

Billboard

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Newsweekly

COIN MACHINE
PAGES 49 TO 53

Beckett Hopes Bennett Rejoins Lib/UA Fold

By BRUCE WEBER

LOS ANGELES — Former Liberty Records President Al Bennett is welcome to return to the Transamerica Corp. family.

The was the message from John R. Beckett, chairman and president of Transamerica, parent company of Liberty/UA.

Beckett hoped Bennett would return and resume active interest in the company, presumably at corporate level.

Bennett, who has a three-year contract with Transamerica, is vacationing and hasn't decided whether to return to Transamerica or "do something else," according to Beckett.

Under Bennett's leadership,

Liberty Records has grown from \$25 million yearly (when Transamerica acquired the company) to more than \$70 million in four years.

Beckett said he thinks very highly of Bennett, who resigned from Liberty/UA, and admitted he (Bennett) is a "hard

(Continued on page 10)

COL CATCHES ISLE OF WIGHT

NEW YORK—The third annual Isle of Wight pop festival in England will be recorded by Columbia Records. Teo Macero, Columbia a&r producer, will be in charge of the on-location session which takes place Aug. 29. Among the Columbia/Epic acts scheduled to appear at the Isle of Wight Festival are Miles David, Chicago, Sly & the Family Stone, and Spirit.

Indie Labels Score In Tight Market

By BOB GLASSENBERG

NEW YORK—A good, selective product and a tightly run budget help the small, independent record company to maintain itself in this industry of giants and conglomerates, according to presidents of various small operations. Bob Schwartz, president of Laurie Records, said, "If we can get one good act and

build it into a consistent entertainment group, we are very happy. There is really no competition because the big companies really put out a major portion of the product. But we smaller companies look for quality and artists with potential longevity. These people are brought around slowly, but it still happens." Schwartz also felt that the smaller company executive knew more about what was going on inside his company because, "We have to do more than just one job. We have our fingers into every pot within the company and therefore do not depend on memos and the like.

(Continued on page 10)

MGM Sets Sunflower Firm

By ELIOT TIEGEL

LOS ANGELES—MGM Records has formed a record company with songwriter Mack David and his partner Danny Kessler. It will be known as Sunflower Enterprises.

Last April MGM purchased Colossus from Jerry Ross, and thereafter Stormy Forest Records.

Under the Sunflower banner are Sunflower Records and ASCAP and BMI publishing firms, which are joint ventures with MGM. MGM will distribute, sell, promote and merchandise all Sunflower's product.

David and Kessler are in New York this week to complete the recording of Sunflower's first artist, Leslie Fearless Frakdin, whose first single is scheduled for a Sept. 10 release. Sunflower's first album is slated for an Oct. 1 release.

Kessler, formerly vice president of Transcontinental Entertainment Corp. for two years,

is Sunflower's general manager. He and David will talent scout acts and "cast" independent producers for projects. "We will definitely be in the contemporary bag," he said, adding: "our artist roster will be very small to allow for the maximum exploitation for each artist."

MGM's graphic department will handle all the packaging of Sunflower albums.

Thus far there have been no tape or foreign rights licensed,

(Continued on page 8)

MCA Sales Convention
Coverage Begins
On Page 3

Salute to
Heintje

See Page 57

U.K.'s April Record Sales Figures Showing Increase

LONDON—U.K. record sales in April this year continued to rise showing a 29 percent increase over the same period last year. Home sales were up 26 percent while exports, which account for 20 percent of the total, mounted 44 percent. These figures make overall sales for the first four months 22 percent

higher than in the corresponding period of 1969.

A total of 9,095,000 disks were pressed in April, an increase of 9 percent over the same month last year, bringing total record production for the first four months of 1970 to nearly 11 percent above the same period in 1969.

CBS Returns To 'Remotes'

NEW YORK—Radio remotes are coming back. The radio pickups of band performances at nightclubs or hotel rooms, which were a popular feature of the 1930's, will be reinstated by the CBS Radio Network with a remote pickup of the Illustration, Canadian rock band on the Janus label, from the Downbeat Supper Club here.

The group will be heard on the full CBS Network of 100 stations every Saturday, 5:10 to 5:28 p.m., during its current six-week engagement at the Downbeat which winds up Sept. 16. A concession to the 1970's is that CBS will tape the Illustration's performance on Thurs-

(Continued on page 10)

Seeburg Opens One-Stop With Focus on Oldies

By EARL PAIGE

RALEIGH, N.C. — Seeburg Corp., subsidiary South Atlantic Distributing Co., is expanding its one-stop operations. The newest one-stop is located here in a new facility and one is planned for Columbia, S.C., in early 1971. South Atlantic has maintained one-stops at its Miami and Jacksonville, Fla., jukebox distribut-

ing headquarters for three years. South Atlantic's one-stops are being set up by Paul Yoss, a 17-year veteran in the business, who says: "These one-stops are entirely operator-oriented, they're built and phased for the operator and not the retail trade. We're stocking 8,000 to 10,000

(Continued on page 49)

Windfall Bows Mgt. Firm

NEW YORK—Windfall Artists Ltd., a management firm, has been launched as a subdivision of Windfall Records. The label, distributed by Bell Records, is owned by Bud Prager and producer Felix Pappalardi. Artists handled by the firm include Mountain on Windfall Records, which will this week gross more than \$80,000 in personal appearances; David Rea on Capitol Records, and Mylon LeFevre, who has a new Cotillion Records album just released.

Staff members of Windfall

Artists include national promotion manager Rich Totoian, assistant manager Jay Traynor, office manager Myra Goldstein, and administrative assistant Cora Sklar.

Felix Pappalardi, who also performs in the Mountain group, is one of the top record producers and is now on his way to achieving his seventh gold disk award. He produced all of the Cream million-sellers, has been signed to produce Albert King, and produce Mountain. The division of Windfall

(Continued on page 10)

Heilicher Backs Distribs

By CLAUDE HALL

MINNEAPOLIS — The record distributor "has a moral obligation to work every record that comes out," said Ira Heilicher, buyer for Heilicher Bros. distributors here. But, unfortunately, sometimes stores never receive potential hits because it doesn't pay a distributor to stock them . . . even though a radio

station may be playing a particular record and getting heavy requests.

"It's a matter of economics," Heilicher said. And he put the blame for the unusual situation on the manufacturer, stating that most manufacturers require distributors to buy in quantities

(Continued on page 38)


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BN 26549*

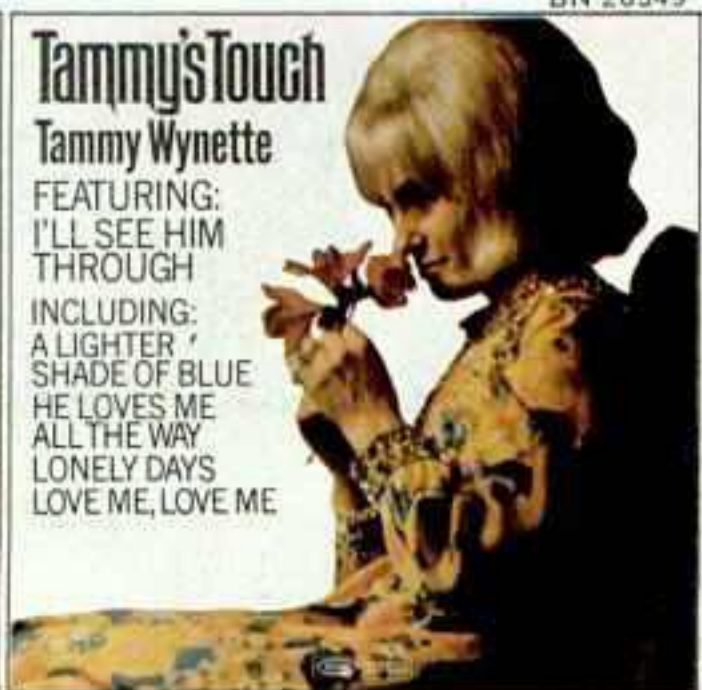
BN 26522*

(Advertisement)
BN 26503

Open Road - Donovan
including:
Riki Tiki Tavi / Clara Clairvoyant
Changes / Season Of Farewell
Celtic Rock



Tammy's Tough
Tammy Wynette
FEATURING:
I'LL SEE HIM THROUGH
INCLUDING:
A LIGHTER SHADE OF BLUE
HE LOVES ME ALL THE WAY
LONELY DAYS
LOVE ME, LOVE ME

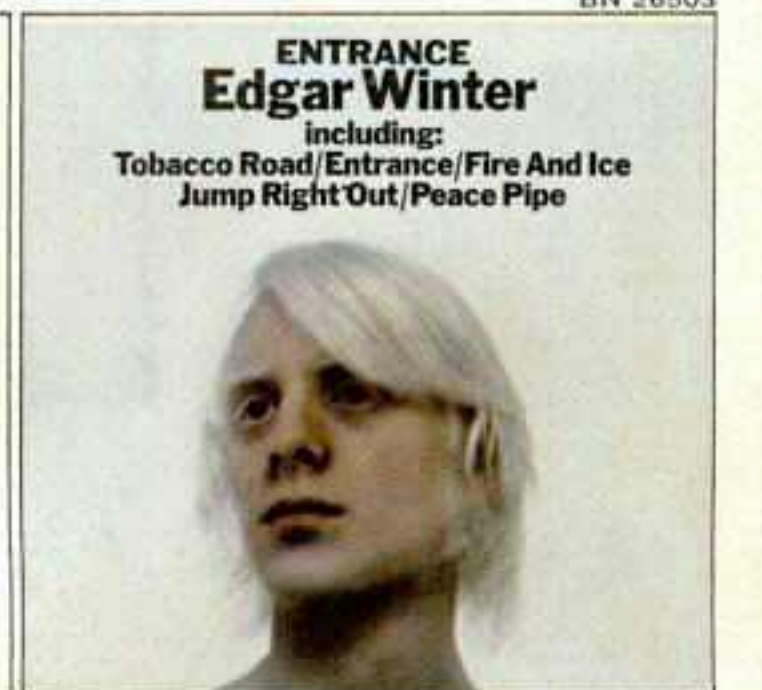


They're all on EPIC
Epic Records
*also available on tape

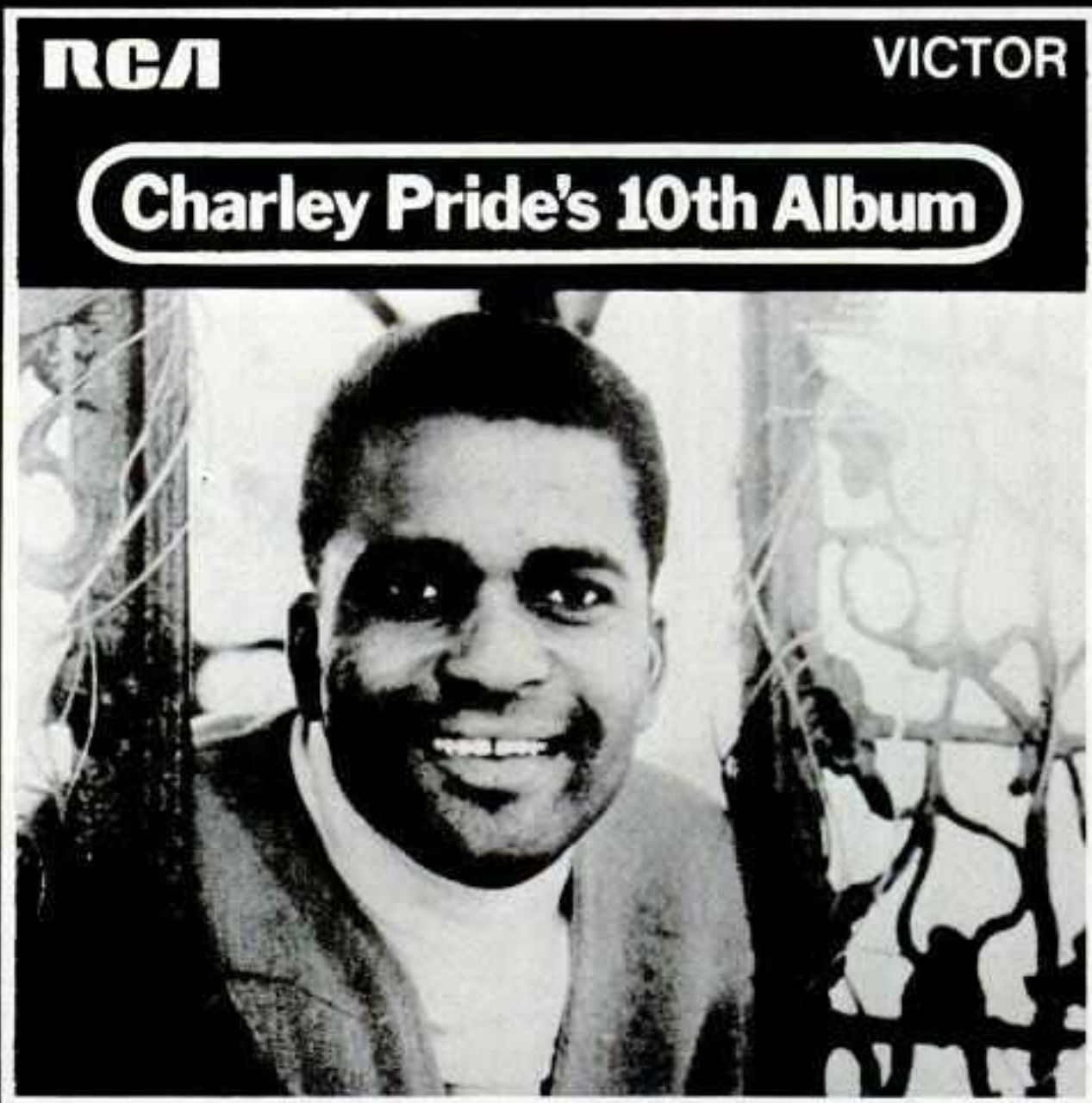
POCO
INCLUDING:
YOU BETTER THINK TWICE
KEEP ON BELIEVIN'
HONKY TONK DOWNSTAIRS
ANYWAY BYE BYE / DON'T LET IT PASS BY



ENTRANCE
Edgar Winter
including:
Tobacco Road / Entrance / Fire And Ice
Jump Right Out / Peace Pipe



"CHARLEY PRIDE'S TENTH ALBUM." ORDER IT BY NAME.



LSP-4367
P8S-1593
PK-1593

When Charley's on stage, he has a rather unique way of introducing each song. For example, he'll say "Now I'm gonna sing 'Afraid of Losing You Again' from my ninth album." But he'll never tell you that the album's called "Just Plain Charley." Or any of the other album titles, just their number.

So this time we decided to be smart and give the new album the same name that Charley will. Now people can go into a store and just ask for "Charley Pride's Tenth Album."

And get it.

From the way the first nine albums sold, we know the tenth album is a winner. Especially with the comprehensive promotional campaign soon to be in effect: in-store display material, streamers, radio, ad mats and a special merchandising program. In fact, it would be wise to make sure you're well stocked on all of Charley Pride's albums, one through ten.

LSP-3645
P8S-1318
PK-1318



LSP-3775
P8S-1278
PK-1278



LSP-3895
P8S-1308
PK-1308



LSP-3952
P8S-1338
PK-1338



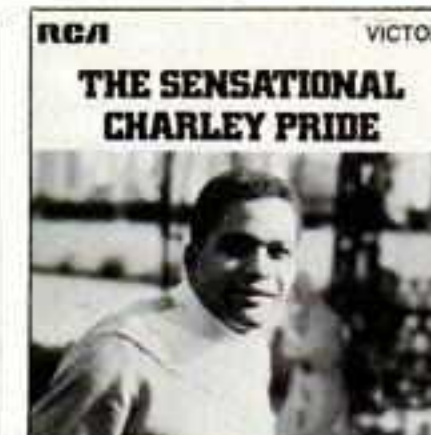
RCA
Records
and Tapes



LSP-4041
P8S-1373
PK-1373



LSP-4094
P8S-1401
PK-1401



LSP-4153
P8S-1452
PK-1452



LSP-4223
P8S-1505
PK-1505



LSP-4290
P8S-1536
PK-1536

RCA Gives Classics New 'Youth' Look

NEW YORK—RCA Records is launching an all-out campaign to broaden the base of its classical with a special pitch at the youth market. According to Bill Lucas, RCA's manager of advertising and sales promotion, and Peter Dellheim, acting manager of classical music, the campaign will hit hard at the youth market via college radio and newspaper and the underground press.

"At the base of the campaign," said Dellheim, "will be our concerted effort to record repertoire to which youth can relate within its life-style, music which is pertinent to the young of today."

Lucas added, "while we are certainly not abandoning the traditional means of selling this music, it will be our purpose to rid it of the restrictive nomenclature, classical or serious, and sell it for what it is—music. Also, it is our purpose to create an advertising concept that is contemporary, with it, and to which the young can relate. There is no doubt that music is one of the most important life elements of the youth of today, and what we are attempting is to broaden the audience taste to include musical forms other than rock."

In addition to the normal media used to call classical music to the attention of buyers, the RCA campaign will go heavily into underground press and campus newspapers and college radio stations. The schedule calls for spot advertising on radio stations at 17 of the nation's major universities, both AM and FM, and ads in newspapers of 37 major universities. Included among the underground publications scheduled to receive advertising will be Rolling Stone.

All this will be backed up by advertising in the music trades as well as concert programs in connection with RCA artists' personal appearances.

Dellheim said that new concepts in record covers are being

Trencher to Coast

NEW YORK—Irv Trencher, director of sales for Polydor, Inc., will visit Los Angeles and San Francisco distributors, racks and retailers during a West Coast promotional trip.

CTI Sets Overseas Deals

NEW YORK—CTI Records will be distributed on its own logo by Philips Records exclusively in Britain and Eire while

NARAS in Atlanta Sets Sept. Meeting

ATLANTA—Atlanta's Royal Coach Motor Inn will be the site for the semi-annual NARAS Trustees meeting to be held Sept. 11-13. The Atlanta chapter, which is hosting the event, has appointed an executive committee whose duty it will be to make and execute all arrangements. The committee consists of Bill Lowery, president; Phil Walden, vice president; Wade Pepper, vice president; Pierce LeFevre, vice president; Mary Tallent, secretary, and John Barbe, treasurer.

ing developed. RCA's "Carmina Burana" jacket design, for example, features a woman with an exposed breast.

16 Albums Released In 16 WB Markets

LOS ANGELES — Warner Bros. displayed its 16 LP release to distributors and their personnel in a series of meetings in 16 markets last week.

The meetings were conducted by Dick Sherman, WB's national sales manager and his district sales managers, Lou Dennis, Norm Leskiw and Ron Goldstein, the national special projects director.

The company also brought its district sales and promotion men to its Burbank headquarters for a product meeting with Joel Friedman, WB's marketing vice president. Advance orders for "The Jimi Hendrix/Otis Red-

Columbia Wins Legal Bout Vs. Tape Piracy

NEW YORK — Columbia Records has won another significant legal decision in its campaign against tape piracy. The action resulted in an injunction against Daryal Zimbardo, a Virginia tape retailer doing business under the name of Muntz Cartridge City. The court enjoined Zimbardo, a retailer who was selling illegally duplicated 8-track tapes of Columbia records releases, his agents, employees, and all other persons acting in concert with him, directly or indirectly, from the further advertising offering for sale, selling of illegal record product.

A spokesman for Columbia stated that other legal actions are pending, and investigations are continuing in several states in co-operation with the RIAA, NARM, and the Harry Fox Agency.

RCA Records will distribute CTI in France. Arranging the agreements for CTI president Creed Taylor was John Nathan of Overseas Music Services. He set the deal for Philips with Fred Marks. CTI attorney was Mortimer S. Edelstein.

Negotiations are now under way for CTI distribution in Germany and other countries, Taylor said.

Product will probably be available on CTI Records in England around the first of September. Artists who will have releases there initially include Antonio Jobim, David Fishberg, Freddie Hubbard, and Hubert Laws. CTI Records is rushing out this week a single by Fishberg from his "Oklahoma Toad" album called "Van Lingle Mungo." The cut has been getting heavy airplay and newspaper space.

MCA's Martell Tells Mgrs.

NEW YORK—In a speech that accused some distributors of being dawdlers, laggards, and procrastinators, Tony Martell, vice president of marketing, challenged MCA Records' branch managers, executives, and dis-

tributors for "more determination and intelligence."

Times and conditions have changed and changed drastically, Martell stated at a meeting of more than 150 record men at the Americana Hotel here Aug. 4. "They have changed at the dealer-rack level and especially at the radio station level." In spite of the economic conditions that have prevailed throughout the country for the past 18 months, the record industry as a whole has prospered and some companies have had increases that surpassed any other year in their history. Once the collection smoke clears, he said, "we may be even more impressed than we are right now."

"However, I am not saying every record company will show a large profit and every salesman will have one of his best years before this year is out. I am saying that the companies with the product . . . and I emphasize, with the product . . . and the people who know how to merchandise it, will not just survive these times but will make impressive economic strides for themselves and the company they represent."

He pointed out at the combined Uni, Kapp, Decca sales

and promotion meeting that because of extreme customer selectivity in the market place, "most outlets have an abundance of product. Dealers and racks would rather return merchandise than pay their bills. They are returning merchandise they really need; the proof is that they re-buy in many cases."

Dealers and racks are returning product "in lieu of coming up with cash because they, too, are feeling the selectivity squeeze. Display space is almost nonexistent in many outlets. More and more salesmen are losing their opportunity of personal contact with large and small buyers because of the rackjobber and the conglomerates who are conglomerating more and more every day. Today's merchandising atmosphere seems almost hopeless . . . but, to the right kind of individual it's an exciting challenge that must and will be met with every weapon at their disposal."

He said that "tight money makes a critic of all of us" but that today was the opportunity of a lifetime for the self-starter.

Martell laid down some guidelines for improving profits:

- Have promotion men call

(Continued on page 6)

ding Historic Performances Recorded at the Monterey International Pop Festival" LP exceeded 400,000 copies, according to the label.

Festival producer Lou Adler gave WB rights to the performances. Adler had installed multi-track equipment at the Monterey Fairgrounds in 1967. Parts of the festival were used for the soundtrack of "Monterey Pop," a documentary film of the event, but the brunt of the music from the extravaganza has not previously been available on disk.

STAX BUY STAX/VOLT

NEW YORK — The Gulf & Western Industries' sale, through its Famous Music division, of the Stax/Volt complex to the original owners, Al Bell and Jim Stewart, became official last week. The story was reported exclusively in Billboard, July 25.

It was also reported that Polydor Records supplied Stax/Volt with \$2 million to fund the buyback.

MCA Shows 24 LP's At 'Historic Meeting'

NEW YORK—In what was hailed as an "historic" meeting—the first ever sales conference combining the forces of Decca, Kapp, and Uni Records—MCA Records unveiled 24 new albums, spotlighted several singles ventures, and outlined a dynamic push at promotion and distribution. The meeting was opened by MCA Records president Mike Maitland.

Maitland, who welcomed the executives at the start of the meeting and set the tone, said that the "team was together now . . . we've got some product . . . we're back on the charts and we're going up."

Highlights of the day's session included an aggressive speech by Tony Martell, vice president of marketing and creative services for MCA Records (see separate story) and the announcement of a new deal with Young Blood Records in England. A Vocalion 8-track tape CARtridge budget line was introduced (see story in Tape Section) also.

The contract with Young Blood Records, headed by Miki Dallan, calls for the release of several new acts in the U.S. on the Decca label, including Julian's Treatment, a three-album concept based on the book

For More Late News See Page 80

ABC/Dunhill Conclave to Celebrate 15th Anniversary

LOS ANGELES—ABC/Dunhill will hold its 15th anniversary sales convention at the Century Plaza and Screen Directors Guild here Aug. 28-30. Over 400 persons are expected to attend the company's largest sales gathering.

The convention will open at the Screen Director's headquarters Saturday morning (29) with president Jay Lasker conducting the proceedings designed to reveal new plans and projections for the newly aligned company. The afternoon session will be devoted to new product releases plus previews of new ABC television shows and theatrical releases.

ABC/Dunhill artists Buch and B.B. King will perform at a Saturday evening dinner show at the Century Plaza. Representatives from Europe, Canada and South America will lend an international flavor to the gathering.

Marv Helfer is coordinating the convention.

Col Wraps Up 2 New Labels; Signs Rascals

NEW YORK — Columbia Records has wrapped up two new label deals and brought the Rascals into its recording fold. The new labels are Thunder Records, formed by David Briggs and Art Linson, and an as yet unnamed disk venture with Steve Tyrell, former Scepter Records executive.

Thunder's initial product will be an album and a single by Grin, a rock band. The second group signed to Thunder is the Topanga All-Stars.

Tyrell will be recording his first act for the new label in Memphis and expects to have his first single on release in September.

The Rascals come to Columbia from Atlantic Records where they won nine gold disk awards.

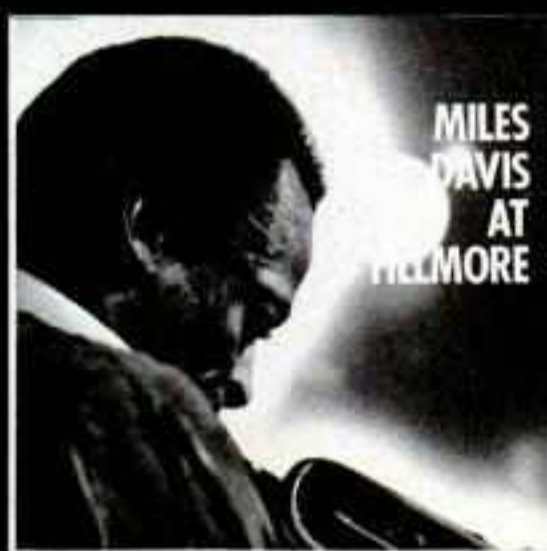
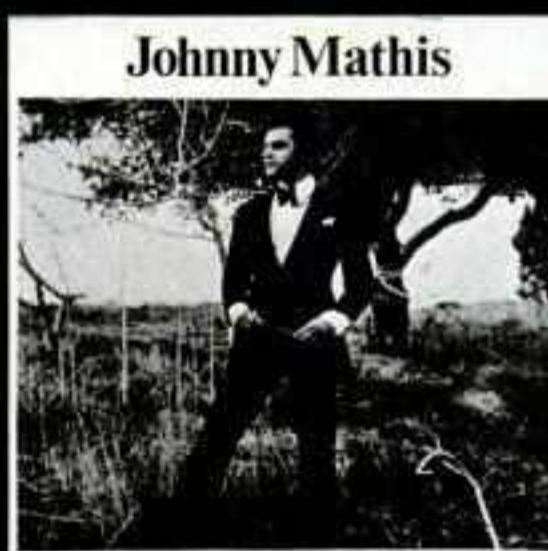
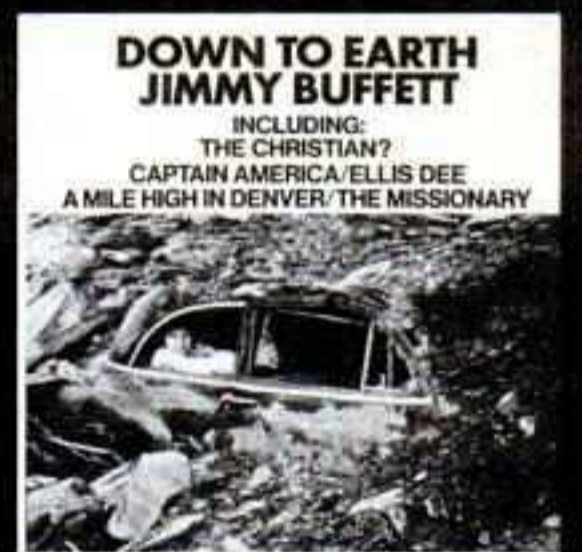
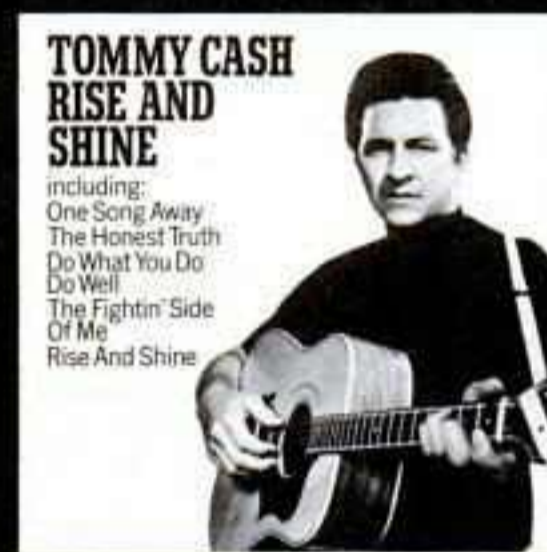
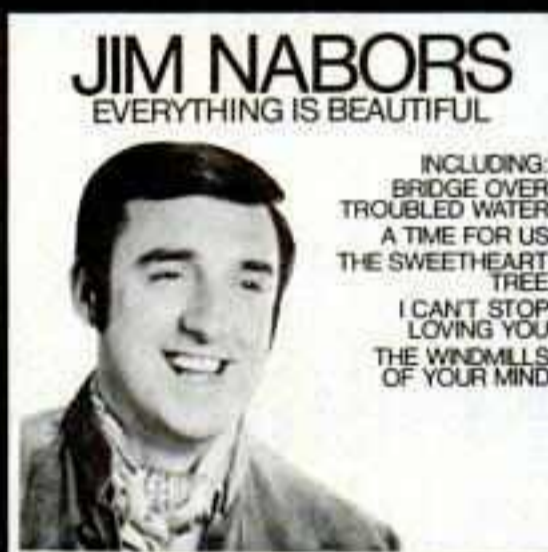
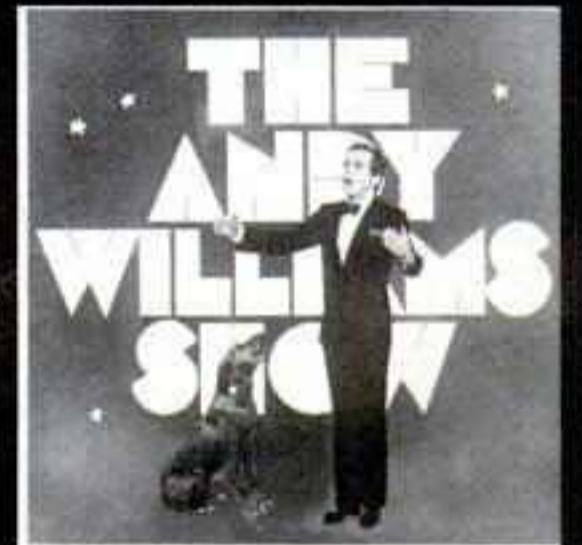
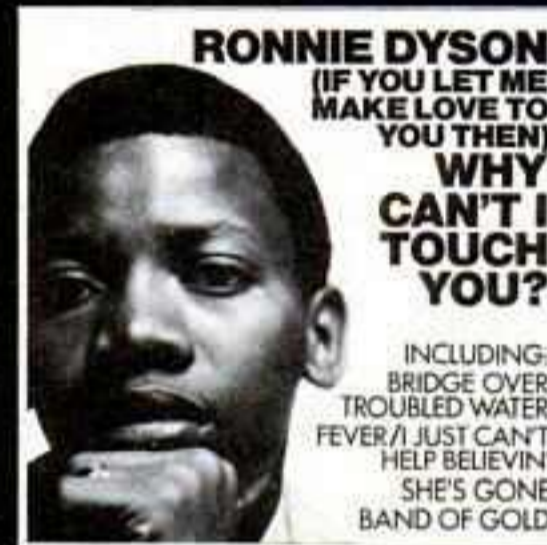
DGG, Chappell, MGM-Big 3 Tie

NEW YORK — Deutsche Grammophon Gesellschaft and Chappell, Ltd. in England are discussing a partnership deal with MGM and the Big 3. The tieup is seen as a move by DGG and Chappell to gain a bigger foothold in the U.S.

It's been reported that the asking price for the Big 3 (Robbins, Feist & Miller) is between \$15 and \$20 million.

NOW THAT WE'RE BACK FROM CONVENTION, WE'LL TURN YOUR WORK INTO PLAY.

These blockbuster pop albums will be released over the next two months. Contact your Columbia salesman for details.



THE FLOCK / DINOSAUR SWAMPS
including:
Big Bird/Lighthouse/Gotta Feelin'
Hornschmeyer's Island/Crabfoot

The New York Rock Ensemble
Roll Over
including:
RUNNING DOWN THE HIGHWAY
TRADITIONAL ORDER/FIELDS OF JOY
DON'T WAIT TOO LONG/GRAVEDIGGER

LIVE AT THE SAHARA/TAHOE
RAY CONNIFF'S
CONCERT IN STEREO
including:
Mrs. Robinson/On The Street Where You Live
Brazil/Somewhere, My Love/Mack The Knife

Mashmakhan
including:
AS THE YEARS GO BY/LETTER FROM ZAMBIA
DAYS WHEN WE ARE FREE/GLADWIN/IF I TRIED

AL KOOPER
Easy Does It
including:
Love Theme From "The Landlord" / Bucksin Boy
Brand New Day/I Got A Woman/Easy Does It

John Davidson
Everything Is Beautiful
including:
Let It Be/Raindrops Keep Fallin' On My Head
Five O'clock Shadow/Easy Come, Easy Go
Bridge Over Troubled Water

LYNN ANDERSON
NO LOVE AT ALL
including:
It's My Time/Heavenly Sunshine
Tomorrow Never Comes
A Woman Lives For Love
The Time's Just Right

O.C. SMITH'S
GREATEST HITS
including:
Little Green Apples
The Son Of Hickory Holler's Tramp
Friend, Lover, Woman, Wife
Primrose Lane
Honey and more

marcus
including:
(WE'LL ALL) GO TOGETHER/GRAINS OF SAND
CHILDREN OF AQUARIUS/ROYAL MAZE
BUTTERFLY GIRL

RAY PRICE
FOR THE GOOD TIMES
including:
Crazy Arms
Heartaches By The Number
Gonna Burn
Some Bridges
A Cold Day In July
You Can't Take It With You

THE YARDBIRDS
FEATURING
PERFORMANCES BY
JEFF BECK ERIC CLAPTON
JIMMY PAGE
including:
THE TRAIN KEPT A-ROLLIN'
LITTLE GAMES/I AIN'T GOT YOU
DRINKING MUDDY WATER
JEFF'S BOOGIE

ROBERT GOULET

HERSCHEL BERNARDI
SHOW STOPPER
including:
APPLAUSE/HELLO, DOLLY!/SUNRISE, SUNSET
TRY TO REMEMBER/WILKOMMEN-CABARET

ATTILA
including:
CALIFORNIA FLASH/WONDER WOMAN
ROLLIN' HOME/MARCH OF THE HUNS
GODZILLA

CARL SMITH
AND THE TUNESMITHS
including:
No One Will Ever Know
Bonaparte's Retreat
Take These Chains From My Heart
Faded Love
Heart Over Mind

TONY BENNETT

Compton & Batteau
In California
including:
Laughter Turns To Blue/Silk On Steel
Honeysuckle/Elevator/Homesick Kid

CHARLIE RICH
BOSS MAN
including:
Big Boss Man
I Do My Swingin' At Home
Nice 'N' Easy
Down On The River
Hello, Darlin'

Barbara Fairchild
Someone Special
including:
Have a Little Faith/Fancy Satin Pillows
(When You Close Your Eyes) I'll Make You See
Love Is a Gentle Thing/Chains of Love

DON ELLIS AT FILLMORE

And we hope you won't forget these current favorites.

BLOOD, SWEAT & TEARS
3
including:
Symphony For The Devil - Sympathy For The Devil
Somethin' Comin' On/ The Battle
40,000 Headmen/Hi-De-Ho

BOB DYLAN
SELF PORTRAIT
including:
Wigwag/Days Of 49/Little Sadie
Copper Kettle/Early Mornin' Rain

Simon and Garfunkel
Bridge Over Troubled Water
including:
The Boxer
Baby Driver
Bye Bye Love
Keep The Customer Satisfied
Bridge Over Troubled Water

STAND!
SLY AND THE FAMILY STONE

Tammy's
Greatest Hits
Tammy Wynette
including:
D-I-V-O-R-C-E
Apartment #9
Your Good Girl's Gonna Go Bad
Almost Persuaded
Stand By Your Man

BOOK & RECORD SET
Original Cast
The
SESAME STREET
Book & Record
Contains 24 Page Illustrated Book
Full Color Poster Included

Marrying Maiden
It's A Beautiful Day
including:
The Dolphins/Soapstone Mountain/Good Lovin'
Do You Remember The Sun?/Essence Of Now

GARY PUCKETT
& THE UNION GAP'S
GREATEST HITS
including:
Young Girl
Woman, Woman
Over You
This Girl Is A Woman Now
Lady Willpower
and more

Pacific Gas & Electric
Are You Ready
including:
Are You Ready?/When A Man Loves A Woman
Love, Love, Love, Love, Love/Staggolee
Mother, Why Do You Cry?

Open Road - Donovan
including:
Riki Tiki Tavi/Clara Clairvoyant
Changes/Season Of Farewell
Celtic Rock

THE MUSIC COMPANY

This One

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Vol. 82 No. 33

Printed Music Hits Sales High For WB Music

NEW YORK—Warner Bros. Music has hit a new high in sales of printed music. According to George Lee, vice president of the firm, the upward surge in sales can be attributed to the expansion of the many Warner catalogs which are constantly being enlarged and the fact that new strides in the educational field, as well as many others, are paying off.

The recent addition of such publications as the folios, "Woodstock," "Iron Butterfly, Live," "The Best of Peter, Paul & Mary, 10 Years Together," "The Band and Music From Big Pink," "Rod McKuen at Carnegie Hall," plus compositions by Bob Dylan, John Lennon and Paul McCartney have contributed to the sales increase.

March, Keyes Launch Firm

NEW YORK — Writer-producer-singer Myrna March and writer-producer-arranger Bert Keyes have formed Make Productions and Make Music. Initially, three acts have been signed and are preparing to record toward the end of this month. Make is presently negotiating with several labels for independent production deals and writing assignments.

Miss March is currently under contract as a recording artist with Starday/King Records where she is writing material for her own sessions and for other Starday/King artists. Keyes is presently represented on the charts as a writer and arranger of "Love on a Two Way Street" (by the Moments).

The Make offices will be located at 60 West 57th St.

Martell Tells Mgrs.

• Continued from page 3
on more radio stations more often.
• For distribution managers to be close to key music directors and program directors of radio stations.
• Do something about poor coverage of local racks.
• Don't tolerate hit product not being in the market place.

