making New Chart Marks

NASHVILLE—Not since the "old days" when Acuff-Rose commanded most top positions on the Billboard charts has the firm made such a strong showing as during the current surge.

As of last week, Acuff-Rose songs on the country chart numbered nine, or 12 per cent of the total. This includes the affiliated companies.

At the time these nine songs had been on the charts a combined total of 68 weeks. A few weeks later, four of them had been in the top five: "Only the Lonely," which went to No. 1; "Kaw-Liga," which stayed at three; "It's A Sin," No. 4; and "Rings of Gold," which was fifth.

Three of these four were old songs, revived from the catalog, re-recorded. Hank Williams tune from Mil.

One of those songs, "I'm Sorry," which was first released 15 years ago by Al Terry, who wrote the song, was the first song ever released by Hickory Records.

Terry now is a disk jockey at Lake Charles, La.

Others of the chart included "Rings of Gold," with Dottie West and Don Gibson (Acuff-Rose); "You Been Gone So Long," by Del Reeves (Acuff-Rose); "Solitary" by Don Gibson and Fred Rose; "Cajun Baby" by Hank Williams, and "Lonely." It was on the Acuff-Rose (BMI) list.

The latest of the "old" numbers to appear is "Good Deal, Lucille," by Carl Smith. His last song, also high on the chart, was "Faded Love and Winter Roses," also an old Acuff-Rose number. Good Deal, Lucille," was first released 13 years ago by Al Terry, who wrote the song. It was the first song ever released by Hickory Records.

Terry now is a disk jockey at Lake Charles, La.

Others of the chart included "Rings of Gold," with Dottie West and Don Gibson (Acuff-Rose); "You Been Gone So Long," by Del Reeves (Acuff-Rose); "Solitary" by Don Gibson and Fred Rose; "Cajun Baby" by Hank Williams, Jr. (Acuff-Rose). Last-named was one of those songs whose lyrics were written by the late Hank Williams, with the music added in recent months by his son.

There have been times in the distant past when Acuff-Rose almost completely dominated the charts, but heavy competition from the record labels had ended domination by anyone in recent years. However, the current chart action shows Acuff-Rose is the strongest by anyone in perhaps a decade.

Local Awards

GREENVILLE, S. C.—The South Carolina Country Music Ass'n, at its second annual awards presentation here April 27, named Son Reem its country music singer of the year. The ceremonies were held at the Opera House.

In the female category, the winner was Linda Easterling. In other awards, Joyce Fayre was named winter in the children's division, while the Bluegrass category was won by Virginia and the Lazy River Boys. The ceremony was chosen the leading Gospel singer, and in the same category, Johnny Taylor and the Showmen won the top spot.

Special awards were presented to Miss Easterling (Most Outstanding Solo), to Wayne Callvert and the Cavillers (Outstanding Band), and to Kay Crowe (Outstanding Songwriter).

The ceremonies were sponsored by Don Jackson, national promotion director for Acuff-Rose Records, and made in Greenville. He also served as a contest judge along with J. R. Doug (WHYZ, Greenville, S. C.; Dale Morris, songwriter; George Hydrick, producer, and Ralph Prudner of Country Music Jubilee Records.

The awards took place in the Greenville Memorial Auditorium. In charge of the event was Dr. Earl Harvey, president of the SCCMA.
JACK GREENE

'STATUE OF A FOOL'

DECCA #32490

THE WORLD'S GREATEST FOOL

Published by:
SUREFIRE MUSIC
Palladium.

Campbell given the first guitar competition but contingent on Sunny Siders and Jesse, the year for broadcasting show categories.

Eaton left after afternoon, emphasis and Bob Dylan show.

Johnnie and Jesse, the Glaser Brothers, and the Ken Kennedy Show.

A Park Featuring Country Music to Open Near Canada
PORT HURON, Mich — Grand opening of an international park just 10 miles from the Canadian border is scheduled for Saturday. The park, to be known as Country Music headquarters for North Central U.S., and Ontario, and a "rallying point" for all country artists. The park has a seating capacity of 2,000.

The new 3,000-seat "Old Oprera House" is the main show attraction. In addition to the Kitty Wells show, other acts already booked are the Ray Price Show, Merle Haggard and the Strangers, Waylon Jennings, the Joe Pass Trio, and the Joe Pass Trio. The Joe Pass Trio and the Joe Pass Trio are scheduled to perform.

On the opening day, which will feature Kitty Wells show, the main act will be Johnny Martini, Jim and Jesse, Ralph Stanley and the Sunny Siders and other groups on stage.

Sunday, a large Canadian contingent is expected to be on hand for Hank Snow and the Rainbow Ranch Band and for the country acts.

Campbell captures 3 Top Country Awards
LOS ANGELES—It was Glen Campbell’s night as he won three top awards in the fourth annual Academy of Country and Western Music awards presentation Monday (28) at the Hollywood Palladium.

Campbell was named top male vocalist, top TV personality and co-recipient with Bobbie Gentry for the album of the year. Campbell was also inducted into the Austin guitar competition but a local player, Jimmy Bryant, won the award for the fourth consecutive year.

An audience of approximately 1,800 persons attended the show and presentation in 24 categories. In the country Western album of the year for his presentation of country pop artists on national TV. Cathie Taylor was named top female vocalist, with Cheryl Pope and Ray Sanders winning most promising female and male vocalists, respectively.

"Wichita Lineman" won as song of the year with composer Jimmy Webb accepting his trophy. Roger Miller was on hand to accept for "Little Green Apples" as the single record of the year.

Entertainment was provided between awards by the Dillards, Hank Thompson, Molly Bee, Roy Clark, George Lindsey, Willie Nelson and Tex Williams.

Dick Clark was master of ceremonies, aptly holding together Hugh Cherry’s script. Billy Liebert conducted a 30-piece orchestra which blended a modern country sound with some rather brassy and swinging charts.

Acting as presenters were Ken Curtis, Judy Lynn, Irene Ryan, Mark Shale, Linda Crystal, Roger Miller, Herb Eisenman, Jim Webb, Melody Patterson, Johnny Bond, Tex Ritter, Levi Erickson, Della Reece, Glen Campbell, Jim Nabors and Dinah Shore.

The other winners: bass—Wooster, drums—Jerry Wiggins; fiddle—Billy Armstrong, piano—Earl Ball; steel guitar—Red Rhodes, local nightlife—Pleasure Regina, regional nightlife—Glen Nugent, Las Vegas, radio personality—Larry Scott, KBBQ, regional radio personality—Tex Williams; tour band—Buckaroo and the Marigold; Miz’s Tennesseans; vocal group—Johnny and June Moosy.