UJA HONORS ATL'S ERTEGUN

NEW YORK — Ahmet Ertegun, president of Atlantic Records, will be honored by the Music Industry Division of the United Jewish Appeal at a dinner and dance Nov. 1, at the New York Hilton. Bernard Block of Dome Distributors is chairman and Al Levine of Music Man Corp., is co-chairman for the Music Industry Division of UJA. Ertegun will be honored for his deep concern for his fellow man and devotion to humanitarian causes.

Executive Turntable



Denny Rosencrantz, former national promotion director for Uni Records, is the new national promotion manager for LP's for the Mercury Record Corp. He will be based in Chicago. Heidi Robinson appointed creative director at Allied Records in Los Angeles. . . . Steve Swain to John Levy Enterprises handling national record promotion for the managers artists. . . . Stan Bly named general manager of Corduroy Records. He was formerly Coast head of Bell Records for the past two years. . . . Joe Engels joins Marlu Music as professional manager in Los Angeles. . . . Kenyon Hopkins joins Paramount TV as music head replacing the late Leith Stevens.

Sonny Casella, songwriter, joins Famous Music as staff producer for the Paramount Records division. . . . John B. Delbridge joins Action Research Centers Inc., MCA affiliate, as vice president, manager, Western operations. He was formerly vice president of Market Research Corp. of America. . . . Certron Corp. Music Division has appointed Bill O'Brien, former vice president of King of the Road Enterprises, as national promotion director, Ron Peek (ex-Handelman Co.) to national purchasing director, and Lee Davis (also ex-Handelman Co.) to director of the company's regional service center, Nashville.

Robert G. Campbell named president, CBS Musical instruments division, succeeding William Glennon, who has resigned. Campbell has served as head of the division's electro music unit since September 1965. Before this he was general sales manager, Conn Organ Corp. . . . Dave Knight promoted to Eastern sales and promotion manager, Metromedia Records. He was previously mid-Western promotion manager, Metromedia since July 1969 and before joining the company was promotion manager, Alpha Distributors. John Hager appointed mid-Western regional sales and promotion manager, Metromedia. He was formerly mid-Western promotion manager, RCA and was also with Taylor Electronic distributors.

Thomas Dempsey named vice president, marketing and sales, BASF Systems, Bedford, Mass. He is a former marketing and national sales manager for BASF audio magnetic tape products. . . . Eddie Biscoe appointed vice president, general manager, Bang Records. He joins Bang from White Whale where he was vice president in charge of promotion. He was also previously associated with Motown Records. . . . Jerry Wagner named national promotion manager, A&R Records. He previously held the same position with Ampex Records, was Southern promotion director, RCA. . . . Barbara Christensen named account executive with John Springer Associates, based in New York. She was formerly manager of publicity and public relations, Metromedia Records, and also manager of press and public information, Epic Records.



DEMPSEY



CHRISTENSEN

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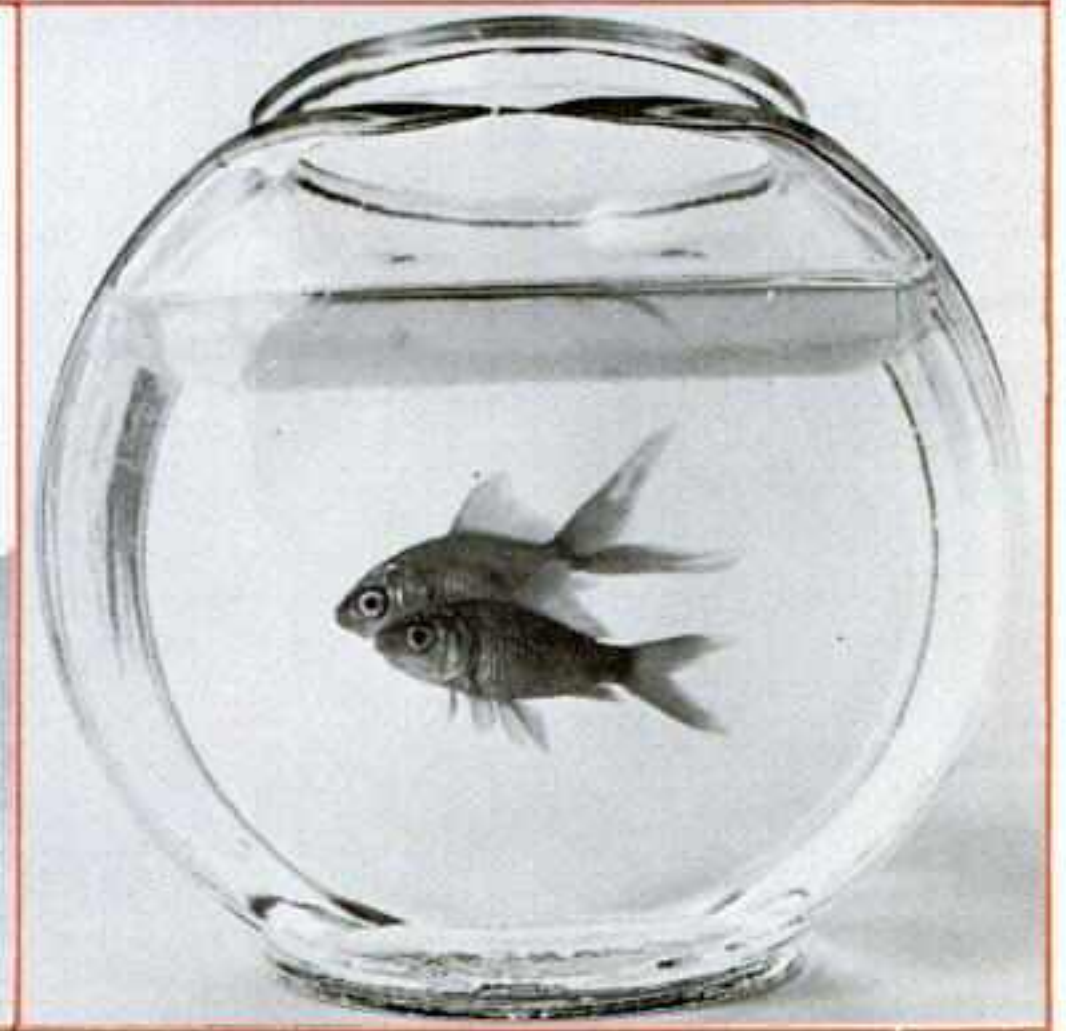
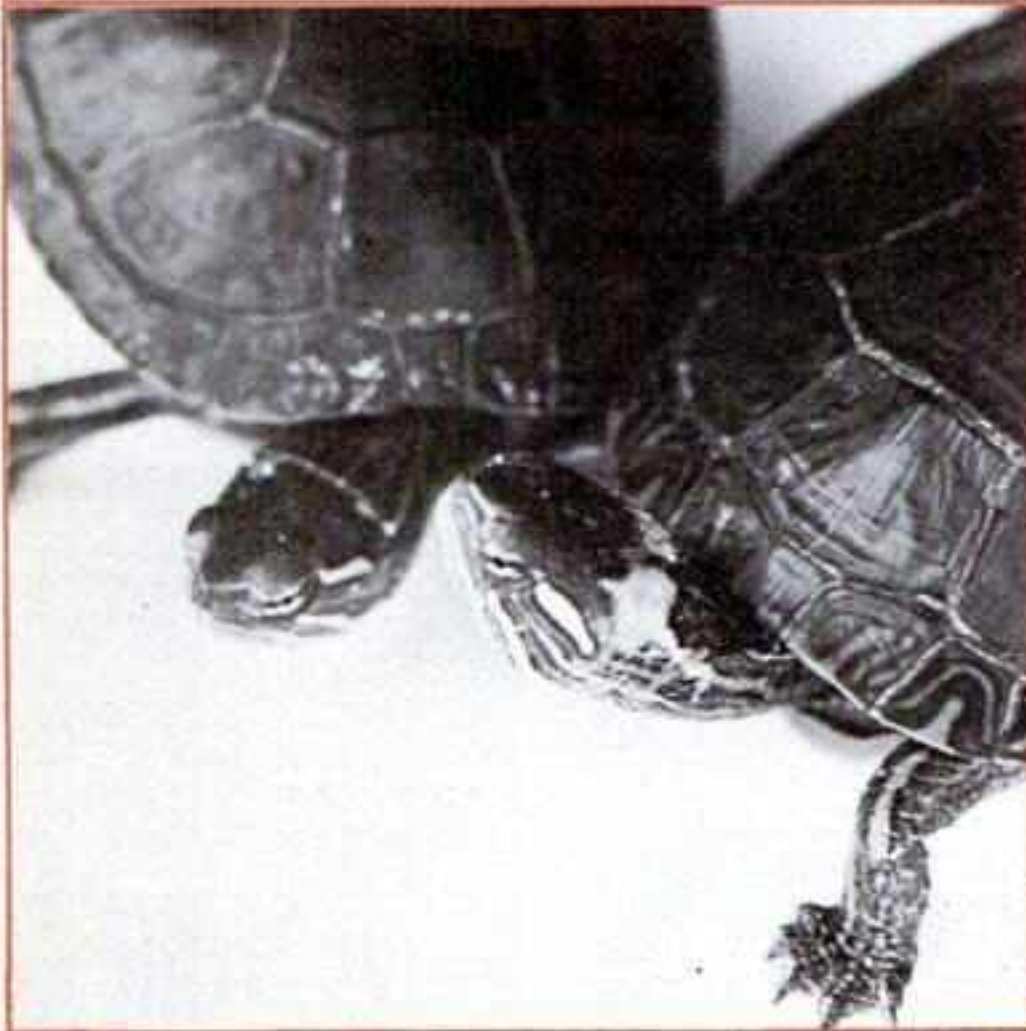
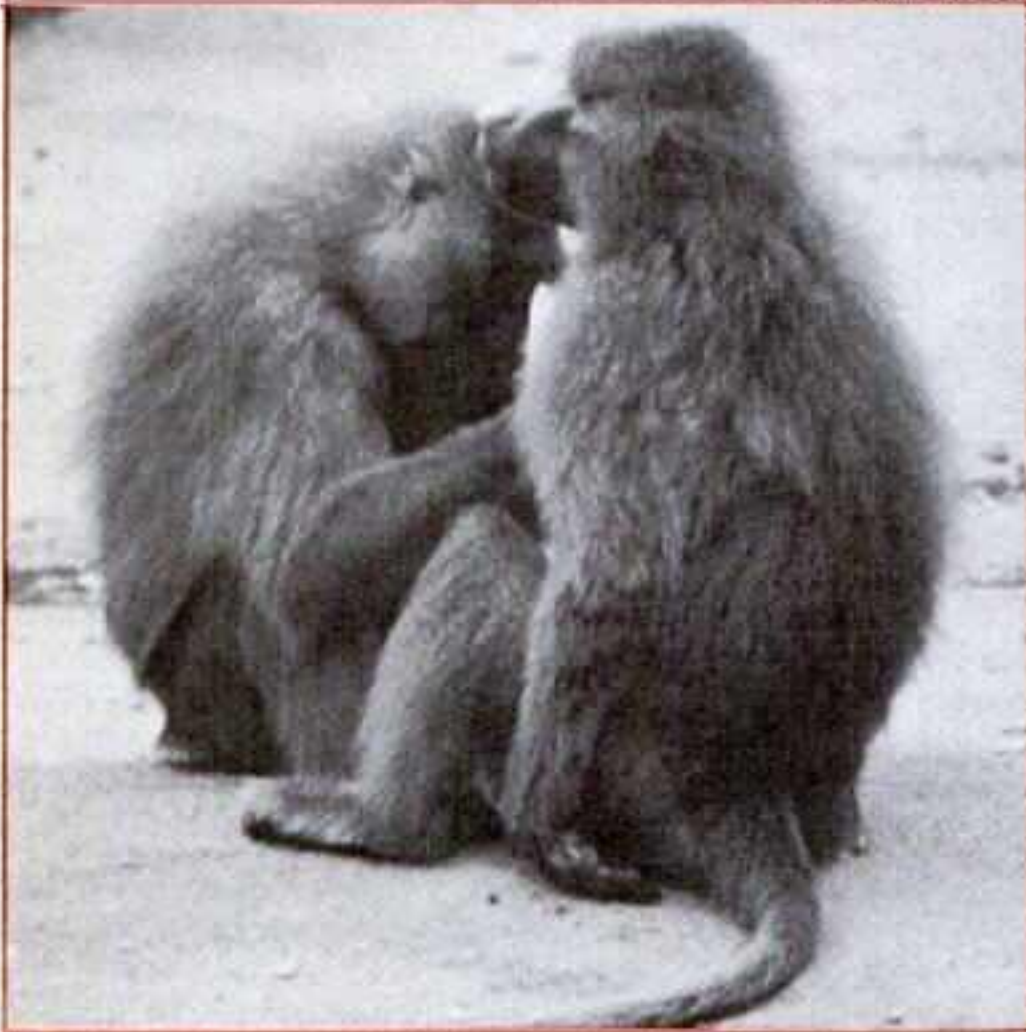
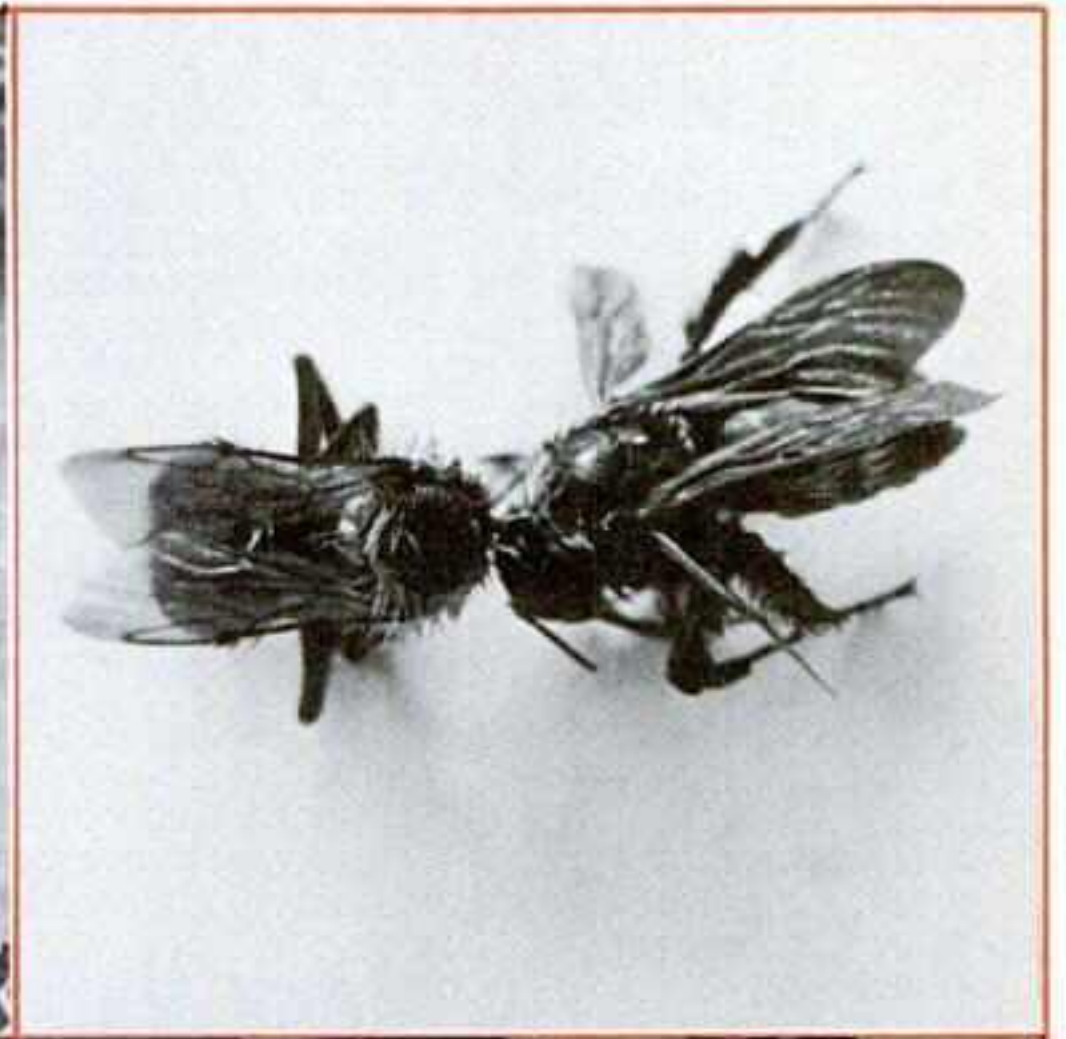
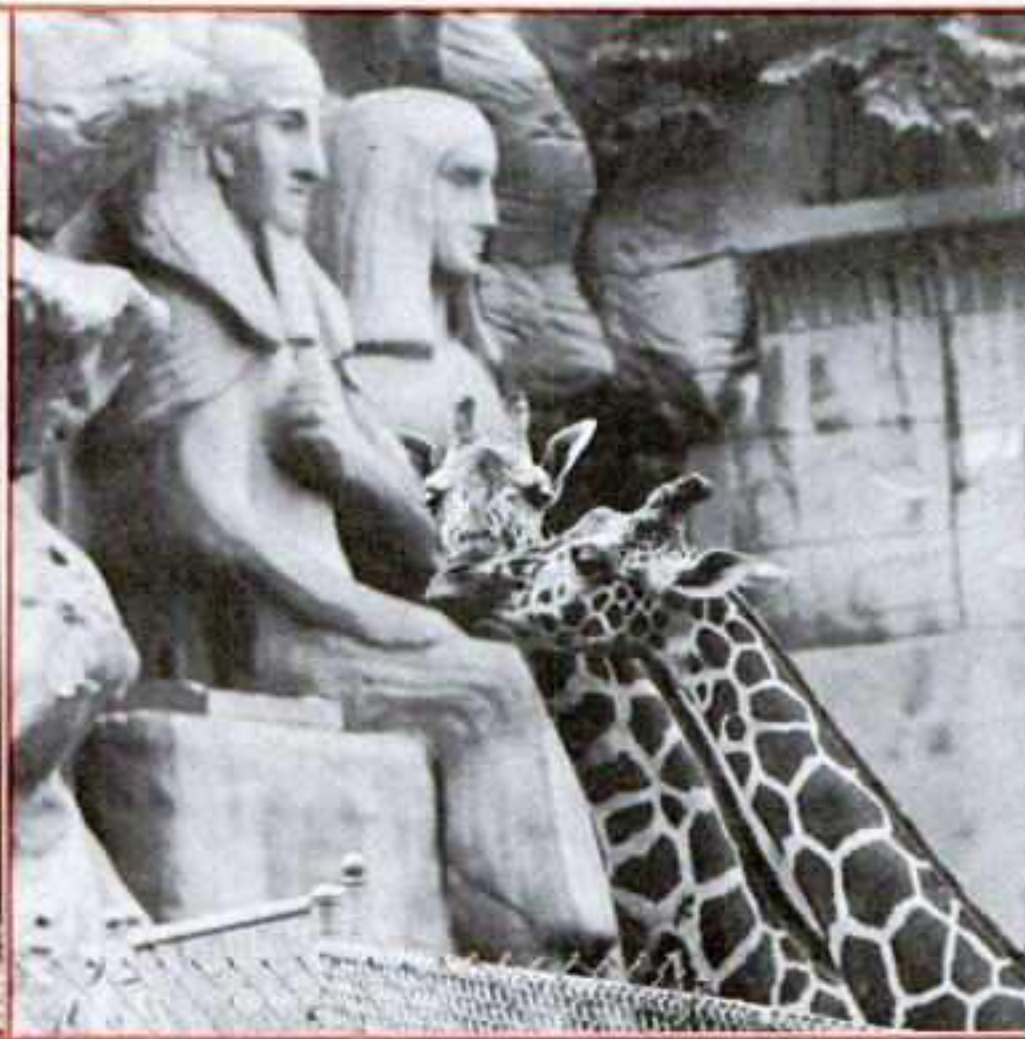
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New Artists Spark A&M Sales

By ELIOT TIEGEL

LOS ANGELES — A&M is riding its strongest new artist sales crest, with co-owner Jerry Moss calling 1970 the year A&M breaks new artists.

Joe Cocker, the Carpenters, Lee Michaels, Miguel Rios, Spooky Tooth are all new chart riders, with the Sandpipers, Quincy Jones and Procol Harum three additionally sales sizzling acts.

Of the company's nine LP's in its July release, four have hit the national sales charts.

The success of A&M's efforts in the rock idiom this year marks a significant achievement for the eight-year-old company which heretofore has been primarily a middle of the road LP operation.

"1969 was an abrupt turnaround for us in that we didn't break one really big act," Moss said. Having cleaned house of some two dozen people last year, the company's executive force is now emotionally tied together and working with a unity of purpose and determination.

"We were able to change instead of staying stoic," added Gil Friesen, A&M's executive vice president. "We didn't live on past laurels."

Alpert, now that he is off the road after three and one-half years of live performances around the world, spends the majority of his time in the recording studio. He just recorded

a John Pisano-Willie Ruff single, is midway through a Tijuana Brass LP and is working with Sergio Mendes. Alpert and Jack Dougherty, Larry Marks, Chad Stuart and George Tobin comprise A&M's in house a&r staff which accounts for around 10 to 15 percent of the label's product.

A&M's artist roster now includes around 40 names. There once was a high of 70 acts.

A&M has invested over \$1 million in its three 16-track studios, two mastering rooms and three mixdown rooms. The company leases out these facilities

to outside firms and the studio has become a profit center, operating five days a week and sometimes more. Sixty percent of the time the studio is rented, according to Moss.

On the international level, the label's London office has been in operation a little over one year. Its Canadian company has been operational seven months.

England and Southern California provide the company with the brunt of its artists.

NARM Selects Selection Group

NEW YORK—The National Association of Record Merchandisers (NARM) has announced the names of its Scholarship Selection Committee for 1970.

The body of men selected include Amos Heilicher, chairman and a past president of NARM; Carl Glaser, Pleasure Products Sales Corp.; Harry Apostoleris, Alpha Distributing Co.; Milton Salstone, Musical Isle of America; George Souvall, Arizona Sundries; Charles Schlang, Transcontinental Music Corp.; Louis Lavinthal, ABC Record & Tape Sales; Ernest Leaner, United Record Distributor; and Harry Rosen of David Rosen, Inc.

This committee will select the winner of the Wes Montgomery Memorial Scholarship, a recent presentation of A&M Records to the NARM Scholarship Foundation, as well as all other NARM Scholarships to be presented this year.

Many Nations Flavor Disk

LOS ANGELES — Neely Plumb has proven the axiom about a one world of music by creating a single involving an Italian melody (which became a hit in Japan), British instrumentalists, an Italian chorus and an American vocalist.

The international musicale, as it turned out to be, is a single titled "The Fortune Cookie Song" which IMC Productions will place with a label for distribution.

Plumb was given exclusive U.S. rights by the publisher, Peer Southern to create a record. The Italian song was a hit in Japan several months ago. While in London several months ago, Plumb had an English lyric written and cut the instrumental track with a 26-piece orchestra conducted by Nicky Welsh. While in Rome he scouted up a children's chorus to sing an Italian refrain and when he got back to the States, he had his 12-year-old daughter Eve sing the lead part. The single is her first solo effort, although she has worked with the Jimmy Joyce Children's Chorus.

The flip side will be a Plumb original, "How Will It Be" for which Ron Kramer wrote the lyrics.

MGM's Sunflower

• Continued from page 1

but Kessler and David will take care of these areas in time.

Kessler's background has been in a&r with Transcontinental, Columbia and RCA. David has had eight Academy Award nominations for his film songs.

MCA Unveils Systems For Sales, Promotion

NEW YORK—MCA Records unveiled two new survey systems—one for record promotion and the other regarding record sales—at its Aug. 4 meeting of distributors and executives here at the Americana Hotel. Bill Grady, vice president of operations for MCA Records, is launching a weekly survey of branches regarding inventory status. "This survey will tell us what the branches are doing with product and help us ship direct from a branch where the product is not moving to a locale where there's a demand for a particular record." This survey asks the sales of the past week on given records, what supplies they have on hand, the order number, what records are on order, and the accumulated sales on given records.

In promotion, Herb Gordon, promotion manager of MCA Distributing, launched a weekly survey regarding record promotion. The front of the forms seeks information on singles; the back is for information on album. "We're even asking for information on competitive product," Gordon told the distributors. And he requested they not rely on tipsheets, but seek actual information on records from one-stops and racks and stores. The survey also seeks information on artists who've appeared in the area and what the local promotion man did to exploit his appearance, plus information on local advertising of product. One copy will go direct to Mike Maitland, MCA Records president.

UA Music in 'One World' Pitch for Foreign Songs

NEW YORK—United Artists Music has launched a concentrated drive to establish copyrights by foreign composers on a world-wide basis. The drive was sparked by the success of a top-selling album in Europe titled "The Best of France," which was conceived by Eddie Adamis, general manager of United Artists Music France. The album contains 13 original compositions by 14 of the top French composers, namely Jack Arel, Joss Baselli, Michel Bernholc, Georges Blanness, Armand Canfora, Caravelli, Daniel

Faure, Christian Gaubert, Francis Lai, Jean-Pierre Lang, Guy Mandel, Paul Mauriat, Franck Pourcel and Emil Stern.

The popularity of these songs abroad, coupled with the contemporary sound of the music, convinced the United Artists Music Group to select top American lyricists to write English lyrics to these tunes, four of which have already been completed. They are: "I Want, I Need You, Go Away" by Jack Arel, lyrics by Carolyn Leigh; "Summer Day" by Paul Mauriat, lyrics by Walter Marks; "Wouldn't That Be Something Now" by Michel Bernholc, lyrics by Carl Sigman; and "Pretty People" by Christian Gaubert, lyrics by Stanley Jay Gelber.

United Artists Music Group believes that this "one-world concept" is one of the best ways in which to create future standard copyrights on tunes written by foreign composers.

United Artists Records has scheduled "The Best of France" album for release in the U.S. this Fall.

Tate With Stax And East Memphis

NEW YORK—Tommy Tate is staff writer for East Memphis Music and producer for Stax Records and not for Jackson Sound as erratum in Billboard, Aug. 8.

WHO GETS RIAA GOLD

NEW YORK—A gold disc award was presented to the Who for their "Live at Leeds" album on Decca Records during the Decca Records sales and promotion meeting here Tuesday (4). Henry Brief, executive secretary of the Recording Industry Association of America, presented the award. Accepting was Nancy Lewis of the Who management organization. Brief presented a speech on how gold disks are awarded and some of the history of the gold disk during the meeting.

Project 3 Goes Into 4-Channel Tape Market

NEW YORK — Operation quadrasonic got another shot in the arm Aug. 4 when Enoch Light, president of Project 3 Records in conjunction with the 3M Co., demonstrated four channel tapes developed by his company.

Using equipment manufactured by the 3M/Wollensak Co., Light, writer-producer-musician and one-time bandleader, demonstrated to an audience of press and music industry personalities,

his own original concept of surround sound. The unorthodox approach utilizes each of the four speakers for the transmission of individual sound messages, instead of adhering to the present accepted formula of using two speakers for musical information and two for reverberations or ambience.

The demonstration which was held at A&R Recording Studios featured selections from Light's recent albums, "Brass Menagerie," "Spaced Out," and "Permissive Polyphonics."

To dramatize the effect of four-channel sound, Light, using monaural disk recordings made over the years, traced the development of sound recordings from the first disk he made 38 years ago down to the present time.

Project 3 four channel tapes will list at \$14.95 each, while the 3M/Wollensak quadrasonic playback units list at \$499.95 and \$599.95 without speakers.

Mogull Music to Handle Nemo Firm

NEW YORK—Henry Nemo, ASCAP composer, and his Indano Music Company will be represented throughout the world by the Ivan Mogull Music Corporation. The Indano catalog contains such hits as "Don't Take Your Love from Me," and "It's Autumn," two copyrights which Mogull intends to activate immediately.

Pacific Gas Plays Drug Gig

LEXINGTON, Ky.—Columbia recording artists Pacific Gas & Electric appeared Saturday (8) and Sunday (9) at the Federal Drug Hospital in Lexington, Ky. They played two performances for the patients at the hospital.

The purpose of the weekend in Lexington was to obtain viable information concerning the relationship between drugs and music. This and other relevant topics were explored through informal group discussions and personal conversations between group members and hospital patients. The concerts were recorded, as well as material for a public service record on the dangers of drug abuse. There was also jam sessions between the band and the large number of Lexington Hospital patients who are musicians. This was filmed and recorded. The entire population of Lexington has been invited to the Sunday concert which will be held outdoors.

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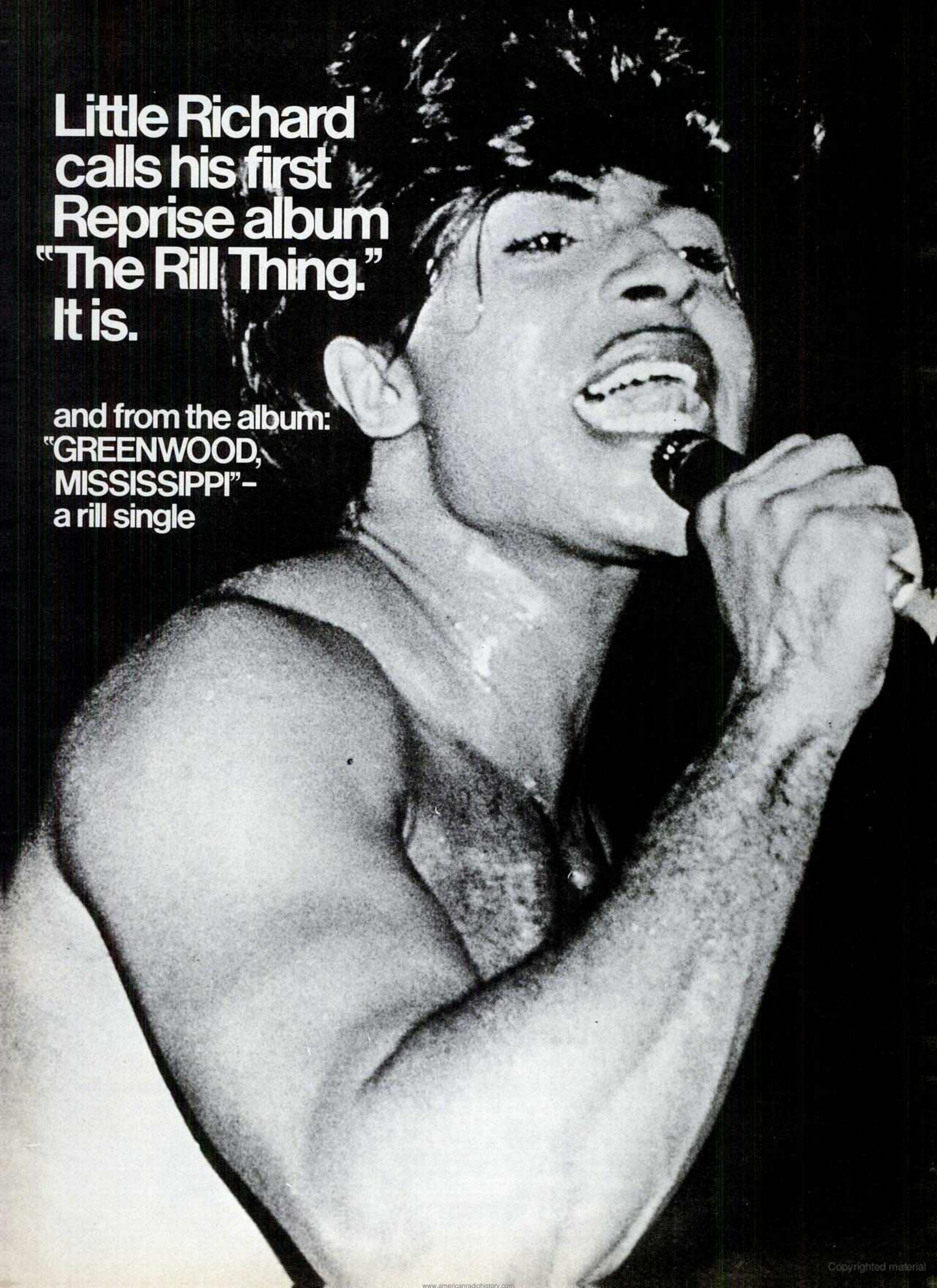
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LEONARD FEIST, left, president of the National Music Publishers Association, greets Quincy Jones, Librarian of Congress, at reception in Washington celebrating the 100th anniversary of the Library of Congress as the national depository of copyrights.

**Little Richard
calls his first
Reprise album
"The Rill Thing."
It is.**

**and from the album:
"GREENWOOD,
MISSISSIPPI" -
a rill single**



Famous Gears For 'Contemporary' Push

NEW YORK—The Famous Music Publishing Co. has wrapped up its first national planning conference at which discussions of the contemporary expansion plans of the company were held. In attendance at the meeting, which was called by Marvin Cane, firm's vice president and chief operating officer, were the Famous professional staff from throughout the U.S. as well as the company's numerous staff writers and Famous Music Corp. president William P. Gallagher.

It was determined at the conference that the value of catalog songs has not been exhausted by their use in the repertoire of artists over the years and that they are, in fact, the base upon which Famous is now building its contemporary catalog.

Cane and Gallagher, in addressing the meeting, pointed out the current value of the standards catalog with the observation that within the last two years a list of nearly three-score songs from it have enjoyed a contemporary renaissance. Among the examples were Mama Cass' "Dream a Little Dream of Me" and Tiny Tim's "Tip Toe Through the Tulips."

Gallagher credited these current successes with older tunes to the fact that the songs were placed in contemporary setting by the artists who made use of them. "A song that has appealed to the public is like a diamond," Gallagher stated, "occasionally it may need a new setting but it always maintains its luster."

In line with this, Cane announced an incentive program designed around the Famous standard catalog. Under the program a man will be rewarded for activity generated with these songs. The increase in exploitations will come about, in the estimation of Cane, through the coordination between the professional and writing staffs of Famous in resetting these tunes in the style necessary for today's artists. "It is not in giving rates and selling short the value of a standard that activity is gene-

rated," noted Cane. "The test for a standard lies in its presentation in the light of today's market."

Gallagher made the point to the assembled executives and writers that they are not tied to any other division of the corporation, especially the firm's record labels.

In attendance at the meetings were Famous executives: administrative vice president Sidney Herman; vice president William Stinson; Dick Stone, Billy Meskel and Dick Milford (New York), Joe Allison and Steve Davis (Nashville) and Julie Chester (Los Angeles), as well as members of Famous' writing staff.

Scandinavia Returning to Eurovision

OSLO—After one year's absence, Norway, Sweden and Finland have decided to participate in next year's Eurovision song contest. Denmark, out of the event for several years, has not yet decided whether to participate.

Changes in the contest rules were given as the reason why the Scandinavian countries agreed to rejoin the international European collaboration.

The Scandinavians resented taking part this year because they felt the melodic quality of the songs in the competition was not high enough. The changes that have been made for 1971's Dublin affair do not, however, deal with the musical aspect of the contest, but only with technical formalities.

Charles Manson Album For ESP

NEW YORK — ESP-DISK Ltd. has acquired the exclusive manufacturing and distribution rights to the recordings of Charles Manson, currently on trial for murder in California. Planned is an album with 13 original compositions written and sung by Manson, who accompanies himself on guitar.

The songs were recorded in Los Angeles studios in 1967, 1968 and 1969. Phil Kaufman, producer of the recordings and a close friend of Manson, obtained masters from him.

International licensing arrangements are being negotiated by Oradiso Inc. of Norwalk, Conn. ESP will begin marketing the album early this month.

ITA's Lunch Open To Non-Members

NEW YORK—Washington is coming to New York to discuss the tape business with the tape industry. The discussions will be held at a luncheon sponsored by the International Tape Association at the Plaza Hotel on Aug. 26. The guest speaker will be Virginia Knauer, special assistant to the President on consumer affairs. The meeting will be open to non-members as well as members of the ITA.

Reservations, by invitation only, can be made by mail to ITA at 315 West 70th St., or by phone; 212 872-6030.

Highlights of Columbia Convention



CLIVE DAVIS, at right in photo on left, chats with guest performers Vikki Carr and Ray Stevens; and Goddard Lieberson, left in photo on right, president of CBS/Columbia Group, chats with Peter de Rougemont, center, vice president, CBS International European Operations, and Russian basso Ivan Rebroff.



BILL FARR, left in photo on left, vice president of marketing, huddles with Cal Roberts, vice president of Columbia Record Productions, and Miles Davis, in photo at right, headlines one of the four evening shows.



Indie Labels in Tight Mart

• Continued from page 1

There is less bureaucracy. And there is more hustle."

Bob Thiele, president of Flying Dutchman, agreed with Schwartz's comment. "The small record company probably reflects the true feelings of the owner," Thiele said. "Furthermore, we are closer to the street where trends develop. The owner and executives of a small company know each other and all the secretaries, the staff. This type of rapport helps." Thiele continued, "With us, there is a definite feeling for the black artist, whom I think is the real creative force behind the music of today as well as yesterday. I would also say that due to our extensive list of black artists, especially in the jazz field, we also have a special ethnic merchandising appeal." This last comment brings out the fact that a small company can also make way by appealing to a specific audience.

Thiele also mentioned that his pop label Amsterdam was growing rapidly, thus expanding their consumer appeal. The primarily blues label, Bluestime, is also enjoying much success. "The new awareness of the black consumer helps us," said Thiele. "Because they are now buying black artists. Our social and political awareness, our awareness of the street, helps us to sell records, especially on the campus where the Rosko albums do very well." The Rosko albums are political conscious albums dealing with various events, values and changes in society as seen by such writers as Pete Hamill and narrated by Rosko, of WNEW-FM, New York.

"Like most of the smaller companies," Thiele added, "we have one man covering the entire country for promotions. This

means that he is aware of the people and their necessities. He also makes all of the contacts. The staff of the company chips in at every level. This is also a help, since there is no indispensable person and everyone gets a full feeling of what we are trying to accomplish. Our overhead is also cut down by this maneuver."

Sam Goff, vice president of Scepter Records, listed several reasons that a small record company can stay in business. "We have an awareness of the activity that generates movement of an LP across the counter or out of the rack and into the hands of the music consumer." This is known as "sell-through." Goff also said that Scepter merchandises cooperative advertising through both newspapers and radio with the same consciousness that they use in album product.

Goff continued his summary of the success of his company by saying, "Scepter distributors are aware of the need to provide rack accounts with proper, intelligent, inventory levels. We do not 'load' our accounts. Our returns, percentage wise, are among the lowest in the industry." He continued, "Most importantly, the Scepter guiding philosophy makes Scepter emphasize the development of the artist and not the hit. We believe the artist is very much like the manufacturing facility. If we develop the artist well, we can always produce a hit product. If we were to emphasize the hit product development only, we would not have the strong artist capabilities that we have today."

"If anyone had a head in the big companies," said Bob Shad, president of Time Records, "there would be no indies around. All the big companies do is wait for the smaller record

companies to prove a sound. Then they saturate the market with anything that sounds vaguely like that sound. Who did the rhythm and blues thing originally? What about the jazz records? We might also mention environmental records. Anything, the small companies did it first. The indies always make it because they have to hustle. We have a smaller overhead. We are closer to the consumer. We do not have to deal with the bureaucracy of thousands of employees. We use the best facilities for recording but do our own distribution and have our own label. The major labels right now are not collecting any money but putting out a lot of product. They are really only interested in hits. They rarely take the time to develop an artist. The worse the bigger companies do, the better the smaller companies will do." Shad added one postscript to his comments. "The only exception to all this is Columbia. They are really sharp." Concurring with this last remark was Bob Thiele. "Somehow," Thiele said, "Columbia, I think still reflects the opinion of its former president, Goddard Lieberson. They are artistic rather than business oriented."

Connie Francis Files Lawsuit

NEW YORK—Connie Francis has filed a \$1,154,594 lawsuit against MGM Records claiming the label owes her this amount in royalties.

Miss Francis states that she entered a contract in 1959 with MGM covering her records through 1967. She charges that the label failed to live up to its side of the bargain and render a complete accounting.

Returns to 'Remotes'

• Continued from page 1

days for the Saturday broadcast.

The group's concession to the 1970's include tie-dye jeans and athletic shirt, instead of light jacket and dark pants for the leader. The 11-member band is produced by Alan Lorber.

Bennett Invited

• Continued from page 1

worker, a good business man with great loyalty to people who got him started."

Whether Bennett will return to Transamerica or sit out his contract will be decided by the former Liberty/UA president, Beckett said. "I'd be happy to see him return," he answered.

Windfall's Firm

• Continued from page 1

Music, an ASCAP firm, published "Mississippi Queen" by Mountain as well as their forthcoming single "For Yasgur's Farm." Mylon LeFevre, a former member of the LeFevres gospel-singing family, has been signed to write for Windfall Music.



"ON THE BEACH"

(In The Summertime)

THE 5TH DIMENSION

Production & Sound by BONES HOWE
Bell Single #913



BELL RECORDS / A Division Of Columbia Pictures Industries, Inc.

bell

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Sony Applies for N.Y. Stock Exchange Listing

TOKYO — The Sony Corp. has applied for listing of its ADRs on the New York Stock Exchange. The move is designed to provide American investors with the best possible market for their depository shares. Sony is the first Japa-

nese company to apply for such a listing.

Listed trading in the ADRs will commence following approval by both the New York Stock Exchange and the Securities and Exchange Commission.

Sony, one of the world's leading consumer electronics companies, had sales of \$302 million in fiscal 1969. Sales for the current fiscal year which ends Oct. 31, are expected to approximate \$400 million. Sony's ADRs have been traded over the counter since 1961.

According to Akio Morita, executive vice president of the company, each Sony American depository share, which now represents 10 shares of the company's stock, will be changed to represent two shares. "The practical effect of this is that each present Sony depository share will become five depository shares.

Meanwhile, Superscope, Inc., exclusive distributors of Sony tape recorders and Sony Tape in the U.S., has realized a significant increase in sales for the quarter ending June 30, 1970, as compared to the same period last year.

The firm's sales for the quarter ending June 30, 1970, totaled \$11,980,026 as compared with \$9,846,340 for the same period last year. Net income after taxes during this period was \$511,853, based on 2,103,513 shares outstanding, as compared to \$496,289, with 1,099,763 shares outstanding for the same period of 1969.

Net earnings per share for this period was 24 cents on 2,103,513 shares outstanding as compared to 23 cents per share on 2,099,763 shares outstanding for the comparable quarter of 1969.

Sales for the first half of 1970 were \$23,048,880 compared with \$20,496,179 for the first half of 1969. Net income after taxes totaled \$974,680 or 46 cents per share for this period as compared with \$1,137,996, or 54 cents per share for the first half of 1969.

Bally Sales Up 30% in 6 Mos

CHICAGO—Bally Manufacturing Corp.'s sales for the first six months of 1970 were up more than 30 percent over a similar period one year ago. Profits after taxes were up 70 percent. Total sales from January through June were \$17,525,336, up over \$4 million from last year. After tax profits were up over \$600,000 to \$1,613,622. Company earnings per common share of stock rose 20 cents to 62 cents over a similar period last year.

Market Quotations

As of Closing, Thursday, Aug. 6, 1970

NAME	1970		Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
	High	Low					
Admiral	147 1/2	6 1/2	122	7 3/8	6 3/4	6 3/4	- 3/4
ABC	39 1/2	19 5/8	537	24	23 1/4	23 3/4	+ 3/4
Amer. Auto Vending	11	5 1/8	6	5 7/8	5 3/4	5 7/8	unch.
Ampex	49 1/2	13 3/8	590	15 3/4	14 3/8	14 1/2	- 7/8
Automatic Radio	27 1/2	5 1/4	81	6 7/8	6 1/4	6 1/2	+ 1/8
Automatic Ret. Assoc.	118	74 1/8	172	93 3/4	88	88 1/4	- 5 1/2
Avnet	13 3/8	6 1/2	180	6 3/4	6 5/8	6 5/8	unch.
Capitol Ind.	53 1/2	16 1/2	175	22 7/8	19 3/8	22 7/8	+ 3 3/8
CBS	49 7/8	24 1/2	641	27 7/8	26 5/8	26 5/8	- 7/8
Certron	18 1/4	6 1/8	225	9 1/8	7 5/8	8 5/8	+ 7/8
Columbia Pictures	31 1/2	8 3/4	373	10 1/2	9 7/8	9 7/8	- 1/4
Craig Corp.	15 1/8	5	64	5 3/4	5 3/8	5 3/8	- 3/8
Disney, Walt	158	96 1/2	953	107 3/8	100	100 7/8	- 6 1/8
EMI	7 3/8	3 3/4	3736	4 5/8	4 3/8	4 1/2	unch.
General Electric	77 7/8	60 1/4	1375	78	74 1/8	75 3/8	- 1 3/4
Gulf & Western	20 3/4	9 1/2	898	13	12	12 3/8	- 1/4
Hammond Corp.	16 3/8	7 1/4	192	8 7/8	8 3/8	8 1/2	unch.
Handleman	47 3/8	19 3/4	389	22 3/8	19 3/4	22 1/4	+ 2 1/4
Harvey Group	12 3/4	3	22	4 7/8	4 1/2	4 1/2	- 1/4
ITT	60 1/8	30 1/2	2679	39 3/8	37 1/2	37 3/8	- 1 1/4
Interstate United	15 3/4	4 3/4	102	7 1/4	6 3/4	6 7/8	- 1/2
Kinney Services	36	21	624	25 1/4	23 1/4	24 1/4	- 3/4
Mackie	19	8 1/4	24	9 1/4	8 7/8	9 1/8	unch.
MCA	25 3/4	11 3/8	142	14 7/8	13 3/8	14 1/2	- 1/2
MGM	29 1/8	12 1/8	91	16 1/4	13 3/8	13 3/8	- 2 1/8
Metromedia	21	9 3/4	228	14 3/4	14 1/4	14 3/8	unch.
3M (Minn. Mining Mfg.)	114 3/4	71	987	82 1/4	79 7/8	82 1/4	+ 1 1/2
Motorola	70 7/8	31	387	40 1/2	39	39 1/4	- 5/8
No. Amer. Philips	54 3/4	18	914	26	24 1/8	25 1/2	+ 1/8
Pickwick International	54 3/4	20 1/2	24	25 1/4	24 3/4	25 1/4	unch.
RCA	34 3/8	18 1/8	1391	23 3/8	21 7/8	22 3/8	- 5/8
Servmat	31 3/4	12	53	14	13 1/2	13 1/2	- 1/8
Superscope	40 5/8	8	81	11 3/4	10 7/8	11 1/8	+ 3/8
Telex	25 7/8	11	3440	12 7/8	11 3/4	11 7/8	unch.
Tenna Corp.	20 3/4	4 1/8	135	5 3/8	5 1/8	5 1/4	unch.
Transamerica	26 3/4	11 3/8	1239	14 1/8	13 1/8	13 3/8	- 1/8
Transcontinental	24 1/2	4 3/4	854	5 1/4	5	5	unch.
Triangle	17 1/4	10 3/8	10	13 3/8	13 1/8	13 3/8	+ 1/4
20th Century Fox	20 1/2	6	510	8 3/8	7 3/4	8 1/4	+ 3/8
Vendo	17 1/8	10	45	13	11 1/2	11 1/2	- 1/4
Viewlex	25 3/8	5 3/4	204	8 1/4	7 3/4	7 3/4	- 1/8
Wurlitzer	15	9	36	8 7/8	8 1/8	8 3/4	+ 1/4
Zenith	37 3/4	22 1/4	535	31 1/2	29 7/8	31 1/4	+ 3/8

As of Closing, Thursday, Aug. 6, 1970

OVER THE COUNTER*	Week's			OVER THE COUNTER*	Week's		
	High	Low	Close		High	Low	Close
ABKCO Ind.	5 1/4	4 1/4	4 1/4	Lin Broadcasting	5 7/8	4 1/2	4 3/4
Alltapes Inc.	4 1/2	3 3/8	4	Media Creations	1 3/8	1 1/8	1 1/4
Arts & Leisure Corp.	3	2 3/4	2 7/8	Mills Music	14 1/2	14	14
Audio Fidelity	1 1/4	1 1/4	1 1/4	Monarch Electronics	1 7/8	1 1/2	1 3/4
Bally Mfg. Corp.	10 1/2	9 1/4	9 1/4	Music Makers Inc.	3 1/4	2 3/4	2 3/4
Cassette-Cartridge	2	1 3/8	1 3/4	NMC	3 1/4	3	3
Creative Management	8	7 1/4	7 1/4	National Musitime	1 1/8	1	1
Data Packaging	7	6 1/4	6 1/4	National Tape	4 3/4	4 1/2	4 3/4
Dict-O-Tape Inc.	2 1/4	2	2 1/4	Newell	2 5/8	1 5/8	1 5/8
Faraday Inc.	9	9	9	Perception Ventures	5 3/4	5	5 3/4
Fidelitone	3 1/2	3 1/4	3 3/8	Quatron Corp.	3 3/8	3 1/2	3 1/2
Gates Learjet	6 1/4	5	5	Rainbo Photo Color	1	3/4	1
GRT Corp.	6 1/4	5 1/4	5 1/4	Recoton	6 1/2	5 3/4	6
Goody, Sam	9	8 1/2	8 1/2	Robins Ind. Corp.	1 7/8	1	1
ITCC	1 1/8	1 1/16	1 1/16	Schwartz Bros.	3 1/2	3 1/4	3 1/4
Jubilee	1 5/8	1 1/4	1 5/8	Telepro Ind.	3 1/2	3 1/8	3 1/4
Koss Electronics	3	2 3/8	2 3/4	Trans. Nat. Communica.	7 1/8	1/2	3 1/4

Kinney Earnings Up 18%

NEW YORK—Kinney National Service, Inc. reported an 18 percent increase in earnings per share of Common Stock and Common Stock equivalents for nine months from \$1.26-\$1.48 per share. Fully diluted earnings per share were up 20 cents to \$1.35 as opposed to \$1.15 a year ago.

Net income for the nine month period ending June 30, 1970 increased 21 percent to \$26,113,000 from \$21,626,000. Revenues for the nine month period also increased from \$365,407,000 to \$371,189,000.

A 24 percent increase was realized over the third quarter period of last year. Earnings per

share of Common Stock and Common Stock equivalents increased to 46 cents from 37 cents. Net income was \$8,138,000 for the third quarter, up from \$6,526,000. Revenue reached \$123,804,000 compared to \$115,972,000 for the similar period in 1969.

Record Club Sues Longines

NEW YORK—The Record Club of America is challenging the recent Longines-Wittnauer Watch Co. purchase of the Capitol Record Club through a restraint of trade suit in U.S. District Court here.

Defendants include Capitol and affiliates, A&M Records, MGM, Polydor Records, Decca, London, Pickwick International, Mainstream, Audio Fidelity, Apple, Liberty/UA, Shelby Singleton Corp., Transamerica Corp., Paramount Pictures, EMI, Transcontinental Investing Corp. and others. Record Club of America also has a suit in progress against the Columbia Record Club and labels handled through it.

AF's Sales Go Over 1 mil

NEW YORK—Audio Fidelity Records, Inc., has realized \$1,208,588 from sales for the year ended March 31, 1970, according to figures just released. The company's royalty revenues rose \$254,055 for total operating revenues of \$1,462,643.

Sales for the previous year amounted to \$660,043, while royalty revenues were \$128,375 for the total operating revenues of \$788,418.

RCA Pressing Process Used For Vault LP

LOS ANGELES—Vault Records is using a new pressing process by RCA to debut the We Five's new LP this month. The process is called "Positive Profile" and produces a thinner album which reportedly has less surface noise and reduced warpage.

"The public will notice the new record because it's so light. Their first impression will probably be that they're getting a thin record, so we are putting a notice on all the jackets that this album is pressed with a new process which reduces noise, breakage and warpage," said Jack Lewerke, Vault's president.

Since the LP is about half the weight of a regular LP, excluding the jacket, Lewerke sees a fringe benefit for manufacturers in being able to ship greater amounts of product at lower costs. "It will make quite a difference in shipping costs, especially for overseas areas."

Pickwick Hits 24% Increase

NEW YORK—Pickwick International, Inc., which showed a 24 percent increase on its net income during fiscal 1970, is now sending proxies to its stockholders who will vote on the proposed acquisition of Northeast Records, Inc., of Somerset, Mass.

According to Cy Leslie, Pickwick's chairman, if the Northeast acquisition is approved, sales figures during fiscal 1971 should exceed the \$90 million mark.

Jackson Starts Messenger Service

NEW YORK—Roger Jackson, former production manager at Merchandise Week, Billboard's sister publication, has started his own messenger service. It will be known as the Jackson Agency and will be located at 165 West 46th St.; phone number, 245-3791.

Gold Awards

The Moody Blues' album, "Our Children's Children" on Threshold Records has been certified by the RIAA for \$1 million sales. It's their first gold record album.

The Blues Image earned their first gold record for the single, "Ride Captain Ride," on the Atco label.

Bread, Elektra group, qualified for a gold record with a million sales of the single, "Make It With You."

Neil Diamond's Uni album, "Touching You," won the RIAA's gold disk citation. It's the label's first gold disk award.

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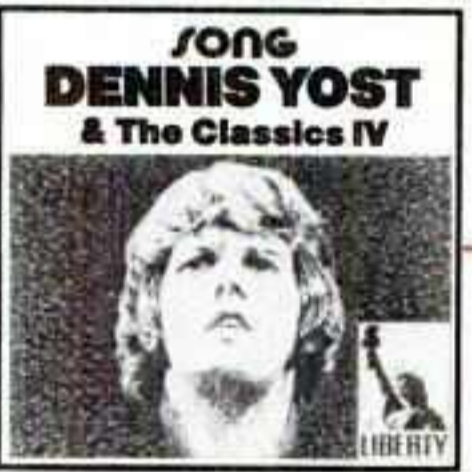
BROTHER JACK McDUFF / TO SEEK A NEW HOME
BLUE NOTE, Album #BST-84348
8 Track Cartridge #9078
Cassette #C-1078



JIMMY McGRIFF / ELECTRIC FUNK
BLUE NOTE, Album #BST-84350
8 Track Cartridge #9080
Cassette #C-1080



CANNED HEAT / FUTURE BLUES
LIBERTY, Album #LST-11002
8 Track Cartridge #9060
Cassette #C-1060



DENNIS YOST & THE CLASSICS IV / SONG
LIBERTY, Album #LST-11003
8 Track Cartridge #9068
Cassette #C-1068



GROUNDHOGS / THANK CHRIST FOR THE BOMB
LIBERTY, Album #LST-7644



JAY & THE AMERICANS / CAPTURE THE MOMENT
UNITED ARTISTS, Album #UAS-6762
8 Track Cartridge #U-8219
Cassette #K-0219



SHIRLEY BASSEY / IS REALLY "SOMETHING"
UNITED ARTISTS, Album #UAS-6765
8 Track Cartridge #U-8217
Cassette #K-0217



BOFFALONGO / BEYOND YOUR HEAD
UNITED ARTISTS, Album #UAS-6770



ORIGINAL MOTION PICTURE SCORE (QUINCY JONES) / THEY CALL ME MISTER TIBBS
UNITED ARTISTS, Album #UAS-5214
8 Track Cartridge #U-3045
Cassette #K-9045



RICARDO RAY & BOBBY CRUZ / EL DIFERENTE
UA LATINO, Album #LS-61054 (stereo), L-31054 (mono)



TITO RODRIGUEZ / EL DOCTOR
UA LATINO, Album #LS-61055 (stereo), L-31055 (mono)



Tape CARtridge

Lib/UA Packaging New Cassette Sleeve

LOS ANGELES — Liberty/UA, which pioneered the long box tape packaging concept, is introducing a second generation packaging innovation.

It's called an "Eez-Ette," a sleeve-type cassette box patterned after an album jacket. The box is made of polystyrene, a rigid transparent thermoplastic.

Liberty will stop using its Ampex-styled cassette-box and begin shipping all product in the new Eez-Ette box, Sept. 1.

The company will launch the box with an 18-title catalog release of United Artists product.

The box allows greater graphics exploitation with a larger spine area for printing and easier identification. Liberty/UA also will begin color coding its cassettes to better identify product in the Eez-Ette, said Earl Horwitz, director of Liberty/UA tapes.

Liberty/UA cassettes will be coded in purple and white, jazz; red and white, rock; blue and white, film and Broadcast tracks; green and white, country; blue and white, middle of the road.

The box, which costs less to manufacture than the Ampex-styled box, will be shrink-wrapped.

Liberty/UA has no plans to alter the packaging concept for its 8-track line. Eight-track cartridges are being offered in slip-cases or in the long box (4 x 12).



LIBERTY/UA is introducing a new packaging concept called Eez-Ette.

Horwitz has not given up on the long box concept. He offers the 4 x 12 box at no extra cost to dealers, rack merchandisers and distributors. "It's still an able merchandising tool," he said, "and it's too early to give up on that concept."

To introduce Liberty/UA's Eez-Ette, Horwitz intends to give away samples at the National Association of Record Merchandisers (NARM) tape convention in Dallas, Sept. 20-23.

The box is being field tested in a few major markets with good response, Horwitz said. Liberty/UA first began working on the box in January, with the final design being the first in the U.S.

Ampex's Leisure Division Eyes Bright \$\$ Future

By BRUCE WEBER

(Ampex recently concluded a multimillion-dollar agreement with Atlantic and Warner Bros. for duplicating-marketing rights.)
—It has acquired the rights

to recordings of more than 40 independent producers.

—It has expanded and automated recorded tape production
(Continued on page 16)

LOS ANGELES—No matter which direction the economy takes in coming months, earnings prospects of Ampex's leisure/entertainment division looks brighter than those of most other companies in the tape field.

An industry executive skimming Ampex's annual report is likely to decide that the good news far outweighs the bad.

Those who attended the company's national sales meetings Thursday (6) and Friday (7) here at the Continental Hyatt House learned of Ampex's determination to solidify its position in the record-tape marketplace.

Firmly stated in the annual report were such salient facts, like:

—Ampex sales in the leisure/entertainment market (tapes and player equipment) rose to 24 percent of the company's total from 23 percent the year before. (Ampex's net sales and operating revenues for fiscal '70 were \$313,582,000.)

—Licensing agreements with various recording companies to manufacture and market tape versions of their disk products increased in the last year to include more than 60 individual record companies.

Polydor Beefs Up Tape Distribution

NEW YORK—Polydor Inc. has established a system of multiple distribution for its tape division, and has appointed six new tape representatives to cover the national market and to improve the day-to-day servicing of its tape distributors.

Sid Love, Polydor's national tape sales manager, said the move was designed to develop the full sales potential of his company's tape catalog, as well as offer better, more personal service to retailers of Polydor tape product.

The new appointees include Chuck Dondero for the California, Arizona and Nevada areas; Jerrey Denkers, Pacific Northwest and Rocky Mountain; Harold Pease, lower midwest; Vince Fsadni, upper midwest; Steve Cohen, southeast; and Bob Sheingold; northeast.

Polydor Tapes releases product from the Polydor Records pop and classical catalog on both 8-track and cassette tapes. It also distributes tape product on the Deutsche Grammophon and Heliodor labels.

Although the Polydor pop line on 8-track outsells its cassette counterpart by an estimated 8 to 1 ratio, DGG and Heliodor classical sales are almost totally cassette; and Love feels that with recent significant breakthroughs in the manufacture of prerecorded cassette product, cassette sales in pop product will equal or surpass that of 8-track.

He predicted that some of this change may be evidenced as early as the fall of this year if some Detroit automobile manufacturers decide to offer cassette auto units as optional extras as has been rumored.

Stressing that cassettes with their natural advantages of portability, compactness, fast forward and rewind have great potential as a consumer product, Love

blamed their apparently slow development on the early reluctance of many hardware manufacturers to produce adequate amounts of top quality merchandise for the consumer market.

Despite the current economic imbalance, Love is confident that the latter part of this year will bring winds of change for which the industry has been so anxiously waiting.

With this optimistic attitude, he is gearing his division to meet the expected forward thrust, and disclosed that many new tape marketing and merchandising plans are on the Polydor drawing boards.

Said he, "In spite of the soft economy our overall tape sales figures are up over last year's and we expect this trend to continue through the rest of the year."

DGG has just released its first three operas on cassette, and the company is working on plans to release a 70 cassette album on the complete works of Beethoven. Distribution of this product is scheduled for early fall along with releases by the Boston Pop and Boston Symphony orchestras.

Said Love, "We have a catalog of very strong and exciting material on both pop and classical for fall release, and we are gearing all our marketing and merchandising efforts in this direction."

However, the Polydor executive disclosed that it was unlikely that his company would utilize the long box concept for its prerecorded cassette product as this would frustrate the purpose of this configuration's existence.

He said, "One of the major charms and strength of the cassette is its compact size, and housing it in a long box would detract from this advantage."

...this is the story of a group named Sugarloaf, from a little mining town near Silver Creek, Colorado who are young in manhood and are married to rock's richest, most handsome sound.

QUESTION: can this group from a small mining town in the West find happiness in homes throughout the country?



TOWER OPENS RETAIL STORE IN LOS ANGELES

LOS ANGELES—Tower Records, three-store record-tape retail chain in San Francisco and Sacramento, is opening a store here.

Russ Solomon, president of Tower Records, is leasing about 9,000-square-feet on the Sunset Strip to build a store. It will open Nov. 1.

Bud Martin, executive vice president of Tower, said the new store will inventory records, tapes and accessories, with about 25-30 percent of the stock being tape.

Tower is demolishing an existing building on the 8801 Sunset Blvd. site, said Martin. Prior to Tower leasing the property, Muntz Stereo-Pak operated a franchise store on the location.

TR Records Inc., a wholly owned subsidiary of MTS Corp., parent company of TR Records and Tower Records, entered into the lease agreement. Solomon is president of MTS, TR Records and Tower.

YES!

The orphan group is finding happiness throughout the country.

Sugarloaf can be heard on radio stations everywhere from little mining towns to

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Belair Goes to Airwaves For Product Promo Push

LOS ANGELES — Belair is taking to the television airwaves to merchandise the first portable in its line combining AM-FM multiplex radio with an 8-track player.

The local hardware manufacturer has worked out an arrangement whereby its model 412 will be offered as a giveaway prize on seven TV shows this fall. The TV exposure marks the second consecutive year in which Belair has used this medium for merchandising its machines.

The unit, which retails for \$139.95, will be seen on the following shows: the daytime and evening versions of "Let's Make a Deal" (ABC), "Newlywed Game" (ABC), "It Takes Two" (NBC), "Concentration" (NBC), "Sales of the Century"

(NBC), and "Hollywood Squares" (NBC).

Estimated viewing audiences of these shows includes: 10 million for the daytime "Let's Make a Deal," 22.3 million for the evening counterpart; 6.8 million for "It Takes Two"; 7 million for "Concentration"; 7.8 million for "Sale of the Century," and 9 million for "Hollywood Squares."

"These shows were interested in using our product because it is in the tape field and they recognize how fast the tape market is growing," explained Ed Mason, Belair's president.

In addition to announcing the model on each show, Belair also receives a brief description of the unit from the show's announcer.

Multiplex stereo was added
(Continued on page 80)

Mfrs.' Headaches Mounting Up As Tape Piracy Goes Rolling On

By ELIOT TIEGEL

LOS ANGELES—A person calls a record company with an offer to inform on an illegal tape duplicator. The tip will cost the record company several thousand dollars.

Another person writes to a record company complaining that the tape he's bought sounds terrible. He wants a replacement.

Still another customer sends in a tape he charges is defective and requests a replacement. The tape has been illegally duplicated and the manufacturer refuses the "patron's" offer.

These are some of the situations which now confront record companies—all because of backyard duplicators who continue to operate blatantly and aggressively despite a growing

number of lawsuits filed against duplicators and retailers who are caught selling bogus merchandise.

"The people who go into illegal duplication are very blatant about it and they have looked into present laws," notes Bob Elliott, A&M's tape department manager.

A&M, like several other labels, has told its distributors that it will cut off its music if they—or their accounts—are caught selling bogus tapes.

A&M recently received a call from someone in New York informing the label that a shipment of illegal tapes was coming into the New York area. For a certain fee for his services, the caller would supply A&M with the name of an informer who could point the finger of guilt right at the illegal duplicator. For that service, there would be a greater fee demanded.

A&M choose not to accept the offer of information for cash, reveals Bob Fead, the company's national sales director. The caller was told that the company's legal department would get back to him.

"I was pretty unhappy when the guy called," Fead recalls. "I'm sorry it's gotten to the point where people are using the situation to make a fast dollar."

Several years ago A&M spent a considerable sum to buy illegally duplicated tapes as evidence. Now the company is willing to pay a requested increase in dues to the Recording Industry Assn. of America (RIAA) to help offset its legal costs against illegal duplicators. "We are willing to spend the additional money with RIAA or NARM to help come up with a workable solution to the problem," Fead said.

A&M turns over any evidence its field people send it to Henry Brief, the RIAA's executive secretary. Elliott also keeps Jimmy Schwartz, NARM's president, informed of illegal duplication activities.

Fead recalls going into a retail store in Washington, D.C. and finding illegally created tapes. In a discussion with the store owner, he claims, he was told: "If you don't like it, have your lawyer sue me."

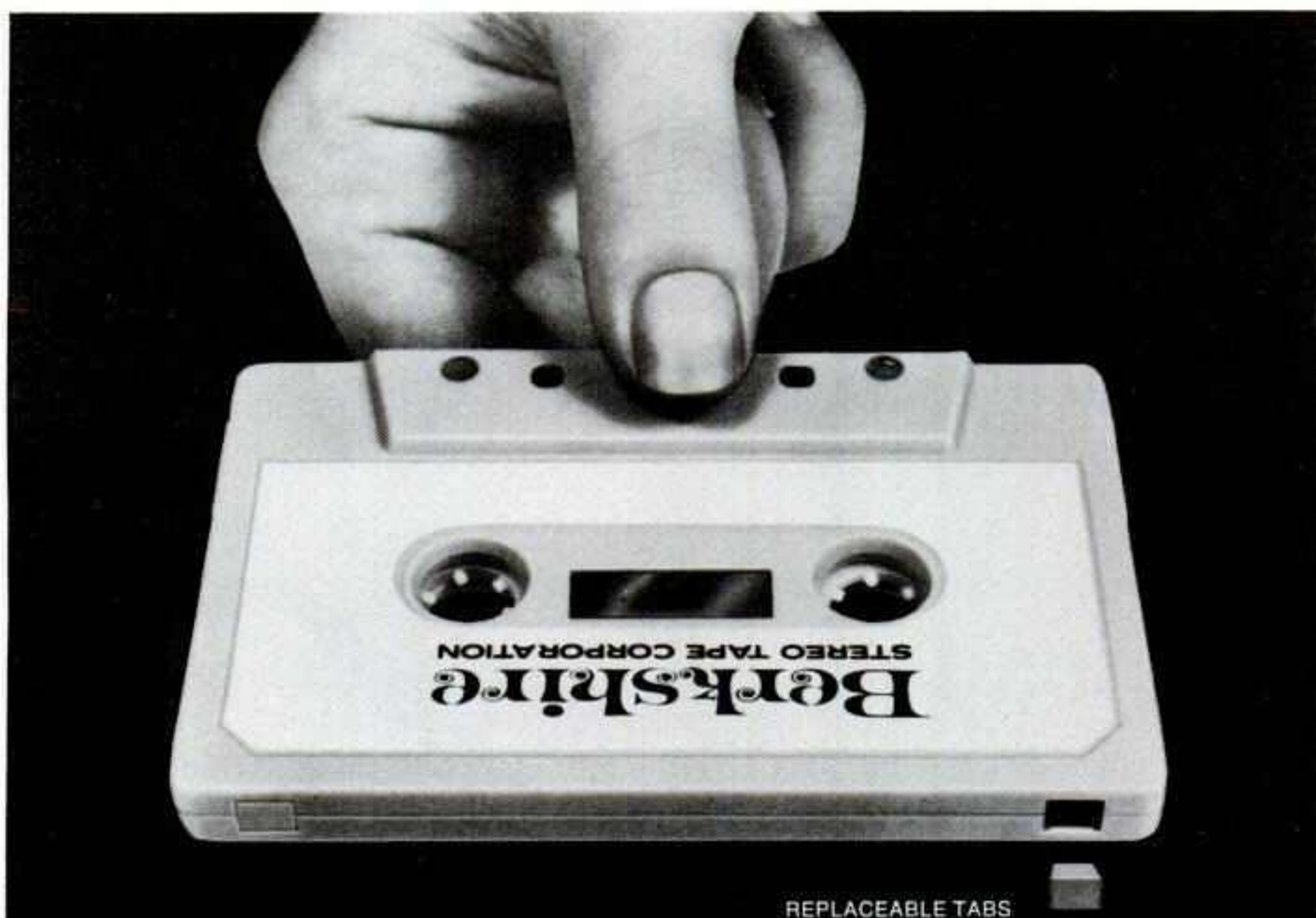
A&M has told its distributors—who sell both tapes and records, with Columbia custom duplicating the music—that it will "hold a very firm line" in not selling to companies which are found aiding illegal duplicators.

A&M's tape sales account for between 35 and 40 percent of the firm's dollar volume; but the label has no way of estimating how much business has been lost to unauthorized duplication.

The majority of the action is in the category known as piracy, not counterfeiting or bootlegging, points out Elliott. Counterfeiting involves forged artwork and packaging and the tape being presented as a genuine article. Piracy involves an illegally duplicated tape where there is no effort to re-create the original artwork and packaging. Bootlegging involves an illegal duplicator selling the authentic item. "Most of the action is in terms of piracy," Elliott points out, "but there is some counterfeiting."

An inordinate amount of illegal duplication occurs in California, but Elliott feels the practice is "levelling off." There is neither more nor less action.

Only phone calls with tips or letters requesting replacement tapes.



Replaceable tabs: The newest idea in blank cassettes... from Berkshire

Simplifies re-recording and erasing. Adds unlimited versatility and extends cassette usage.

Record. Remove the tabs. The material is permanent.

Replace the tabs. Re-record on part or all of the tape. Or, erase and store. It's that simple. Requires no special effort.

What's more, Berkshire replaceable-tab blanks feature high quality in both cassette unit and tape. Whether it's for music or non-music, excellent fidelity and durability are guaranteed.

Available in C-10, C-20, C-30, C-40, C-50 and C-60. Appropriately labeled. And priced right. In minimum quantities of 500. Private branding available in higher quantities.

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Berkshire STEREO TAPE CORPORATION

Ampex Eyes Bright \$\$ Future

• *Continued from page 14*

at the division's Chicago-area plant.

In short, Ampex strengthened its position by expanding its sources of music, intensifying its marketing efforts and further automating its production methods, according to the annual report.

Because of demand for its own catalog items, Ampex has undertaken only a limited amount of contract duplication for other companies. (There are more than 6,500 titles in the Ampex catalog in four configurations: Eight-track, cassette, 4-track and reel-to-reel.)

But Ampex is expanding its efforts in contract work. Because of automating recorded tape production, the company is seeking contract work as an increasing source of revenue.

Although it is broadening its contract (custom) capabilities, and it formed Ampex Records to strengthen the company's role in the music business, the largest part of Ampex Music Division (nee Ampex Stereo Tapes) sales is produced through contracts with record companies to manufacture and market tape versions of their disk products.

Beside its agreements with Atlantic/Atco and Warner Bros./Reprise, the report lists London, Deutsche Grammophon, Capitol, MGM/Verve, ABC/

Dunhill, Motown, among others.

In hardware, Ampex has improved its market position by expansion and diversification of its product line in cassette players/recorders.

The report notes that while the cassette contributes the major volume in the equipment market, demand exists for high quality open reel recorders, including tape decks for inclusion with high fidelity component systems.

To enhance its position in this market, Ampex has introduced a stereo deck, model AX-300; an AM-FM stereo multiplex receiver, model ASR-100, among others.

Judging from the company's latest reports, Ampex would seem to have a lot going for it.

TECHNICOLOR'S CARTRIDGE TV

LOS ANGELES — Technicolor Inc. is the latest company looking into the cartridge TV field.

At its annual stockholders meeting, William F. McKenna, board chairman, said: "Video-cassette is being carefully studied with no preconceived notions to hinder us in either hardware or software development."

Mobile Fidelity

LOS ANGELES—Mobile Fidelity Records is releasing two 4-channel tapes, one in Quad 8 and the other in reel-to-reel.

The two tapes, to be released Oct. 1, will be sound effects productions encompassing a potpourri of sounds. Distribution will be handled by Mobile Fidelity.

Brad Miller, president of the production-record company, is making a series of quadrasonic tapes to be used as samplers by hardware manufacturers. (Billboard, Aug. 1.)

Thomas Organ Sets Courses via Cassette

LOS ANGELES — Thomas Organ Co., manufacturer of musical instruments, is programming musical instruction via pre-recorded cassettes.

The company offers two organ courses, "The Magic of Music" and "The Lawrence Welk Course," utilizing Bell & Howell players/recorders and instructional cassettes.

One course uses three cas-

ettes, while the Welk series consists of four cassettes. All programs are on a C-60 tape.

Programming material is prepared by Zeb Billings Music Publishing Co., which coordinates the organ lessons with Thomas Organ.

Byron Melcher, executive with Thomas Organ, feels the musical instrument dealer can participate in the growth of the tape industry by marketing the instructional program.

All of Thomas Organ's equipment has provisions for cassette input, Melcher said. Pre-recorded cassettes can be played through the organ speaker system, and earphones allow the organist to practice silently by eliminating the instrument's sound system.

The company is beginning to work with schools via its educational department and independent music teachers to explain its organ-cassette program. Melcher sees great potential in cassette music instruction at the educational level for organs and other instruments.

The company's education division is working on a school music program utilizing cassettes, Melcher said. Also planned are promotional campaigns at the dealer and consumer level for the organ instructional series on cassettes.

Thomas Organ has put together a 5 minute cassette sampler package as a means of acquainting them with the cassette courses.

Audio Magnetics Sets 3 New Reps

LOS ANGELES — Audio Magnetics, cassette, cartridge and reel-to-reel tape manufacturer, has appointed three manufacturer representatives.

Named were Sam Srour & Associates, Kenilworth, Md., which will cover Maryland, Virginia, North Carolina and Washington, D.C.; Olson Sales, San Mateo, Calif., which will cover Northern California, and Jerry Landis, of Cleveland, who will cover Ohio.

The representatives will carry a complete line of blank tape

ANGEL CUTS CASSETTE TAB

LOS ANGELES — Capitol Records has reduced its cassette price on all Angel and Melodiya/Angel classical product from \$7.98 to \$6.98.

The price reduction for cassette titles is the first announced in the industry.

products, including cassette, cartridge and reel, according to Ray Allen, sales vice president of Audio Magnetics.

BEST SELLING Billboard Tape Cartridges

8-TRACK

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	WOODSTOCK Soundtrack, Cotillion 3-500 & Ampex T85 NN	9
2	3	DEJA VU Crosby, Stills, Nash & Young, Atlantic TP 7200 & Ampex 87200	20
3	6	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy 88402 (Ampex)	3
4	2	LET IT BE Beatles, Apple 8XT R 8001	10
5	9	BLOOD, SWEAT & TEARS 3 Columbia CA 30090	4
6	4	CHICAGO Columbia 18 B0 0858	25
7	8	CLOSER TO HOME Grand Funk Railroad, Capitol 8XT 471	6
8	7	ABC Jackson 5, Motown 8-1709	5
9	5	MCCARTNEY Paul McCartney, Apple 8XT 3363	13
10	11	LIVE AT LEEDS Who, Decca 6-9175	8
11	12	ISAAC HAYES MOVEMENT Enterprise EN 81010	9
12	13	SELF-PORTRAIT Bob Dylan, Columbia C2A 30050	5
13	10	GREATEST HITS Fifth Dimension, Soul City 9030	10
14	—	TOMMY Who, Decca 62500	3
15	14	IT AIN'T EASY Three Dog Night, Dunhill 8023 50078 & Ampex 85078	10
16	16	GET READY Rare Earth, Rare Earth 507	9
17	19	HENDRIX BAND OF GYPSYS Jimi Hendrix, Buddy Miles & Billy Cox, Capitol 8XT 472	10
18	—	JOHN BARLEYCORN MUST DIE Traffic, United Artists U8216	1
19	17	TEN YEARS TOGETHER Peter, Paul & Mary, Warner Brothers 8WM 2552	6
20	18	STAPPENWOLF LIVE Dunhill 8023 50075 & Ampex 85075	14

CASSETTE

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	WOODSTOCK Soundtrack, Cotillion 3-500 & Ampex T55 NN	9
2	1	LET IT BE Beatles, Apple 4XT C 2001	10
3	5	DEJA VU Crosby, Stills, Nash & Young, Atlantic 57200 (Ampex)	17
4	3	CHICAGO Columbia 1610 0858	21
5	10	BLOOD, SWEAT & TEARS 3 Columbia CT 30090	4
6	9	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy 58402 (Ampex)	2
7	6	LIVE AT LEEDS Who, Decca 7-39175	6
8	7	ABC Jackson 5, Motown 75709	5
9	11	CLOSER TO HOME Grand Funk Railroad, Capitol 8XT 471	6
10	8	SELF-PORTRAIT Bob Dylan, Columbia C2T 30050	4
11	—	TOMMY Who, Decca 7-32500	1
12	12	GREATEST HITS Fifth Dimension, Soul City C 1030	9
13	4	MCCARTNEY Paul McCartney, Apple 4XT 3363	12
14	14	GET READY Rare Earth, Rare Earth 507	9
15	13	IT AIN'T EASY Three Dog Night, Dunhill 5023 50078 & Ampex 55078	8

Billboard SPECIAL SURVEY For Week Ending 8/15/70

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ATTENTION: Rack jobbers, radio stations, chain stores, record stores, record dealers, distributors, discotheque operators, one stops, juke box operators

Gotcha covered.