Hot Country Singles

Billboard SPECIAL SURVEY for Week Ending 5/10/69

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>HUNGRY EYES, Merle Haggard, Capitol 2587 (Bluebon, BMI)</td>
<td>12</td>
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<tr>
<td>2</td>
<td>3</td>
<td>RINGS OF GOLD, Bobby Darin, Decca 3244 (Atlantic, BMI)</td>
<td>12</td>
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<tr>
<td>3</td>
<td>2</td>
<td>MY LIFE, Bill Anderson, Decca 2811 (Galion, BMI)</td>
<td>11</td>
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<td>4</td>
<td>4</td>
<td>SINGING AT THE LINCOLN PARK HYM, Bobby Bare, RCA 743010 (MCA, BMI)</td>
<td>5</td>
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<td>5</td>
<td>6</td>
<td>THERE NEVER WAS A TIME, Chet Atkins, Festival 14 (Admiral, ASCAP)</td>
<td>6</td>
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<td>6</td>
<td>7</td>
<td>I’LL SHARE MY WORLD WITH YOU, Chet Atkins, Festival 14 (Admiral, ASCAP)</td>
<td>7</td>
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<td>7</td>
<td>8</td>
<td>YOU GAVE ME A MOUNTAIN, Johnnie Bush, Step 357 (Vocalion, BMI)</td>
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<td>8</td>
<td>9</td>
<td>YOURS LOVE, Eddy Arnold, Capitol 2780 (A&amp;M, BMI)</td>
<td>10</td>
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<td>9</td>
<td>10</td>
<td>THE WOMAN OF THE YEAR (Leave My World Alone), Chet Atkins, Festival 14 (Admiral, ASCAP)</td>
<td>12</td>
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<tr>
<td>10</td>
<td>11</td>
<td>SWEETHEART OF THE YEAR, Johnnie Bush, Step 357 (Vocalion, BMI)</td>
<td>12</td>
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<tr>
<td>11</td>
<td>12</td>
<td>GAMES PEOPLE PLAY, Freddy Mercury, Columbia 4-4800 (Vocalion, BMI)</td>
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<tr>
<td>12</td>
<td>13</td>
<td>WHEN TWO WORLDS COLLIDE, Jim Reeves, RCA 743015 (Tree, BMI)</td>
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<td>13</td>
<td>14</td>
<td>RIBBON OF MY HEART, Conway Twitty, RCA 743010 (MCA, BMI)</td>
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<td>14</td>
<td>15</td>
<td>ONE MORE MILE, Tammy Wynette, Mercury 72902 (Newkey, BMI)</td>
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<td>15</td>
<td>16</td>
<td>MAN &amp; WIFE TIME, Jim Ed Bryan, RCA 744144 (Window, BMI)</td>
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<td>16</td>
<td>17</td>
<td>OUR HOUSE IS NOT A HOME, Johnny Lynn, Chart 59-0010 (Green, BMI)</td>
<td>10</td>
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<td>17</td>
<td>18</td>
<td>SOMETHING’S WRONG IN CALIFORNIA, Waylon Jennings, RCA 743005 (Tree, BMI)</td>
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<td>18</td>
<td>19</td>
<td>JUST HOLD MY HAND, Johnny &amp; Janie Westby, Capitol 2284 (Buddah, BMI)</td>
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<td>19</td>
<td>20</td>
<td>CALIFORNIA GIRL, Tammy Wynette &amp; the Glaser Brothers, AGA 41056 (Sure, BMI)</td>
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<td>20</td>
<td>21</td>
<td>THERE’S SOMETHING IN LIFE, Jerry Reed, RCA Victor 741212 (Victor, BMI)</td>
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<td>21</td>
<td>22</td>
<td>WALKER IS ALL OVER, BillieJo Spears, Capitol 2408 (B removal, BMI)</td>
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<td>22</td>
<td>23</td>
<td>PLEASE DON’T GO, BillieJo Spears, Capitol 2410 (Removal, BMI)</td>
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<td>23</td>
<td>24</td>
<td>LET THE WHOLE WORLD SING IT WITH ME, Melba Stewart, Capitol 2421 (Fame, BMI)</td>
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<tr>
<td>24</td>
<td>25</td>
<td>WHO’S GONNA MOW YOUR GRASS, BillieJo Spears &amp; the Hoyt Ammons, Capitol 2357 (Blue Book, BMI)</td>
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<td>25</td>
<td>26</td>
<td>WHEN WE TRIED, Jim Reeves, Decca 32447 (Pass Key, BMI)</td>
<td>5</td>
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<td>26</td>
<td>27</td>
<td>SWEET WINE, Johnny Carson, Imperial 66386 (Blue Echo, BMI)</td>
<td>5</td>
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<tr>
<td>27</td>
<td>28</td>
<td>OLD FAITHFUL, Jim Reeves, Decca 32454 (Sure, BMI)</td>
<td>4</td>
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<tr>
<td>28</td>
<td>29</td>
<td>KAW-LIGA, Chet Atkins, RCA Victor 479176 (Vocalion, ASCAP)</td>
<td>15</td>
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<td>30</td>
<td>I’VE GOT PRECIOUS MEMORIES, Ferine Yeager, Mercury 729099 (MCA, BMI)</td>
<td>11</td>
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<td>30</td>
<td>31</td>
<td>BACK TO DENVER, George Hamilton IV, RCA 74-0100 (Vocalion, BMI)</td>
<td>9</td>
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<tr>
<td>31</td>
<td>32</td>
<td>WHY YOU BEEN GOING SO LONG, Ferine Yeager, Mercury 729100 (MCA, BMI)</td>
<td>7</td>
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<tr>
<td>32</td>
<td>33</td>
<td>LIKE A BIRD, Larry Green &amp; the Skyliners, Capitol 2451 (Sure, BMI)</td>
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<td>33</td>
<td>34</td>
<td>IT’S A SIN, Marty Robbins, Columbia 4-66729</td>
<td>14</td>
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<tr>
<td>34</td>
<td>35</td>
<td>MY WOMAN’S GOOD TO ME, Hank Snow, Capitol 2350 (Admiral, ASCAP)</td>
<td>17</td>
</tr>
<tr>
<td>35</td>
<td>36</td>
<td>WALKING BACK TO BIRMINGHAM, Leon Ashley, Warner 9000 (Galion, BMI)</td>
<td>17</td>
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May 10, 1969, Billboard
Nevada club circuit for the
Van Dyke Club will headline May 19. Sonny James & The Southern Gentlemen will do the "Ed Sullivan Show" in mid-June, the third major TV appearance this year. Bob Neal also announces that Conway Twitty and his Lonely Blue Boys and Conway Smith will be doing network shows this summer, arranged through Jack McFadden of Bakersfield. Merle Haggard has completed an album of 20 of the hits of Jimmie Rodgers. The LP is titled "Same Train - A Different Time."

Nat Stuckey, Willie Nelson & Johnny Darrell will fly to England May 21 for country music concerts in virtually all of the major cities there and for a BBC performance. Linda K. Luanne's forthcoming single will be the title song of her first LP on Royal American, "A Woman's Side of Love." WEEP Radio, Pittsburgh, declared May 7 Trevor Day. . . . Billy Large just out of the hospital after a bout with ulcers. . . . Elektra producer Russ Miller has just finished an album with Lonnie Mack at Randy York's Jewel Recording Studios in Cincinnati and is now preparing a session with Troy Seals at the Jewel facilities. Other action at Jewel includes Sonny Flaherty, of Counterpart Records, Bud Reemus of Reemus Music, Harry Carlson of Fraternity Records with the Country Gentlemen, Les Mink of WCPO-TV, and Dave Stuckey, of Atlantic Records.

Myrna Lorrie of Canada continues her career by flying to Halifax to tape, for the 35th time, the "Dona Meser Judith" color network show. Miss Lorrie then will tour the Atlantic defense bases for two weeks. She has recovered from a recent illness. Steve Glenn has joined the "Myrna Lorrie Show." Jack Ford is recording again, scheduled for a session with Wally Carter of Brite Star promotions this month.

Tiny Harris of Stop Records writes from Vietnam that country music has greater acceptance than ever. He also says the USO in Saigon is starved for magazines, particularly those about country music. Ray Corder is in Nashville for another session, then off to Oklahoma and Texas for show dates.

Mac Wiseman is drumming up organized tours for the WWVA "Jamboree." He can be reached in Wheeling at 232-3525. Jerry Isom has been named Entertainment Associates for a three-night stand at Dick Clark's new country night spot in North Hollywood. Jamie Hall says her new Box Office release, "Somebody," on Gene Autry's "Melody Ranch" show Wednesday. She then does personal appearances in Texas, California and Arkansas. Jody Miller is off on a tour of promotion and personal appearances. Les Stevers, Decca artist, was seriously injured in an accident when a fire blew while returning from a date. All May dates have been canceled. He's at Cooper Memorial Hospital in Camden, N. J. Drummer Bobby Gildewell also was injured in the accident. Country to Miller reports, Ralph Emery is still doing "The Charlie Walker show in New York. It is now the taped interview show which is being done here at Mule Rose studios. . . . Barbara Allen, a great talk (Continued on page 88)

CHICAGO MUSICAL INSTRUMENT COMPANY'S All-American drum kit features a separate tensioning drum head and self-aligning tension lugs. Accessories include a completely adjustable heavy-duty stand, hickory drum sticks, a solid molded rubber practice pad, instruction book and a luggage-type carrying case.

Songs like "Let The Chips Fall" and "Kaw-Liga" made Charley Pride one of the top Country artists today. Now listen again to these and other songs. THE HITS OF CHARLEY PRIDE -beautifully arranged and recorded instrumentally by TOMMY ALLSUP & THE NASHVILLE SURVEY

Nashville Scene

By BILL WILLIAMS

Gene Nash reports that Leroy Van Dyke will headline Tahoe's Harrah's Club July 10-29, the second starring engagement in the Nevada club circuit for the country artist. Van Dyke appeared at the Sahara in Las Vegas for three weeks in February and has been re-scheduled for a return appearance. Columbia's George Richey produces a Best Ives session - both single and LP - starting May 20.

ALBUM MD-1004
5-TRACK TAPE CARTRIDGE 890-1004

STEREO

The Hits of Charley Pride

TOO HARD TO SAY I'M SORRY
ONE LIE TO ME DOES MY RING HURT YOUR FINGER
LET ME HELP YOU WORK IT OUT LET THE CHIPS FALL
JUST BETWEEN YOU AND ME KAW-LIGA
THE EASY PART'S OVER
played by Tommy Allsup & The Nashville Survey

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86

Country Music

Billboard

Billboard has the "HI" side story on Audio Retailing
MAY 10, 1969, BILLBOARD

www.americanradiohistory.com
Nashville Scene

- Continued from page 85-

engagement is appears according Musictown. Promotion director longtime Friday to Paul Cohen at Kapp and ABC, has joined the staff of Chart Records. Chart also announced the appointment of Joe Gibson as national promotion director for Chart and Musicom. He formerly was professional manager for Yomish and Pearl Music. Patti French appears in concert next weekend in the Minnesota-St. Paul area, with George Jones, Tammy Wynette and Billy Reynolds. Monument's Don Cherry is in the midst of a three-week engagement at the Sherman House in Chicago. Cherry returns here this month to work on an LP. Roy Baham has re-signed a new long-term contract as exclusive writer for Newkeys Music, Inc. Jimmy Key says Baham also will record on the recently reactivated Race label Ray Pillow, after playing before a rec- cord-setting crowd at the Azalea Festival, goes to Florida for big May dates. Wilma Burgess & Lawanda Lindsay are also booked for the show, through Joe Taylor.

Archie Campbell and Lorene Mann play the July 12 "Shower of Stars" show in Split Lake City then move on to California for the rodeo Society festivities. Jim & Jesse have been signed for 16 nationwide park concerts this summer. Lorene Mann plays the May 18 Aunt Jemima show in Dallas. As chairman of the Tennessee Mental Health Association this year, Chet Atkins will be guest of honor at a May 7 banquet to kick off the campaign. Earl Thomas 3/9 & O Talent has booked Melba Montgomery on a 10-day tour of military installations in Hawaii, Correcting an error: Buddy Lee, Dick Blake, Van Grooms and Merle Kilgore have formed a new ASCAP company. Hank Williams, Jr. is not involved. However, Merle has joined the Williams or- ganization and will be active in publishing in that firm as well as in the Aud-Lee Music which is BMI. WSM-FM is saluting May, national radio month, by making a novel application of themes of old radio shows. Program director Dick McVahan has put the clever music-based show together... Nugget artist Bobby Kaye has opened an extended en- gagement at the newly remodelled Club 70 in Denver. Formerly with Donna Harris, who had a hit at the age of 15, now is living in Nashville and negotiating a new contract. Bobby Parrish, because of much needed rest, canceled his scheduled Nebraska tour for the Richard Lutz Agency... Earl Hignite has signed a writer with Northland for Troy Tipton, who is here for Northland Records.... Station WGN, Chicago, has won the AFTRA award for the best 60- second radio spot for promotion.