Wherever you are, you're within reach of one of the four total-service representatives you see below—and we're proud to introduce them to you. We're also proud of the service they perform. They're experienced generalists in a field of specialists. They understand the record business.

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Julio Aiello
Western Region
213-659-2090



John Hager
Midwestern Region
414-464-4332



Dave Smith
Southern Region
214-252-5211

Ampex Manual Aims at Dealer

CHICAGO — Although Ampex's 165-page, 4½-lb. "Sound Idea Manual" seems like the last word in helping retailers sell

tape equipment, it is only the foundation of an on-going dealer support program keyed to current economic conditions, ac-

ording to Lawrence Pugh, Ampex consumer equipment marketing manager.

The manual, dealer training, fair trade support in all but 16 states, merchandise display fixtures, promotional "closer" items, doubled business paper advertising efforts, and display showrooms here, in Los Angeles and soon in New York are all part of the program.

"The electronics industry is not booming at this point. Many electronic categories are down and look for only a break even in 1970 sales. The retailer, however, can look to tape recorders as the best profit opportunity in consumer electronics—no other category can anticipate the 50 percent sales increase forecast in 1970 for cassette or the nearly 20 percent increase expected

for all types of tape equipment." The huge manual now being distributed by Ampex salesmen covers a multitude of areas: the market, basic inventories, designing sales areas, recruiting and training sales help, managing money, store security, inventory control, eight ways to stimulate sales, special store services, seven advertising formulas, selling pre-recorded tape and blank tape, selling accessories, record keeping and control forms.

Essentially, Pugh hopes to help retailers confront the confusion and marketing uncertainty of the tape equipment business. He defines five problem areas: a proliferation of manufacturers; an ever increasing variety of equipment; confusion stemming from various software configurations; a preponderance of low end equipment requiring sales knowledge and time without compensating profit margins; a lack of sales training and merchandising programs.

"The manual is not geared for the small retailer anymore than it is geared for the mass merchandiser—it's very basic. There are things in every chapter that the small retailer can do," he said.

Basically, Pugh thinks that selling tape recorders is quite different than selling television or small appliances.

Inside the manual is yet another manual Ampex published some time ago as a primer for retail sales people. The 40-page smaller manual tells retailers how to set up sales situations by asking basic questions: Who is the tape recorder for? What use is required? Is the prospect interested in music, business, school work? What price range is being considered? Is size important?

Techniques covered in the manual will be augmented through Ampex's on-site sales training under the direction of Bill Cawfield. Regional seminars are also planned, Pugh said. Distributors are also important in carrying through the program, he points out.

"We are also offering a complete store fixture program with fixtures designed by professionals in that field in conjunction with Ampex."

In terms of promotion items, Pugh discussed one involving a cassette carrying caddy that will be offered free with a stereo recorder. The caddy holds 24 cassettes. Another of what he calls "closer deals" involves a special price on \$28 worth of pre-recorded cassettes plus a caddy for \$10.95 with the purchase of any type of Ampex unit.

"We feel that 1970 is the year when retailers need all the help we can offer," he said, in referring to Ampex's plans to put its advertising punch behind local and regional advertising. "I don't want to be interpreted as knocking national advertising, it's just that our plan fits in better with our total approach to dealer support."

Part of the approach also ties in with Ampex's dual distributing patterns which is a combination of one-step and two-step. Pugh points out that he has had experience "both ways" and feels that Ampex's plans to sell direct in 10 major markets and through two-step in all others is a logical approach.

Ampex is also involved in supporting fair trade in all but 16 states, he pointed out. "Dealers need to make a profit," he stated. "If they sell at the lowest prices they will make a 30 to 40 percent profit under fair trade—

(Continued on page 80)



Introduces a superb new medium for magnetic recording . . .

BASF CHROME-TAPE™

Unique chromium-dioxide tape for audio, cassette and video products

- Lower noise than iron oxide tapes
- Higher sensitivity with lower print-through
- Ultra-high frequency response
- Wide dynamic range at slower recording speeds
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Liberty-UA

SHIRLEY BASSEY—Is Really Something; (B) U-8217, (C) K-0217
JAY AND THE AMERICANS—Capture the Moment; (B) U-8219, (C) K-0219
RAPHAEL—Corazon, Corazon; (B) U-8221, (C) K-0221
CANNED HEAT—Future Blues; (B) 9060, (C) C-1060
DENNIS YOST & THE CLASSICS IV—Song; (B) 9068, (C) C-1068
JACKIE DeSHANNON—To Be Free; (B) 9079, (C) C-1079

JIMMY McGRUFF—Electric Funk; (B) 9080, (C) C-1080

FRANCIS LAI AND HIS ORCHESTRA MOTION PICTURE SOUNDTRACK—Love Is a Very Funny Thing; (B) U-3040, (C) K-9040

ORIGINAL MOTION PICTURE SCORE—The Hawaiians; (B) U-3041, (C) K-9041

ORIGINAL MOTION PICTURE SCORE—Ned Kelley; (B) U-3042, (C) K-9042

ORIGINAL MOTION PICTURE SOUNDTRACK—The Landlord; (B) U-3043, (C) 9043

ORIGINAL MOTION PICTURE SCORE—Cotton Comes to Harlem; (B) U-3044, (C) 9044

FREDDY ROBINSON—Black Fox; (B) 9074, (C) C-1074

FANTASY; (B) 9081, (C) C-1081

GRT

SUN

JOHNNY CASH—Original Golden Hits Vol. 1; (B) 8074-100 V, (C) 5074-100 M

JOHNNY CASH—Original Golden Hits Vol. 11; (B) 8074-101 V, (C) 5074-101 M

JERRY LEE LEWIS—Original Golden Hits Vol. 1; (B) 8074-102 V, (C) 5074-102 M

JERRY LEE LEWIS—Original Golden Hits Vol. 11; (B) 8074-103 V, (C) 5074-103 M

JOHNNY CASH—Story Songs of the Trains & Rivers; (B) 8074-104 V, (C) 5074-104 M

JOHNNY CASH—Get Rhythm; (B) 8074-105 V, (C) 5074-105 M

JOHNNY CASH—Show Time; (B) 8074-106 V, (C) 5074-106 M

JERRY LEE LEWIS—Rockin Rhythm & Blues; (B) 8074-107 V, (C) 5074-107 M

JERRY LEE LEWIS—The Golden Cream of Country; (B) 8074-108 V, (C) 5074-108 M

BILL JUSTUS—Raunchy; (B) 8074-109 V, (C) 5074-109 M

CHARLIE RICH—Lonely Weekends; (B) 8074-110 V, (C) 5074-110 M

CARL PERKINS—Original Golden Hits; (B) 8074-111 V, (C) 5074-111 M

CARL PERKINS—Blue Suede Shoes; (B) 8074-112 V, (C) 5074-112 M

ROY ORBISON—The Original Sound; (B) 8074-113 V, (C) 5074-113 M

JERRY LEE LEWIS—A Taste of Country; (B) 8074-114 V, (C) 5074-114 M

JOHNNY CASH—The Singing Story Teller; (B) 8074-115 V, (C) 5074-115 M

VARIOUS ARTISTS—Original Memphis Rock & Roll, Vol 1; (B) 8074-116 V, (C) 5074-116 M

THE GENETRYs; (B) 8074-117 V, (C) 5074-117 M

JOHNNY CASH—The Legend; (B) 8074-118 N, (C) 5075-118 N

JERRY LEE LEWIS—Original Golden Hits 1 & 11; (B) 8074-1203 N, (C) 5074-1203 N

RCA

RCA

DANNY DAVIS & THE NASHVILLE BRASS, Christmas With; (B) PBS-1605, (C) PK-1605

ED AMES—Christmas is the Warmest Time of the Year; (B) PBS-1607, (C) PK-1607

Griffiths Calls for Big Tape Awareness Push

LONDON—A call for all segments of the tape industry to combine in an all-out campaign to increase public awareness of the cassette and cartridge systems has been made by G. E. Griffiths, director and general manager of the Crawley, Sussex, company Hellermann Data Packaging Ltd., which makes cassette and cartridge cases.

Said Griffiths: "The general public is totally unaware of tape. It should not be beyond the imagination of the industry to get together to finance a massive publicity campaign to promote the whole concept of tape as a sound carrier."

Griffiths, whose company is a subsidiary of the Data Packaging Corp. of Cambridge, Mass.,

U.S.A., said his company had produced more than two million cassette cases since starting operations in February, but at present 60 percent of production was going abroad.

He said there was a resistance to tape in Britain on the part of retailers and this could be broken down if public awareness of cassettes and cartridges could be increased.

He suggested that tape manufacturers, cartridge and cassette case manufacturers, record companies, tape companies, music publishers and player manufacturers should all combine in a \$500,000 publicity campaign to promote prerecorded tape. "Such a campaign," he said, "would benefit all sections of the industry."

BASF Systems Citations—'Millionaires Club' member

BOSTON, Mass. — BASF Systems, Inc., has awarded its "Rep of the Year" citation to LCA Sales, Inc., of Tuckahoe, N.Y. The presentation was made at BASF's annual sales meeting held recently in New York City.

In making the presentation Gerard Berberian, national sales manager for BASF Systems, noted that LCA Sales had returned enough orders for BASF recording tape products during the past fiscal year to be named a member of the BASF "Millionaires Club."

Stressing that the record volume resulted from a strong team effort on the part of the entire LCA organization, Berberian presented a watch to each member of the firm's staff.

Recipients included Paul Nichols, Bob Sargent, Joel Schwartz, Howard Levy, Sol Goldstein, John Picciallo, Roy Usilton and Austin Gutman.

BASF products handled by LCA Sales include a broad line of open-reel tapes, cassettes, cartridges, accessory kits and other recording products.

Norelco Tapes by Liberty/UA

LOS ANGELES — Liberty/UA will create three demonstration cassettes for Norelco for the second straight year. The company's custom entertainment division is creating the tapes featuring music from the Liberty/UA library with copy provided by the hardware manufacturers.

Last year Liberty/UA created seven cassette demos for in-store use by dealers and distributors.

One side of the new tape features material by Vikki Carr, Bobby Goldsboro, Jackie DeShannon, Classics IV, among others. The other side is blank for the dealer to demonstrate the recording characteristics of the model 1530, 1320 and 1570 players.

By-Buk Offers Splice/Cuer

LOS ANGELES—By-Buk Co. is introducing a splice/cue-labeled Q-Splice—for splicing and cueing 8-track cartridges.

The Q-Splice is a foil-Mylar laminate, one mil thick, precision die cut in a rhomboidal configuration. The die cut is mounted half on a protective liner paper and half attached to a carrier paper used for handling during application.

The product is packaged in 5,000 unit rolls. By-Buk is offering a benchtop dispenser.

LOOKING
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Radio Sales Company?
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on page 32 of the
BILLBOARD
International 1970
Tape Directory

NEW FROM LeBo



22" x 11 1/4" x 6 3/4"

#TA-105

SUPER DELUXE HOME STORAGE CABINET

The newest in home tape storage. Smartly styled like a fine speaker. Walnut grained all wood lock-corner construction. Holds 44 stereo cartridges.

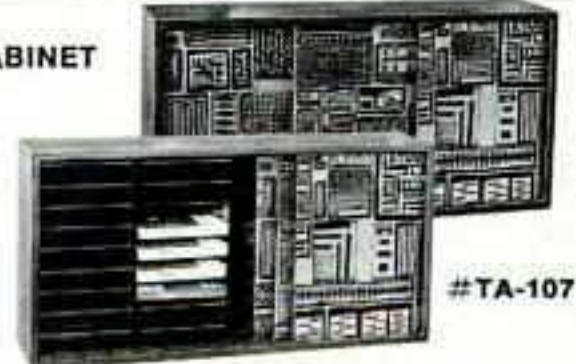
SUGGESTED LIST PRICE \$29.95



DELUXE CASSETTE STORAGE CABINET

- Walnut grained all wood lock-corner construction, sliding doors
- Holds 36 cassettes
- 19" x 4 1/2" x 9 3/8"

SUGGESTED LIST PRICE \$19.95



DELUXE CARTRIDGE STORAGE CABINET #TA-106

- Walnut grained all wood lock-corner construction, sliding doors
- Holds 35 stereo cartridges
- 21 3/4" x 7" x 8 1/8"

SUGGESTED LIST PRICE \$19.95

LE-BO PRODUCTS CO., INC., 71-08 51st AVE., WOODSIDE, N.Y. 11377

when answering ads . . .

Say You Saw It in Billboard

No. 1024

Store a library of listening pleasure in one tape case

Here's the ideal way to store 4- and 8-track tapes. This attractive case has 24 individual compartments to provide maximum protection for each cartridge. There's no better way to keep them safe from dust and scratches. Deluxe features include padded lid, twin latches and heavy plastic handle. The interior is fully lined. Outside is covered with rich blue or black plastic-coated, moisture-resistant material. Economically priced at \$8.95 retail.

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

For Music "On-The-Go!" **Ampak**

Talent

Sly & Family Stone Move 'Right On' With Concerts

CHICAGO—Sly & the Family Stone concert dates are not being canceled as a result of the act's involvement here July 27 in a concert-turned-riot, according to people close to the group. An indoor Hamilton, Ont., Canada, concert Aug. 2 was "sold out" and concerts in St. Louis and Cincinnati prior to a European trip in mid-August are still solid (though festivals where the act was to have appeared in Connecticut and New York have been called off).

Mrs. Neal Ames, wife of the act's road manager, reached by phone in Los Angeles, said Sly and the group were "dumb-founded" when they arrived there. "There have been bad vibrations that some people blame Sly for what happened which just isn't the case." She

confirmed that four members of the group were inside Grant Park and that police stopped Sly and two other members a few blocks from the concert where he would otherwise have arrived 30 minutes early.

Murphy Dunne, local coordinator of other festivals that were held here without incident, agrees that the riot was triggered intentionally. He was bringing Sly and the two other members to the event. "One woman showed up with a battery-powered hedge trimmer wrapped in a Wiebolts' shopping bag." He said, "The rioters went for the PA system right away. There must have been some organized effort."

At press time, officials here were studying the possibility of a Grand Jury investigation as the first of 165 persons arrested appeared in courts.

Atlanta Group Packages Tour

ATLANTA — Attarrack-Heller management company and Bill Lowery have announced the packaging and booking of "Together," a show featuring Tommy Roe, Billy Joe Royal, and Joe South.

The show will be a week long premiere engagement at the Greek Theatre in Los Angeles, Aug. 17-22. This will mark the first time that the three have appeared together on the same stage since having achieved recording recognition.

Dennis Yost and the Classics IV and Linda Ronstadt will be joining Roe, Royal and South as the special guest stars.

Orchestration will be provided by the 25-piece Greek Theatre Orchestra, with arrangements of Ted Stovall, Emory Gordy and Butch Parker.

Campus Artist Sets Talent Concept, Ltd.

NEW YORK — Talent Concept, Ltd., has been formed by Campus Artist Consultants to represent artists in performing, writing, directing and other areas.

The first artists with the new firm are Town Traffic, based in Eau Claire, Wis., whose first Pan Records single, "Shadow Woman" and "Loves a Habit," is due later this month; Tomme Taylor, a contemporary blues singer; and vocalist Sue Locke.

Kristofferson to Debut in N.Y.

NEW YORK—Kris Kristofferson, singer-composer, will make his New York club debut at the Bitter End Wednesday (19). Prior to his New York appearance, Kristofferson played an engagement at the new Troubadour, San Francisco.

His first album, "Kristofferson," which includes many of his own compositions, was recently released on Monument Records.

Hyland Sets Own Publicity Firm

NEW YORK—Michael Hyland, formerly at Gifford-Wallace and Mary Jane Public Relations, has formed his own PR firm, the Michael Hyland Co. The firm was originally established to handle promotion, publicity and public relations for many new artists on the Atlantic, Atco and Cotillion labels.

Located at Box 119, Kingsbridge Station, New York, N.Y. 10463, the new firm has affiliated offices in Los Angeles and London. Hyland's background also includes radio work and a rock column for the Schenectady (N.Y.) Gazette.

Brothers Four Cut Disks in Japanese

NEW YORK—The Brothers Four, Fantasy Records artists, are cutting two songs in Japanese for release coincidental to their upcoming Japanese tour. They begin their tour of Japan in mid-August with a concert at the Osaka World's Fair.

Talent In Action

JETHRO TULL CACTUS

Fillmore East, New York

With its usual enjoyable potpourri of humor, outlandish garments, goodwill and some really fine musical sounds, British recording artists, Jethro Tull, transformed a near-capacity Fillmore audience into a turned-on phalanx of near delirious Baalists at a one-night concert Aug. 5.

The Reprise recording group which shared the stage with the newly formed Cactus, dispensed a brand of musical religion that was at once funny, serious, atrocious, enjoyable and deeply musical.

Looking like a medieval Rasputin, lead singer, flautist, director, jack-of-all-instruments, Ian Anderson, led his flock through a profoundly soul-searching selection of tunes that included, "My God," "Society You're a Woman," "With You There to Help Me" and "To Cry You a Song."

Anderson, like the other members of his group, is, beneath the facade of superficiality, a deeply musical person with a strong inclination toward classical sounds, a trait which is apparent in almost all the group's numbers.

Cactus, Atco Records, on the other hand, is a diversified outfit that defies labels. This four-member spinoff of the old Vanilla Fudge has really learned from its past mistakes, and now blends some original and creative arrangements with strong, clear vocals which should keep them among the chart-riding favorites.

RADCLIFFE JOE

DIANA ROSS

Now Grove, Los Angeles

"Reach out and touch someone," Miss Ross sang and that one song dramatizes her effect on audiences as a solo performer. She gets to them in a forceful, "Right On, Black is Beautiful" style.

Her debut program here July 30 is the same show with which she recently performed at the Frontier in Las Vegas. In her local appearance she demonstrates that she has emerged as a well rounded pop vocalist.

The strength and clarity of her voice is clearly heard, uncluttered or covered by the "ooh-aahs" of previous experiences. She holds notes nicely when that is required as on the closing of "Mame."

Her act is loaded with material and there are eight costume changes and two male dancers to help with the action during off stage moments. Three girl vocalists (called the Black Berries) add little shouting riffs and fills, with "Ain't No Mountain High Enough" a fast workout for all the voices.

Miss Ross' own very funny version of "Is That All There Is" (combined with bobs and weaves) was a good contrast in her ability to be light and then move into "Somethin's On My Mind," a love song which she did with a lot of soul. In offering a medley of Supremes hits she rekindled memories, and when she did "Doin' What Comes Naturally," it was a sexy, soulful experience. Her version of "My Man" was superbly tender and meaningful. The 30-piece George Rhodes orchestra, led by her director Marvin Laird, grooved right along.

ELIOT TIEGEL

BUCK OWENS

Nugget, Sparks/Reno

Looking more confident and relaxed than ever, Buck Owens brought his all-new show to the Nugget in Sparks/Reno for a two-week run starting last July 30. Together with the Buckaroos, the Hagers, Susan Raye and Buddy Alan, Owens knocked out a capacity (750) crowd with a collection of uptown country music offerings that included, along with a medley

of his biggest hits, a preview of a new kind of Buck Owens' song—"I Wouldn't Live in New York City If They Gave Me the Whole Dang Town," a protest tune that Owens wrote and which he plans to record for Capitol next month.

Opening the show was the Buckaroos, Buck's tight-knit instrumental and vocal group. Jim Shaw, playing the electric piano and organ, was a newcomer to the group. The Buckaroos turned things over to Buddy Alan, Buck's 22-year-old son, who showed a distinct country/rock influence with his rendition of the Creedence Clearwater song, "Lodi." The Hagers, a pair of highly talented singer/comedians, followed and then came Buck's new singing discovery, Susan Raye. Miss Raye is cut out of the authentic country mold and her songs, especially "Get Together," were greeted with enthusiasm by the predominantly middle-aged crowd. Owens, at 40, is at the height of his career. His professionalism and ease on-stage is quite evident and his voice is better than ever. There's a touch of the "Hee Haw" in his humor, especially in some skits with Doyle Holly. The show, which lasts for more than an hour, contains more entertainment and pleasure than any nightclub audience could ask for.

RON TEPPER

BUSH

Ungano's, New York

Bush, a solid Canadian group, had a strong opening at Ungano's Aug. 3 despite some microphone problems. The quartet, which records for Dunhill, has a good lead vocalist in Ron Kenner plus excellent instrumental work with guitarist Don Troiano and drummer Pentti J. Glan. Troiano also is a vocal asset as is bass guitarist Prakash (his only identification). Prakash also was steady on bass.

The unit turned to their fine debut album on Dunhill for much of their material, including "Backstage Girl" and "Younge Street Patty." A rock unit with blues influences, Bush also has a slightly Latin flavor partly through Kenner on conga drums and a cowbell-like attachment to Glan's drums.

"Repossession Blues" gave Kenner on vocals and Troiano on guitar ample opportunity to shine. Troiano had a good vocal in "I Can Hear You Calling," which is on the album. Bush appears to have a bright future indeed.

FRED KIRBY

JANIS JOPLIN PAUL BUTTERFIELD

Forest Hills, N.Y.

There was too much of the Butterfield Blues Band and too little of Janis Joplin at the Forest Hills Stadium Aug. 2. Elektra's Paul Butterfield was masterful as usual, giving some fine electric harmonica solos. His band throbbed nicely on blues numbers, but dragged on through some very routine rock, which made his interminable set seem even more interminable.

Miss Joplin, who records for Columbia, gave the audience all of her image, some of her singing, and very little of her time. With her new backing group, Janis Joplin's Full Tilt Boogie, she gave a scanty hour-long set, padded with pauses and fairly aimless raps. Miss Joplin did her best to entertain, bouncing around in a costume artfully designed to be modest and obscene at the same time. The image was foremost: the frankness, the Southern Comfort, the sexuality. But image or no, Miss Joplin can sing. She can squeeze a note until it cries back at her, and then drop it and let it die. You can watch, and doubt, but you have to listen and believe.

NANCY ERLICH

(Continued on page 30)

Signings

Irene Reid, formerly with Count Basie, cut her first Polydor album at the Electric Lady Studios, Greenwich Village. It and a single are due for release next month. . . . Honk, a two-man rock group,

to Amaret, as well as signer Gil Bernal. . . . Second Coming, a nine-piece group, signed with Mercury, where Robin McBride is producing their initial album. . . . The Robert Patterson Singers re-signed with United Artists. . . . A&M's Humble Pie to Dee Anthony of Bandana Enterprises for worldwide representation. . . . Jimmy Bee and Four Trees to Kent. . . . Trella Hart joined Capitol, where "Two Little Rooms" is her debut disk.

Julius La Rosa signed with Metromedia, where "Being Alive" is his first single. . . . Song, a West Coast group, joined MGM with "Like We Were Before" as their first pressing. . . . Herbie Hancock, Judy Mahan and Black Oak to Professional Talent Associates of Los Angeles. . . . Rosemary Clooney and Clara Ward & Her Gospel Singers signed with Starday/King. . . . Jonathan Stewart, 16-year-old composer-singer, to Ken Greengrass Enterprises. Jimmy Webb, formerly with Dunhill, joined Reprise, where "Confessions in a Photo Booth" will be his first album. . . . Peggy Lee re-signed with Capitol. . . . Vera Lynn to Rod McKuen's Stanyan Records. Comic Murray Roman to RCA. . . . Thomas Kaye signed to Wes Farrell's Pocket Full of Tunes as a writer. Farrell and Charlie Brown will produce his initial album as an artist. . . . Tony Rush and Novelty, a six-man rock group, to Ken Capurso Productions for management. For recording, Novelty joined Poison Ring Records, while Rush joined Heather Productions. . . . Millie Vernon signed a personal management contract with Ralph Watkins, former owner of Basin Street.

Gordy to Chair Joe Louis Salute

NEW YORK—Barry Gordy, Jr., president of Motown Records, will be the honorary chairman of the "Salute To The Champ, Joe Louis" tribute scheduled for Wednesday (12) in Detroit's Cobo Hall. The event will be a fund-raising entertainment show with all proceeds going to aid the former heavyweight champion, who is in Denver Veteran's Hospital suffering an emotional disorder.

Bill Cosby will emcee the show which will feature the Jackson 5, the Four Tops, Mahalia Jackson, B.B. King and Redd Foxx. Musical director is H. B. Barnum.

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DOMESTIC

CHICAGO

American Tribal Productions held a benefit for the United Nations World Youth Assembly July 17 which featured A&M **Blodwyn Pig**, Happy Tiger's **Mason Proffit**, **Corky Siegel's Happy Year Band**, **Steed's Illusion**, and several others. . . . Tribal also had Kama Sutra's **Sha Wa Na**, Polydor's **Amboy Dukes**, and **Commander Cody** and the **Lost Planet Airmen** for one show July 24. . . . Columbia's **Tom Rush** was recently at the Quiet Knight. . . . Scepter's **Dionne Warwick** set for Ravinia Wednesday (29), with Cadet's **Ramsey Lewis Trio** two nights after. . . . Capitol's **Band** played one concert at Triton in River Grove, Ill., for its Cultural Arts Series. . . . Capitol's **George Shearing Quintet** in the midst of a three-week engagement at the London House. . . . King's **James Brown** gave two shows July 25 at the Auditorium Theater. . . . 22nd Century brought in Uni's **Neil Diamond** for two shows at the Civic Opera House July 25. 22nd also has Warner Bros. **James Taylor** upcoming in mid-August. . . . Mercury local promotion man **Mike Conweysner** dressed in a toreador suit while taking "Carmen" around to various stations to plug Mercury's "The Naked Carmen" LP. . . . **Count Basie's Orchestra** gave a free concert at the Old Orchard Shopping Center in Skokie. . . . The Scene in Milwaukee had Epic's **Catfish** in July 22-23 and has booked Warner Bros.' **Small Faces** for Aug. 9. . . . **Sergio Franchi** and **Joan Rivers** headline at the Mill Run Theater through Sunday (2). . . . A group from Fargo, N.D., called **Overland Stage** has signed with Warner Bros. Records. Independent producers **Frank Rand** and **Bob Destocki**, who scored with the **Ides of March**, are preparing to work with the group for a projected release date in December for an album.

The **Syndrome**, a new rock house headed by **Dick Gasson** of 22nd Century Productions, is expected to reopen in early September. The Syndrome, formerly the Kinetic Playground, is undergoing vast remodeling. Gassen has completed a deal with **Howard Stein** of the Capitol Theater in Port Chester, N. Y., to suggest lighting ideas and bring in top talent. Booked for the Labor Day weekend is Columbia's **Chicago**. . . . American Tribal Productions will have Stormy Forest's **Richie Havens** and Capitol's **If** headlining August 14 at the Aragon Ballroom. The Aragon show on July 31 was canceled after the riot at the **Sly and the Family Stone** concert earlier in the week at Grant Park. . . . 22nd Century is presenting Warner Bros. **James Taylor** and Polydor's **Country Funk** for one show at the Auditorium Theater Sunday (16). . . . Warner Bros. **Association** and Reprise **Gordon Lightfoot** were in town recently as of separate promotion tours. Lightfoot displayed a broken hand which resulted from an ill-fated karate demonstration. . . . **Lou Donaldson**, **Gene Ammons**, **Sonny Stitt**, **Charles Earland** and **Jimmy McGriff** gave a jazz concert recently in the Auditorium Theater. . . . Columbia's **Janis Joplin** and Happy Tiger's **Mason Proffit** played August 5 at Ravinia in Highland Park. Two days later Electra's **Judy Collins** entertained.

GEORGE KNEMEYER

NEW YORK

Polydor's **Tony Williams Lifetime** completes a return nine-day engagement at Ungano's Saturday (15). . . . Columbia's **Eloise Laws** headlines Chicago's Mr. Kelly's, Nov. 9-21. She has another "Merv Griffin Show" date Tuesday (18). . . . United Artists' **Pat Cooper** plays Cleveland's Music Carnival Friday (14) through Sunday (16).

He also plays the Warwick (R.I.) Music Theater, Sept. 10-12. . . . Columbia's **New York Rock Ensemble** appears at Beavers College, Pa., Wednesday (12) and Thursday (13); Chicago's Aragon Ballroom, Friday (14), and Oberlin College, Thursday (20). . . . **Julie & Roy Rifkind**, owners of Spring and Event Records and heads of Guardian Management and Guardian Productions, succeed **Bill Miller** as producers for Las Vegas' International Hotel.

A&M's **Procol Harum**, Vanguard's **Country Joe**, and Rare Earth's **Too Fat** play Bill Graham's Fillmore East Friday (14) and Saturday (15). Slated for Friday (21) and Saturday (22) are Warner Bros. **Youngbloods**, Atco's **Blue Image** and Columbia's **Tim Hardin**. . . . The Louisiana State Senate has passed the "Al Hirt Bill," which makes it a criminal offense in that state for anyone to "intentionally" throw something to harm someone in a parade. The bill resulted from Hirt's being hit by a brick during his participation in the New Orleans Mardi Gras festival. . . . Atco's **Livingston Taylor** appears at Los Angeles' Troubadour through Sunday (9), followed by six days at San Francisco's Troubadour beginning Tuesday (11). He appears at the Philadelphia Folk Festival Aug. 28-30.

Monument's **Kris Kristofferson** open a one-week stand at **Paul**

Colby's **Bitter End** Wednesday (19). . . . Interface, which designs, manufactures and promotes Tonus Arps, synthesizers, has established offices at 1841 Broadway. . . . Senator **George McGovern**, South Dakota Democrat, recently hosted a special fete for the **Supremes** at their engagement at the Carter Barron Amphitheater outside of Washington. . . . Bell's **Julie Budd** tapes two "Barbara McNair Show" appearances, Sept. 1 and 2. **Herb Bernstein** is producing Miss Budd's new Bell sessions. . . . **Steve Colt** recently cut his first Vanguard album at that company's New York studios.

Philips' **Frankie Valli & the 4 Seasons** play the Steel Pier, Atlantic City, N. J., Aug. 23-26. . . . Mary Jane Public Relations will handle Atlantic's **Eddie Harris**. . . . Warner Bros. **James Taylor** will star in the Michael J. Laughlin Enterprises production of "Two-

Lane Blacktop" for Universal Pictures. . . . **Glady Shelley's "Hang Out Our Flag"** has been nominated for an award by the Freedoms Foundation in Valley Forge, Pa. . . . The Music and Arts Institute of San Francisco has awarded an honorary doctorate to **George Barati**, Villa Montalvo's executive director and former music director of the Honolulu Symphony.

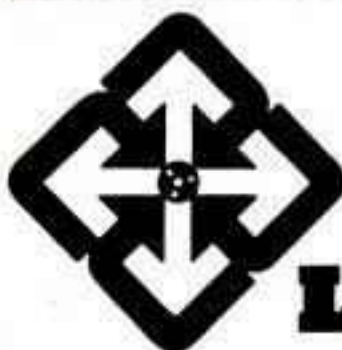
Columbia's **Travis Justice** appears at Wheels Monday (10). . . . Atlantic's **Tamalpais Exchange** gives a special showcase performance at the Bitter End Thursday (13). . . . ABC's **B. B. King** appears at the Kings Castle Hotel and Casino's Jesters Court Lounge, Incline Village, Nev., through Tuesday (18). . . . Comedian **Allen Kent** and vocalist **Odia Coats** opened a two-week stint at the Playroom of the Playboy Club here Aug. 3 with musical accom-

(Continued on page 28)

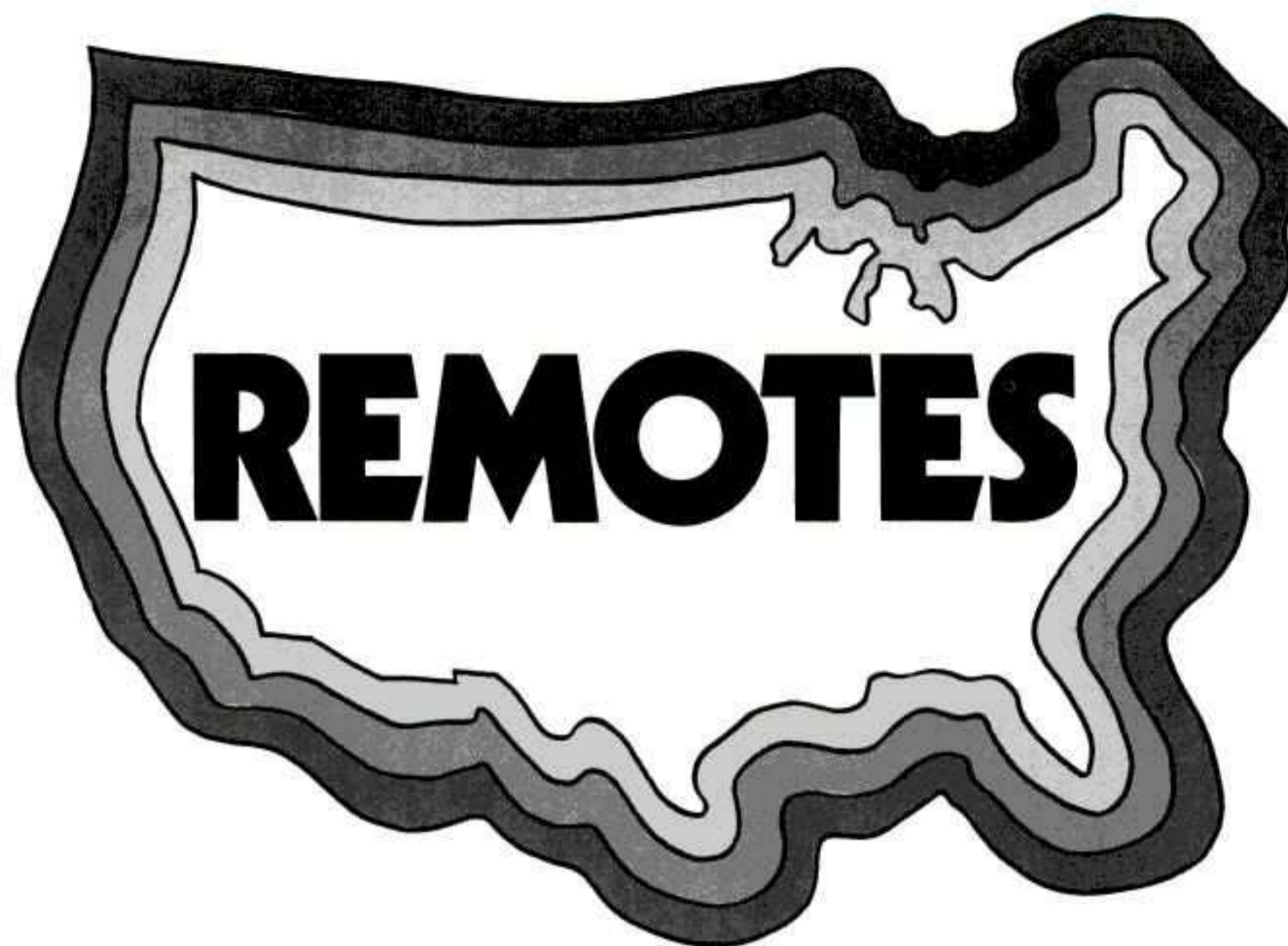
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JOHNNY CASH; both Folsom and San Quentin albums, Columbia Records

JACKSON 5; The Forum, Los Angeles, Motown Records

ELVIS PRESLEY; International Hotel, Las Vegas, RCA Victor Records

CREEDENCE CLEARWATER REVIVAL; Oakland Coliseum, Oakland, Cal., Nat'l General Records

GARY PUCKETT & THE UNION GAP; Whiskey A-Go-Go, Hollywood, Columbia Records

MASON WILLIAMS; Berkeley Community Theatre, Berkeley, Calif., Warner Bros. Records

JEFFERSON AIRPLANE; Fillmore West, San Francisco, RCA Victor Records

ELLA FITZGERALD; Fairmount Hotel, San Francisco, Prestige Records

BUFFY SAINT-MARIE; The Troubadour, Hollywood, Vanguard Records

JIMI HENDRIX; Fillmore East, New York, Capitol Records

ROD McKUEN; Carnegie Hall, New York, Warner Bros. Records

BILL COSBY; Whiskey A-Go-Go, Hollywood, Uni Records

BUTTERFIELD BLUES BAND; The Troubadour, Hollywood, Elektra Records

JONI MITCHELL; Carnegie Hall, New York, Warner Bros. Records

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JEFF COMANOR; Drinking Gourd, San Francisco, A&M Records

CROSBY, STILLS, NASH & YOUNG; The Auditorium, Chicago, Atlantic Records

PERCY FAITH; American Legion Auditorium, Hollywood, Columbia Records

JACK JONES; Sands Hotel, Las Vegas, RCA Victor Records

GRAND FUNK RAILROAD; 1970 Florida Tour, Capitol Records

JOHN LENNON & YOKO ONO; 1969 Toronto Festival, Apple Records

ARLO GUTHRIE; The Troubadour, Hollywood, Warner Bros. Records

THE ASSOCIATION; Salt Lake City, Warner Bros. Records

EDDIE HARRIS; Shelly's Manne-Hole, Hollywood, Atlantic Records

BUCK OWENS; Bonanza Hotel, Las Vegas, Capitol Records

COUNT BASIE; Tropicana Hotel, Las Vegas, Dot Records

THE DOORS; Hollywood Bowl, Hollywood, Elektra Records

MC-5; Grande Ballroom, Detroit, Elektra Records

5TH DIMENSION; Caesars Palace, Las Vegas, Soul City Records

BUDDY RICH; Whiskey A-go-go, Hollywood, World Pacific Records

SLY & THE FAMILY STONE; Fillmore West, San Francisco, Epic Records

RAY CONNIFF; Sahara-Tahoe, Lake Tahoe, Columbia Records

CARMEN McRAE; Century Plaza, Los Angeles, Atlantic Records

VANILLA FUDGE; Shrine Auditorium, Los Angeles, Atlantic Records

IRON BUTTERFLY; Santa Barbara and San Diego, Atlantic Records

BLUES IMAGE; Thee Experience, Hollywood, Atlantic Records

PAUL WINTER; Whiskey A-Go-Go, Hollywood, A&M Records

ERIC BURDON & WAR; Whiskey A-Go-Go, Hollywood, MGM Records

NOLAN PARKER; The Troubadour, Hollywood, Lizard Records

DON ELLIS; Fillmore West, San Francisco, Columbia Records

JOE COCKER; Santa Monica Civic Auditorium, Santa Monica, A&M Records

SOUTH WIND; Brass Rail, Sherman Oaks, Blue Thumb Records

THE YOUNGBLOODS; New Orleans Pop Festival, RCA Victor Records

CHARLIE BYRD; Century Plaza, Los Angeles, Columbia Records

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Talent In Action

• Continued from page 26

GRAND FUNK RAILROAD BLOODROCK PACIFIC GAS & ELECTRIC

Fillmore East, New York

Grand Funk Railroad (Capitol Records) heading a three-group program which included Bloodrock (Capitol) and Pacific Gas & Electric (Columbia), proved a favorite with the predominantly young weekend audience which flooded the Fillmore East Aug. 1.

Obviously the heavy promotion which Capitol is doing on the group is paying off, for long before its scheduled stage appearance the eager audience kept shouting popular "Railroad" slogans with parrotlike frequency.

The group itself is, in fact, bringing it all closer home. True, its sound still leaves much to be desired, and its stage presentation could be improved; but the members do work hard, and Don Brewer, drums, and Mark Farner, vocals and lead guitar, displayed greater credibility than ever before on a number of tunes from their two top selling albums, "Closer To Home" and "Grand Funk."

Bloodrock, making its East Coast debut, turned in a funky performance highlighted by "Lucky in the Morning," and "A Way to Understand."

Spawned in Texas, the six-member outfit, though not without flaws—particularly in timing the length of some of its numbers—

does possess musicality of sound and credibility of production, qualities which auger well for the group's future development.

Pacific Gas & Electric, a consistently enjoyable blues-rock-soul ensemble out of Illinois, rounded off the evening's entertainment with their chart-riding tune, "Are You Ready," as well as a number of other blues numbers including B. B. King's "Everyday I Sing the Blues" and "Sweet Jelly Rolls On My Mind." **RADCLIFFE JOE**

TOE FAT

Ungano's, New York

Toe Fat, led by Cliff Bennett, proved a powerful young British quartet at Ungano's, Aug. 5, the opening of a four-night stand. A disciple of such former groups as Cream and the Jimi Hendrix Experience, Toe Fat offers a similar feel, but without overlong instrumental solos.

Then, there's Bennett, the unit's vocalist. And, despite some strain from the heavy schedule the Rare Earth Records' unit has had throughout the country, Bennett was impressive.

In "Midnight Sun" Bennett shone as with all numbers, while guitarist Alan Kendall also excelled in solo work and performance with the solid rhythm musicians: drummer Brian Glascock and his brother, bass guitarist John Glascock. Toe Fat is a sure-fire bet to be heard from much more. **FRED KIRBY**

DOC SEVERINSEN

Milwaukee Summerfest

The Tonight Show's mod band-leader Doc Severinsen showed off his new and fast-paced package in true "Mad Hatter" fashion July 25. Crowd of 45,000 assembled for the free Summerfest show offered its approval with a standing ovation.

Severinsen himself plays the major role with all action surrounding him in the form of the 15 Brothers and Sisters and the 10-man Now Generation Brass. Together they construct a show from which it is hard to be distracted. Sharp choreography, solid musicians and excellent tune selection appears to be Severinsen's production bag.

Some of the finest numbers offered are "Get Together," "Age of Aquarius" and a special salute to the Beatles. Trading his trumpet for a microphone, Severinsen the singer was a smash with "Everything Is Beautiful" and "Raindrops Keep Fallin' on My Head," and a sensation with "Brother Love." "Court of the Crimson King" was almost a show stopper and his own favorite number.

JIM BROSSAU

DUKE ELLINGTON

Rainbow Grill, New York

Duke Ellington opened his annual summer engagement with a small group, as usual, nine pieces and a packed club. At 70 he is still a creative force—opening night he introduced titles from his "New Orleans Suite"—"Second Line," "Bourbon Street," and "Jean LaFite"—which featured the impeccable New Orleans clarinet of Russell Procope, Harry Carney's baritone; Booty Wood, trombone; Harold Ashby, tenor. Cat Anderson putting down some firm choruses and Norris Turney on flute, a new departure for an Ellington unit.

The program was all Ellingtonia with one exception, "My Funny Valentine" by Swedish singer Lena Janoff, who showed off Ellington's penchant for the unusual in lady singers.

An added bonus on opening night was pianist Earl Hines brought out from the audience to play "100 Dreams Ago." But it was Ellington-as-usual, except that there was no Johnny Hodges.

IAN DOVE

Capitol Sets Pub. Division

LOS ANGELES—Capitol Industries has formed a Music Publishing Division headed by Sam Trust, named president of Beechwood and Capitol Music Corporations.

Operating under the music division are Beechwood, Capitol Music, Central Songs, Bornwin and Rock Music, the last three companies acquired last year. In addition, the company also operates Beechwood/Capitol Music of Canada, which was formed last October.

Capitol's music interests are into television, with the publishing rights to material from NBC's "H.R. Rufnstuf" and a Beechwood subsidiary, Woodcliffe Productions, producing the music for "The Bugaloos" which will be on NBC this fall.

Decca Keys Disk On Free Fem Bid

NEW YORK — Decca Records is attempting to capitalize on the current women's liberation movement with a single called "I Am a Woman" b/w "Liberation Now" narrated by Sandy Duncan. Song was written by Betty Breidan, writer of the book "The Feminine Mystique," Jackie Reinback, writer of the book "Carefree Cooking," and independent record producer Joe Rene. Rene is mailing copies of sheet music to women's liberation groups as promotion for the single.

Isley Bros. Show Lists Film Dates

NEW YORK — "It's Your Thing," a film of the Isley Brothers' show at Yankee Stadium in the summer of 1969 will be released Friday (21) after a special preview Thursday (20), to be attended by New York's Mayor John V. Lindsay. Released by Medford films, the movie includes performances by Patty Austin, the Brooklyn Bridge, the Chambers Brothers, the Edwin Hawkins Singers, Moms Mabley, Judy White, the Winstons, and the Young Gents. Production supervising was done by Betty Sperber and the film was directed by Mike Gargiulo. A soundtrack of the movie will be released on T-Neck records.

NARAS Chapter Renews Grant

NASHVILLE—The board of governors of the Nashville Chapter of the National Academy of Recording Arts & Sciences has announced the renewal of two \$1,000 grants to Peabody College and Vanderbilt University.

The Peabody course, "Commercial Music," is taught by NARAS governor Dr. Rick Powell.

In addition to instruction, students are involved in research on various subjects related to the music industry.

The other course, "Legal Problems in the Music Industry," is being conducted by Dr. L. Ray Patterson of the Vanderbilt faculty.

Bubbling Under The HOT 100

101. DON'T MAKE ME OVER..... Brenda & the Tabulations, Top & Bottom 404 (Jamie/Guyden)
102. LET ME BRING YOU UP..... Ron Dante, Kirshner 221 (RCA)
103. MONSTER MASH..... Bobby (Boris) Pickett & the Crypt Kickers, Parrot 348 (London)
104. THE WITCH..... Rattles, Probe 480 (ABC/Dunhill)
105. GIRLS WILL BE GIRLS, BOYS WILL BE BOYS..... Isley Brothers, T-Neck 921 (Buddah)
106. STAY AWAY FROM ME (I Love You Too Much)..... Major Lance, Curtom 1953 (Buddah)
107. WE CAN MAKE IT BABY..... Originals, Soul 35074 (Motown)
108. NEANDERTHAL MAN..... Hotlegs, Capitol 2886
109. BETTER TIMES..... Rhinoceros, Elektra 45694
110. MY WOMAN, MY WOMAN, MY WIFE..... Dean Martin, Reprise 0934
111. WIPE OUT..... Surfari, Paramount 144
112. WHAT A BUMMER..... Jaggerz, Kama Sutra 513 (Buddah)
113. PEACE WILL COME (According to Plan)..... Melanie, Buddah 186
114. BORDER SONG (Holy Moses)..... Dorothy Morrison, Buddah 184
115. DO WHAT YOU WANNA DO..... 5 Flights Up, TA 202 (Bell)
116. COMIN' BACK TO ME..... Smith, Dunhill 4246
117. AS THE YEARS GO BY..... Mashmakhan, Epic 5-10634 (Columbia)
118. SIMPLE SONG OF FREEDOM..... Spirit of Us, Viva 641
119. CIRCLE GAME..... Buffy St. Marie, Vanguard 35108
120. FOR THE GOOD TIMES..... Ray Price, Columbia 4-45178
121. LOOKY LOOKY (Look at Me Girl)..... O'Jays, Neptune 31 (Chess)
122. (I Remember) SUMMER MORNING..... Vanity Fare, Page One 21033 (Bell)
123. WAIT FOR SUMMER..... Jack Wild, Capitol 2368

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★ ACTION ALBUMS

- BILLY PAUL . . . Ebony Woman, Neptune NLP5 201 (Chess)
 KING CURTIS & HIS KINGPINS . . . Get Ready, Atco SD 33-338
 MASON PROFIT . . . Wanted, Happy Tiger, HT 1009
 ORSON WELLES . . . The Begatting of the President, Mediarts 41-2
 BREWER & SHIPLEY . . . Weeds, Kama Sutra K5B5 2016 (Buddah)
 FREDA PAYNE . . . Band of Gold, Invictus ST 7301 (Capitol)
 WAYNE NEWTON . . . Long and Winding Road, Capitol ST 474

Singles

★ NATIONAL BREAKOUTS

- RUBBER DUCKIE . . . Ernie (Jim Henson), Columbia 4-45207 (Festival Attractions, ASCAP)
 CLOSER TO HOME . . . Grand Funk Railroad, Capitol 2877 (Storybook, BMI)

★ REGIONAL BREAKOUTS

- SING OUT THE LOVE . . . Arkade, Dunhill 4247 (Trousdale, BMI) (Los Angeles)
 STONED COWBOY . . . Fantasy, Liberty 56190 (Unart, BMI) (Miami)
 MONSTER MASH . . . Bobby (Boris) Pickett & the Crypt Kickers, Parrot 348 (Garpax/Capizzi, BMI) (Seattle)



LONDON RECORDS DIST., Chicago, was recently honored by Hyatt House which considers the record and tape wholesale firm an asset to the suburban community of Nilas, Ill. The display, originally planned for one week, was held over. From left, Sam Cerami, Stan Meyers, Mel Kahn, Charles Beckmann and Erwin Barg. The attractive girl at left with the Hyatt House publicity department.

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CROW, Amaret Records' five-man rock band, visits a Crow window display at the Music Hall Theater in Los Angeles.



TINA TURNER chats with Sound Exchange engineering vice president Steve Katz during a recent Ike Turner single session at the Sound Exchange. Turner cut a single, "Taking Back My Name" b/w "Love Is a Game."

Lang, Kornfeld File Suit On 'Woodstock' Film Deal

NEW YORK—Michael Lang and Arthur Kornfeld, who each owned 25 percent of the stock of Woodstock Ventures, Inc.,

and related corporations, were not fully informed of some facts, such as the extent of film payment negotiations, when they sold out to John Roberts and Joel Rosenman, the other partners, according to a suit by Land and Kornfeld filed in U. S. District Court here.

The suit charges that Lang and Kornfeld were given "false" statements and that certain information was not given to them before they sold out. Among the latter was that Warner Bros. was being negotiated with for the film rights and that these negotiations "would likely result in (as it proved to be the case) Woodstock Ventures, Inc. receiving in excess of \$1 million for the sale of said rights.

Lang and Kornfeld, represented by Raymond F. Gregory of Battle, Fowler, Stokes and Kheel, are seeking the return of their stock interests and \$10 million in damages.

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From the Music Capitols Of the World

DOMESTIC

• Continued from page 28

The Front Page rock group is in the spotlight at Legend City's Red Garter Saloon. . . . Big Surf, the well-publicized man-made Arizona ocean located in the desert, is now running rock concerts for surfers on Friday nights. . . . The Celebrity Series at Arizona State University's Grady Gammage Auditorium gets under way Oct. 16 with the Neil Diamond Show. The Swingle Singers will be presented Nov. 6. United Artists' Ferrante & Teicher will play a return engagement there after four years on Feb. 10. . . . Frijid Pink replaces Quicksilver Messenger Service in the Festival of Rock show at the Arizona Coliseum Friday (31). . . . Buddy Vail's guitar, bango, organ and songs are on tap nightly in the Candlelight Lounge of the Ramada Inn East. . . . The Music Hall scored a coup and booked Paul Revere & The Raiders for the weekend of Aug. 7-8.

PHIL STRASSBERG

Children's LP By Phyllis Hiller

NASHVILLE — Children's story writer and songwriter Phyllis Hiller is in the process of recording her first children's LP. The album which was written by Mrs. Hiller is being directed by Bill Pursell and the children's voices are being coordinated by Sylvia Powell, wife of Athena Records owner Rick Powell.

The LP, the first to be done in music form by Mrs. Hiller, is being recorded at the Athena Studio in Nashville and will be entitled "Ramo the Elephant."

Chicken Shack Begins U.S. Tour

NEW YORK — Chicken Shack, English group on the Blue Horizon label distributed by Polydor in the U.S., has arrived in the U.S. to begin their first tour of North America. Dates for the tour include Lowell, Mass.; Springfield, Mass.; Rockaway Beach, N.Y.; Long Island, N.Y.; New York City; Commack, N.Y.; Columbus, Ohio; Philadelphia, Pa.; Detroit, Mich.; Milwaukee; Chicago; San Francisco; Los Angeles; Plainfield, Vt.; and Portchester, N.Y. Their current Polydor album is titled "Accept."

DEAD WRITERS IN NEW WORKS

CHICAGO—A British housewife who claims to have communicated with numerous dead composers is featured on a new Mercury Records LP entitled "A Musical Seance." Mrs. Rosemary Brown, who is featured as a pianist on one side, has been the subject of stories in Life, Time and the BBC and CBS television networks. She has transcribed over 400 original compositions she claims were transmitted to her by such composers as Beethoven, Schubert, Bach, Chopin and Liszt.

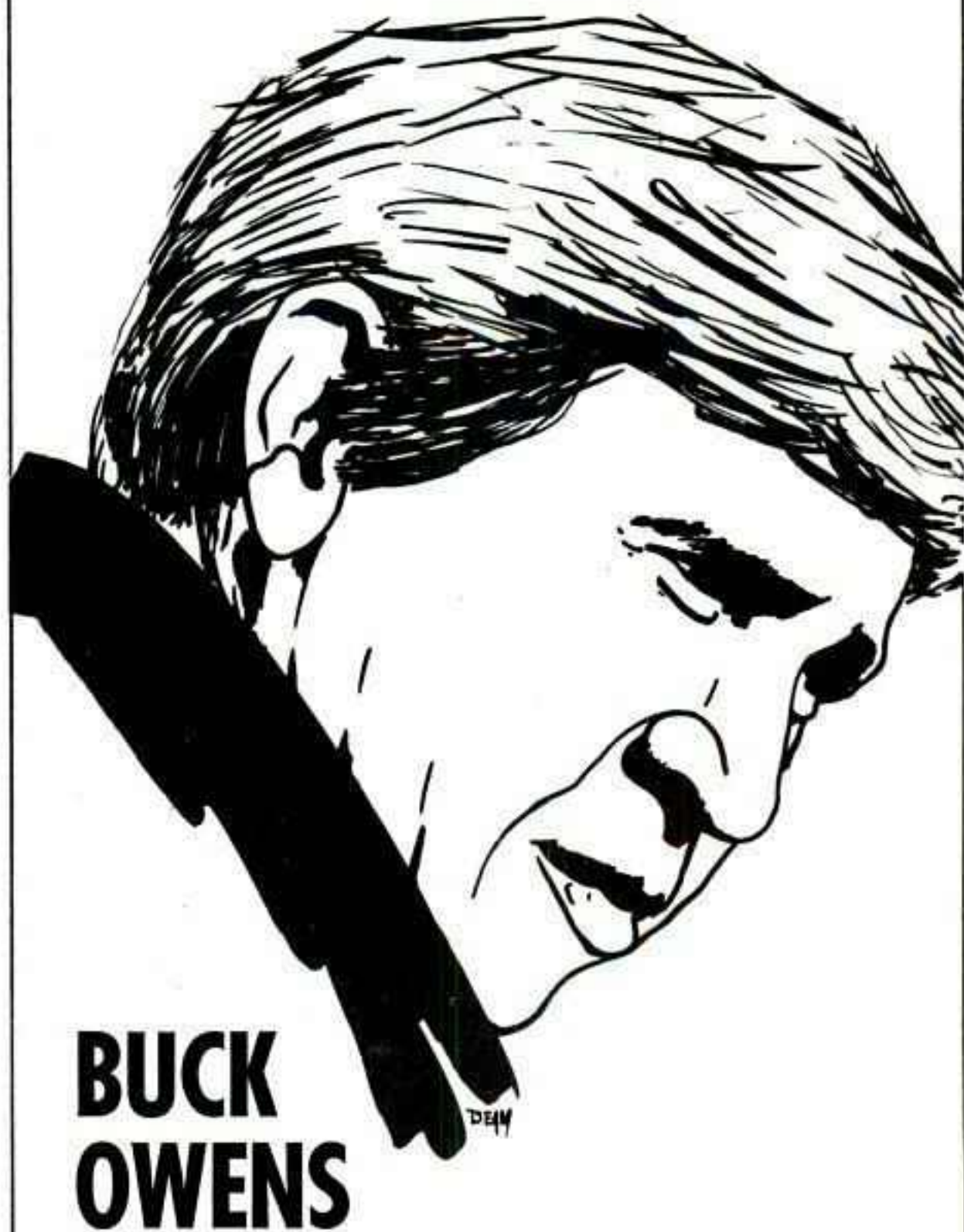
Appearing

In The

BILLBOARD SPOTLIGHT

SEPTEMBER 5th ISSUE

The International Star of Country Music



BUCK OWENS

With the increasing international importance of Country Music, Billboard feels a SPOTLIGHT ON BUCK OWENS is long overdue.

This in-depth section acknowledging Buck's contributions to the industry will cover the entire spectrum of this top recording and TV artist's career:

- BUCK'S RECORDINGS WHICH HAVE SOLD OVER 7 MILLION.
- BUCK'S HOSTING THE HIT TV SHOW "HEE-HAW."
- BUCK'S PERSONAL APPEARANCES THROUGHOUT THE WORLD.
- BUCK'S OTHER DIVERSIFIED INTERESTS INCLUDING MUSIC PUBLISHING, RECORDING STUDIOS, TALENT AGENCIES, RADIO STATIONS, ETC.

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AUGUST 15, 1970, BILLBOARD

Billboard Album Reviews

AUGUST 15, 1970



POP
THE TEMPTATIONS—Live at London's Talk of the Town. Gordy GS 953 (S)
 More from the hard-to-resist Temptations, this time "Live at London's Talk of the Town" where they were received with the same storm of enthusiasm the Motowners get at the Apollo or the Copa. Dennis Edwards leads the group through their familiar club act of hits and medleys styled around "Run Away Child," "I'm Losing You" and "I'm Gonna Make You Love Me."



POP
ELVIS PRESLEY—Elvis' Worldwide 50 Gold Award Hits, Vol. 1. RCA Victor LPM-6401 (M)
 It's Presley from 1956 right up through the present time... starting with "Heartbreak Hotel," and including the recent "Kentucky Rain." The 4 record set, with a special bonus new photo book is a must for collectors and will prove an important chart item. All the hits including "Hound Dog," "Love Me Tender," "In the Ghetto" are here.



POP
THIS IS HENRY MANCINI—RCA Victor VPS-6029 (S)
 Strong merchandise is this special-priced two-record set that spans the Mancini hits from "Peter Gunn Theme" to "Love Theme From Romeo and Juliet." Certain to be a heavy chart item, it includes such Mancini giants as "Moon River," "Days of Wine and Roses" and "Dear Heart."



POP
BROOK BENTON—Home Style. Cotillion SD 9028 (S)
 Like all past Brook Benton offerings, this new album is full of the deep meditative philosophies of the man. Backed by a creative and diversified arrangement of strings, chorus and instrumental rhythm section, Benton applies his unique style and voice to songs like, "It's All in the Game," "Don't Think Twice" and "Are You Sincere."



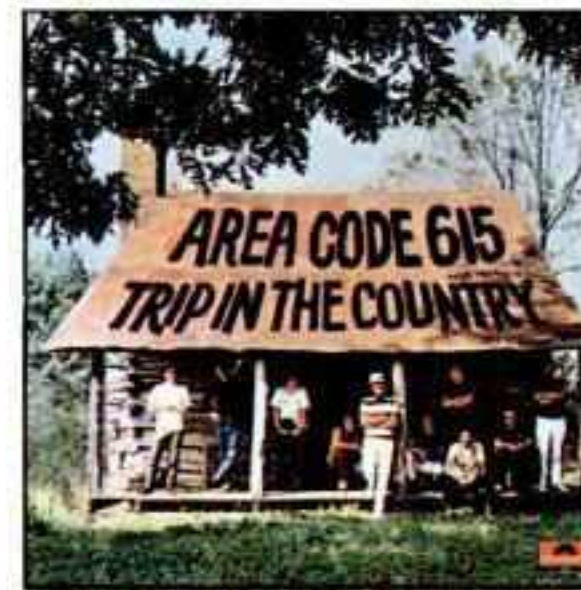
POP
EDDY ARNOLD—Standing Alone. RCA Victor LSP-4390 (S) ..
 Eddy Arnold has come up with possibly his best performances ever, including a couple of tunes that warrant across-the-board airplay on stations of such varied formats as MOR, Top 40, country, and progressive rock. Best cuts here include "Some Lonely Picker," "She Believes in Me" and "All That Keeps Ya Going." Also recommended: "Seven Bridges Road."



POP
WAYNE NEWTON—The Long and Winding Road. Capitol ST-474 (S)
 Newton returns to the Capitol label with one of the hottest, commercial packages of his career! The title tune sets the mood for a strong program of current or recent hit numbers done Newton style, and the result is a potent chart winner. "Love Grows Where My Rosemary Goes," "Come Saturday Morning" and "Fallin'" are three of the top performances.



POP
RON DANTE—Brings You Up. Kirshner KES-106 (S)
 The voice of the Archies and the Cuff Links swings into his own with a debut package loaded with the same sales and chart potential as the groups he has spiraled to the top! His current debut single, "Let Me Bring You Up" kicks off the rock program of original material penned by Dante as well as by Jeff Barry and Andy Kim. Folk-flavored ballad beauty "Joanna" and the happy "Mr. Sun" are also strong.



POP
AREA CODE 615—Trip in the Country. Polydor 24-4025 (S)
 This album, the second by Area Code 615, is an interesting and enjoyable blend of rock and country sounds. Like most groups making the music scene today, Area Code 615 also writes and produces its songs. Many of the instruments used are typically country, but the funk is there, making the overall production a groovy trip.



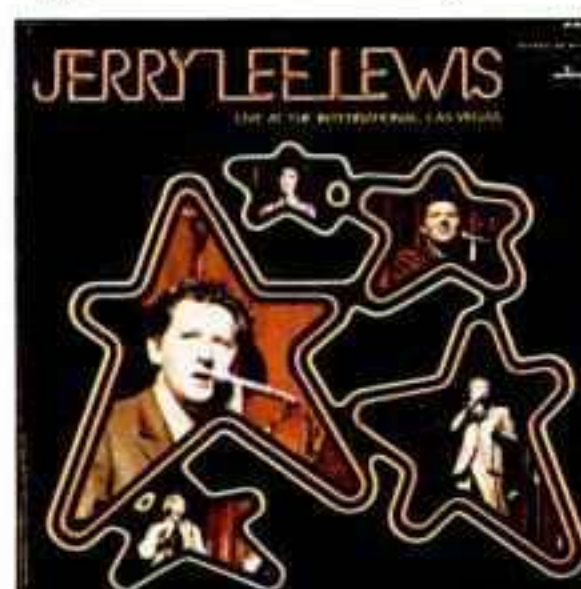
POP
JOHN DAVIDSON—Everything Is Beautiful. Columbia C 30098 (S)
 Davidson has selected a strong choice of "today" pop material and with some top Mike Melvoin arrangements, he comes up with a winning, commercial package with appeal for all ages. Among the standouts are his treatments of the title tune, "I Got Love" from "Purlie" and "Easy Come Easy Go." His current single, "Politician," and his recent "Five o'Clock Shadow" are featured and should bolster sales of the LP.



POP
HUGO WINTERHALTER ORCH.—Applause. Musicor MS 3190 (S)
 With tasty arrangements for programming and an equally tasty mood package for buyers, Winterhalter interprets some of the best of the current film and Broadway tunes. Among the standouts is "Airport Love Theme," "Company," "Raindrops Keep Falling on My Head," "Applause" and "Theme From Z." Should garner hefty sales.



POP
NASHVILLE STRING BAND—Down Home. RCA Victor LSP-4363 (S)
 Instrumentals by some of the leading "Nashville Cats," plus, occasionally, even some lush string sounds. One of the better tunes is "Mockingbird Hill," "Cold, Cold Heart," and the almost classical treatment of "Wildwood Flower." There's a heap of stuff here that radio stations will find very useful in production.



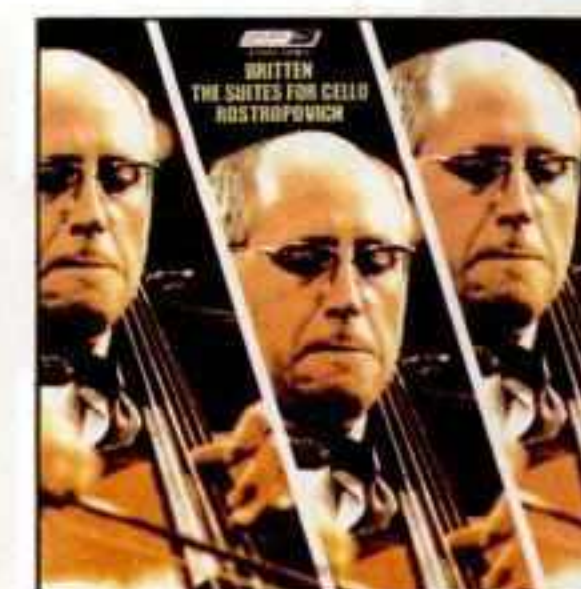
COUNTRY
JERRY LEE LEWIS—Live at the International, Las Vegas. Mercury SR 61278 (S)
 Jerry Lee Lewis gets a lot of in-person excitement on this album which reprises some of his latest country product and trends the line between country and rock with firmness and skill. His sister Linda Gail Lewis joins him for a couple of cuts and doesn't allow the excitement to degenerate. Sentimental and rocking in turn, it has strong sales potential.



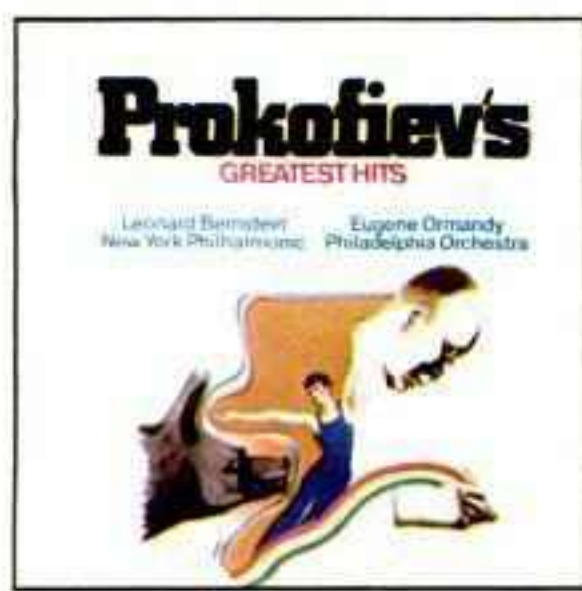
COUNTRY
PORTER WAGONER & DOLLY PARTON—Once More. RCA Victor LSP-4388 (S)
 That lilting voice of Dolly Parton's blends perfectly with the lusty sound of Porter Wagoner — as they prove in definitive measure on the hit "Daddy Was an Old Time Preacher Man"—the key sales impetus of this LP. Some outstanding cuts include the tear-jerker "Ragged Angel," the bright and tart "Fight and Scratch," and "Thoughtfulness." Another winning LP from this duo.



CLASSICAL
DUETS FROM SEMIRAMIDE/NORMA—Sutherland/Horne/London Symphony (Bonyng). London OS 26168 (S)
 This is being promoted as "the duets that rocked the Met"—a reference to March 3 this year when the two singers shared the stage for the first time at the New York opera house, to great critical acclaim and some hysteria in the ticket buying department.



CLASSICAL
BRITTEN: THE SUITES FOR CELLO—Mstislav Rostropovich. London CS 6617 (S)
 These two suites (Op. 72 and Op. 80) are brilliantly played by Mstislav Rostropovich, one of the world's great cellists. Benjamin Britten's music has never been better served on disk. This is a must for both the Britten and Rostropovich discographies.



CLASSICAL
PROKOFIEV'S GREATEST HITS—New York Philharmonic (Bernstein)/Philadelphia Orch. (Ormandy). Columbia MS 7528 (S)
 In its continuing series of "Greatest Hits" by leading classical composers, Columbia Records now brings its listeners the works of noted Russian composer, Sergei Sergeievich Prokofiev. In this album Prokofiev's works are artistically reproduced by Eugene Ormandy conducting the Philadelphia Orchestra, and Leonard Bernstein directing the New York Philharmonic.



CLASSICAL
GLUCK: ORFEO ED EURIDICE—Horne/Lorenagar/Royal Opera House Orch. (Solti). London OSA 1285 (S)
 Gluck's "Orfeo ed Euridice" receives a new life in this two-record set as Georg Solti admirably conducts the orchestra and chorus of the Royal Opera, Covent Garden, and superb soloists headed by Marilyn Horne as Orfeo, the latest in her splendid series of recorded operatic portrayals. Pilar Lorenagar's Euridice also glows, while Helen Donah capably sings Amor.



RELIGIOUS
FIVE BLIND BOYS OF ALABAMA—Jesus Rose With All Power His Hands. Hob HBX 2121 (S)
 The deep, expressive quality of singing which made the Five Blind Boys of Alabama a household word in religious circles a number of years ago has not altered with time. Their inimitable brand of music still moves the listener as is evidenced in this album.

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Classical Music

Everest/Cetra Highlight Sets Feature Opera Luminaries

NEW YORK—Famed performances by Maria Callas in Puccini's "Medea" and Verdi's "La Traviata," excellent ensembles in Johann Strauss' "Die Fledermaus" and "The Gypsy Baron," and key portrayals by tenors Ferruccio Tagliavini in Verdi's "Un Ballo in Maschera" and Bellini's "La Sonnambula" and Giacomo Lauri Volpi in Verdi's "Il Trovatore" are among the treasures in 12 operatic "highlights" albums, the latest release of the Everest/Cetra Opera series.

Another fine set features an outstanding cast in Donizetti's "Lucia di Lammermoor" with soprano Renata Scotto, tenor Giuseppe di Stefano, baritone Ettore Bastianini, and bass Ivo Vinco. Nino Sanzogno conducts the orchestra and chorus of La Scala, Milan. Tulio Serafin also conducts the La Scala forces in "Medea," which has fine performances by Miss Scotto and Miriam Pirazzini as well as Miss Callas' notable interpretation of the title role.

Highlights from Weber's "Der

Freischuetz" also stand out as Lovro von Matacic conducts the chorus and orchestra of the Berlin Opera Company and stellar principals in Claire Watson, Rudolf Schock, Gottlob Frick, Lotte Schadle, Fritz Ollendorff and Kurt Bohme.

Schock also is the tenor in both Strauss pressings with Robert Stolz, a Strauss specialist, conducting. "The Gypsy Baron" also has the Berlin Opera forces as well as Eberhard Waechter, Erzebeth Hazy, Benno Kusche and Karl Schmidt-Walter. Reate Holm, Wilma Lipp, Walter Berry and Cesare Curzi head the fine cast in "Die Fledermaus" as Stolz conducts the Vienna Symphony and the Vienna State Opera Choir.

French Operas

Capable French operatic highlights are Bizet's "The Pearl Fishers" with Rene Leibowitz conducting the Paris Philharmonic and such principals as soprano Mattiwilda Dobbs, tenor Enzo Seri and baritone Jean Borthayre, Massenet's "Don Quichotte" from the only recording of the opera with Os Danon conducting the chorus and orchestra of the Belgrade Opera, and Offenbach's "Orpheus in the Underworld" with Leibowitz also conducting the Paris Philharmonic.

In "La Sonnambula," Tagliavini is joined by one of soprano Lina Pagiughi's better per-

4-LP Set of 'Forza' Scheduled by Angel

LOS ANGELES—Angel Records is issuing a four-record package of Verdi's "La Forza del Destino" this month featuring soprano Martina Arroyo, tenor Carlo Bergonzi, and baritone Piero Cappucikki. Lamberto Gardelli conducts the Ambrosian Opera Chorus and the Royal Philharmonic. Other principals are bass Ruggero Raimondi and baritone Geraint Evans.

Angel also has two albums with l'Orchestre de Paris as Herbert von Karajan conducts Franck and pianist Sviatoslav Richter plays Brahms with Lorin Maazel conducting.

The Melodiya/Angel series includes a three-record set of selections from the Bolshoi Ballet with Gennadi Rozhdestvensky, Boris Khaikan, Yuri Faer and Maxim Shostakovich conducting. Single albums have Rozhdestven-

sky conducting ballet suites by Prokofiev and Tchaikovsky.

The low-price Seraphim line includes two monaural pressings as soprano Claudio Muzio sings Italian opera arias and pianist Alfred Cortot plays a series of selections. Stereo sets include William Steinberg conducting the Philharmonia Orchestra in Richard Strauss, flutist Elaine Shaffer in Mozart with Efreim Kurtz and the Philharmonia, Louis Ariacombe and the Toulouse Chamber Orchestra in Vivaldi, and a set with harpist Marcel Grandjany.

Higgins Forms Label; LP's Set

LOS ANGELES — Monk Higgins, former executive at Chess and UA Record Companies, has formed Stonegood Records. Associated in venture with Higgins are Fred Stone of Lip Enterprises, and Frank Evans, legal advisor. Stonegood has already signed singer Helena Hollins. Her first album, "The Name of the Game," will be released soon. Other artists signed include Andy Butler, George Gentre and organist/singer Dave Holden. Prime objective of the new firm will be to offer opportunities to the undiscovered talent in Los Angeles and surrounding areas.

FRED KIRBY

Brubeck Cantata, Ellington LP Debuted at Convention

NEW YORK—Another Dave Brubeck cantata, "The Gates of Venice," was introduced at the Decca Convention, Aug. 4, at the Hotel Americana here. Decca Gold Label also introduced a set with Duke Ellington and the Cincinnati Symphony under Erich Kunzel and an album by violinist Ruggiero Ricci.

The Brubeck piece, a follow-up to his successful "The Light in the Wilderness," released on Decca two years ago, has elements of classical, jazz, rock and folk music. Kunzel conducts the Dave Brubeck Trio, bass-baritone McHenry Boatwright, tenor

Harold Orbach, the Westminster Choir, and the Cincinnati Brass Ensemble.

The Ellington LP contains three of his works, including "The Golden Broom and the Green Apple," a three-movement suite not recorded before. Ellington is piano soloist in all three pieces. Included is a seven-inch disk with Ellington narrating impressions of his own music. This bonus pressing will only be available for a limited period.

The Ruggiero album contains duets of Villa-Lobos, Vivaldi, Saint-Saens, Prokofiev and Paganini, with a harpist, guitarist, singer, harpsichordist and another violinist.

SPECIAL MERIT PICKS

CLASSICAL

FOUND: FAUST (Highlights) — Corelli/Sutherland / Guaiarov / Various Artists/London Symphony (Bonyng). London OS 26139 (S)

Assembling some of the finest recordings available, London Records has reissued some of the finer moments of Jundod's legendary, "Faust Opera." Featured here are vocalists Joan Sutherland, Franco Gelli and Nicolai Chiauro, with Richard Vynge conducting the London Symphony Orchestra.

SEMI-CLASSICAL

SEMARMY BROWN/PETER KATIN—A Musical Seance. Philips PHS 900-256 (S) is highly unusual album offers "hitherto known works of the masters revealed to semary Brown" as ably performed by Semarmy Brown and Peter Katin at the piano. Supposedly, these works are by Beethoven, Liszt, Chopin, Schubert, Schumann, Brahms, Grieg and Debussy, which Miss Brown obtained through seanced. She even describes her contacts with her deceased associates in a spoken section. Interest in the occult should draw interest to this package. The pieces are fascinating in the styles of these masters, whatever their source.

POP

FREE—Fire and Water. A&M SP 4268 (S) Free's third U.S. album could catapult this young British quartet to the heights they rate. In addition to the single, "All Right Now," which could draw Top 40 attention, there are bluesier cuts, such as "Don't Say You Love Me" and "Heavy Load," that stand out in this best Free album to date.

LIVE SARSTEDT—RCA Victor LSP-4375 (S) Rock relatives, especially brothers (see Livingston Taylor), are in demand these days, and Clive Sarstedt follows brother Peter in the recording ring with some mild hallucinations set to the stock rock orchestrations of Ray Singer and Simon Napier-Bell, who arranged and produced the LP. Sarstedt's tunes are secondary to the flow directed by Singer & Napier-Bell, but a dream-sequence is the message amid "I'll Always Be Winter" and "Mississippi Girl."

FAT—RCA Victor LSP-4368 (S) A good blend of vocal and instrumental prowess lends strength to this album. The changes of mood with the changes in the music enforces the lyrics and underlines them. Peter Newland's voice has offered a perfect base for music, especially on "Shape I'm In," "Country Girl" and "Mine Eyes Have Seen."

SHIVA'S HEADBONE — Take Me to the Mountains. Capitol ST-538 (S) Shiva's Headband has a good debut album here as the sextet ranges from country rock, such as the title song, to the hard rock of "Homesick Armadillo Blues." Instrumentals always are true, especially Spencer Perkin's violin. "Kaleidoscope" and "Good Time" are among the other fine cuts.

PARISH HALL—Fantasy 8398 (S) Parish Hall, Fantasy's new rock trio, has a strong debut album here. Gary Wagner, on guitar, piano and lead vocals, is a tower of strength. All 10 selections were written by Wagner and they're all good from the opening "My Eyes Are Getting Heavy" to the closing "Take Me With You When You Go," a blues number to be reckoned with.

TAMIKO JONES—In Muscle Shoals. Metro-media MD 1030 (S) Tamiko Jones brings her own quiet, effortless style of expression to a number of old chart riding goodies including "Everybody's Talkin'" from "Midnight Cowboy"; "Turn Around Look at Me" and "Our Day Will Come." In her warm and realistic way,

Miss Tamiko involves herself fully with her songs, adding a new dimension of beauty to them.

WALTER BRENNAN—Yesterday, When I Was Young. London PS 577 (S) Walter Brennan's rustic versions of semi-song, semi-narration are a pleasure to listen to; if country music stations get hold of this, they could build it into a major-selling album. Best cuts: "Yesterday, When I Was Young," "Gator Man" and "This is the Last Song I'm Ever Gonna Sing"—all of which deserve repeated airplay.