The HUBBELS

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Heat of The Moment—Freddy Hart & The Heartbeats (Columbia)
Individual of Society—Basis of The Thing (Ch-Chance)
The World Is Waiting For The Sunrise—Wanda (Kapp)
Country Boy-City Girl—Jimmy Powers (Northland)
Joe's Love (Ark) — Joe Hill & His Love (Ark)
I Need You Now—Ronnie Dove (Diamond)
Keep Baltimore Beautiful—Calvin Davis (RCA)
Lonely You—The Grits (Ballad)
My Skidrow Degree—Larry Lewis (Blue Heart)
Her Complication—Fredric Knight (Maxine)
Memories of Paris—Cliff Carpenter (Inter-Rec)
I Depended On You—Hank Michaels (Cherylane)
You Don't Know—Jim Lee (Mickey)
Oscar's Dog—Oscar Bishop (Mercury)
Make My Love on the Rocks—Lee Wilson (Rich-R-Tone)

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

MAY 10, 1969, BILLBOARD
Vendors' Route Acquisitions
No Threat to Fla. Operator

MIAMI — James Mullins believes that if independent operators are progressive they need not fear the competitive threat of neighboring firms that may be acquired by large, national operating companies. To maintain his own position, he has a jukebox programming philosophy that includes daily purchases of requests, deals with locations on a first-name basis and uses the lowest cost sophisticated amusement equipment.

Mullins, owner of Mullins Amusement Co. here, views current trends in the industry from a unique position. One of the largest, publicly owned vending firms now acquiring music is R. T. C. Floto; Automatic Merchandising, Inc. Additionally, one of Mullins' potent competitors here is widely rumored to be negotiating a merger with still another of the nation's largest vendors.

Mullins' views are all the more unusual in that he heads the local Amalgamated Machine Operator Association, is president of the Florida Amusement & Music Association and a director of Music Operators of America.

(Continued on page 90)

MOA Program

CHICAGO—The Music Operators of America (MOA) will unveil the latest phase of its public relations campaign in conjunction with the Florida Amusement and Music Association (FAMAA) convention, set for May 15-17 at St. Petersburg.

According to MOA executive vice-president Fred Granger, a public relations seminar will be conducted to provide "encouragement, assistance and counseling" in the techniques of speech-making. Granger will serve as moderator for the panel, which will include MOA president Howard Ellis and FAMAA members Ron Doss, Sol Tabb and Jim Mullins.

"We are well aware that not enough operators are giving speeches, but we're not dismayed," said Granger. "Consequently, we're starting our campaign with a bang." (Continued on page 94)

Monument's Little LP Wins Survey Support

BY RON SCHLACTER

HENDERSONVILLE, Tenn. — Monument Records is going ahead with plans to press a Boots Randolph Little LP after receiving a favorable response from a questionnaire circulated to Music Operators of America (MOA) members.

"We sent a letter to the entire MOA mailing," explained Arnold Thies, national rack sales manager for Monument. "We asked to know if the jukebox operators would use such a record. We have received about 45 per cent return and all of the responses have been affirmative. We consider this most gratifying.

404 Players In Cue Event

DAVENPORT, Ia.—A coin-operated pool tournament involving 404 competitors from 101 locations was to have been concluded here May 3-4 at the Masonic Temple, a building capable of accommodating crowds of over 5,000. The tourney was conducted under the title "How a Joint Effort by the Jukebox and Record Industries Can Increase Profits." (Continued on page 94)

Operator Tells of Strife
In Racially Torn City

CAIRO, Ill.—Collections from equipment in street locations in this racially torn city have dipped sharply, according to Vincent (Red) Doss, an operator for 16 years and one of the few businessmen moving to and from the polarized white and black neighborhoods. A curfew put into effect last week forced people off the streets from 9 p.m. until 6 a.m. as the Illinois National Guard patrolled the town of just over 9,000 population.

We had one 10th location doing about $115, a week that fell to $60 as the situation grew more tense," Doss said. "We feel it's an unusually bad business except outside the city.

New Equipment

Gottlieb—Four-Payer Flipper Game

A new flipper game scoring concept introduced by D. Gottlieb recently with its Airport two-player is now being made available in this new four-player called College Queens. The concept, involving two Varityc Targets, is based on the force with which balls are driven up a tunnel with graduating scoring totals from 10 to 50 points. At intermittent periods a 10 times scoring value is in effect, providing the players with the added incentive to drive the ball through the tunnel at that moment for a score as high as 500 points.

MAY 10, 1969, BILLBOARD
VENDORS’ ROUTE ACQUISITIONS
NO THREAT TO FLA. OPERATOR

“The coin machine industry is changing fast,” he said. “Five years ago the subject of large vending firms buying music routes was mostly just conversation. Now it’s happening.

“It shouldn’t surprise people that national firms with public money are entering the automated leisure entertainment field, because this has to be one of the growth industries of the future.

“In the tavern business alone it has become apparent that locations must offer entertainment, and most often food; that is, they must at least have a pretty good sandwich. The reason for this is that tavern patronage has changed.

Mullins, who came here from Canada originally, said he could remember that his father worked from 6 a.m. to 9 p.m. “six days a week.” He said, “It used to be people went into a tavern after work only to drink and to watch themselves in the mirror behind the bar.

“Now the tavern must supply entertainment. There’s a need for more sophisticated equipment, such as the new knowledge-testing machines. People need to have something that occupies their hands. This is why coin-operated billiards has been so good.

“Young people today are tired of pin games. The knowledge-testing machine offers more than a challenge to their manual dexterity. I think we will see much more of this kind of equipment and I know from my own experience that I have been able to place 1Q Computers in locations that never used to even consider coin-operated equipment.”

Mullins said he is concerned that the trend to “bigness” in the street operating field might lead to depersonalization. “One of the chief assets of the independent operator is his ability to be on a first-name basis with locations.”

In his own six-man operation, Mullins maintains good rapport with locations through such methods as careful attention to requests. Located near two one-stop, Mullins personally supervises programming and Mullins shops for records daily. “We encourage requests and have a special form for them.

“We do not leave this form with the location, however. This results in too many nuisance requests. But we have a place at the bottom of the form for comments and if a request is unavailable for any reason we detail this on the form and then give it back to the location.

Mullins said routemen with the most requests have the best routes, and believes daily purchasing of requests is necessary, “because it gives you that extra edge. It gives the one-stop a head start on filling the request. We often get a request in as little as two days.”

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If there was ever a sure thing on the phonograph market, AMERICANA III is it! Both the 100 and 200 selection models are paying a higher rate of return than even we expected. See your Wurlitzer Distributor. He can prove in black and white that this is a Blue Chip investment.

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Investment for music operators

THE WURLITZER COMPANY
113 Years Of Musical Experience
North Tonawanda, New York
HOLLYWOOD, Fla. — A number of subjects, ranging from techniques to use when fighting for tax and license reductions to which charms and which amount of charms should be mixed with penny gum, highlighted workshops here recently at the National Vendors Association (NVA) convention. Next year’s convention will surely see an expansion of such sessions, it was felt.

Leo Weiner, a Los Angeles operator and new chairman of NVA’s vendor’s committee, advised operators to see the city clerk, city manager or even the mayor, when approaching a local tax and licensing problem. “Sometimes your request for more equitable tax or licenses will be handled right at that level. If not, write a letter to the city council and list cities that have equitable arrangements for bulk operators.”

Weiner, who has led an effort resulting in over 11 municipalities changing tax classifications for operators, said, “Don’t tell councilmen taxes are too high. Then they are on the defensive. Use the approach that bulk vendors are classified in the wrong category. Weiner advocates bulk vendors be classified with small retailers, rather than in a category that includes large equipment vendors.”

Weiner’s talk concluded with a detailed review of the literature, business data and equipment a bulk vendor should take to a city council meeting and advised operators to try for three kinds of tax relief: levies based on gross receipts, a reasonable flat rate or lower (25-50 per cent) per machine rates.

H. B. Hutchinson, NVA president and Atlanta distributor and operator, kept the group laughing with many, seemingly delirious campaign remarks as he told operators to use “the poor boy approach. I turn my diamond ring over when I go in to see a city council member.”

Route Cards

In a more serious vein, Hutchinson said he had no qualms about allowing city officials to see his detailed route cards. “Let them photocopy them. Don’t kid yourself, on a paper-machine basis we are not doing the kind of business most tax people think we are.”

He said gaining equitable taxes and licenses was basically a matter of educating tax officials and lawmakers. “If legislators and tax people understand your problem they will try to help you in the vast majority of cases.”

He said he has often composed letters to city officials using NVA stationery and advised operators to use the same approach by outlining their problems on the stationery of a local association.

In a debate that followed, Roger Foltz, prominent New York operator, who with his brother, Harold, has fought successively lower taxes and gain exemptions in New York, Massachusetts, New Jersey and New York, said, “You can always ask for reductions. We favor trying for a complete exemption.”

Foltz disagreed, stating such an approach “can cause a bad atmosphere in our area where you have 87 different municipalities to deal with.” Herb Goldstein, workshop chairman, and also from the California area, bought out the point that sales tax and gross receipts tax are too often confused and that vendors have no method to pass on tax to consumers.