BILLIE JOE BECOAT—Let's Talk for Awhile. Fantasy 8401 (S) After Creedance, Fantasy thinks Billie Joe Becoat is the one. A black folk-blues singer whose writing ranks with the acutest of Dylan's social protest, Becoat is a natural at both communicating his own wry, gutsy blues and hitting a smooth groove in the style of Sam Cooke. "I Wonder If He Cares," "Shadrack, Meshech & Abednego" and a brilliant "You Can't Hide" brings Billie Joe Becoat into permanent focus.

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★

THE MARBLES—Cotillion SD 9029 (S) SPECTRAS—And You Love Her. Project 3 PR 4004SD (S)

DAN J. SMITH—Real R102 (S)

CHILDREN OF PRAGUE—Old-Time Bubble Gum Music. Mercury SR-61296 (S)

SANDY NASSAN—Just Guitar. Embryo SD 528 (S)

NOVAC—The Fifth Word. Embryo SD 527 (S)

JOY UNLIMITED—Mercury SR-61283 (S)

LARAMIE—Mercury SR-61292 (S)

GIANT—What's in This Life for You. Mercury SR-61285 (S)

ALEXANDER RABBIT—The Hunchback of Notre Dame (The Bells Were My Friends). Mercury SR-61291 (S)

COUNTRY ★★★★★

WES POTTS—Bigger Than Me. K-Ark 6009 (S)

BLUES ★★★★★

WILD CHILD BUTLER—Keep On Doing What You're Doing. Mercury SR-61293 (S)

GOSPEL ★★★★★

THE MESSIAHS OF GLORY SING—Hob HBX 2120 (S)

CLASSICAL ★★★★★

GERSHWIN: RHAPSODY IN BLUE/PROKOFIEV/CONCERTO NO. 3/RAVEL: CONCERTO FOR LEFT HAND—Katchen/London Symphony (Kerfesz). London CS 6633 (S)

MOZART SYMPHONIES NOS. 31, 35, 32—Klassische Philharmonie, Stuttgart (Muenchinger). London CS 6625 (S)

MOZART: LA CLEMENZA DI TITO (Highlights) — Berganza/Krenn/Popp/Various Artists/Vienna State Opera Orch. (Kerfesz). London OS 26138 (S)

BEETHOVEN: SONATAS NOS. 16, 22, 27—Wilhelm Backhaus. London CS 6639 (S)

RELIGIOUS ★★★★★

THE SEGO BROTHERS & NAOMI FEATURING W.R. SEGO—Songs of Faith SOF 156 (S)

REV. JOSEPH D. LINTON/PROGRESSIVE BPTAIST CHURCH RECORDING CHOIR OF ST. LOUIS, MO.—I Need Thee. Hob HBX 2118 (S)

GOD UNLIMITED CHOIR—Joy, and Other Sublime Aspirations. G.I.A. M/S-120 (S)

JAZZ ★★★★★

ARNIE LAWRENCE & THE CHILDREN OF ALL AGES—Inside an Hour Glass. Embryo SD 525 (S)

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	17
2	2	BITCHES BREW Miles Davis, Columbia GP 26	15
3	4	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	57
4	5	WALKING IN SPACE Quincy Jones, A&M SP 3023	39
5	3	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	36
6	7	WES MONTGOMERY'S GREATEST HITS A&M SP 4247	20
7	6	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKAD 404	23
8	14	VIVA TIRADO El Chicano, Kapp KS 3632	3
9	9	BLACK TALK Charles Earland, Prestige PR 7758	6
10	12	BEST OF SERGIO MENDES & BRASIL '66 A&M SP 4252	3
11	8	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	67
12	13	JEWELS OF THOUGHT Pharoah Sanders, Impulse AS 9190	16
13	11	LENA & GABOR Lena Horne & Gabor Szabo, Skye SK 15	11
14	10	COME ON DOWN Eddie Harris, Atlantic SD 1554	11
15	15	RED CLAY Freddie Hubbard, CTI CTI 6001	7
16	—	GULA MATARI Quincy Jones, A&M SP 3030	1
17	18	FAT ALBERT ROTUNDA Herbie Hancock, Warner Bros. WS 1834	4
18	19	BEST OF JAZZ CRUSADERS World Pacific Jazz ST 20175	4
19	17	MY KIND OF JAZZ Ray Charles, Tangerine TRCS 1512	8
20	20	LET IT BE Charlie Byrd, Columbia CS 1053	2

Billboard SPECIAL SURVEY For Week Ending 8/15/70

Distributor 'In Middle' On Promotion Service

• Continued from page 1

of 250 copies in order to receive 75 free records. "The price is between 35 cents and 38 cents if you buy in quantities like this," he said. "Whereas, if you buy less, the cost shoots up to 44-48 cents a copy."

Even if a radio station, say in Duluth, is playing a given single and getting heavy requests for it, it wouldn't pay to buy a hundred copies and send there. It's necessary to also get another area radio station, perhaps in Fargo, on the same record. "If I can use 200 copies, I figure it's worthwhile to bring the record in," Heilicher said.

However, it takes a few days for the records to reach the distributor and then, because of the high shipping costs, the distributor often has to wait until he's sending other records to the record stores in those markets before he sends the potential hit.

What distributors need desperately, he said, is for radio stations to give new releases a longer chance on the air. Often, by the time a distributor can economically get a record into a market, the station is no longer playing it. He pointed out that some manufacturers helped absorb some of the costs of promotion on records, but no one

helped on the costs of shipping records into the market.

Rising Prices

The situation is becoming more and more of a problem. "The manufacturer keeps raising prices to us . . . yet it's tough for us to raise prices to the dealers because the whole world transships and they could go elsewhere for the records. But the major problems are in record promotion," he said.

Heilicher spends roughly \$40,000 on promotion in salary and expenses of four promotion men, plus one man who does nothing but mail records to radio stations. The firm tries to service 135 radio stations. Manufacturers give the distributor a certain amount of singles free to give out to key radio stations. "But we have to pay the postage and it costs roughly 25 cents to mail approximately 30 singles to a radio station. So, we have to pick the radio stations that can do the most good in exposing product. A distributor could go broke trying, for example, to provide record service to all of the block-formatted radio stations." He said he felt sorry for these stations, but a distributor had to make a value judgment on what kind of concentrated airplay the station is able to give a record and how many record

shops there are in the town. "Sometimes, we ask them to write to the manufacturer and see if they can get on a direct mailing list. But you should see the pile of letters that the manufacturers have tossed back in our lap from these stations."

'More Havoc'

The growing trend of radio stations toward albums is going to raise even more havoc, he felt, because "we distributors have to pay for deejay copies of albums. We pay anywhere from 35 cents to \$1.25, depending on the manufacturer. This comes to about \$5,000 a year that we pay for albums . . . then there's the cost of mailing which comes to \$10,000 a year."

"The big rockers sell records and naturally it pays for us to service them. If Duluth goes on a record, I'm going to get calls for it. The Duluth Top 40 station influences Brainerd sales, as does WLS in Chicago. The Des Moines stations are very good to us; they'll go on a record and give us plenty of time to get the record into the stores there; they understand that we would go broke just drop-shipping 325 records into the market, so they keep the record on the air until we can send some records in with a larger order."

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Adult Segue-Plus for KIIS

LOS ANGELES—Perhaps the only proper way in which to describe the new KIIS format, which went on the air Monday (10), is an "extremely more music" format. Lee Sherwood, program director, said the programming is very contemporary, but not rock. Lou Faust is president of the company that owns the station.

Every record will be pre-programmed 24 hours a day. Sherwood said, "which is probably what most radio stations are not doing." The music will be up-tempo in nature and KIIS, formerly known as KRKD, will feature a lot of album cuts. Music will be clustered and a set of records will be identified after they're played. Occasionally, specific records will be introduced, but mostly the records will be announced after several have been played. The station will have any "personality" de-

jays per se. Sherwood, however, has been working long hours at PAMS in Dallas on a new set of over 100 jingles and it's these jingles that will imbue the radio station with personality. He said it was the largest package ever cut at PAMS and took 10 days. He spoke of the jingles as in essence, commercials.

"I looked at Los Angeles for a long time," Sherwood said. "And I wanted to go Top 40 with the station in the worse way—to compete against Bill Drake's KHJ in this market. But a survey showed that the best thing to do with KIIS is our present format. People want more music."

"I drove out here from my former job at WKNR in Detroit when I moved here. And I discovered there wasn't anything new on any radio station across the country. Most of them, in fact, sounded just about like they probably did in 1963."

He said he was more excited about KIIS than any other station he's ever worked with because the programming concept is different from anything I've ever done before."

The station will be live in order to present a very warm on-air sound. Programming will be aimed at the 25-49 age group, including the airplay of such artists as Tom Jones and Engelbert Humperdinck.

"The secret will be in the control of the records," Sherwood said.

The station will be presenting brief commentaries during drive time to "give KIIS a voice" in the community, Sherwood said.

While at PAMS, Sherwood cut a record-length song about the station, but he said this would probably not be aired. "We'll probably just use it for promotion to advertising agencies and clients."

PERSONALITY PROFILE

DJ Can't Be a Chucklehead

LOS ANGELES—The role of the disk jockey in the 70's is going to be infinitely more important and radically different from the part he played during the past decade. That's the opinion of Casey Kasem, host of "American Top 40," a three-hour weekly special that is being syndicated by Watermark Inc. throughout the country.

Kasem, a veteran announcer who started in radio more than a decade ago, is now deeply involved in motion picture production, acting and commercials. "American Top 40," which pre-

sents the top 40 singles nationally each week according to the Billboard chart, is Casey's first major radio involvement during the past year. During the time he was KRLA's top-rated disk jockey, Casey did a great deal of evaluating and analyzing of the disk jockey and his radio role.

"In the late '50's and early '60's," he recalled, "a disk jockey could say whatever he wanted, no matter how silly it sounded. It wasn't that audiences wanted to hear silly things, it simply was because they didn't listen nor did they care. Today, however, audiences are concerned and they are

becoming more concerned. They are acutely aware of what is going on around them and they don't want to listen to a chucklehead on the radio. They want somebody who is responsible and honest. Someone who isn't going to spend his time on the air putting them on. The disk jockey has gone from a background voice to a foreground influence."

'Can Change Minds'

Casey said audiences today are listening, more than ever, to the disk jockey. "He's in a position to mold opinions and change

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Letters To The Editor

'Amen'

"Amen" to your front page article about record service to radio stations in the Aug. 1 Billboard.

Phone calls and letters to distributors get promises of needed records, usually replacement copies for worn out current singles, but the records never arrive. Which get us to the real heart of the problem . . . poor quality "wax."

At the present time, the only satisfactory service we get is direct from the record companies. However, they usually send only one copy of each record, made of such poor quality "wax" that it wears out within two or three weeks. Then, if we can't get more copies quickly, we have no choice but to remove the record from our playlist.

Two alternative solutions to this problem are obvious: Either use TOP quality "wax" such as the majors use on their own product, or send at least three copies to each station.

Still on the subject of record service, because of the long distances involved in shipping and degenerating mail service, it takes up to 10 days for the fourth class mail to reach distant destinations, so it might be worth setting up two or three mailing lists, by distance from shipping point, such as fourth class within 300 miles, and first class or air mail for longer distances, so that stations across the nation get the records about the same time.

Back to "wax," only Capitol, RCA, Decca, Columbia, and Epic are sending out top quality disks. Records on other labels last from one to three weeks, with Dot/Paramount and Mercury/Smash at the lower end and UA/Liberty/Imperial at about three weeks.

When we do get distributor service, it's almost always a box of junk, arriving a month late.

Jerry Green
Program Director
KOKE
Austin, Tex.

'Hit Home'

We were quite pleased and surprised to read "Chaos Hits Radio on Disk Service" in your August issue. It really hit home. We had just been discussing writing our complaint (which seems to be nationwide) to you this very day. After reading the article we decided to write anyway and find out what can be done.

It seems hard to believe that the distributors could be any more careless or lazy or who knows what than those in Miami. Since coming to Florida we have discovered record service to radio stations ridiculous. At first, we thought it was just WSBR which serves an area of over a half-million people. However, we found while talking to stations in Miami that cover an area of nearly three million people, their service is just as poor. If you are not a favorite on the distributors' list, you might as well forget it.

We don't want you to get the wrong impression now. One of the distributors in Miami isn't

completely worthless, but the rest are not doing their job. Many times we have been on the phone asking for records that appear on Billboard's Easy Listening Chart, only to have the distributor to tell us "Sure, I'll get in the mail right away." Of course, you never hear from them.

The clincher came last week when in Fort Lauderdale we discovered promotional records on sale at a record shop. They were on display with the words "not for sale . . . Promotional copy." Most of the records had major labels. This prompted us to go directly to the record companies and ask for help. Elektra has been outstanding in their service. If only the other labels could take their lead from Elektra, they could save a great deal of money. Unfortunately, they don't. Here are a few examples that happened when they were called.

Warner Bros. sent us a list that we could order their records from . . . at the cost of \$1.25 a piece, and since the local distributor won't help us with Warner Bros./Reprise Records. Consequently, we decided we could get along very well without that label.

Another example is Atlantic Records. We called them and explained the situation of their local distributors and asked them if the WSBR radio station could be placed on their mailing list. They said write a letter and we will take care of you. The letter was mailed and to date we have heard nothing.

On the other hand, however, CTI Records was called they were very cooperative and placed us on the mailing list and promised us service, which we hope is as good as Elektra's.

It is a shame that the record companies can't comprehend how much money they could save if they sent copies of middle of the road records to only MOR stations, and rock records to Top 40 stations and country to country stations. WSBR is up tempo middle of the road . . . yet our last two shipments from Capitol were country. But this is not an isolated case. Last week WSBR received approximately 30 to 40 singles. We played one.

The record companies share the same problem as the rest of American business. There is a recession in progress—and profits are thin. Record company dollars are going down the drain, in the case of many distributors. It is truly unfortunate that the few good distributors there are should be hurt by the dealings of the "black hatted" distributors.

Here is a simple solution to the problems that the record companies can have free if they just start to service us.

Send out questionnaires to the radio stations. Find out the kind of format and music they play and service those stations with just that music. Every music director that we have talked to admits that he can only play about 20 percent of the records he receives . . . that is if and when he receives any. It is a shame that all the radio stations can't go all "talk" for a couple of months and boycott record

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Campus News

By BOB GLASSENBERG

Guest

Summer school is almost over and another year of collective academic consciousness is quickly approaching. Once again I am seeking correspondents on campuses throughout the country and Canada and Mexico. What counts is a feeling for news and a feeling for music. Anyone interested in keeping me informed on campus music news should get in touch with me at the Billboard New York office, either by mail or phone. More and more music industry people read this section and it is important that we keep them informed of the events and trends on the campus. So let me hear from you.

Welcome

Bill Davie, KVDU, at the University of Denver, joins the list of radio stations reporting to this section. KVDU is carrier current and in the process establishing an FM station, **KCFR-FM**, starting in September on the campus. The formats for both stations are free form, with 25 percent of the air time on the FM to be devoted to public affairs. Their playlist includes jazz, classical, and some good selected rock listening. The stations are billed as "all that's left in Denver." Also new to the campus station list at Billboard is **WASU-FM**, at Appalachian State University, Boone, N.C. They have an educational license and program contemporary music and educational programs. Both stations, as well as the other college stations listed weekly in this column, need good record service on all contemporary, classical and jazz records. **Davis Wright** will receive all records for WASU-FM, in care of the Speech Department.

Liberated?

The students of the City University of New York have taken over the Barry Farber Show, on WOR, for 13 consecutive Saturday nights. The talk show is heard in 38 states. This is an experiment to give students experience in radio prior to their starting a new college radio station linked with the city university system. The talk show will feature sessions on domestic and foreign policy of the U.S., music and lyrics and rock festivals, feminism and male chauvinism, and other relevant topics. As soon as all the bureaucratic hassles can be overcome, the students of the university of New York City will have **WCUR-FM**, a community station featuring talk and music. Thank you to Barry Farber and WOR for their foresight and understanding. It proves that someone knows that the students know.

Coated Capsules

College radio stations across the country will have access this year to taped capsule interviews with such people as Tim Leary, Dr. Benjamin Spock, David Brinkley, Cesar Chavez, David Amram, and many music personalities through the efforts of National Talent Service, a New York-based film, lecture, live arts distribution organization. The tapes are live, without editing. Over 100 interviews will be available throughout the year. For more information, write to the service at 136 East 57 Street, New York 10022.

Campus Programming Aids

KRC, Rockhurst College, Kansas City, Mo., **Pete Modica**, reporting: "Stop (Wait a Minute)," Copperpenny, RCA; "Long Long Time," Linda Ronstadt, Capitol; "Nobody Knows," Bill Medley, MGM; "You Better Think Twice," Poco, Epic; "Express Yourself" (LP), Charles Wright and the Watts 103rd Street Rhythm Band, Warner Bros. . . . **KVPC-FM**, Parsons College, Fairfield, Ia., **Mike Cullen** reporting: "Closer to Home," Grand Funk Railroad, Capitol; "Yankee Lady," Jesse Winchester, Ampex; "Long as I Can See the Light," Creedence Clearwater Revival, Fantasy; "I Am the Walrus" (LP, Last Puff), Spooky Tooth, A&M; "Let It Rain" (LP), Eric Clapton, ATCO. . . . **WSAP**, St. Andrews Presbyterian College, Laurinburg, N.C., **Tom Edge** reporting: "Band of Gold," Freda Payne, Invictus; "Que Sera Sera," Mary Hopkin, Apple; "Spill the Wine," Eric Burdon and War, MGM; "A Song of Joy," Miguel Rios, A&M. . . . **WNIU**, Northern Illinois University, De Kalb, **Curt Stalheim** reporting: "Rainbow," Marmalade, London; "I'm Losing You," Rare Earth; "Changes," Outsiders, Bell; "I Can Remember," Oliver, Crewe. . . . **WRFU**, River Falls State University, River Falls, Wis., **Tony Vignieri** reporting: "Hi-De-Ho," Blood, Sweat & Tears, Columbia; "25 or 6 to 4," Chicago, Columbia; "Ohio," Crosby, Stills, Nash and Young, Atlantic; "War," Edwin Starr, Gordy; "Wigwam," Bob Dylan, Columbia. . . . **WCPR**, Stevens Institute of Technology, Hoboken, N.J., **Ron Harris** reporting: "Patches," Clarence Carter, Atlantic; "Peace Will Come," Melanie, Buddah; "Only You Know and I Know," Dave Mason, Blue Thumb. . . . **WLPI**, Louisiana Tech, Ruston, **Bob Wertz** reporting: "Screaming Night Hog," Steppenwolf, Dunhill; "Lookin' Out My Back Door," Creedence Clearwater Revival, Fantasy; "Symphony for the Devil" (LP, BS&T 3), Blood, Sweat & Tears, Columbia; "Uncle John's Band" (LP, Workingman's Dead), Grateful Dead, Warner Bros. . . . **WCSB**, Columbia School of Broadcasting, Boston, Mass., **Ted Hayward** reporting: "Who Do You Love," Juicy Lucy, Atco; "Glory Glory," Rascals, Atlantic; "Live Cream" (LP), Cream, Atco; "Woodstock" (LP), various wealthy artists, Cotillion. . . . **WTUL**, Tulane University, New Orleans, La., **Bob Stanton** reporting: "Rainbow," Marmalade, London; "Cracklin' Rose," Neil Diamond, UNI; "Coming Back to Me," Smith, Dunhill; "Build Me a Woman" (LP, Absolutly Live), Doors, Elektra. . . . **WCHP**, Central Michigan University, Mt. Pleasant, **Ken Benson** reporting: "Make It With You," Bread, Elektra; "As Years Go By," Mashmakhan, Epic; "Looking Out My Back Door," Creedence Clearwater Revival, Fantasy; "Magic Bus" (LP, Live at Leeds), Who, Decca. . . . **WCSB**, Buffalo State University, Buffalo, N.Y., **Clayt Pasternack** reporting: "Signed, Sealed, Delivered," Stevie Wonder, Tamla; "Make It With You," Bread, Elektra; "Close to You," Carpenters, A&M; "Tell Her No," the Seven, Thunderbird. . . . **WUWH**, University of Hartford, West Hartford, Conn., **Charles Horowitz** reporting: "Barrel," Lee

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KGKL Increases Record Tempo

SAN ANGELO, Tex. — KGKL has switched to a "gentle rock" format, according to music director Jerry Reed. The station previously featured middle-of-the-road records, but the sound was described as "blaise."

An aim of the Bill Neil-managed station is to expose new good records and one that the station played from the beginning was "In the Summertime" by Mungo Jerry. Lineup includes Ken Parrish, the operations manager; Curt Lancaster, and Reed, with Al Coccio and Marvin Schultz on weekend. The station is 5,000 watts daytime, 1,000 watts directional nights.

Spector Show Goes Abroad

NEW YORK — A new program — "The Jack Spector Show" — will be produced by Ruth Meyer here and broadcast five nights a week on Radio Antilles and Radio Andorra overseas. Starting date is Sept. 7. Miss Meyer is a special consultant to Television International Enterprises, London, which represents both Radio Andorra and Radio Antilles. Radio Andorra beams at Spain, France and Britain; Radio Antilles beams at the Caribbean and parts of South America. Spector is an air personality on WMCA here. Time will be sold to American record companies for the show.

WLRW-FM MOR

CHAMPAIGN, Ill.—WLRW-FM has switched to an easy listening format, according to chief announcer Jody Anderson. Air personalities on the 24-hour operation include Laverne White, Doug Blair, Joe Auble, and Miss Anderson.

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companies with poor service. Maybe then they would remember they NEED radio more than radio needs them.

Allan Bell
Music Director
Hal Smith
Program Director
WSBR

Industry's Fault

Short note on your disk survey story.

So a promo man spends more time trying to get a record on KYA, KFRC, KHJ, or WABC. The name of the record game is sales. More airplay in a major market—more sales in a major market.

The breakdown in communications between the radio and music industry is the music industry's fault. If the record companies would be honest (they are in business to make money—not for Art's sake) with radio stations, there would be less trouble.

Gary R. Fuller
Vice President
KAFY
Bakersfield, Calif.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Mark Driscoll is shifting from WRKO, Boston, to WIBG, Philadelphia. . . . In case I forgot to mention it, Jeff Starr is now the all-night personality on WKBW in Buffalo; he'd last been music director of KTLK in Denver, but that was a few month back and I lost his earlier note to me about his going to Buffalo. Sorry. . . . Lee Sherwood, program director, KIIS in Los Angeles, was down in Dallas a week or so ago at PAMS and ended up narrating the presentation for PAMS' new "Series 40" jingles package. That reminds me: Do you know that Bill Drake is the voice on a lot of IDs on all of his stations?

James Lewis, acting music director of WILD in Boston, soul station, likes "Universal Rhythm" by the Rhythm Rebellion on Tangerine Records. Creed Taylor, president of CTI Records, rushed out a single on "Van Lingle Mongo" by David Fishberg from the "Oklahoma Toad" LP. The cut was getting heavy airplay. . . . Mickey Wallach, promotion executive for ABC/Dunhill in New York, recommends the single "Screaming Night Hog" by Steppenwolf on Dunhill Records. . . . Bob Badger, station manager of WMID in Atlantic City, was giving extra special airplay treatment last week to "Big Yellow Taxi" by the Neighborhood. . . . Down in New Orleans, Bernie Kaplan, who handles promotion for Crewe Records for the sunny south, said that the cut "Baby Don't Take Your Love" by Faith, Hope and Charity will probably be rushed out as a single from their album on Maxwell Records; also felt strong about Ben E. King's "Rough Edges" album on Maxwell and the favored cut on there is "In the Midnight Hour." . . . Bud Prager of Windfall Records likes "For Yasgur's Farm" as the next single to be released from Mountain's "Climbing" LP.

Met some good promotion men the other day at a MCA Records meeting in New York, including Jim Randazzo from Los Angeles and Pete Gidion from Detroit. . . . Hal London, formerly with

WFTW, Fort Walton Beach, Fla., now handles the early evening stint at WCAP, Lowell, Mass. . . . Mike Burger has switched from WHOO-FM to WHOO in Orlando, Fla., and is doing the midnight-6 a.m. show. . . . Art Page has been promoted to music director at WEXT, country station in West Hartford, Conn.

Doc Holiday has left KBER in San Antonio and went across the street to KMAC. . . . Eugene S. (Mitty) Mittendorf, a radio pioneer who started back in Cincinnati on WSAI in the early 20's, died July 21 in Tucson. He was at the time vice president of KOPO there and had been the first president of Tucson Broadcasters Association. . . . Les Sweckard has shifted from KWTO in Springfield, Mo., to KELI in Tulsa and is doing the 7-midnight show under the nom-de-aero of Les Garland.

J. Birney Blair has been named president and general manager of KHQ, Spokane, succeeding retiring R. O. (Dick) Dunning. . . . KCUZ in Clifton, Ariz., finds that "Indiana Wants Me" by R. Dean Taylor is the most requested record in the area, says program director Mike Shannon. . . . Bob Canada, program director of WROV in Roanoke, finds these records are scoring: "Here Comes the Sun" by the We Five on Vault Records (a B side); "Long, Long Time" from Linda Ronstadt's Capitol Records album "Sow's Ear"; and Conway Twitty's "Hello, Darling" on Decca Records (a country record breaking pop which Canada says is No. 15 on his playlist and "selling like hot cakes.")

Dave Garroway is going to do something on KFI in Los Angeles. . . . Marc (Scott Robbins) Werboff has been promoted to music director of WBAB, Babylon, L.I., N.Y. . . . Jerry Adams, program director of WWOL, Buffalo country music station, advocates that Jack Palance's "Goodbye Lucy" on Warner Bros. could be a hit (it's a month old or so, but he recommends airplay anyway) and also

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Letters to the Editor

'No Service'

I take my hat off to you and your article on the communications breakdown between the radio and music industries. Believe me, we've had our share of poor disk service (would you believe no service at all?).

WOWI-FM is a Drake "Hit-parade '70" station during the day and live at night with a progressive rock show called "The Sounds of Life."

In the last Pulse survey for Norfolk we beat the only other progressive rock station (also night-time only) at night. Now, either the record companies are making so much money off of their progressive rock albums that they don't care whether we play them or not; or they're competing for the "worst businessmen of the year award."

If it's the latter, I hope they succeed. But in the meantime, please tell those distributors that WOWI-FM's "Sounds of Life" is alive and well in Norfolk.

Edna LaFerme
Program director
WOWI-FM
Norfolk, Va.

'Rebuttal'

In regards to the letter in Billboard July 25, from John Kreiger of KVET, Austin, Tex., banning supposedly "profane" records, it's about time someone said something to these pseudo-moralists who fancy themselves the conscience of the nation.

For too many years, too many people in responsible positions, people who should know better, have been making this industry their own personal jukebox subject to their own strange whims and desires and forgetting it's the listening public that determines the records suitability.

This "public be damned" attitude on the part of managers, owners, and program directors when it comes to their own particular hangups can only harm not better this business.

David T. Coons
Music director
WCLU

Cincinnati—Covington, Ky.

Four Stars

Let me add my own "four stars" to the 7/25 cover story, "Poll Bares Disk Service Sags to 75% of Stations." Amen. I only

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Programming Aids

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

HOT 100

WMCJ, West Long Branch, N.J., music director & personality **Greg Monkowski** reporting; BP: "Black Hands, White Cotton," The Caboose, Enterprise; BH: "Close to You," Carpenters, A&M; BLP CUT: "Where do You go to, My Love," (United We Stand) Brotherhood of Man, Deram. . . WDCR, Hanover, N.H., program director **Mark Dillen Stitham** reporting; BP: "Long as I Can See the Light," Creedence Clearwater Revival, Fantasy; BH: "Spill the Wine," Eric Burdon & War, MGM; BLP (Hot Tuna) Hot Tuna, RCA. . . WVBR, Ithaca, N.Y., program director **George Hiller** reporting; BP: "Lookin' Out My Back Door," Creedence Clearwater Revival, Fantasy; BH: "Close to You," Carpenters, A&M; BLP CUT: "I Wanna See Morning With Him," (Memphis) Petula Clark, Warner Bros. . . WPTS, Scranton, Pa., music director **Rick Shannon** reporting; BP: "All Right Now," Free, A&M; BH: "(That's Where) I Went Wrong," Susan Jacks, & The Poppy Family; BLP (Absolutely Live) Doors, Elektra. . . KLOG, Longview, Wash., personality **Lee Michaels** reporting; BP: "Looking Out My Back Door/Long as I Can See the Light," Creedence Clearwater Revival, Fantasy; BH: "Patches," Clarence Carter, Atlantic. . . WNIV-AM, De Kalb, Ill., music director **Curt Stalheim** reporting; BP: "Rainbow," Marmalade, London; BH: "Make It With You," Bread, Elektra; BLP CUT: "For Old Times Sake," (United We Stand) Brotherhood of Man, Deram. . . WBUP, Beaver Falls, Pa., program director **Tony Scott** reporting; BP: "Don't You Know," Beefcake, Deram; BH: "Summertime Blues," Who, Decca; BLP CUT: "Let It Be," (Fireworks) Jose Feliciano, RCA. . . WSUA, Albany, N.Y., station manager & personality **Keith Mann** reporting; BP: "Long As I Can See the Light," Creedence Clearwater Revival, Fantasy; BH: "Freedom Blues," Little Richard, Reprise; BLP (Osmosis) Osmosis, RCA. . . WATS, Sayre, Pa., music director **Lee Potter** reporting; BP: "Lookin' Out My Back Door," Creedence Clearwater Revival, Fantasy; BH: "Tighter, Tighter," Alive & Kicking, Roulette.

EASY LISTENING

KTTS, Springfield, Mo., music director **Ray Shermer** reporting; BP: "My Woman, My Woman, My Woman," Dean Martin, Reprise; BH:

"Eleanor Rigby," El Chicano, Kapp; BLP CUT: "People Get Ready," (Memphis) Petula Clark, Warner Bros. . . WSPR, Springfield, Mass., program director **Budd Cain** reporting; BP: "The Circle Game," Buffy Saint-Marie; BH: "Rainbow," Marmalade. . . WFIN, Findlay, Ohio, program director **Tom Sheldon** reporting; BP: "(I Remember) Summer Morning," Vanity Fare; BH: "My Woman, My Woman, My Wife," Robert Goulet. . . WBCM, Bay City, Mich., music director & personality **Jack Loehr** reporting; BP: "Let's Get It Together," Trini Lopez, Reprise; BH: "Solitary Man," Neil Diamond, Uni. . . WGR, Buffalo, N.Y., music director & personality **Larry Anderson** reporting; BP: "South," Roger Miller, Mercury; BH: "That's Where I Went Wrong," Susan Jacks & The Poppy Family, London; BLP CUT: "What Was Your Day Like," (To Be Free) Jackie DeShannon, Imperial. . . WDEW, Westfield, Mass., program director **Bob Green** reporting; BP: "Rainbow," The Marmalade, London; BH: "Julie, Do Ya Love Me," Bobby Sherman, Metromedia; BLP CUT: "Sweet Touch of Life," (The Long & Winding Road) Wayne Newton, Capitol.

COUNTRY

WTCR, Ashland, Ky.-Huntington, W.Va., program/music director **Gregg Elliott** reporting; BP: "My Happiness," Johnny & Jonie Mosby, Capitol; BH: "Wonder Could I Live There Anymore," Charlie Pride, RCA. . . WUBE, Cincinnati, music director & personality **Les Acree** reporting; BP: "The Taker," Waylon Jennings, RCA; BH: "Hello Darlin'," Conway Twitty, Decca. . . WEXT, West Hartford, Conn., program director & personality **Mort Roberts** reporting; BP: "Tennessee Woman," Rodney Lay; BH: "Heart Over Mind," Mel Tillis. . . KAYE, Puyallup, Wash., personality **Chubby Howard** reporting; BP: "Talk About Me," Dugg Collins, Certron; BH: "When a Man Loves a Woman," Billy Walker, MGM; BLP CUT: "Six String Guitar," (Northeast Arkansas Mississippi County Bootlegger), Kenny Price, RCA. . . KCKN, Kansas City, Kan. (Mo.), personality **Ozzie Farch, Jr.**, reporting; BP: "Wake Me Up Early in the Morning," Bobby Lord, Decca; BH: "Daddy Played First Base," Homer & Jethro, RCA; BLP: (Hank Williams, Jr. Sings Johnny Cash) Hank Williams, Jr., MGM. . . WALT, Tampa, Fla., program/music director **Jack Rodgers** reporting; BP: "Everybody Has the Right," Roger

Miller, Smash; BH: "Don't Keep Me Hangin'," Sonny James, Capitol. . . KBBQ, Burbank, L.A., Calif., station manager **Bill Ward** reporting; BP: "The Taker," Waylon Jennings, RCA; BH: "Snowbird," Anne Murray, Capitol; BLP (A Good Year for the Wine) Ernest Tubb, Decca.

SOUL

KKDA, Dallas-Ft. Worth, Tex., operations manager **Bill Thomas** reporting; BP: "Don't Play That Song," Aretha Franklin, Atlantic; BH: "Signed, Sealed and Delivered," Stevie Wonder, Tamla; BLP CUT: "I Want You to Know/Dinner Music," Rotary Connection, Cadet/Concept.

Letters To The Editor

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wish *Billboard* had sent us the survey. I could write one of the all-time great hard luck stories. But your article and the survey's findings say it all for us here, right down the line.

Credit where it's due: singles service from a few sources is reasonably good (Columbia, Lib/UA, Capitol, RCA, General Distributors in Baltimore). Albums: a few now and then from RCA and Lib/UA . . . most of which don't fit the format (we're MOR). For the rest, nothing. I've been here one year. Exactly two promotion men have spoken to me: Murray Rubin from Liberty and a man from Decca who came by once and has never been back. Got one-time service from Eddie DeJoy at A&M, then he disappeared.

If it weren't for *Billboard's* RSI, our music library would be a disaster area . . . or we'd be buying every album we use at retail prices.

We've made what I consider

(Continued on page 42)

Vox Jox

• Continued from page 39

likes **John Stewart's** "Big Joe" cut from his "Willard" Capitol album. . . **Mike Kelly**, promotion man for Starday-King Records, is pushing the "See the Light" single by the Flame on Brother Records and "In My Heart I Am a Free Man" by the Establishment on King Records. Starday-King is distributing Brother Records (the Beach Boys label) under a special deal.

★ ★ ★
Ron (Jack Douglas) Miller, KLEO, Wichita, Kan., was killed July 24 in a car wreck. . . WSOC in Charlotte, N.C., has begun broadcasting all night Saturdays, according to my favorite spy down there — **Ruth Elaine Castleberry**. **Mike Carr** will host the new easy listening show. . . **Don Guthrie**, formerly with WKWK in Wheeling, W. Va., and **Bob (Dwight Morgan) Fuller**, formerly with WYTV, have joined WKBN in Youngstown, Ohio. Staff there also includes **Cliff Shilling**, program director **Larry Conti** and **Jerry Graham**.

Selling Sounds

What's happening among the major music houses. Items should be sent to **Debbie Kenzik**, *Billboard*, 165 W. 46th Street, New York, N.Y. 10036.

Week of August 3-7

GRANT & MURTAUGH, New York, Pat reporting: Breeze entitled "Family Bathroom" for Doyle, Dane & Bernbach. The producer was **Al Meyers**. It was a TV spot recorded at Media Sound. . . Lee's Carpets entitled "Nature" for Doyle, Dane & Bernbach. The producer was **Ernie Heartman**. It was a TV spot recorded at Media Sound.

Recording at Sound Centre Studios this week are The Goggles with **Eddie Newmark** supervising recording of group for the NBC-TV special "Looking Through Super Plastic Elastic Goggles."

The New York Record Plant reports **Delany & Bonnie** recording for Atlantic, **Cy Coleman** for Notable, **Gershaw Kingsley** and **Leon Holbrook** recording a piano-moog LP for Avco Embassy, **Charisma** recording for Roulette, **Petula Clark** in for Atlantic and **Barry (Bull) Gordon** in for Paramount. The West Coast Record Plant reports bookings set in October, with such groups as **Three Dog Night** for Dunhill, **South Wind** for Blue Thumb, **The Jackson Five** for Motown, **The Association** for Warner Bros., **Capt. Beefhart** for Warner Bros., **Denny Dougherty** of the Mama's & the Papa's for ABC, **Buddy Miles** for Mercury, **Country Funk** for Polydor and **John Klenner** in for Chess.

Current sessions at Jerry Ragovoy's Hit Factory include **Paul Butterfield** for Elektra, **Gary U.S. Bonds** for Jerry Williams Prod. and **Terry Cashman** and **Tommy West** producing a Grand Marque commercial for Marketplace Productions.

The Sound Exchange is currently recording **Irene Reed** for Polydor and **Eddie Deane** is producing **Jasper Rath** for Robbins Music.

Four leaders in the radio industry have been appointed to the Committee for the International Radio and TV Society Radio Commercials Workshop, according to a joint announcement by **Stephen B. Labunski**, Committee Chairman and Managing Director of WMCA Radio and **Maurice Webster**, IRTS Vice President and Vice President Division Services, CBS Radio.

They are **George H. Gallup**, Vice President, Sales, NBC Radio Network, Chairman of last year's IRTS Workshop; **Frederick G. Neuberth**, Executive Director, New York Market Radio Broadcasters' Association Inc.; **Richard H. Harris**, President, Radio Advertising Representatives and (**Miss**) **Diane Storch**, Director of Creative Services, Radio Advertising Bureau Inc.

The Workshop will be a day-long session on October 20 at the Waldorf-Astoria and will reflect advances in radio commercial production. Additional committeemen will be announced in the

(Continued on page 41)

Yesteryear's Country Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in *Billboard's* chart at that time.

POP SINGLES—10 Years Ago August 15, 1960

1. It's Now or Never—Elvis Presley (RCA Victor)
2. Isty Bity Teeny Weeny Yellow Polka Dot Bikini—Brian Hyland (Leader)
3. I'm Sorry—Brenda Lee (Decca)
4. Only the Lonely—Roy Orbison (Monument)
5. Walk Don't Run—Ventures (Dolton)
6. Walkin' to New Orleans—Fats Domino (Imperial)
7. Finger Poppin' Time—Hank Ballard & the Midnighters (King)
8. Twist—Chubby Checker (Parkway)
9. Tell Laura I Love Her—Ray Peterson (RCA Victor)
10. Image of a Girl—Safaris (Eldo)

POP SINGLES—5 Years Ago August 14, 1965

1. I Got You Babe—Sonny & Cher (Atco)
2. (I Can't Get No) Satisfaction—Rolling Stones (London)
3. Save Your Heart for Me—Gary Lewis & the Playboys (Liberty)
4. I'm Henry VIII, I Am—Herman's Hermits (MGM)
5. What's New Pussycat?—Tom Jones (Parrot)
6. Unchained Melody—Righteous Brothers (Phillys)
7. It's the Same Old Song—Four Tops (Motown)
8. Don't Just Stand There—Patty Duke (United Artists)
9. California Girls—Beach Boys (Capitol)
10. Down in the Boondocks—Billy Joe Royal (Columbia)

SOUL SINGLES—5 Years Ago August 14, 1965

1. Papa's Got a Brand New Bag—James Brown (King)
2. In the Midnight Hour—Wilson Pickett (Atlantic)
3. The Tracks of My Tears—Miracles (Tamla)
4. I Can't Help Myself—Four Tops (Motown)
5. It's the Same Old Song—Four Tops (Motown)
6. Baby I'm Yours—Barbara Lewis (Atlantic)
7. Ride Your Pony—Lee Dorsey (Amy)
8. Tonight's the Night—Solomon Burke (Atlantic)
9. I'll Always Love You—Spinners (Motown)
10. Since I Lost My Baby—Temptations (Gordy)

COUNTRY SINGLES—5 Years Ago August 14, 1965

1. The First Thing Every Morning (The Last Thing Every Night)—Jimmy Dean (Columbia)
2. Yes, Mr. Peters—Roy Drusky & Priscilla Mitchell (Mercury)
3. The Bridge Washed Out—Warner Mack (Decca)
4. Before You Go—Buck Owens (Capitol)
5. The Other Woman—Ray Price (Columbia)
6. Tiger Woman—Claude King (Columbia)
7. Yakety Axe—Chet Atkins (RCA Victor)
8. It's Alright—Bobby Bare (RCA Victor)
9. Hicktown—Tennessee Ernie Ford (Capitol)
10. Engine Engine #9—Roger Miller (Smash)



RECEIVING AN AWARD from the Congress of Racial Equality for their antidrug campaign on WWRL in New York are **Sonderling Broadcasting's** President **Egmont Sonderling** and **Jerry Boulding**, operations manager of WWRL. Shown are, left to right, **Floyd McKissick**, former head of CORE; **Roy Innis**, national director of CORE; **Sonderling**; **Boulding**; and **James Farmer**, assistant secretary of the U.S. Department of Health, Education and Welfare.

RADIO-TV mart

If you're a deejay searching for a radio station—or a radio station searching for a deejay—Billboard is the best buy. No other trade publication is read by so many air personalities and program directors. And all of the sharp programming-oriented general managers read the magazine, too! Best of all, Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart can draw five times the results of the next leading radio-TV industry publication. The cost is \$15—in advance—for two times. Box numbers will be used, if you wish. Send money and advertising copy to:

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POSITIONS OPEN

Continue your education and get discovered with our 10,000 watts. We need Top 40 jock who would like to be heard in Tulsa, Oklahoma City and Wichita. Night shift, 5 nights a week. City of 18,000 with modern, top-rated junior college. Send tape, resume and picture to: Bill Miller, Operations Manager, KGGF, Coffeyville, Kan. 67337.

Beat the city heat! Long Island's top-rated station looking for a creative copywriter. Good place, good people, good pay! Samples to Bill Colman, Program Director WLIX, 309 Main St., Islip, N. Y. 11751.

WBBQ AM/FM, Augusta, Georgia, 30903, 24 hour personality contemporary station, will soon have an opening for a morning man. We offer the best working conditions in the South, top equipment, and a friendly professional atmosphere. Small market men looking for a step up and a chance to learn and improve should consider this opportunity. Only sincere responsible broadcasters need apply. Join the number one Tiger Team, send tape and resume to Harley Drew, Box 1443.

If you need a good radio man keep reading. Currently top 10 market MOR Morning Man with good track record in rock and MOR. Top 20 market good music PD, excellent creative writing and production. Am tired of snow, smog, long drives and insecurity. Would appreciate replies from the Southwest or California, but all areas considered. Box #288, Radio TV Job Mart, Billboard, N.Y.

Bright sounding California personality at solid number one station seeks a change. Strong on production and news. Community active. Worth checking into. Vast programming knowledge. Resume and tape sent on request. Box 289, Radio-TV Job Mart, Billboard, N.Y.

If it can be done in radio, I've done it. No broadcast school grad: I've learned the hard way. Three years in business. Prefer News and Sports assignment in Northwestern Ohio, but will relocate. Can do play-by-play. Single, draft exempt. First Phone. Market size unimportant, if pay is right. Available now. Box 290, Radio-TV Job Mart, Billboard, N.Y., N.Y.

Recent broadcasting school graduate seeks position as DJ of staff announcer. Young, ambitious and ready to take to your air waves with some of the best of the brand new. Military obligation complete. 3rd endorsed. Tape and resume upon request. Call: Ted Cutrell (919) 725-0085, or write 1985-G Maryland Ave., Winston-Salem, N. C. 27101.

1st Phone Announcer/DJ/Newsman, well experienced, available now. Can do either straight news, DJ or combo. Full time only, with no outside selling or maintenance involved. Hard working, honest, dependable. Also would like to try PD position. Will only answer replies from stations located reasonably close to New York City (N.J., Conn., suburbs). Good pay. Job security a must. Currently working for a 5-kw near Philadelphia. No problems—just want to better myself. Try me. Box 291, c/o Billboard.

Young pro with P.D. experience, currently in drive slot at Top 10 market rocker, is looking. Prefer air work in major but will consider air and/or P.D. job in medium. Salary negotiable. Box #292, Billboard.

Morning Duo — Successful major market track record. Person to person. Temporarily in military town, looking to return to million-plus market. Production—play by play. Contact Tom Gilbert (601) 863-3522.

1st Phone Announcer knows and digs rock music, rock groups and radio. It's a profession to me, not a job. Broadcasting school grad., military complete, 2 years' experience. Good voice, hard work. Wants Top 40. Will relocate anywhere for right offer. Roger Wilcox, 213 E. 12th St., Pawhuska, Okla. 74056.

POSITIONS WANTED

Disk Jockey, some experience, looking for a job on Music formatted station. Working knowledge of rock, progressive rock, MOR and country. Does voice characterizations, third, draft exempt, knows sports. Will go anywhere in continental United States, have talent, will travel. S. Howard Green, (212) 347-5149.

Now you too can hear the emotion, the laughter, the seriousness, and creativity of Jim Sanders! He will make you cry (because you haven't got him), laugh (he's funny), sigh with relief (he's got a first phone), and jump up and down for joy (he's immediately available). Jim Sanders: Now playing for stations writing to 23056 Baltar St., Canoga Park, Calif. 91304. Faster service available at (213) 340-7819. Rated top 40 for audiences that swing.

Attention, Bill Drake and all good size market radio stations within 1,000 miles of Las Vegas: 11 years' experience radio and TV starting at age 13, worked all formats. Desire programming and/or jock work on a clean Top 40 station that requires more than time and temp. along with professionally oriented management. 1st Phone, with engineering, single, veteran, 23, welcome responsibility and work hard for a good salary. 14 months and 45% Pulse in this market. Believe in good grammar and good taste. Len E. Mitchell, 3059 Happy Hollow, Las Vegas, Nev. 89106.

Record Distributor 'In Middle'

• Continued from page 38

Some stations, however, think that if they go on a record you should have it on the shelves the next day, he said.

But distributors face enormous problems and some radio stations just aren't being realistic about the matter when they put the blame on the distributor, Heilicher said. He pointed out that manufacturers only supplied a certain number of

copies to give to radio stations and record reviewers. "Even if I had enough deejay copies available, though, it would take 10 men just to take care of all of the radio stations."

Record distributors face countless problems — often created strictly by the manufacturer. "Elektra understands our distribution problems and Dot Records has a nice program where you can buy 100 singles and get 25 free—this allows us to

stock smaller markets with their product."

Other problems distributors face is that many markets are unique. Minneapolis, for example, is just not a good market for soul records and it's tough to bring in a 325 deal on any given soul record. "But one of our racks serves Milwaukee and thus we're able to handle a Sweet Inspiration record from Atlantic," he said. "Milwaukee is a good soul market."

Possible solutions to radio stations' problems, he said, are for record manufacturers to service promotion copies directly. Also, radio stations could help both themselves and distributors by picking up some of the mailing charges on records. "The poor distributor is in the middle," he said.

Selling Sounds

• Continued from page 40

immediate future which, Mr. Labunski said, will broaden the scope of the program. The Committee has already had discussions with a number of agencies and producers in order to build an informative and enjoyable program.

"Fast moving trends in radio commercials will be analyzed and illustrated," Mr. Labunski said.

Lou Garisto recording jingles for Frenchs Mustard. Norman Paris in with Revlon music. Ted Bates and Arnold Eidus supervising music sessions for Dentyne, Nabisco and Bluebonnet. Steve Karmen recording music spots for Chrysler. KL Music's Kermit Levinsky producing V-8 jingles. Miss America Pageant in with all those beautiful girls recording spots for their USO show. Telpac's Gus Leodas supervising spots with Governor Rockefeller. Reftis Records producing singles. At the Film Center: Marschalk mixing a film on the United Appeal. Grey recording and mixing Macys. Elektra mixing Haines. SSC&B recording and mixing Breck. McCann Erickson in with Opal. KL Music mixing V-8. Weston Woods mixing two films. Stonecutters recording and mixing Clairol.

DJ Can't Be a Chucklehead

• Continued from page 38

minds—for the better. More than any motion picture producer or writer, the disk jockey has daily contact with his audience and thus he's more of an influence. The audience is waiting for his vibrations and whether those vibrations are good or bad is extremely important. He's going to be a guy that can raise Hell—or help stop it—during the '70's."

The disk jockey's growing responsibilities aren't something that suddenly emerged during the past year. "It's been growing since audiences took more notice of lyrics five or six years ago."

'Won't Tolerate'

Casey, who probably conducts one of the most soft-spoken, smooth, easy-sell programs on-the-air in radio, believes that the '70's will also show more evidence that audiences are willing to listen to both the shouter and the disk jockey with the soft approach. "It all depends," he said, "what mood they are in . . . but, no matter what the mood, they won't tolerate idiocy on the air."

"American Top 40" is, of course, conducted much the same way Kasem ran his KRLA show for Los Angeles listeners. A half-dozen researchers put hundreds of hours of time into finding little-known facts and tales about the artists whose records are being aired that particular week. Casey will pick out one or two notes of interest about each artist (or act) and use it as a teaser just before the record is played. "It makes the audience think," he said. "Gives them a brief second to try and figure out who the artist is just before the record goes on. Audiences want that . . . they want the disk jockey to communicate to them . . . treat them as real people and not just statistics. Computers may be bigger than

ever in the '70's, but as far as radio and the disk jockeys are concerned, so are people."

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Campus News

• Continued from page 39

Michaels, A&M; "If" (LP), If, Capitol; "Devotion" (LP), John McLaughlin, Douglas; "Quartermass" (LP), Quartermass, A&M; "Action," John Hall, Columbia; "That's-a-Nice," Enzo Stuarti, Evolution. . . . KFTD, Alternate University, Jimmy Zilber reporting; "Power Trip," Mitch and the Gang, Federal; "Let My People Go," Rev. Jesse Jackson, Respect; "The White Man Has a God Complex" (LP), the Last Poets, Douglas; "Without a Trial," the Nix, Dubious.

Soul Sauce

BEST NEW RECORD
OF THE WEEK:

"SHE SAID
YES"

WILSON PICKETT
(Atlantic)



By ED OCHS

SOUL SLICES: "James Brown is still the King of Soul," hollered the headlines of July 21's Milwaukee Journal, after J.B.'s show drew 57,000 people to an outdoor concert on Lake Michigan. The crowd was a record. And so is his "Get Up" disk, a taken-for-granted hit of monster proportions that's still going higher pop & soul. Currently featured in "The James Brown Show" are singer-organist Bobby Byrd, one of the original Famous Flames, Vicki Anderson, Honey & the Bees, and the New Breed, Brown's band. . . . Miss Black America for 1970 will be chosen at the annual beauty pageant, set for Aug. 28 at Madison Square Garden. . . . Sonny Turner, of Platters fame, has formed Sonny Turner & Sound, Ltd. who open on Musicor with "Atlanta." . . . Tom Nixon, once a Motown producer, has moved to Memphis and formed his own Stripe label. Nixon, who recently produced Rufus ("Funky Chicken") Thomas, Eddie Floyd and Jesse Jackson, will present his new acts Sept. 6 at the Mid-South Coliseum. . . . New, Gifted and Going: The Moods, "Rainmaker" (Wand); Constellations, "In Love Forever" (Sunday); Otis Leavill, "Love Uprising" (Dakar); Ed Robinson, "Hey Blackman" (Cotillion); Profiles, "Little Misunderstanding" (Bamboo); Whispers, "Seems Like I Gotta Do Wrong" (Soul Clock); Betty Wright, "Pure Love" (Alston); Originals, "I Like Your Style" (Soul); Mr. Jamo, "Just Ain't Ready" (SSS). . . . A top combination on tour is Jerry Butler, the Dells and Tyrone Davis. Their tour of three Southern cities was so successful, they'll team up again in the fall. . . . Strings and horns are behind a lot of soul hits these days, and the man behind the strings & horns is Jimmie Haskell, who has five singles in the Top 100, including B.B. King's "Hummingbird" and Clarence Carter's "Patches" smash for Atlantic. . . . Inez Foxx will solo for Dynamo. A single will follow. . . . Ben Branch and SCLC's Operation Breadbasket Orchestra & Choir have a new LP on Chess called "On the Case." . . . On stage at the Apollo till Tuesday: Chairmen of the Board, Freda Payne, the Jimmy Castor Bunch, Paul Kelley, Jackie Lee, and Ray Godfrey. All with hits. . . . Next to hit: Bobby Womack, "I'm Gonna Forget You" (Minit); Festivals, "You're Gonna Make it" (Colossus); Odds & Ends, "Let Me Try" (Today); 100 Proof, "I've Come to Save You" (Hot Wax); Johnny Tolbert, "Take It Off" (Jasman); Donny Hathaway, "Voices Inside" (Atco); Moments, "If I Didn't Care" (Stang). . . . Soul Sauce cares. Do you?

Letters To The Editor

• Continued from page 40

every reasonable effort to communicate with the record companies, to let them know who we are, where are, what our market size is, what our format is, etc. Ninety-nine percent of our efforts have fallen on deaf ears.

Frankly, I was very surprised that this whole area didn't come up at the Programming Forum a month ago. When it didn't, I began to think that perhaps we here at WLVA were in a very small minority as far as this problem is concerned. The survey and your article make it clear that this isn't true.

If it weren't so painful, I could almost laugh at the irony of a breakdown in communication between two industries that have communciation as their reason for existence!

Bruce Michael Cummings
Program director
WLVA
Lynchburg, Va.

'Surfaces'

The article "Underground Pirate Stations Surface" on the

front page said that these pirate stations are now requesting copies of "disk jockey" records from manufacturers and distributors. And it went on to say that Uni Records has been honoring their requests for promotional copies.

I'm not going to say that I feel these stations should not be given these records, but why should they be given records when a station such as this one can't even get any service from companies such as Uni?

I have tried to do everything I can to improve service here, and in many cases it has picked up. But now, to hear that a company that won't serve us is servicing a station that might be on the air for a day, a week or maybe just an hour or two . . . that's too much.

I hope there are other program directors, music directors, general managers and what have you that will back me on this. I just think it's a dirty deal to have a manufacturer or distributor give records to pirate stations and nothing to the ones who are really working to please the public and to make a living.

I only say that if you're going

to serve the pirate station, okay, but keep us on your list, too.

Also I would like those who give me service to know that I'm writing this letter, not because of you, but because of people like Uni Records who give us nothing at all.

As a close I hope that the FCC will open their eyes and get to work on these pirate stations. Let's do something before they ruin radio.

Don Gilbert
KUVR
Program director
Holdrege, Neb.

'Both Sides Now'

I read with interest your article "Service Sags" of the July 25 edition of BILLBOARD. May I share my opinions, since I've been on both sides of the fence?

After some 10 years behind a microphone in positions from

(Continued on page 43)

BEST SELLING Soul Singles

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	SIGNED, SEALED, DELIVERED (I'm Yours) Stevie Wonder, Tamla 54196 (Jobete, BMI)	7	24	24	ONE WAY TICKET TO NOWHERE Syl Johnson, Twinight 134 (Jadan/Midday, BMI)	8
2	3	GET UP I FEEL LIKE BEING A SEX MACHINE (Parts 1 & 2) James Brown, King 6318 (Dynafone, BMI)	4	25	13	WHEN WE GET MARRIED Intruders, Gamble 4004 (Frost, BMI)	11
3	4	DO YOU SEE MY LOVE (For You Growing) Jr. Walker & the All Stars, Soul 35073 (Jobete, BMI)	5	26	33	YOURS LOVE Joe Simon, Sound Stage 7 2664 (Wilderness, BMI)	2
4	7	WAR Edwin Starr, Gordy 7101 (Jobete, BMI)	5	27	26	SOMETHING STRANGE IS GOIN' ON IN MY HOUSE Ted Taylor, Ronn 44 (Respect, BMI)	6
5	2	THE LOVE YOU SAVE/I FOUND THAT GIRL Jackson 5, Motown 1166 (Jobete, BMI/Jobete, BMI)	11	28	29	LONG LONELY NIGHTS Dells, Cadet 5672 (Arc/G&H, BMI)	5
6	9	PATCHES Clarence Carter, Atlantic 2748 (Forever, BMI)	4	29	28	DEAR IKE (Remember, I'm John's Girl) Sisters & Brothers, Uni 55238 (Matzo Ball/Cold Gritz, BMI)	6
7	6	STEAL AWAY Johnnie Taylor, Stax 0068 (Fame, BMI)	11	30	36	HUMMINGBIRD B.B. King, ABC 11268 (Skyhill, BMI)	3
8	8	GROOVY SITUATION Gene Chandler, Mercury 73083 (Cachand/Patchell, BMI)	7	31	—	AIN'T NO MOUNTAIN HIGH ENOUGH Diana Ross, Motown 1169 (Jobete, BMI)	1
9	11	I'LL BE RIGHT HERE Tyrone Davis, Dakar 618 (Julio-Brian/Jadan, BMI)	7	32	27	DROP BY MY PLACE Little Carl Carlton, Back Beat 613 (Colfam/Tairi Don, BMI)	9
10	10	MAYBE Three Degrees, Roulette 7079 (Nom, BMI)	10	33	30	WESTBOUND #9 Flaming Ember, Hot Wax 7003 (Gold Forever, BMI)	13
11	12	EVERYBODY'S GOT THE RIGHT TO LOVE Supremes, Motown 1167 (Think Stallman, BMI)	4	34	47	EVERYTHING'S TUESDAY Chairmen of the Board, Invictus 9079 (Gold Forever, BMI)	1
12	5	BALL OF CONFUSION (That's What the World Is Today) Temptations, Gordy 7099 (Jobete, BMI)	12	35	37	DON'T MAKE ME OVER Brenda & the Tabulations, Top & Bottom 404 (Blue Seas/Jac, ASCAP)	2
13	18	IT'S A SHAME Spinners, V.I.P. 25057 (Jobete, BMI)	4	36	39	LOOKY LOOKY (Look at Me Girl) O'Jays, Neptune 31 (Assorted, BMI)	3
14	14	STEALING IN THE NAME OF THE LORD Paul Kelly, Happy Tiger 541 (Tree, BMI)	9	37	41	DON'T NOBODY WANT TO GET MARRIED Jesse James, Zea 1002 (Three & Three/South Richmond, BMI)	3
15	20	STAY AWAY FROM ME (I Love You Too Much) Major Lance, Curtom 1953 (Camad, BMI)	6	38	31	LET THE MUSIC TAKE YOUR MIND Kool & the Gang, De-Lite 529 (Stephanye, BMI)	9
16	16	I LIKE YOUR LOVIN' (Do You Like Mine) Chi-Lites, Brunswick 55438 (Julio-Brian, BMI)	7	39	23	RIGHT NOW RIGHT NOW Al Greene, Hi 2177 (Jec, BMI)	8
17	19	(If You Let Me Make Love to You Then) WHY CAN'T I TOUCH YOU? Ronnie Dyson, Columbia 4-45110 (Chappell, ASCAP)	6	40	38	YOU'VE BEEN MY INSPIRATION Main Ingredient, RCA 74-0340 (Multimood, BMI)	10
18	—	DON'T PLAY THIS SONG Aretha Franklin, Atlantic 2751 (Progressive, BMI)	1	41	42	RUNAWAY PEOPLE Dyke & the Blazers, Original Sound 96 (Drive-In/Westward, BMI)	5
19	17	THE SLY, THE SLICK & THE WICKED Lost Generation, Brunswick 55436 (Julio-Brian, BMI)	12	42	49	BLACK FOX Freddy Robinson, Pacific Jazz 88155 (Agent, BMI)	2
20	15	END OF OUR ROAD Marvin Gaye, Tamla 54195 (Jobete, BMI)	9	43	43	60 MINUTE MAN/THE PREACHER & THE BEAR Rufus Thomas, Stax 0071 (Lois, BMI/East/Memphis, BMI)	3
21	32	GIRLS WILL BE GIRLS, BOYS WILL BE BOYS Isley Brothers, T-Neck 921 (Triple Three, BMI)	4	44	44	BORDER SONG (Holy Moses) Dorothy Morrison, Buddah 184 (James, BMI)	2
22	22	SOMEBODY'S CHANGIN' MY SWEET BABY'S MIND Little Milton, Checker 1231 (Julio-Brian, BMI)	4	45	45	SET ME FREE Esther Phillips, Atlantic 2745 (Tree, BMI)	2
23	21	O-O-H CHILD Five Stairsteps, Buddah 165 (Duckstun/Kama Sutra, BMI)	21	46	—	WE CAN MAKE IT BABY Originals, Soul 35074 (Jobete, BMI)	1
				47	40	I GOTTA GET AWAY (From My Own Self) Ray Godfrey, Spring 104 (Gaucho, BMI)	5
				48	48	WORRIED LIFE B.B. King, Kent 4526 (Duchess, BMI)	2
				49	50	BRING IT ON HOME Lou Rawls, Capitol 2856 (Kags, BMI)	2
				50	—	MY GIRL Eddie Floyd, Stax 0072 (Jobete, BMI)	4



THE BAR-KAYS and Rufus Thomas get together off-stage at a recent press party in Los Angeles, after a three-week stint they shared at Disneyland. Standing left to right are: Rufus Thomas; Bar-Kay Larry Dotson; Stax's Al Bell; Bar-Kay Ben Cauley; Bar-Kay Ben Alexander; John Fisher, promotion man for Merit Distributors of L.A.; and Bar-Kay Winston Stewart. Kneeling are Willie Bell and Harvey Henderson of the Bar-Kays. The Volt group is appearing in Ashbury Park, N.Y., Aug. 8 with Carla Thomas, while Thomas is hitting with his latest, "Sixty Minute Man."



DON CARTER, left, Scepter's regional r&b promotion manager, bids good luck to Walter ("Baby Love") Shaw with a farewell grip at a recent party hosted by Scepter Records, Houston. Shaw leaves KILT for Detroit powerhouse CKLW, where he will work the 9-12 night shift. Looking on is radio KYOK's station manager, Dick Oppenheimer. The going away affair was held at Houston's Royal Coach Inn.

Letters To The Editor

• Continued from page 42

jock to operations manager, I have felt most of the anxieties expressed in the article. Subsequently, two years ago when I joined the world of "record promotion," I set forth to counteract these complaints before I received them. All records are mailed within three days of the time they come into our office. Mailings are made to key stations in the same shipment as the small isolated stations, on the same day. Service questionnaires are sent out every six months with space left for complaints and suggestions, and all collect phone calls are accepted or returned even when only one 45 rpm record is in need. We make weekly phone calls to more than 20 key stations in the area and personal visits whenever possible, as well as weekly contact with all our distributors. To the best of our knowledge, we are giving regular service to EVERY radio station in our two-state region, those that we aren't servicing, we don't know about and a collect call to this office would alleviate that problem. Flyers are mailed out giving the action we receive from stations across the nation as well as reports in trades and record tipsheets.

With the service that we give, I feel that I am justified to list my complaints.

John Wada and Bob Wallace have a complaint that I would like to take issue with. Very often the key stations seem to have an insurmountable attitude when it comes to exposure on new product, they want to program only proven hits and the smaller stations follow their playlists most often. Lack of coordination in stocking the product falls in part on the fact that airplay given is not adequate to stimulate demand to make it worthwhile to stock this said

product. A two-week limit seems to be standard and this works with some but not all product due to the fact that it's only played three or less times a day. When a dealer stocks new product, he expects it to move and without proper exposure from the stations, this is impossible. A few times of buying stock, only to have the record come off the playlist within a day or two, would make anyone skeptical.

The general complaint of record companies sending dud records and never natural hits is unfounded as well. It seems that unless a record hits the national charts the first week it's considered a dud and for this reason many hits are lost. Examples within our company: "For the Love of Him" by Bobbi Martin and "Hawaii 5-0" by the Ventures, both were top 10 records but they both broke about six months after they were released. When one walks into a station only to see records stuffed in every corner and scattered on shelves, it is easy to see why a good cop-out is, "I didn't get it." A good filing system listing labels alphabetically was simplest for me and if service is as bad as some have said, it shouldn't take up very much space.

Having been on both sides, I can see that there must be limitations and every record can't be programmed, this is without question, but if more program directors and music directors took the companies that gave them good service into more consideration on "record day," I feel that you would see an improvement in the companies that didn't. I work hard to give the BEST service in the Carolinas and in doing so I feel that it's only fair to me if I get the break when a decision is to be made over which record is to be added this week, the one on



WWRL's JERRY BLEDSOE, center, holds the record for keeping the Rhythm Rebellion content, and it just happens to be a copy of the Tangerine Records group's first disk, "Universal Rhythm." Currently on a tour of the U.S. and Canada, the Rhythm Rebellion is celebrating their discovery by Ray Charles with top picks and play.

BEST SELLING Soul LP's

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	18	26	22	COME TOGETHER Ike & Tina Turner & the Ikettes, Liberty LST 7637	14
2	2	ABC Jackson 5, Motown MS 709	11	27	27	EXPRESS YOURSELF Watts 103rd Street Rhythm Band, Warner Bros. WS 1864	7
3	3	THE LAST POETS Douglas 3	8	28	28	THE DEVIL MADE ME BUY THIS DRESS Flip Wilson, Little David LD 1000	25
4	7	BITCHES BREW Miles Davis, Columbia GP 26	14	29	29	EBONY WOMAN Billy Paul, Neptune NLPS 201	3
5	5	DIANA Diana Ross, Motown MS 711	5	30	46	DELPHONICS Philly Groove, PG 1153	2
6	4	STILL WATERS RUN DEEP Four Tops, Motown MS 704	20	31	33	I WANT YOU BACK Jackson 5, Motown MS 700	31
7	6	PSYCHEDELIC SHACK Temptations, Gordy GS 947	20	32	38	STRUTTIN! Meters, Josie JDS 4012	8
8	10	ECOLOGY Rare Earth, Rare Earth RS 514	5	33	30	WHATLOVEHAS... JOINEDTOGETHER Smokey Robinson & the Miracles, Tamla TS 301	11
9	9	TURN BACK THE HANDS OF TIME Tyrone Davis, Dakar SP 9027	6	34	36	EAT OUT MORE OFTEN Rubby R. Moore, Kent KST 001	2
10	8	GET READY Rare Earth, Rare Earth RS 507	30	35	37	McLEMORE AVENUE Booker T. & the MG's, Stax STS 2027	16
11	11	RIGHT ON Supremes, Motown MS 704	11	36	42	TELL THE TRUTH Otis Redding, Atco SD 33-333	3
12	12	STAIRSTEPS Buddah BDS 5061	12	37	35	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	58
13	13	GREATEST HITS Fifth Dimension, Soul City SCS 33900	12	38	34	GLADYS KNIGHT & THE PIPS' GREATEST HITS Soul SS 723	20
14	15	BLACK TALK Charles Earland, Prestige PR 7758	11	39	45	EVERYTHING I PLAY IS FUNKY Lou Donaldson, Blue Note BST 84337	4
15	17	IT'S A NEW DAY James Brown, King KS 1092	10	40	44	MAYBE Three Degrees, Roulette SR 42050	2
16	14	BAND OF GYPSYS Jimi Hendrix, Buddy Miles & Billy Cox, Capitol STA0 472	13	41	43	CALIFORNIA GIRL Eddie Floyd, Stax STS 2029	5
17	20	VIVA TIRADO El Chicano, Kapp KS 3632	9	42	32	BEST OF JERRY BUTLER Mercury SR 61281	8
18	18	STAND Sly & the Family Stone, Epic BN 26456	68	43	—	BAND OF GOLD Freda Payne, Invictus ST 7301	1
19	21	WOODSTOCK Soundtrack, Cotillion SD 3-500	9	44	41	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKA0 404	22
20	23	THIS GIRL'S IN LOVE WITH YOU Aretha Franklin, Atlantic SD 8248	27	45	48	HAPPY & IN LOVE Gloria Lynne, Canyon 7709	3
21	16	I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter SPS 581	16	46	40	RED CLAY Freddie Hubbard, Cti CTI 6001	7
22	25	NOT ON THE OUTSIDE Moments, Stang 1000	12	47	—	GET READY King Curtis, Atco SD 33-338	1
23	19	YOU AND ME Jerry Butler, Mercury SR 61269	14	48	39	FAREWELL Diana Ross & The Supremes, Motown MS 708	13
24	24	JR. WALKER & THE ALL STARS "LIVE" Soul SS 725	13	49	49	BLACK GOLD Nina Simone, RCA Victor LSP 4248	18
25	26	FUNKADELIC Westbound 2000	21	50	50	GIVE ME JUST A LITTLE MORE TIME Chairmen of the Board, Invictus 7300	10

JOHN DOE that gives poor service or the one on LIBERTY that gives best service.

Thanks for hearing me out. I have used such discretion in choosing my words that, if you'd care to quote me on anything I've said... you have my permission.

Mike Cloer
Promotion Manager
Carolinas
Liberty/UA Records

'Tommy' Totes \$\$ Sales Up & Away

NEW YORK — Decca Records is reservicing key radio stations with the Who "Tommy" two-LP album set, based upon renewed sales activity. Decca management reports the album set sold more than 150,000 copies in July, bringing total sales in excess of \$5 million on the set. Their newest LP, "Live at Leeds," is already a chart topper.

MARKETPLACE

POSTERS

COLORFUL POSTERS FOR ALL events. Lowest prices. Free delivery anywhere. Brilliant colors, in sizes 14x22, 17x26, 22x28. Order 50 or more. Also fluorescent Bumper Strips in any quantity. Send for free colorful brochure. Royal Printing Co., 3117 N. Front St., Philadelphia, Pa. 19133. Phone: (215) 739-8282 or 739-9263. au29

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WANT JUKEBOX AND GAME MECHANIC. Must be good. The man we are looking for will be working with 3 other mechanics. Country route, both route and shop work. Must be sober. Please give your home phone number. Write: England Amusement Co., P.O. Box 236, Purdy, Mo. 65734. tfn

WRITER'S AGENT OR PRODUCER FOR young, experienced arranger-producer-songwriter. Top percentage paid. Write: R. Shallue, 45 Helen St., Fairfield, Conn. au15

INTERNATIONAL EXCHANGE

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PAUL McCARTNEY'S NEW LP, ALSO "Sentimental Journey" by Ringo, all English Underground Groups, or any other English album, \$6.50, airmailed. Singles, \$2. Record Centre Ltd., Nuneaton, England. eow

UNITED STATES

DEALERS — COLLECTORS — RARE American 45's and LP's 15¢ up. Free catalog, foreign, 4 P.O. coupons. Kape, Box 74B, Brooklyn, N. Y. 11234. tfn

Say You Saw It in
Billboard

Country Music



PRIOR TO a recent recording session at Certron, Henny Youngman received a welcome from the Nashville Area Chamber of Commerce. Greeting him were Bill Ward, representing the Chamber, and Bill O'Brien, right, of Certron.

New Promotion Mailer for Singelton Corp.

NASHVILLE—A meaningful foldover mailing enclosure has been devised by Buddy Blake of the Shelby Singleton Corporation for inclusion with both singles and LP's as a strong promotional piece.

Manufactured of such consistency that it can be stood up and used as a reading device by disk jockeys or placed on a retail store shelf, the foldovers include such information as biographical data, dates of the artists' appearance over a given period of time, photographs and even planned one-liners.

"My over-all plan is to get people in the habit of enjoying opening their mail from us," Blake said. "First we insure them good commercial product with the record. Then we give them other important information, useful and/or entertaining."

Currently in use only on the singles, Blake plans to go into immediate production with the LP's. "With this foldover we hope to do some clever things," Blake said, "and it will all be done in good taste."

The first Debbie Laurie Kaye release, soon to be on the market on Plantation, will be the next mailing including the enclosure.

Family Entertainment Park Draws Industry Involvement

BURNS, Tenn. — Ground-breaking ceremonies were held here for a new \$18 million family entertainment park owned and developed by officials of the music industry in Nashville.

Hosting the ceremony were E. Jimmy Key of Key Talent, president of the organization known as Underground City, U.S.A.; Noble Bell, executive vice president of the Shelby Singleton Corp., who is the Underground vice president, and Bobby Frazier, a CPA, who is secretary and treasurer.

The first phase of development is scheduled for completion within a year at a cost of \$1.3 million. This will include the transformation of an 8-acre underground area and the initial 91-acre plot which will contain exhibits, rides, attractions and camping-picnic facilities.

Most of the stockholders of the facility are members of the music and recording industry.

The location is some 24 miles west of Nashville in an old limestone cave.



AN AUTOGRAPH PARTY is hosted by RCA's Billy Charne in Albuquerque, sponsored by KRZY.