Mitchell

Don Mitchell, NVA counsel, told the group that one reason vendors are often successful in gaining fairer taxes and licenses is due to their approach: “You don’t try to be a lawyer, you approach the problem as a businessman. If you try to take a legal approach you had better bring a lawyer with you. He detailed several instances where NVA has approached reducing problems from different points of view.

(Continued on page 93)

THE HIT OF THE N.V.A. SHOW! THE NEW Northwestern® "CLASSIC!"

* Amazing slug protection.
* Large Capacity 13-1/2"-Caps 300-Medium sized Capsules 3000-Plus, that’s right 3000 balls of 10 ct. gum.
* A 30c mechanism that works. Just drop in two quarters and turn the handle.
* Service Unit for easy service and cleaning.
* Fits practically all multi-purpose stands.
* Validate of the N.V.A. Convention unanimously agree “This is the machine Northwestern See the Classic at our distributor.

GUARANTEED USED MACHINES MERCHANDISE & SUPPLIES

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
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<tr>
<td>Potash Nuts, Jumbo Golden (500 pcs)</td>
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<td>Algon Prince Red Lip Potash Nuts (25)</td>
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<tr>
<td>Raisin Bites</td>
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<td>$1.75</td>
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<tr>
<td>Fruit Parts</td>
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Cohen Heads NVMD Assn.

HOLLYWOOD, Fla. — Alan Cohen, Northwestern Sales & Service, New York, was elected president of the National Vending Machine Distributors, Inc., during the trade group’s annual meeting here recently. Other officers are vice-president, Vernon Jackson, Jackson Vending Supply Co., Pine Bluff, Arkansas; secretary-treasurer, Bernard Bitterman; and assistant secretary-treasurer, Alan Bitterman. The Bittermans are Kansas City distributors.

New directors are Tom Emms, Graff Vending, Dallas; Alex Schwartz, T. J. King & Co., Chicago.

Bulk Vendors Find Variety

Of Gum Items

HOLLYWOOD, Fla. — Although operators complain about the rising costs involved in vending penny gum, often claiming 1-cent vending may disappear, a great variety of 1-cent product was shown here at the recent National Vendors Association (NVA) convention. There was more nickel gum, notably Crumer Gum, whose Hercules, which bids to challenge the leadership of Leaf Brands in this price range, the average variety in flavor, color and sizes was clearly evident.

Crumer Gum Co., and its Canadian subsidiary, W. R. d. W. Wide Gum Co., Ltd., used the show here to introduce its initial 5-cent piece of bubble gum (the firm has had nickel and dime candy before), Mr. Hercules, a new 5-cent, 600-count item.

Crumer also showed 1-cent Bubba gum, in a new shape; Lime-er-co, another 1-cent item; fruit-flavored penny gum in cherry, orange and lemon flavors; and Rosining’s, a penny bubble gum with imprinted sayings.

W. R. d. W. Division of W. R. Grout & Co., showed a very unusual piece of gum made up of tiny bits of multi-colored gum compressed into a nickel size package that turns to a blue color. The item is called Moon Fire.

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®

With six different combinations to select from to fit any of your locations, 680 word a variety of merchandising and coin combinations—16, #6, #8, #26.

Front door operation saves 50% to 75% service time. Bigger display, make more profits.

See your distributor for information and delivery date.

VICTOR VENDING CORP.
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MAY 10, 1969, BILLBOARD
New Orleans distributor and operator, Vincent Schiro, outlined his merchandising philosophy concerning 240-count gum mixed with charms and stressed the use of giving the proper value in whatever charms are offered with the gum. "The number of charms and the price of the charms is immaterial. Establish what amount you're going to mix with gum and stick with it. If it's $4 worth of charms always use that amount regardless of the individual cost of each different charm. "Children will not return to a machine the same year if they do not receive charms that are of the proper value. Schiro's formula example showed a mixture using $3.40 worth of penny gum, $4 in charms and $.60 in payment, based on a 25 percent commission. The profit yield on a machine unloading 2,000 pieces of gum and $4 in charms was $9.10, he said.

Defining bulk vending as a service business, Seattle operator John McDaniel said, "Your competitor can buy the same merchandise you can. You can't say any location is your location, it can be someone else's. Service is the only difference."

Among many steps in merchandising and service he stressed:

- Using solid, attractive stands. "Not a brake drum filled with concrete."
- Placing more machines in a location than necessary. "Using one or two more machines than you need at first is a lot easier than coming in later and asking for more space."
- "Use all the color you can, especially machines that feature chrome finishing. (McDaniel favors hammertone silver gray coloring, which he said blends with the decor of many modern stores and said he deplores seeing machines that have faded color on one section and new replacement parts on another.)"
- Balance stands by placing large units in the center. Put the higher priced items in machines on the right hand side of the machine. (In a question session later, he said, "You never see the other side of a vending machine."
- "(McDaniel) favors hammertone silver gray coloring, which he said blends with the decor of many modern stores and said he deplores seeing machines that have faded color on one section and new replacement parts on another.)"
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404 Players In Cue Event

- Continued from page 89

ament, held under the auspices of U.S. Billiards, Inc., culmi-
nates weeks of planning by the Iowa & Illinois Coin Operators Pool Table Group, Lennie Schneller, U.S. Billiards sales manager, and Bob Vihon, a sales representative, Atlas Music, Chi-
cago. A total of 404 trophies have already been awarded during preliminary competition. Fin-
alis are comprised of 303 men and 101 women. The tourna-
ment, one of several previously held or being held currently around the U.S., offered a total of $33,650 in prize money and trophies.

NVA Battles Fla. License

- Continued from page 93
ever, has a bill in the current State Assembly which would remove the 50 per cent restric-
tion.

Ryan and Mitchell both said NVA is backing a bill that would totally exempt bulk ven-
dors through use of a definition of bulk machines. Efforts are also being made to exempt machines in a location that is covered by occupational li-
cense.

Racially Torn City

- Continued from page 89

division is almost equally between black and white and that black people have been boycotting white-owned busi-
nesses for several weeks, largely out of resentment over the for-
mation of an all-white group called the "white hats."

Also at the subject of criticism by either faction be-
cause he deals with both white and black-owned businesses, Doss said, "I just keep my mouth shut. I've had no prob-
lems so far, although I receive a cool reception in the r&b stops. I can feel the tension that exists here."

Reconditioned SPECIALS Guaranteed

PIN BALLS — BOWLERS — ARCADE

GOTTLEIB

BALLY

SHIPMATES (6-P.) 9320
NORTH STAR
KING & QUEENS
SPACETRACK
BUCKINGHAM
TOWN BREED
CROSS TOWN
SHANE
CHICAGO

PIN BALLS

MUSTANG (6-P.) 8460
WARRIORS (6-P.) 8402
TV BASEBALL (6-P.) 865

BALLY

RAZAAR 9310
ROCKET 2 200
SLIPPER 330
DIXIELAND

WILLIAMS

OH BOY (6-P.) 1140
TEACHERS PET 140

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PLAY BASEBALL 1200
RIFLE CHAMP 110

Write for complete 1969 Catalog of Photo-
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COLLEGE QUEENS

Psst.

IT'S NOW

-it's our new complete coin machine list with
biggest values and lowest prices ever... all machines
clean and ready to go.

SEND FOR IT!

Exclusives Rear AMI Distributor

855 N. BROAD ST., PHILADELPHIA, PA. 19123
PHONE 215-GERMAIN 2-2100

William Fishman, president, APA Service, Inc., Philadelphia. He was to be honored May 5 at the annual Service to Youth Award dinner of the Pop Warner Little Scholars. Fishman was selected to be a member of this year's "All-American Eleven," a group of citizens honored for their contributions to the youth of their community.

Monument's Little LP

- Continued from page 89

"We won't sell direct. We will go through distributors and based on the mailings, we will divide the records by in. This is the first time that we have made any effort like this and we hope to increase our contact in this area in the future."

Thies did concede that the popularity of Boots Randolph probably had a lot to do with the
heavy response and that another artist might not have fared so well.

Psst.

IT'S NOW

-it's our new complete coin machine list with
biggest values and lowest prices ever... all machines
clean and ready to go.

SEND FOR IT!

EXCLUSIVE REAR AMI DISTRIBUTOR

855 N. BROAD ST., PHILADELPHIA, PA. 19123
PHONE 215-GERMAIN 2-2100

Say You Saw It In Billboard

CRAWFORD ENTERPRISES

1140-50 N. KEATON AVENUE • CHICAGO, ILLINOIS 60651

MAY 10, 1969, BILLBOARD
A monster record
of a
sensational new dance

Doin' the Popcorn

sung by the exciting
KIM MELVIN

www.americanradiohistory.com
Mariposa Folk Fest Names Are Announced

TORONTO—The Mariposa Folk Festival, held on Toronto Island, July 25-27, this summer, has announced the names of the performing artists featured in this year’s program.

For this, the ninth annual Mariposa event, top international folk and blues artists including Joan Baez, Joni Mitchell, Neil Young, Ian and Sylvia, Taj Mahal, Oscar Brand, Jean Ritchie, and the Canadian band, the Beggars Banquet, are scheduled to appear. Mike Seeger’s New Lost City Ramblers have now been set.

There will be no “star billing” as usual for Mariposa at the festival, nor will there be any star salaries. All performers receive a fixed fee just slightly over prior year’s expenses.

In addition to the evening concerts, workshop sessions and sidebar events will fill all three days of the festival (Juno Baez for example) will be available to conduct and participate in any sort of a workshop she may choose.

The evening concerts this year will be given themes and the target look divided into groups. The first will be given over to the American folk and blues troubadour tradition, the second and final night, to the folk ballad tradition.

Gold Dust Neil Sedaka

MONTREAL—Quality Records and its U.S. distributor, Atlantic Records, presented singer Neil Sedaka’s second Canadian gold disk for sales comparable to one million records in the U.S., of his single “Star Crossed Lovers.”

The presentation was in person to Sedaka who came to Montreal for the event, by Quality’s Canadian executive, David Broder.

While in Montreal, Sedaka recorded a French-language version of his hit—“Amour Perdu” —which has been driving much exposure throughout the province of Quebec and has shown up on several charts.

Vanilla Ice

MONTREAL—Quality Records' national promotion director Ed Lawson flew to Hollywood for five days of discussions re new record and promotion with A&M officials. Quality & A&M distributor in Canada, the Toronto-based Daisy, have released Equal’s single “Michael and the Bluebird Tree” as part of new distribution pact with U.K.'s President Records.

A veteran nighttime disk jockey on CKFH, he left the station.

Fred Wombold, Terryville Records executive, joined CHUM sales staff earlier this month in “My Life” seeing top exposure on radio stations across most of Canada. London’s hot Vancouver group, the Marshalls, are available for two weeks of local appearances including Rock Pile spots on Ten Years After and Paul Revere & the Raiders shows April 20 and 26. Mainstream scene felt the shock of two week as house band at Electric Circus.

Alice’s Join Bobbex attended International Folk Music Conference. More than 20 Canadian record executives were there. Meanwhile, Billy Bridge is in for a week at Beverly Hills Motor Hotel in Los Angeles. Canadian quartet, the Sugar Shoppe.

Edwin “ VANCOUVER—Planix John Ogden will be the soloist in the opening concert party of the 1969-70 season on Oct. 5 and 6 with Alexander Gibson as guest conductor.

Other soloists during the season will be centre, Julian Bream; cellists Jacqueline du Pre, Mats’l Rostropovich and Stephen Kupich; pianists Martha Dichter and Daniel Barenboim; viola player William Kennedy; vocalists Sarah Walker, Sharon Gasper, and baritone Norman Triegl. Meredith Davies music director, will conduct five of the 12 pair. The closing concerts on March 21 and 22 will feature Bach’s “St. Matthew Passion.”

Canadian News Report
Erroll Garner is booked to appear at the Kongresshaus, Zurich, for the first time. His appearance has been made possible by the Kongresshaus, Zurich. Musicvertrieb, with support from Swiss representation of the American Scepter catalog. BERNIE SIEG

**STOCKHOLM**

Philips has released “Varen kammer med vinden” by James Hollingworth, who has joined the Arts Bill Orchestra... Metrophone is mounting a sales promotion drive for the latest Atlantic releases by the Iron Butterfly, Clarence Carter, Sam and Dave and Wilson Pickett. Bertille Olsen of the FTS (Foren Dansk Artist) is leading a campaign against the new artist tax, which came into operation April 1. The new tax requires an artist to pay 10 per cent of his travel expenses...EMI has released the single “needs me still ain’t noliv girl” from the Walt Disney film, “Mary Poppins”...Allan with “You Are My Love” getting

**HELSINKI**

Polyphon group Ernon recorded a Finnish version of “Blackberry Way” by John Mayall and the Bluesbreakers (Decca) here May 17... “Sjottlerbaren” sang “Sagat demanding for their appearances... Scandia singer Kaj Molin from April 11. During the tour he made a 30-minute show for Swedish TV... Philips have Tepio Rantamaki, recently awarded a gold disc, has recorded an album with Vili Vuorinen — a Russian folk song...Comeback and singer Veikko Laiti, big sensation in the early ‘60s, makes record comeback with a CBS release...Kristina and Johnny, two Scandianvan favorites on Scandinavian tours with cover versions of “Oi, Oi, Oi” (Norge “Kvinna I Norge”) — “I Am Man” (Swede “Svakonon Eversonry”). After leaving Finland, Love Records is now handling overall distribution... Bob Azran, European branch, is appearing in Helsinki cabaret in May...The six broadcasting services of Radio-Tel-Luxembourg are proud to announce a new competition open to all RECORD PRODUCERS of the world from R.T.L.—Australia, Belgium, France, Germany, Great Britain, Holland, Ireland, Luxembourg and Switzerland (French and German speaking)...The final 15 productions will be promoted on all the International services of Radio-Tel-Luxembourg.

**REVIEW**

**From The Music Capitals of the World**

Mae West will reportedly send her congratulations to the Manhattan Cabaret, Scotland, where Savarin will be performing... The six broadcasting services of Radio-Tel-Luxembourg are proud to announce a new competition open to all RECORD PRODUCERS of the world from R.T.L.—Australia, Belgium, France, Germany, Great Britain, Holland, Ireland, Luxembourg and Switzerland (French and German speaking)...The final 15 productions will be promoted on all the International services of Radio-Tel-Luxembourg.

**RCA Releases**

**TOLEDO—**Two new releases were listed from the RCA Victor of Canada of Canadian Talent (CLT) LP’s. Chess records’ release “The Beausoir Choir,” was released to CLT with Canadian Tour dates for the fall of this year but will now be made available to the general public on RCA budget Capitol albums.

The other new CLT release is a instrumental album featuring the Van Gelder Strings. In addition it has been announced that RCA has signed title have been given to a previous CTL release by the Lucio Acciai show and the album “Cold Shoulder and Hot Brass.” Latest addition to the CTL line-up is the Van Gelder Strings. Since the 15th on to join the service, is the release of RCA Canadian compositions—250.

**ZURICH**

Jazz pianist Bill Evans (Verve) played a concert at the Kongresshaus, Zurich. The previous day the Volksbühne featured a recital by the pianist Makscha. The British group the Trogs visited Switzerland for concerts in Zürich and Chur (Sunday, 27). CBS has signed the Swiss group for the Les Sauterelles. The Keef Hartley band toured Switzerland and Musickvertrieb is promoting the band’s album “Halfbreed.”

Eugen Von Drasek, managing director of the record division of Siemens, has been appointed managing director of Polydor AG. The Swiss company formed to handle product formerly distributed by Siemens in Switzerland...Ten Years After have been signed to appear at the Montreaux Jazz Festival, June 20 in Sweden. Finnish TV screened the West German pop Record Gala, featuring Mantovani, the Sorcerer, Little Boy Lux, and Rita Pavone on April 12...Booked for the Port Internation Jazz Festival July 18-20 are the Kenny Clarke-Francey Band Big Band, Bobby Hutcherson, Harold Land, Monica Zetterlund with the Steve Kuhn Trio and the Pierre Favre Quartet.

**HAROLD HEALPALTRO**

**PHILIP PALMER**

**MAY 10, 1969, BILLBOARD**

**International News Reports**

**RADIO-TEL-LUXEMBOURG**

**GRAND PRIX INTERNATIONAL 1969**

The six broadcasting services of Radio-Tel-Luxembourg are proud to announce a new competition open to all RECORD PRODUCERS of the world from R.T.L.—Australia, Belgium, France, Germany, Great Britain, Holland, Ireland, Luxembourg and Switzerland (French and German speaking). The final 15 productions will be promoted on all the International services of Radio-Tel-Luxembourg.

**Details contact:**
For Belgium (French speaking), France and Switzerland (French speaking) M. Roger Kreicher Radio-Tel-Luxembourg 22 Rue Bayard, Paris 8
For Belgium (Dutch speaking) and Holland De Heer H.J.M. Terheggen Radio-Tel-Luxembourg 11 Lloyd Georgelaan, Brussel 5
For Germany, Austria and Switzerland (German speaking) Helmut Schott Radio-Tel-Luxembourg Villa Lovigunya, Luxembourg
For Luxembourg M. Nic. Weber Radio-Tel-Luxembourg Villa Lovigunya, Luxembourg

**THE LEADING ITALIAN INDEPENDENT RECORD COMPANY IS STRONGLY IMPROVING HIS PUBLISHING GROUP**

PUBLISHERS

AUTHORS

COMPOSERS

FOR THE LARGEST EXPANSION AND THE BETTER EXPLOITATION OF YOUR REPERTOIRE APPLY TO

MILANO (ITALY) CORSO BUENOS AIRES 77 - TEL. 273641 RICHARD (USA) RICHARD ROEMER 400 AVENUE 4400
Raphael Writer In Disk Company

MADRID—A new record production company, Penelope Discos SA, has been formed with Alvaro Beigbeder, general manager, and Manuel Reina, manager; Manuel Diaz Criado, commercial manager, and Manuel Alejandro, ad manager.

Alvaro was until recently exclusively writing for singer Rafael and has composed many of the firm's Spanish hits. No distribution company has yet been formed.

The first production by Penelope includes three albums—one by Rafael Alejandro singing his own compositions, an instrumental album of Alejandro material, and an album of Carol's hits arranged and conducted by Alejandro.

The company's address is 57-59 General Mola, Madrid.

EMI's Stanford In Brazil Visit

RIO DE JANEIRO—J. G. Stanford, group managing director of EMI, Ltd., spent several days in Rio de Janeiro, discussing future plans with Henry Jesse, managing director of EMI's Brazilian affiliate.

It was Stanford's first visit in nine years, and he expressed great satisfaction in the progress and growth of the Brazilian company in that time.

Before his visit to Brazil, Stanford spent some time with the Argentine company in Buenos Aires. He was accompanied by Brian Epply, superintendent of Operations.

Stereo Jaubert Hikes Capacity

PARIS—Stereo Jaubert has moved to larger premises at 105 rue de l'Assommoir, next to the Cafe de la Musique, and, using U.A.S. loading machines now has a production capacity of 10,000 8-track cartridges per day. This is a duplication of an 8-track program of material from the French Vogue catalog and also has available product from the repertories of Carion, CBS, Odeon, Musidisc, RCA and Vega on 8-track.

half hours) and "Discotheque a Go Go." Both shows have been aired over Mexican TV and will be filmed for an LP, "Gritos a la Tierra," to be flown to New York and other centers of Odeon's U.S. activity.

Director Henry Jesse said that the first releases from Orfeon in the U. S. would probably be instrumentals, including product from top Mexican duo, Los Pulmones, and one American hits with Spanish lyrics. Orfeon intended to make their recording activity a two way process—U. S. stars to record for the Mexican market and vice versa.

Distribution in the New York area will be handled by Morris Pilenson.

Brazil Knocks The Rock In Radio Play

RIO DE JANEIRO—Brazilian radio is attacking the rock-and-roll invasion by bringing in the famous "Invasions." The firm is getting help from local rock groups and from American hitmakers.

The company's address is 35-37 General Mola, Madrid.

Brazil Firm Launches 10-Track Mini Album

RIO DE JANEIRO—"Samba Alves" is the name of the second album released by Alves, composer and samba singer, who is now living in New York and working for Samba singer Doris Monteiro, who is appearing on an operation on a duodural ulcer.

His first record was made with RCA and his latest were recorded by Philips on the Sinner label.

Odeon Holds Artists Show

RIO DE JANEIRO—Dr. Henry Jesse, general manager of EMI's Brazilian affiliate, held an open house to display some of Odeon's top talent.

He invited several of Odeon's top stars for a presentation of the company's talents before the press, at the Navy Club.

In addition to Alves, Doris Monteiro, Beth Carvalho and Clara Nunes, Rutilio de Souza, Madeleine and the group of Brazilian songs, Altemar dos Santos, Doris Monteiro, Beth Carvalho and Clara Nunes. Rutilio de Souza, Madeleine and the group of Brazilian songs, Altemar dos Santos, Doris Monteiro, Beth Carvalho and Clara Nunes, Rutilio de Souza, Madeleine and the group of Brazilian songs, Altemar dos Santos, Doris Monteiro, Beth Carvalho and Clara Nunes.

The artists presented the stars for Odeon's program, including the group of Brazilian songs, Altemar dos Santos, Doris Monteiro, Beth Carvalho and Clara Nunes. Rutilio de Souza, Madeleine and the group of Brazilian songs, Altemar dos Santos, Doris Monteiro, Beth Carvalho and Clara Nunes, Rutilio de Souza, Madeleine and the group of Brazilian songs, Altemar dos Santos, Doris Monteiro, Beth Carvalho and Clara Nunes.

The company's address is 35-37 General Mola, Madrid.

Musidisc sell the Minidisc in Brazil at 40 per cent less than the price of a normal size LP. They are eager to sell it and will offer a price ratio for world distribution.

Two Musicdisc engineers, Ary Perdigao and Armando Dulceti, who are working with Musidisc in Brazil, told us that "we made 20 modifications on the machines and are now working on cutting needles, amplifiers, etc."

"Once we were satisfied we went ahead with production. Our machines are now producing high quality Minidiscs and we are using a professional recording equipment. Our first international names like Raymonde LeFevre and Statuo Quo, have signed contracts with us."

They aim to reach around 20 a month in Brazil in our first classical symphony record set for a June release.

So far we have set different albums for release but I see no reason why we should not release product side by side—"(Continued on page 102)
Kass Cuts Tie With Apple, Platz In as an Adviser

Barclay Planning Offices in Rio, Tokyo, Hamburg and London

LONDON — Ron Kass, head of the Apple organization here, said yesterday that Kass and Apple's chief executive officer, Alastair Taylor, had decided to part company. The move means that Taylor will leave the board of Northern or the Apple companies, Apple's administration manager, 81-year-old Daniel Kappler, will become the new chief executive officer of Apple. Taylor is also leaving the board of Associated Television, which he has been a director of for 10 years. Taylor will be succeeded by Ray Hughes, who is currently managing director of Associated Television. The move is expected to be announced at a press conference next week.

Barclay has been in talks with Apple about a possible merger, and Taylor was reportedly unhappy with the direction the talks were taking. The move comes as Apple is in the process of closing its offices in New York and London, and is planning to open new offices in Tokyo and Hamburg. Taylor is expected to join Apple's chief executive officer, John Lennon, in Tokyo.

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LONDON — U. K. music publisher Mike Collier who heads his own label, M&J Mistro Music and who recently formed his own ASCAP owned company in the U. S. is launching his own label there and in the U. K. this summer. Collier finalized with Bell's Larry Ultis at the first International Music Industry Conference in Nassau in the Bahamas for the launching of the label—which will be called Sugar—through the Bell company in America. As yet no British outlet for the label has been set.

Bell will distribute the label in the U. K. and Canada. Sugar will be aimed at the rock-scene market and Rex Olfild will act as a market consultant for the label.

Charles Ross will produce new acts for Sugar, working with Donovan's former manager, Ashley Kozak, in the selection of material and artists. All new material will be published worldwide by a new firm, Mikes&J Mistro, music, through Mother Mistro.

In Nassau Collier also arranged for a new U. K. act, "112 Events in Helsinki Fest"

HELSINKI—The Third Helsinki Festival promises to be the most successful yet. Advance tickets went on sale at the beginning of April, and there has been a heavy demand for many of the 112 events.

The Finnish Travel Association has printed special brochures and posters to appeal to overseas tourists. A large number of visitors are expected from Scandinavia, but the organizers will also welcome others from all parts of Europe and the United States.

Highlights of this year's festival—from May 15-29, will be the visit of Berliner Staatsoper and the Bolshoi Theater Ballet. In addition to the classical side, the festival will also include some theater productions by Finnish artists.

**Dylan Single Out In U. K. May 9**

LONDON — The first Bob Dylan single in nearly two years will be released by CBS in Britain on May 9.

Title is "I Threw It All Away" from Dylan's new LP "Nashville Skyline," backed by "Drifter's Escape," taken from the last LP, "John Wesley Harding."

**HEAD'S STEREO SINGLE OUTPUT**

LONDON — Newly independent U. K. label, Head, will issue only stereo singles from the end of this month. The label debuts next Friday with a monaural single by Heavy Jelly called "Time Out," and its second and subsequent release will be issued in stereo. The label is based at South Molton Street, London.

Methuselah, to be released in the U. K. on Elektra subject to confirmation, Collier also secured U. S. outlets on Elektra for three new acts produced by Tony Chapman, Sandy Robertson and Ossie Byrne who produced "New York Mining Disaster" and "Massachusetts" for the Bee Gees. A Spanish act, Los Bravos, will be launched in the U. S. on Neil Bogart's Buddah label with "Individuality," produced by Steve Roskind, following talks between Collier and Bogart.

Another U. K. act, Rainbows, produced by Ashley Kozak, will be launched in the U. S. by GRT and the company has also set U. S. disk rights for the act through its Chess-Checker network.

**PAPER SUED BY A. KLEIN**

LONDON — Allen Klein has served a writ for alleged libel against Times Newspapers Ltd. Klein has been acting as him in the London Sunday Times. Solicitors acting for Klein said "Mr. Klein, having taken the advice of leading counsel, has issued and served a writ against Times Newspapers, Ltd., for damages for libel contained in an article in the Daily Telegraph, 'The Toughest Wheeler-Dealer In the Pop Jungle' published by Times Newspapers Ltd. in the issue of the Sunday Times dated 13th April, 1969."

**MIDEM 4 Adds Space**

CANNES, FRANCE—A four-story convention and exhibition center is being constructed to provide additional facilities for MIDEM, the fourth annual international record and music publishing market, in January 1972.

The center is being constructed at the rear of the Palais des Festival building and will house more than 400 individual working offices for MIDEM visitors. The building shell is expected to be completed by mid-July, and interior facilities will be finished well in advance of MIDEM's opening.

The opening of the new building and convention center will immediately make available more than 900 additional hotel rooms when the Hotel Martinez, used for the past two years for MIDEM, reverts to its regular hotel status.

Another MIDEM change involves the international galas. There will now be two performances each evening to alleviate the pressure placed on the gala organizers to provide tickets for attendees.

**Brazil Firm**

- Continued from page 100

Minidisc and the normal LP with the same logo. "I want to crack the international market, not just the Latin market," he said.

MAY 10, 1969, BILLBOARD
### ARGENTINA

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### SINGAPORE

(Country Esnidera a la Latina) **Denotes local origin**

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### SOUTH AFRICA

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### SPAIN

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### SWITZERLAND

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Believe (or something like that) playing country music until mid-morning, thronged with people; 2:40 a.m., announcer then said a prayer for the nation.

Charles R. Tyler, former general sales manager of WMTC in Minneapolis, has been interested in the general manager, replacing Dick King, for some time recently. Hartford, Conn., as executive vice-president of Buckley Broadcasting. The new GM, from KPX in Yakima, Wash., to KHIO, Seattle, Wash., to KABC in Los Angeles, started his first job in 1941, eight years after leaving his father the 1st class student in the radio business. He is one of the people who I thought would have a golden voice. He is a former student of Dr. Bobby King, their head of the Air Force.

Bruce writing in reports for WBCN, a radio station in Boston, is a veteran of the Air Force. He's been with WBCN for two years now and has been moved from the news to the airwaves.

Two new personalities with WASH-FM, a stereo easy listening station in Washington, are Jan Morrill and Bob Duckman. Morrill has been a singer and recently joined the station. Duckman has been with the station for two years and is now the program director.

Paul Rodgers, with WCAD in Baltimore since 1963, has switched over to WTOP, a news/talk station there, but will do a 6-11 p.m. show on the station. He has been with WTOP since 1969 and has been a regular fixture on the airwaves.

Deane Johnson is getting ready to do some work with KSDK, Minneapolis.

Rick W. Parker is back at WNSR as music director. He last worked there from 8 p.m. to 11 a.m. on the Murray, Ky., station. He last worked at WPCL in Central, Va., from 11 a.m. to 8 p.m. on the station.

I have something here I just can't use. Last week, Frank Stanton, president of CBS, was in Atlanta where he gave before the Sigma Delta Chi Foundation luncheon in Atlanta in which he said it was the job of stations to try to tell "all of the good and the bad" about the country. He also said I am the "smokers' brothers' comedy hour." He later said in the speech: presented by the priest, and I thought I'd be put out by the Trinity, that the fun-

Billboard I've just returned from Bill-

The charts tell the story

Billboard has the charts

Vox jazz

By CLAUDE HALL

Radio-TV Editor

Classical

TENORS ARIAS FROM ITALIAN OPERA

WRANGELLIA STUDIO WRM 1735

Waltzman's second album of arias by Bugatti has the young tenor of his time. The new style is to present them in a way that allows the listener to appreciate the full beauty of the vocal part. The tenor's style and diction are from "Madama Butterfly." The aria "Vivace" by Verdi is included in this album, along with "L'Allegro," the aria by Donizetti and "Don Giovanni." The album is available at most music stores.

LOW PRICE CLASSICAL

LIST/USION: IMPROVISATIONS-John Og-

Dan. Stephen 3 60008 (S) This brilliant pressing has pianist John Ogden in an exciting program of impro-

SPECIAL MERIT PICKS

POPULAR

ALBERT KING—Pants Gone By. Stax S SS 20510 (S)

Odetta's Albert King features his crystal-clear guitar riffs and dynamic vocals in such songs as "I Can't Help Myself," "Let Me Be Good To You," and "Sweet Soul Sister." The album is available at most music stores.

JAZZ

TONMY FLAMENCO TRIO OVERDUBS—

Polka Dots, Stomp (S). Flom's release as part of the prestigious Historical Series, marks the end of one of the few times that Polka Dots has been featured on a major label. The album includes an impressive ensemble of accomplished players (Ripoff Fitzgerald, etc.) and has been well received critically. It was released in 1957 when Flom was the J. F. Polka Dots label head. With this album, Flom pushes it out on a broader basis.

BALL HALL: QUIET—Old Time Modern, (S). This album features Halls' unique approach to the electric guitar in jazz and rock recordings. The band's lively, energetic style is well received by audiences of all ages. The album is available at most music stores.

LOW PRICE JAZZ

POPULAR

ANDRE KOSTELNICK—Drum—Trance, Co-

Evans, Tuba 2 80019 (S) Andred has written the hit "The Love of Time," which has been played on radio stations across the country. The album is available at most music stores.

THE ANDES & PONICIA—ALBUM—Warms.

Arias recorded on a live concert in Miami, FL 2 10019 (S) The album features the vocals of Andres and Poincia, both well-known in the Latin music scene. The album is available at most music stores.

EARL CARROLL;—EPA: The 39/0 Djip

Executive, 1 90019 (S) This album features the vocals of Earl Carroll, who has been a popular figure in the Latin music scene for over 20 years. The album is available at most music stores.

ROY GRACE—Ray; Earl. Paint: Trick.

Reprise FS 110019 (S) This album features the vocals of Ray Grace, who has been a popular figure in the Latin music scene for over 20 years. The album is available at most music stores.

LOW PRICE POP

HARRY JAMES OCK—Lava. Harmony HS

10019 (S) This album features the vocals of Harry James Ock, who has been a popular figure in the Latin music scene for over 20 years. The album is available at most music stores.

4 STAR RECORDS

SINGLES

NATIONAL BREAKOUTS

GET BACK

Beatles, Capitol 2499 (Mezzanine, Braille)

DON'T LET ME DOWN

Beatles, Capitol 2499 (Mezzanine, Braille)

REGIONAL BREAKOUTS

There will be No regional breakouts this week.

ALBUMS

NATIONAL BREAKOUTS

COWSILL—In Concert, MGM SE 4619 (S)

FRANK SINATRA—Simply The Best, Reprise FS 1100 (S)

PROCOL HARUM

A Soothing Gypsy, A&M AF 3179 (S)

JOHNNY WINTER

Columbia SS 9290 (S)

ROBBY RANDOLPH

With Love, Lantern Press SME 1811 (S)

NEW ACTION LP's

ORIGINAL CAST

1776, Stax SRS 2030 (S)

 TAMMY WYNETTE

Inspiration, Epic BN 2642 (S)

 MARGIE TRENTON

Columbia SP 135 (S)

 CHICAGO TRAVEL AUTHORITY

Capitol GP 8 (S)

BETTE SWANN

The Soul View News, Capitol SS 190 (S)

CLASSICAL

BERNSTEIN—WANGER FIRE/ESSEX/SPEL PEER PL 201 (S)

COPLAND/ROBID/EAP/AJSPHURS

Artists Orch. (inc.) Capitol SP 1001 (S)

THE WORLD'S BEST GREATEST MUSIC-

NIGHTobar—JOPER (inc.) Capitol SP 1000 (S)

LOW PRICE CLASSICAL

RACKINGOFF—CONCERT No. 3/BALADES;

etc., London (inc.) Specialty SP 1001 (S)

JAZZ

FREDDE HUBBARD—A Soul Experiment, Atlantic 5 1508 (S)

LOW PRICE JAZZ

DAVE ELLINGTON—My Self-Harmony HS 1223 (S)

POLKA

LIL WILLY—An Night. Jay Sylver 27 (S)

KDBV Revamping

Continued from page 94

from KOIL in Omaha after a three-year stint with Don Burden there. Burden, he considers one of the best program men in the business. "Working with Burden is quite an education. Those guys always seemed to be thinking of a new idea, and a lot of people make great jumps working for him. The station had five personalities there, and you knew how great Burden is."
YOU DON'T NEED A REASON FOR LOVE

MICHAEL McGINNIS

Dan Moore Productions, a Subsidiary of Transcontinental Entertainment Corporation
ANDY WILLIAMS—Happy Heart. Columbia CS 1912 (2). Andy Williams has taken the best of the current hits and in his own warm, soap-opera style, he has both rehashed them sound comically and added a new dimension to their appeal. The album is an enjoyable and entertaining package.

THE CONCEPTS IN CONCERT—Cyril Ritchard. Capitol SPS 10-9075. (S) The Concepts in Concert return with a new album of their innovative and entertaining interpretations of popular songs. Their repertoire is a varied bag of popular songs, and they are able to give each a fresh, new twist. This album is sure to please fans of all ages.

BRENA LEE—johnny the Fox. RCA Victor DCL 7511 (1). This is a potent LP of top treatments of current hits which includes an attractive version of the hit song, "Highway 11." Their interpretations are well done, and the overall sound is very pleasing. This album is recommended for listeners who enjoy current hits.

BILL DEAD AND THE PROVIDENCE—windmills of Your Mind. Mercury MTS 53,003. Bill Dead and The Providence are one of the best of the new pop groups from this year. Their album is a cohesive whole, with each song blending seamlessly into the next. The overall sound is very catchy, and this album is sure to please fans of current hits.

JOHNNY WINTER— augmented LP. Columbia CS 1904 (2). Johnny Winter is big and his going to get bigger. His Columbia debut follows the success of some earlier material on the Imperial label, which is climbing up the charts as well. This new recording features a wide variety of songs, including "Touch of Love," "Johnny's Blues," and some others. Winter's blues-oriented vocal style and guitar work make this album a must-hear for fans of both Winter and current hits.

THE EXOTIC GUITARS—Indian Love Call. Rainbow 4 0821 (1). Fresh, updated Bill Jones arrangements of all-time favorites, expertly orchestrated to bring out the essence of the original hits. The creative sound is something that makes you go back for more.

FOLK—MUKINDERE SPRING—Decca DL 71044 (1). This new quartet featuring exceptional claw players from Frank & Ruffin has an exceptional sound, which will be appreciated by fans of both current and classic folk hits. This album is sure to please fans of both genres.

MILES DAVIS—Atlantic 5 1528 (1). Strong selection of new hits, including "Blue in Green," "So What?" and "So What's Next?" with new recordings from the great Miles Davis. This album is sure to please fans of current hits.

ROGER WILLIAMS—happy heart. Kapp KS 3095 (1). Roger Williams' pianistic style continues to grow with this new LP. His interpretations of current hits are top-notch, and his arranging style is a delightful blend of classical and pop influences. This album is sure to please fans of both current hits and classical music.

THE SONS OF PARADISE—sacd cd 103. (S) Their 1960's hits made them into the coming summer season. Included is their recent hit, "Playgirl," and their new single "Some Kind-A Wonderful." This album is sure to please fans of both current hits and classic rock.

THE TRAVELING WOODSMEN— Recordings. Kapp KSP 31066 (1). These Pioneers, sounding like four Bobby Vee's having sales appeal to match, are in top form on this LP with a polished sound and a trimmability which should fit right into the coming summer season. Included is their recent hit, "Playgirl," and their new single "Some Kind-A Wonderful." This album is sure to please fans of both current hits and classic rock.

FIELD TRIPS—R.G. Vandy's Greatest Hits, Vol. 1. New York Polygram. (S) This album features the classic "war horse" and its many poetic interpretations of current and classic songs, performed by R.G. Vandy and the Philadelphia Orchestra as his accompanist. This album is sure to please fans of both current hits and classic rock.

JOHNNY WILLIAMS—Happy Heart. Kapp KS 3096 (1). Johnny Williams' pianistic style continues to grow with this new LP. His interpretations of current hits are top-notch, and his arranging style is a delightful blend of classical and pop influences. This album is sure to please fans of both current hits and classical music.

THE DUCKSHAM'S GREATEST HITS—Columbia CS 1912 (2). The "best" of the Buckinghams makes a highly attractive package. Included are many of their best-loved LP's as well as "Kings of Pop," which brought them into this big time via the U.S.A. Records label. Some of their Columbia winners are "Happy, Happy, Happy," "Easy Smile" and "So Hey Baby."
The "Hair" Hit That Outshines Them All!

"Good Morning Starshine" by Oliver

Produced and Directed by Bob Crewe

Already Shining Brightly:

Bill Gavin: "'Good Morning Starshine' by Oliver (Jubilee 7659). Best version yet."

Ted Randell: "Of the three versions of 'Good Morning Starshine' from 'Hair,' I like the Jubilee version by Oliver best. It's a Bob Crewe production."

Southern Music Survey: "Pick of the Week 'Good Morning Starshine'—Oliver [Jubilee]. Bright, moving tune from 'Hair' sounds like a hit to us."

WOR-FM New York
WCFL Chicago
IUNE Phoenix
WINW New York
WNJ Radio
WCBD Johnston
WCDL Columbus
WGGO Cullman
WSBO Augusta
WMC-R Memphis

Subsidary of JUBILEE INDUSTRIES INC.

www.americanradiohistory.com
**SPOTLIGHTS**

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

**SPOTLIGHTS**

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

**BLOW THE DUDS—SHE**

Produce: Rachel & Art Martin (Writer, Coveralls) (Mackie, ASCAP)—Following up their No. 2 hit, "The Man with the Blue Eyes," the Mackies again land another No. 1 hit with this ballad from their latest LP, "The Power of Your Love," released on RCA. (Topper: RCA.)

**JOE COCKER—FEELING ALRIGHT**

Produce: Donny Stribling (Producer) (Stribbling Productions, BMI)—"The Man Who Sold the World," by Donny Stribling, is the dynamic performer through to a high spot on the charts. Loaded with drive and total potential. Flip: "Satisfied Caller" (Acuff-Rose, BMI). ARMS 1043

**BROADWAY MAJOR TIE-CO—YOU BET YOUR SWEET BIPPY**

Produce: Billy Stein/Steve Rinzler (Writer, Producer) (Columbia, BMI)—Columbia has culled this from the London Palladium. (Topper: Columbia.)

**CLIFF MOBLEY—COLOR ME BLUE**

Produce: Steve Cropper (Producer) (Boling, BMI)—This bluesy track has been on the charts for a long time and has been one of the highest-charting R&B items. (Topper: Boling.)

**BILL CASTLE—THERE IS NO SPOTLIGHT THIS WEEK**

Produce: Dave Edmunds (Producer) (Atco, BMI)—This is a new single from the Dave Edmunds LP, "Tender Loving Care," released on Atco. (Topper: Atco.)

**RASCALS—SHE**

Produce: Rachel & Art Martin (Writer, Coveralls) (Mackie, ASCAP)—Following up their No. 2 hit, "The Man with the Blue Eyes," the Mackies again land another No. 1 hit with this ballad from their latest LP, "The Power of Your Love," released on RCA. (Topper: RCA.)

**ZOMBIES—THE SWAN**

Produce: Steve Cropper (Producer) (Boling, BMI)—Group had a good start with their hit, "This Season," and this smooth rock follow-up is from their latest LP, "The Potent Performance of the ZOMBIES-Medley:" (Seacrest, BMI). (Topper: Boling.)

**OTTI REDDING—LOVE MAN**

Produce: Steve Cropper (Producer) (Boling, BMI)—This is the group's third hit in a row. (Topper: Boling.)

**ARBORS—I CAN'T QUITS HER**

Produce: Roy Orbison & Joy Orbison (Producer, Co-writer) (Glo-Lark, BMI)—Their third hit of "The Letter" took them high on the Hot 100, and this potent performance of the driving ballad should put them right up there again. Top production and vocal work. (Topper: Boling.)

**VANILLA FUDGE—SOME VELVET MURDER**

Produce: Vanilla Fudge (Writer, Producer) (Columbia, BMI)—The group's first hit was a smash, and their latest effort, "Some Velvet Murder," should be another hit. (Topper: Columbia.)

**CLIFF MOBLEY—COLOR ME BLUE**

Produce: Steve Cropper (Producer) (Boling, BMI)—This bluesy track has been on the charts for a long time and has been one of the highest-charting R&B items. (Topper: Boling.)

**GENE & DEBBIE—LOVE ME**

Produce: Don Darnell (Writer, Producer) (Amster, BMI)—Another hit from the group. (Topper: Amster.)

**RING CROSS—IT'S ALL IN THE GAME**

Produce: Jimmy Brown (Writer, Producer) (Columbia, BMI)—A superbly loud and hard-sounding hit. (Topper: Columbia.)

**CILLA BLACK—SURROUNDED MYSELF**

Produce: George Martin (Producer) (EMI, BMI)—Another superbly loud and hard-sounding hit. (Topper: EMI.)

**MCDOUGALL—BEING MYSELF**

Produce: Greg Diamond (Producer) (EMI, BMI)—Another superbly loud and hard-sounding hit. (Topper: EMI.)

**POY–SOS—CRACKED WOMAN**

Produce: Billy Sherill (Writer, Producer) (Futon, BMI)—Ineffable rhythm with an oscillating vocal treatment makes this a hit ballad chart contender. Good Billy Sherill production work in strong support. (Topper: Columbia.)

**JOE COCKER—FEELING ALRIGHT**

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**ARBORS—I CAN'T QUITS HER**

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**POY–SOS—CRACKED WOMAN**

Produce: Billy Sherill (Writer, Producer) (Futon, BMI)—Ineffable rhythm with an oscillating vocal treatment makes this a hit ballad chart contender. Good Billy Sherill production work in strong support. (Topper: Columbia.)
JEFF BARRY, ANDY KIM, ELLIE GREENWICH, AND PHIL SPECTOR MAKE HITS.

Put Them All Together, They Make

Barry's Bearded Bubble-Gum.

"Baby, I Love You"
(Barry, Greenwich, Spector)

Andy Kim
Steed 716

Produced by Jeff Barry in PRISMASOUND

Steed Records, Distributed Nationally by Dot Records, A Division of Paramount Pictures Corporation

www.americanradiohistory.com
Top LPs

Week Ending May 10, 1969

TAPE PACKAGES AVAILABLE

Week on Chart

Last Week

13 30

11 LED Zeppelin

N.A.

11 LED Zeppelin

N.A.

76 LED Zeppelin

N.A.

17 62

13 VANILLA FUDGE

N.A.

13 VANILLA FUDGE

N.A.

6 LED Zeppelin

N.A.

18 40

7 LED Zeppelin

N.A.

7 LED Zeppelin

N.A.

5 STEPPENWOLF

N.A.

21 40

7 STEPPENWOLF

N.A.

7 STEPPENWOLF

N.A.

5 STEPPENWOLF

N.A.

21 40

7 STEPPENWOLF

N.A.

7 STEPPENWOLF

N.A.

5 STEPPENWOLF

N.A.

18 40

13 VANILLA FUDGE

N.A.

13 VANILLA FUDGE

N.A.

6 LED Zeppelin

N.A.

17 62

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6 LED Zeppelin

N.A.
RCA Will Pop 2d Orchestra

Col’s Kooper to Hit Tour Trail; College 1st Stop

NEW YORK — Al Kooper, Columbia Records’ performer-producer, will be touring on a concert tour (Saturday, 10, opening date set for the Palladium, N. Y.).

Kooper is due with 15 top musicians including such names as Zoot Sims, Ernie Andrews, and Dick Hyman. Conducting the orchestra will be Charlie Byrd, and Kooper on the arrangements.

This will mark the first time a solo contemporary performer will have traveled with an all-star big band in concert. The concerts will contain material from Kooper’s previous albums as well as some new material. The group performing on LP to be released late this summer. Kooper will be singing and playing, and the band will have its own segment and will function not only as a back-up group but also as a solo unit.

The William Morris Agency will handle Kooper’s concert bookings. Kooper is managed by Stanley Z. Goldstein, Five Arts Agency.

Kooper’s last three albums for Columbia, “I Stand Alone” and “The Live Adventures of Mike Bloomfield and Al Kooper” and “The Last Waltz” have ridden the charts for months.

Costa Productions Expands Recording Studio Setup

LOS ANGELES—Don Costa, the producer of push...
Edwin Starr
"25 Miles"

Lay 132,000 albums end to end...
and you've got 25 MILES. Now multiply by ten and you've got the sales picture for Edwin Starr's new smash album... it's movin' outta sight!

Edwin Starr
"25 Miles"
WE HAVE THE BEST VERSION!
WE HAVE THE HIT VERSION!
WE HAVE THE HIT GROUP!

STRAWBERRY ALARM CLOCK
WITH THEIR SMASH NEW
SINGLE FROM 'HAIR'
'GOOD MORNING STARSHINE'

watch for their new album...

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