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

- ★ Carry Me Across the Threshold—Toni Arden (Mishawaka)
- Heart Over Mind—Mel Tillis (Kapp)
- Tell All Brother—Kenny Rogers (Reprise)
- Walking the Street—Bobby Lee (BRW)
- No Arms Could Ever Hold You—Bobby Vinton (Epic)
- Got to Get You Into My Life—The Downbeats (Trail)
- One Child—Barbara Trent (Red Label)
- You' There—Larry Edwards (Circle E)
- You Broke a Blind Boy's Heart—Jimmy Jones (Jody)
- Pocket Full of Friends—I Don't Know (Vikings)
- After All These Years (LP)—Carmine Gagliardi (Cambray)
- Dallas Is the City for Me—Milus Bradley (Geauga)

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

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

ALL AMERICAN HUSBAND

DECCA 32698

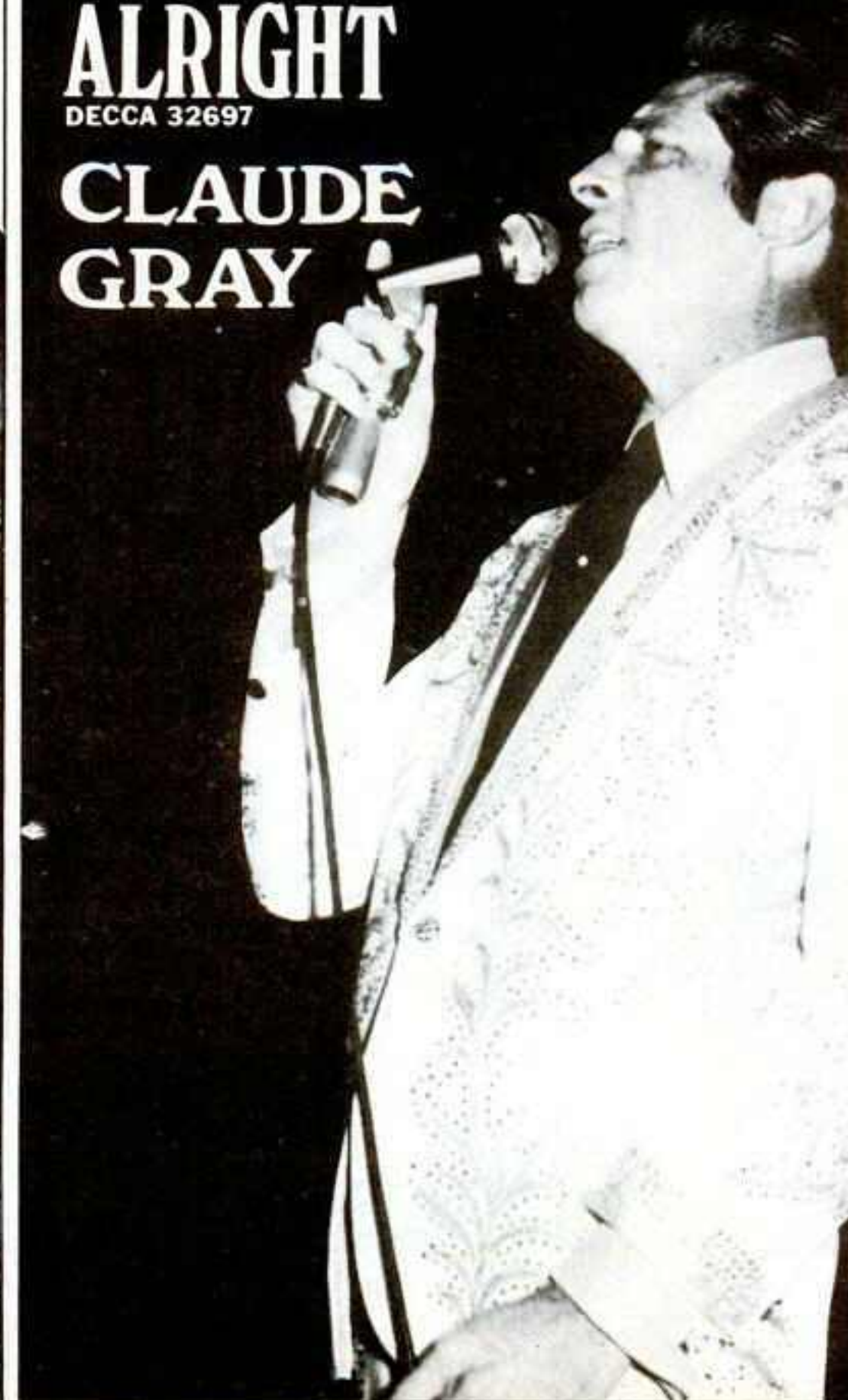
PEGGY SUE



EVERYTHING WILL BE ALRIGHT

DECCA 32697

CLAUDE GRAY



HURRY HOME TO ME

DECCA 32705

BOBBY WRIGHT



Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 8/15/70

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	CHARLEY PRIDE'S 10th ALBUM RCA Victor LSP 4367	4
2	2	FIGHTIN' SIDE OF ME Merle Haggard, Capitol ST 451	3
3	3	HELLO DARLIN' Conway Twitty, Decca DL 75209	8
4	4	TAMMY'S TOUCH Tammy Wynette, Epic BN 26549	13
5	7	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia CS 9978	12
6	5	THE WORLD OF JOHNNY CASH Columbia GP 29	11
7	9	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	26
8	6	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	42
9	11	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	30
10	8	BEST OF JERRY LEE LEWIS Smash SR5 67131	16
11	10	LOVE IS A SOMETIMES THING Bill Anderson, Decca DL 75206	7
12	12	YOU AIN'T HEARD NOTHIN' YET Danny Davis & the Nashville Brass, RCA Victor LSP 4334	11
13	13	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	50
14	18	MY LOVE/YOU KEEP ME HANGIN' ON Sonny James, Capitol ST 478	4
15	14	BABY BABY David Houston, Epic BN 26519	20
16	22	OH HAPPY DAY Glen Campbell, Capitol ST 443	14
17	17	WE'RE GONNA GET TOGETHER Buck Owens & Susan Raye, Capitol ST 448	15
18	20	LORETTA LYNN WRITES 'EM AND SINGS 'EM Decca DL 75198	6
19	16	A TASTE OF COUNTRY Jerry Lee Lewis, Sun SUN 114	16
20	35	THE KANSAS CITY SONG Buck Owens, Capitol ST 476	3
21	21	LONG LONESOME HIGHWAY Michael Parks, MGM SE 4662	10
22	15	HANK WILLIAMS JR. GREATEST HITS MGM SE 4656	19
23	19	HELLO, I'M JOHNNY CASH Columbia KCS 9943	27
24	26	ON STAGE—FEBRUARY 1970 Elvis Presley, RCA Victor LSP 4367	7
25	29	YOUR LOVE IS HEAVENLY SUNSHINE Ferlin Husky, Capitol ST 433	4
26	23	BIRDS OF A FEATHER Jack Blanchard & Misty Morgan, Wayside WSS 33-001	12
27	30	BEST OF EDDY ARNOLD VOL. II RCA Victor LSP 4320	13
28	28	STAY THERE TILL I GET THERE Lynn Anderson, Columbia CS 1025	12
29	24	WORLD OF TAMMY WYNETTE Epic BN 503	10
30	33	THE WAYS TO LOVE A MAN Tammy Wynette, Epic BN 26519	27
31	27	YOU WOULDN'T KNOW LOVE Ray Price, Columbia CS 9918	14
32	34	REAL LIVE Dolly Parton, RCA Victor LSP 4387	2
33	31	SIX WHITE HORSES Tommy Cash, Epic BN 26535	18
34	32	WORLD OF RAY PRICE Columbia GP 28	6
35	37	JACK GREENE'S GREATEST HITS Decca DL 75208	2
36	36	BOBBY GOLDSBORO'S GREATEST HITS United Artists UAS 5502	4
37	25	PORTER WAYNE & DOLLY REBECCA Porter Wagoner & Dolly Parton, RCA Victor LSP 4305	21
38	38	TOO SEE MY ANGEL CRY/WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca DL 75172	27
39	—	I NEVER PICKED COTTON Roy Clark, Dot DLP 25980	1
40	40	THE CARL SMITH ANNIVERSARY ALBUM/20 YEARS OF HITS Columbia GP 31	9
41	42	HANK WILLIAMS JR. SINGING SONGS OF JOHNNY CASH MGM SE 4675	2
42	41	OCCASIONAL WIFE/IF I EVER FALL IN LOVE WITH A HONKY TONK GIRL Faron Young, Mercury SR 61275	9
43	43	NORWOOD Soundtrack, Capitol SW 475	2
44	39	WAYLON Waylon Jennings, RCA Victor LSP 4260	28
45	45	I WITNESS LIFE Tom T. Hall, Mercury SR 61277	6

Country Music

Nashville Scene

By BILL WILLIAMS

Cedarwood writer Eddy Polo, whose songs have been recorded by Carl Perkins, Del Ward, Ernie West and various groups, is now recording his own songs for the Paramount label. The writer, arranger, producer and artist has "Sunshine of My Mind" as his first release. . . . Paul Kelley is now on Happy Tiger, and his current single, "Stealin' in the Name of the Lord" was produced by Buddy Killen. That also will be the title song of his first LP. . . . Rici Moreno will co-produce with Henry Hurt all the upcoming sessions of Tommy Overstreet and Peggy Little on Dot. . . . Billy Joe Spears was on her way from a fair date when a speeding car hit the back of her camper, and the electric bass fell over and broke her foot. After checking into a hospital at Champaign, Ill., she took off for a date in Iowa, and managed to keep all her bookings. . . . Moss-Rose writer Don Hill has returned to England for a while. He'll work clubs there until October when he comes back again. . . . Epic's Charlie Walker will make a return engagement this week at the Silver Dollar Saloon in Las Vegas. . . . Columbia's Barbara Fairchild will appear August 22 at Dewey Groom's Longhorn Ballroom in Dallas, then on to the Silver Dollar at Las Vegas. . . . George Owen, long-time artist, has signed a contract with Show Biz Records. The announcement was made by Virginia Parker, business manager, and Jim Hall, music director. . . . Writer-publisher Kent Westberry has announced the signing of Dave Turner to an exclusive songwriter contract with Rocker Music. Although young, Turner has had tunes recorded by Faron Young, George Jones, Bobby Bare and Melba Montgomery. The signing marks a major expansion of the Baltimore-based Napeg Talent As-

sociates, Inc. Rocker Music is one of six publishing firms under the umbrella of Napeg. . . . The Homesteaders return for two weeks in September as headliners at the Golden Nugget Club in Las Vegas. . . . James O'Gwynn has recorded "House of Blue Lovers" which was a big record back in 1961. . . . Robert Owens, manager of Music City Records, has leased a master on John Henry III titled "Mathida," to Monument Records. Bill Owens is the producer. . . . Jimmy Snyder made his first guest appearance on the "Opry." . . . David Rogers of Columbia has joined the long list of artists who have moved to Nashville. Kathleen Jackson of Atlanta continues to manage him, and do a great job of it. . . . WHOO in Orlando has celebrated the start of its third year with the country sound, and the success stories keep piling up. . . . Tucson Records has released a Woody Mercer single and is sending the singer-writer on a tour of Idaho, Washington and Oregon for first-hand delivery of the tune, "Mirror, Mirror On the Wall." . . . Mickey Newbury wrote "Where There's Smoke" especially for Glenn Barber, who has turned out several hits in a row on Hickory. . . . James Lewis, now with NRS Records, co-wrote both sides of his new release, the plug side of which is "The Pill." It was produced by Col. Dave Mathes. . . . Irene Danner of Bloomington, Ind., has signed with Danrite Records. Charles Wright of Dallas is rushing her into a recording session for a quick release. . . . Something good should be said about Jamey Ryan of the Show Biz label, whose abilities are called to our attention often by George Cooper III. She's an outstanding artist who improves with each release, and seems to have a winner now in "Sunshine Blue." . . . Johnny Duncan is going strong since signing with Jack Johnson for manager. One of the most capable managers in the business, Johnson has Johnny working all sorts of fair dates, has him produced now by Bob Montgomery and Bobby Goldsboro for Columbia. His newest release is "My Woman's Love," written by Larry Butler of Capitol. . . . George Hamilton IV, working parks and fairs when not campaigning for Tex Ritter, has recorded a new LP which is straight country. The emphasis is on the fiddle (Johnny Gimble) and the steel (Weldon Myric), and the virtuosity of Buddy Spiker. George also is using his road band on his recordings, with the consent of producer Bob Ferguson. . . . Eddy Arnold was guest of honor at a press luncheon hosted by KOIT, San Francisco. He also did an hour-long interview which will be broadcast as part of a special on that station in the near future. . . . Marve Hoerner has signed The Rays, Denver based act, to a management pact with his Triple T. Talent. . . . Jim Glaser lectured prospective disk jockeys at an Institute here, describing the promotional aspects of

a total service organization in music. . . . Susan Raye of Capitol took part in the WPLO Appreciation Week in Atlanta, then rejoined the Buck Owens show for weekend dates in Illinois, Pennsylvania and Texas. . . . Connie Eaton, of Chart, has recorded the theme song for the daytime radio network show, "The Best of Everything." . . . Police Records, a newly formed Minneapolis label, has signed its first two artists, Marion Tallent Jr. and Kyle Evans. Marion's first release is "Matilda, the Mermaid" and Kyle's is "Will Your Product Wash My Teardrops Off the Floor." . . . Buck Owens and His Buckaroos have been signed to guest on two CBS network shows early this fall. . . . Tony Booth, upoming MGM country artist, is set for an August release date for both his new single and album. All the songs were cut at the Buck Owens Studios in Bakersfield, produced by Dusty Rhodes. . . . With Johnny Western playing the Shrine Rodeo at Kansas City, Kan., all attendance records were broken. . . . The Continental All Star Review, a booking agency in Rockford, Ill., is now booking country talent nationwide. The acts include Jan Croxton and the Rhythmaires, Debbie Witt and Jim Hall. . . . Peggy Little has cut her first Christmas single, done in Bradley's Barn. . . . Chuck Glaser co-produced the MGM release of Sharon Sanders with Jerry Styner for Glaser Productions. . . . Jan Hurley, who had been ill with strep throat, had a medicine reaction and was rushed to a hospital in Springfield, Ill. Now recovering, a tonsillectomy is next. . . . Larry Kingston has signed a recording contract with Mercury. The announcement was made by Pete Drake, his personal manager. He's one of the better songwriters in Nashville.

Sugarhill Goes More Country

NASHVILLE—Sugarhill Records moved further into an all-country format with the signing of Stan Gunn of Springfield, Ill., who has recorded for a number of years but never before with national distribution.

The veteran performer, who has his own television corporation and syndicated show in the midwest, was signed by Vance Bulla, manager of the Chart subsidiary.

On his "Stann Gunn Show" which originates in Springfield, the artist has utilized such recent guests as Roy Clark, Hank Thompson, Webb Pierce and Norma Jean. He also has a 10-piece band, and long has played the nightclub circuit in such locations as Las Vegas, Phoenix, St. Louis, Minneapolis, St. Paul and along the Gold Coast of Florida.

Bulla cut Gunn's first session last week at RCA studios here.

RPM's Mega Out With First Singles

NASHVILLE—Mega Records has released its first two singles, one country and the other aimed at young pop fans.

Mega, a division of RPM, released "He's Everything" by Sammi Smith, former Columbia artist, written by Gene Dobbins and Jean Whitehead and produced by Jim Malloy. The other was "It Takes Minutes," done by Alan Rush and the Stonehouse, also produced by Malloy. It was written by Alan Rush and Randy Cullers.

WEEZ Radio Thanks

Decca Records . . . George Collier, Webb Pierce . . . Wilburn Brothers . . . Bobby Wright . . . Jeannie C. Riley and special thanks to Mike Hight for making the WEEZ Nashville Tour . . . Aug. 1st & 2nd a great success! !

Mike Bové and Bob White WEEZ Radio serving the Philadelphia — Wilmington corridor.

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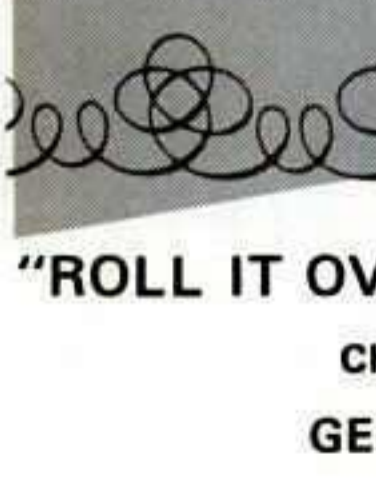
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Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 8/15/70

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	DON'T KEEP ME HANGIN' ON Sonny James, Capitol 2834 (Marson, BMI)	7
2	2	WONDER COULD I LIVE THERE ANYMORE Charley Pride, RCA Victor 47-9853 (Hall-Clement, BMI)	10
3	7	FOR THE GOOD TIMES/ GRAZIN' IN GREENER PASTURES Ray Price, Columbia 4-45178 (Baukhorn, BMI/Combine, BMI)	8
4	3	KANSAS CITY SONG Buck Owens, Capitol 2783 (Blue Book, BMI)	11
5	5	HUMPHREY THE CAMEL Jack Blanchard & Misty Morgan, Wayside 013 (Back Bay, BMI)	9
6	6	WHEN A MAN LOVES A WOMAN (The Way I Love You) Billy Walker, MGM 14134 (Forrest Hills, BMI)	8
7	10	YOU WANNA GIVE ME A LIFT Loretta Lynn, Decca 32693 (Sure-Fire, BMI)	8
8	4	SOMEDAY WE'LL BE TOGETHER Bill Anderson & Jan Howard, Decca 32689 (Jobete, BMI)	9
9	9	SALUTE TO A SWITCHBLADE Tom T. Hall, Mercury 73078 (Newkeys, BMI)	6
10	13	EVERYTHING A MAN COULD EVER NEED Glen Campbell, Capitol 2843 (Ensign, BMI)	5
11	11	MULE SKINNER BLUES Dolly Parton, RCA Victor 47-9863 (Peer International, BMI)	7
12	8	JESUS TAKE A HOLD Merle Haggard, Capitol 2838 (Blue Book, BMI)	10
13	17	TELL ME MY LYING EYES ARE WRONG George Jones & the Jones Boys, Musicor 1408 (Blue Crest, BMI)	7
14	15	THE WHOLE WORLD COMES TO ME/ IF THIS IS LOVE Jack Greene, Decca 32699 (Contention, SESAC/Contention, SESAC, BMI)	5
15	14	HE LOVES ME ALL THE WAY Tammy Wynette, Epic 5-10612 (Algee, BMI)	13
16	12	I NEVER PICKED COTTON Roy Clark, Dot 17349 (Central Songs/ Freeway, BMI)	11
17	24	HEAVEN EVERYDAY Mel Tillis, MGM 14148 (Jack & Bill, ASCAP)	4
18	19	ONE SONG AWAY Tommy Cash, Epic 5-10630 (House of Cash, BMI)	5
19	16	A PERFECT MOUNTAIN Don Gibson, Hickory 1571 (Acuff-Rose, BMI)	8
20	20	DO IT TO SOMEONE YOU LOVE Norro Wilson, Mercury 730077 (Newkeys, BMI)	7
21	18	IF I EVER FALL IN LOVE (With A Honky Tonk Girl) Faron Young, Mercury 73065 (Newkeys, BMI)	12
22	22	BILOXI Kenny Price, RCA Victor 47-9869 (Window, BMI)	5
23	39	REMOVING THE SHADOW Hank Williams & Lois Johnson & the Nashville Band, MGM 14136 (Williams Jr., BMI)	7
24	21	DUTY NOT DESIRE Jeannie C. Riley, Plantation 59 (Singleton, BMI)	8
25	28	HONKY TONK MAN Bob Luman, Epic 5-10631 (Cedarwood, BMI)	6
26	25	HELLO DARLIN' Conway Twitty, Decca 32661 (Twitty Bird, BMI)	17
27	23	HELLO MARY LOU Bobby Lewis, United Artists 50668 (January/Champion, BMI)	12
28	30	ALL FOR THE LOVE OF SUNSHINE Hank Williams Jr., MGM 14152 (Hastings, BMI)	3
29	40	DADDY WAS AN OLD TIME PREACHER MAN Porter Wagoner & Dolly Parton, RCA Victor 47-9875 (Owepar, BMI)	3
30	26	LONG LONG TEXAS ROAD Roy Drusky, Mercury 73956 (Combine, BMI)	15
31	32	BABY I TRIED Jim Ed Brown, RCA Victor 47-9858 (Monster, ASCAP)	6
32	33	NO LOVE AT ALL/ I FOUND YOU JUST IN TIME Lynn Anderson, Columbia 4-45190 (Gallico, BMI)	3
33	29	SHE'S A LITTLE BIT COUNTRY George Hamilton IV, RCA Victor 47-9829 (Wilderness, BMI)	16
34	36	MARTY GRAY Billie Jo Spears, Capitol 2844 (Chestnut, BMI)	4
35	27	I NEVER ONCE STOPPED LOVING YOU Connie Smith, RCA Victor 47-9832 (Stallion, BMI)	14
36	43	THIS NIGHT (Ain't Fit for Nothing But Drinking) Dave Dudley, Mercury 47079 (Newkeys, BMI)	3

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
37	44	ALL AMERICAN HUSBAND Peggy Sue, Decca 32698 (Sure-Fire, BMI)	6
38	38	ONE NIGHT STAND Susan Raye, Capitol 2833 (Blue Book, BMI)	7
39	48	SUGAR IN THE FLOWERS Anthony Armstrong Jones, Chart 5083 (Sue-Mir!, ASCAP)	4
40	72	WONDERS OF THE WINE David Houston, Epic 5-10643 (Algee, BMI)	2
41	55	SNOW BIRD Anne Murray, Capitol 2738 (Beechwood, BMI)	4
42	45	HOW I GOT TO MEMPHIS Bobby Bare, Mercury 73097 (Newkeys, BMI)	2
43	51	EVERYTHING WILL BE ALRIGHT Claude Grey, Decca 32697 (Vanjo/Twig, BMI)	5
44	31	A MAN'S KIND OF WOMAN/ LIVING UNDER PRESSURE Eddy Arnold, RCA Victor 47-9848 (Twin Forks/Ragmar, BMI/Four Most, BMI)	10
45	—	I WANT YOU FREE Jean Shepard, Capitol 2847 (Gallico, BMI)	1
46	56	PICK ME UP ON YOUR WAY DOWN/ BONAPARTE'S RETREAT Carl Smith, Columbia 4-45177 (Tree, BMI/Acuff-Rose, BMI)	6
47	—	ANGELS DON'T LIE Jim Reeves, RCA Victor 47-9880 (Acclaim, BMI)	1
48	37	HEART OVER MIND Mel Tillis, Kapp 2086 (Cedarwood, BMI)	17
49	49	TILL I CAN'T TAKE IT ANYMORE Dottie West & Don Gibson, RCA Victor 47-9867 (Enden, BMI)	5
50	34	LAND MARK TAVERN Del Reeves & Penny De Haven, United Artists 50669 (Passkey, BMI)	12
51	53	HARD HARD TRAVELIN' MAN Dick Curless, Capitol 2848 (Acuff-Rose, BMI)	2
52	54	VANISHING BREED Hank Snow, RCA Victor 47-9856 (Forrest Hills, BMI)	6
53	63	BLAME IT ON ROSEY Ray Sanders, United Artists 50689 (Unart, BMI)	3
54	65	FREIGHTLINER FEVER Red Sovine, Starday 896 (Tarheel/Big Swing, BMI)	4
55	61	IT'S DAWNED ON ME YOU'RE GONE Dottie West, RCA Victor 47-9872 (Tree, BMI)	3
56	66	THE MAN YOU WANT ME TO BE Webb Pierce, Decca 32684 (Wandering Acres, SESAC)	3
57	57	FINGERPRINT Freddie Hart, Capitol 2839 (Blue Book/Ching-Ring, BMI)	7
58	59	MISSISSIPPI John Phillips, Dunhill 4236 (Alchemy, ASCAP)	7
59	71	I KNEW YOU'D BE LEAVING Peggy Little, Dot 17353 (Blue Lake/Split Rail, BMI)	2
60	41	MARY GOES ROUND Bobby Helms, Certron 10002 (Jack, BMI)	8
61	62	GEORGIA SUNSHINE Jerry Reed, RCA Victor 47-9370 (Vector, BMI)	2
62	47	COME & GET IT MAMA Charlie Louvin, Capitol 2824 (Tuff, BMI)	7
63	64	LEAVIN' ON A JET PLANE Kendalls, Stop 373 (Cherry Lane, ASCAP)	4
64	69	SANTO DOMINGO Buddy Alan, Capitol 2852 (Blue Book, BMI)	2
65	68	WE'LL SING IN THE SUNSHINE Lawanda Lindsey, Chart 5076 (Lurerca, ASCAP)	4
66	73	SHUTTERS & BOARDS Slim Whitman, United Artists 50697 (Vogue, BMI)	2
67	67	LONELY FOR YOU Wilma Burgess, Decca 32684 (Singleton, BMI)	6
68	58	HURRY HOME TO ME Bobby Wright, Decca 32705 (Forrest Hills, BMI)	3
69	70	WE NEED A LOT MORE JESUS Skeeter Davis, RCA Victor 47-9871 (Olita/Starday, BMI)	2
70	52	FIND OUT WHAT'S HAPPENING Barbara Fairchild, Columbia 4-45173 (Champion, BMI)	3
71	75	HEY BABE Bobby G. Rice, Royal American RA 18 (LeBill, BMI)	2
72	—	LOOK AT MINI Jody Miller, Epic 5-10641 (Welbeck, BMI)	1
73	—	ALL DAY SUCKER Liz Anderson, RCA Victor 47-9876 (GreenBack, BMI)	1
74	74	THE OTHER WOMAN Ray Pennington, Monument 1208 (Tree, BMI)	2
75	—	YOUR LOVE IS ON THE WAY Kitty Wells, Decca 32700 (Needahit, BMI)	1



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Coin Machine World

Study '71 MOA Show Date

CHICAGO — The Sherman House Hotel here is pressing Music Operators of America (MOA) to confirm its 1971 convention date. In 1971, the large vending show will be held at McCormick Place Oct. 16-19 and many operators prefer that the jukebox show coincide. MOA is studying the possibi-

ties of overlapping the vending show.

The 1970 MOA show this year, Oct. 16-18, is firm and for the most part sold out. Many exhibitors have increased their allotment of space. The vending show, sponsored by the National Automatic Merchandising Assn. (Continued on page 52)

Jukebox Top Attraction In New Hotel Gameland

By RON TEPPER

LOS ANGELES — The six-week old Sahara/Tahoe "Gameland" Room is a jukebox operator's dream judging from business information supplied by hotel spokesman Bob Brackett.

According to Brackett the Seeburg jukebox (ten cents per play; three for twenty-five cents; six for fifty cents) hasn't stopped playing since the room opened. The jukebox, located at the room's center, is being operated by the hotel but serviced by Raven Electronics, Reno, Nev.

Selections in the Seeburg are nearly all current pop and rock hits with some country selections.

Gameland was set up by M.D. Hundley, hotel manager, who has geared the entire room as one to provide "entertainment for the entire family." It is located in an area of the hotel

usually used for conventions and gatherings and will have to be moved once the Fall season and convention time rolls around. Right now hotel executives are looking for a permanent home for the game room which originally started as an experiment to see if people would go for an entertainment area without alcohol or (money) jackpots.

The room is open daily from 10 a.m. until midnight with (Continued on page 53)

ANOTHER SPEEDWAY?

Chicago Coin Shipping 'Motorcycle'

CHICAGO—When a recording artist is hot, most jukebox operators eagerly watch the artist's next release, which is one

MOA to Pick Best Jukebox Artist, Record

CHICAGO—Jukebox operators should return the ballot they have received for the Music Operators of America (MOA) Jukebox Awards no later than Friday (14). There are three categories: Artist of the Year, Record of the Year, and Record Company of the Year. Voters have three nominations to make in the first two categories and one in the last.

For Record Company of the Year, operators should give a reason why they nominated a particular company. Last year's winner of the Record of the Year, "Harper Valley P.T.A." by Jeannie C. Riley, had reached its peak nearly one year before the voting. Winners will be announced at the MOA Exposition Oct. 16-18 at the Sherman House here.

Seeburg Dist. Expands One-Stops in Southeast

• Continued from page 1

oldies, all new releases we think operators can use and Little LP's. We're not just stocking chart records, we have Spanish and spiritual—everything. I have grown tired of hearing how one-stops are forgetting the operator," said Yoss, here helping manager Ed Zschau get the operation going.

The one-stop here was unveiled during a recent open house hosted by manager Glenn Daughtry who says: "By also stocking Little LP's and several thousand oldies, South Atlantic is ready to meet a great demand which until now has not been met in this area."

Zschau explains that the operation here is charging "a few cents" more for singles but that he hopes the extra service more than makes up for it.

"If I don't have a number I level with the operator right there and will not substitute."

Substitute orders and orders without title strips are two consistent gripes Zschau has encountered during his previous two-year stint as a jukebox salesman in the territory.

He says that one reason other than the obvious one of drawing traffic to the jukebox distributorship for opening a one-stop is that more and more operators are checking locations weekly. Formerly, operators checked most locations every other week. "They need faster service and want us to put their records on the first thing smoking out of Raleigh."

(Continued on page 50)

NAMA Hails Break-in Law

WASHINGTON, D.C. — Officials of the National Automatic Merchandising Association (NAMA) are lauding a short section within the recently signed anti-crime bill for the city.

Section 203 of the new law establishes a prison term of up to three years and a fine of up to \$3,000 for breaking into coin or currency-operated vending machines and similar devices. Richard W. Funk, NAMA legislative council, termed the bill a major accomplishment.

"The fact that the Congress of the United States has acted to deter vending machine break-ins and robberies, even though it

(Continued on page 50)

New Equipment



Chicago Coin-Motorcycle

This natural and eagerly anticipated followup to Chicago Coin's Speedway offers an exciting challenge to players who must control three blue motorcycles, three yellow motorcycles and the track speeding under the player's cycle. This control of three skill elements is exercised by twisting the handbar of the realistically styled machine. The game appears deceptively easy until it is realized that the object is to travel at maximum speed while avoiding the six opponents (the yellow cycles easily overcome the player's cycle if one is timid and crash in behind). Players scoring 610 earn an extended play. The game is loaded with features, chief of which is a realistic and virtually indestructible motorcycle seat that is sold separately. Wind from a fan, the force of which is adjustable, blows in the player's face and grows more intense as speed is increased. The tone of the motorcycle and siren (it sounds on every crash) is adjustable and so is the volume. The inside assembly is very similar to the Speedway. As with Speedway, quarter play is strongly suggested (it is shipped that way). The time of the game is 1:13 minutes, 14 seconds faster than Speedway. The physical size is about the same and so is the weight. Not surprisingly, the cash container is larger.

AUGUST 15, 1970, BILLBOARD

way of explaining why operators are so eager about Chicago Coin's Motorcycle. Chicago Coin's last game in this genre, Speedway, is now a legendary money maker and co-founder of the firm Samuel Gensburg admits that Speedway ushered in a new era in the game business.

But after 38 years in the business of making games, Gensburg appreciates the analogy between games and hit records and the precarious popularity of both. "We just never know about a game," he says with characteristic modesty.

However, there is no hesitation among the engineers and sales people at the plant here in terms of enthusiasm about Motorcycle. "The orders are running ahead of Speedway," says Mort Secore.

Still, as a model is tuned up for the Billboard reporter, Secore says he doesn't want to mislead operators. "I will say that based on our location tests in a variety of locations it will be on a par with Speedway as far as income."

Ger. Changer Patent Truce

By WALTER MALLIN

HAMBURG, W. Ger. — A patent fees dispute between coin changer inventor Szymon Szwarcbier of Ugingen and NSM of Bingen "has been resolved in an agreement compatible to all parties," according to NSM president Gerhard W. Schulze. Szwarcbier's invention carries the German patent No. 1223186 and U.S. Nos. 2732925 and 2671547.

The settlement was reached between, on the one side, Szwarcbier, and NSM, its distributing organization Loewen-Automaten, and Guenter Wulff of Berlin, its (Continued on page 50)

New Equipment



Williams—4-Player Flipper

Pinball games based on the playing card theme have been consistent favorites and this new Williams Aces & Kings 4-player should be no exception. Features include a free spinning, twin bumper spinner step-up furnishing middle of the playfield action that advances bonus scores; eject holes score 10 times value when lighted (scores up to 1,000 points); 4 aces lights left eject hole and 4 kings the right hole for an extra ball in each case; the center post allows for extended play; replays give higher scores; match feature; adjustable for 3-5 ball play; suggested pricing two for a quarter; optional single, double or triple coin chutes.

Seeburg Dist. Expands One-Stops in Southeast

• Continued from page 49

He said he often will take a shipment to the bus station or to UPS personally if an operator indicates he is in a rush.

"We're making available title strips for all the oldies and when we are out of a title strip I will type them.

"Operators often call us the minute they read about a new release in Billboard. I had a call for the new Buck Owens the very day it was available from Capitol. It's these kinds of situa-

tions where the title strips can be a day or so late arriving."

Zschau says there is a steady demand for Little LP's and that he is especially in need of soul albums. As for 12-in. LP's and tape, he is ordering these items specially. He says about 25 percent of his jukebox customers also operate retail record shops.

Stocks of oldies are maintained by label and artists within each label. Zschau is readying a list of the several thousand titles he stocks. Oldies are sold at the same price as new recordings.

Ger. Changer Patent Truce

• Continued from page 49

pay-out machine manufacturer, on the other side. A similar amicable settlement, with the Hamburg pay-out manufacturer Ernst Bergmann, was also expected, it was said.

All pending lawsuits concerning the civil as well as patent rights have been withdrawn, according to a note circulated to all German distributors, traders former patent fee claims. No details were revealed concerning the actual terms of the settlement. Experts think these figures "do not quite cover the expectations of Szwarcber." The latter estimated these to be about 3 percent to 5 percent of the manufacturing costs of the payout machines using his patented coin changing device. These supply the change from the same collecting tube which also pays out the winnings.

Gerhard W. Schulze told Billboard that the settlement involved "a lump sum payment in cash, covering past and future fees."

Szwarcber's patents expire in 1974.

NAMA Hails Break-in Law

• Continued from page 49

applies only to Washington, D.C., will set an important precedent for numerous state legislatures in which our industry will now encourage similar laws," Funk said. He stated that 11 states already have passed such legislation and bills are pending in Delaware and in Illinois.

The section of the bill applying to coin-operated machines was introduced by Cong. Lawrence J. Hogan of Maryland. The bill is being touted by the Nixon administration as a model for a possible national law.

Funk said that vending industry representatives plan to meet with officials of the District of Columbia to offer help in the enforcement of the vending machine provisions of the new law.

Executive Turntable

John E. Eide has been appointed manager of systems and data processing for Interstate United Corp. in Chicago. He will be responsible for the daily operation of Interstate United's IBM 360/30 computer and will direct the systems and procedures. Eide has been with the company since



EIDE

1965. . . . John R. Morrill has resigned as president and director of UMC Industries Inc. While no successor to the presidency has been selected, H. Ridgely Bullock, executive vice president of the company, has been elected to replace Morrill on the executive committee.

What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Missoula, Mont.; Kid Location

Eva Shelhamer, programmer, Montana Music Rentals



Current releases:

"Gimme Dat Ding," Pipkins, Capitol 2819;
"Save the Country," Fifth Dimension, Bell 895;
"Spill the Wine," Eric Burdon and War, MGM 14118.
Oldies:
"Get Back," the Beatles;
"Bad Moon Rising," Creedence Clearwater Revival.

Glendale, Calif.; Kid Location

Carol Stephens, programmer, Valley Vendors



Current releases:

"Wigwam," Bob Dylan, Columbia 4-45199;
"25 or 6 to 4," Chicago, Columbia 4-45199;
"In the Summertime," Mungo Jerry, Janus 125;
"Signed, Sealed and Delivered," Stevie Wonder, Tamla 54196.

Ames, Ia.; Young Adult Location

Dee Ries, programmer, K.D. Music Co.

Current releases:

"In the Summertime," Mungo Jerry, Janus 125;
"Close to You," Carpenters, A&M 1183;
"Make It With You," Bread, Elektra 45686.
Oldies:
"Seven Lonely Days," Georgia Gibbs;
"Deep Purple," Earl Grant.

Haddonfield, N.J.; Young Adult Location

Patricia Pavese, programmer, Cannon Coin Machine Co.



Current releases:

"Julie, Do You Love Me," Bobby Sherman, Metromedia 194;
"It's Gonna Change," Bobby Goldsboro, United Artists 50696;
"Look Out My Back Door," Creedence Clearwater Revival, Fantasy 645.
Oldies:
"I Want You, I Need You, I Love You," Elvis Presley, RCA 47-0607;
"It's All in the Game," Tommy Edwards, MGM 143.

Belleville, Ill.; Young Adult Location

Herschel (Bud) Taylor, programmer, Taylor Sales Co.

Current releases:

"Close to You," Carpenters, A&M 1183;
"Lookin' Out My Back Door," Creedence Clearwater Revival, Fantasy 645;
"That's Where I Went Wrong," Poppy Family featuring Susan Jacks, London 139.

Chicago, Ill.; Soul Location

Moses Proffitt, operator; John Strong, programmer; South Central Novelty Co.



Current releases:

"Don't Play That Song," Aretha Franklin, Atlantic 2751;
"Why Can't I Touch You," Ronnie Dyson, Columbia 4-45110;
"It's a Shame," Spinners, V.I.P. 25057;
"Ain't No Mountain High Enough," Diana Ross, Motown 1169.

Malta, Mont.; C&W Location

Dorothy Christiansen, programmer, Christy's Music



Current releases:

"Wonder Could I Live There Anymore," Charley Pride, RCA Victor 479853;
"Big Wheel Cannonball," Dick Curless, Capitol 2780;
"Jesus Take a Hold," Merle Haggard, Capitol 2838.
Oldies:
"Green Grass at Home," Porter Wagoner;
"Rangers' Waltz," Mom and Dad.

Brodhead, Wis.; Kid Location

Marie Pierce, programmer, C.S. Pierce Music Co.



Current releases:

"Signed, Sealed, Delivered (I'm Yours)," Stevie Wonder, Tamla 54196;
"War," Edwin Starr, Gordy 7101;
"Lay a Little Lovin' on Me," Robin McNamara, Steed 724.

Chillicothe, Mo.; C&W Location

Gene Vinson, operator; James Spears, programmer; Vinson Amusement Service



Current releases:

"Wonder Could I Live There Anymore," Charley Pride, RCA Victor 479853;
"Jesus Take a Hold," Merle Haggard, Capitol 2838;
"Hello Darlin'," Conway Twitty, Decca 32661.

Omaha, Neb.; Kid Location

Howard Ellis, operator; Mac Ellis, programmer; Coin-A-Matic Music Co., Inc.



Current releases:

"Close to You," Carpenters, A&M 1183
"Hi-De-Ho," Blood, Sweat & Tears, Columbia 4-45204;
"Hitchin' a Ride," Vanity Fare, Page One 21029.

Association Digest

LOUISIANA

ALEXANDRIA—A meeting to formerly organize a state association here will be held at 2 p.m. Saturday and Sunday (15-16) at the Holiday Inn. Both jukebox operators and vending machine operators are invited to attend. Several speakers have been scheduled, including Fred Granger, executive vice president of the Music Operators of America. A constitution will be introduced and an election of officers will be held, according to John Thomann of TAC Amusement in New Orleans.

(Continued on page 52)

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ON BEAM	PARK LANE
WILLIAMS	MIDWAY
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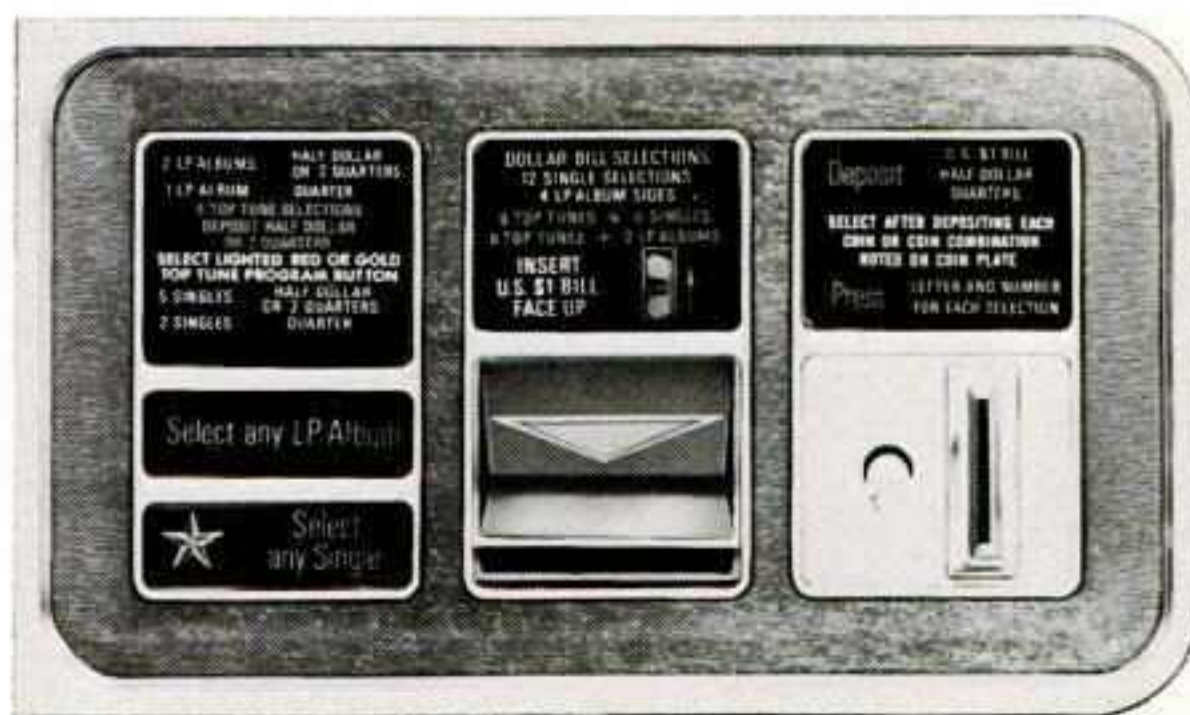
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MONEY



Study 1971 MOA Convention Date

• Continued from page 49

ciation (NAMA), will be in early November this year, Nov. 7-10.

MOA has been holding reservations for three different Sherman House Hotel dates in the fall of 1971 (mid-September, mid-October and early November) but a week ago the hotel

asked the national jukebox trade association to confirm one of them.

A minor problem involving the date that would coincide with the NAMA show is that dismantling time may be slightly shortened.

Fred Granger, MOA executive vice president, says there is no thought of shortening the 1971 show. "Some exhibitors think it is preferable that both shows overlap but it is too soon to know if this is feasible. I have to meet with the hotel people to see what can be worked out. We certainly would not shorten the show."

He points out that October dates in a convention city "are the tightest possible dates. There are many ramifications to be studied before we decide about an overlapping show in 1971."

Association Digest

• Continued from page 50

MINNESOTA

MINNEAPOLIS—The Music Operators of Minnesota (MOM) is furnishing its members with a complete report on its meetings and since hiring William Brooks as legal advisor is starting to build a stronger association. At the recent meeting here Brooks told members MOM must: "Plan and change its approach to different problems, realize that legislation is changing and must meet this change and change its defensive approach on legislation to an offensive approach."

The group is involved in fighting a "piggyback" sales tax on jukebox receipts (this is an additional 3 percent local tax on top of a 3 percent state tax). MOM vice-president Loren Beaudoin and Brooks are working on a test case.

Other points covered included a vote to stagger the terms of officers over a 3-year period so that more experienced officers will not leave at the same time.

Officers of the growing association: Clayton Norberg, president; Beaudoin, vice-president; Eugene Clennon, secretary; Norman Pink, treasurer; directors Norton Lieberman, Harlow Norberg, Harold Awe, F.J. Eichinger, A.A. Clusiau and Stanley Woznak.

Standards for Jukebox Programming

Title	Artist	Number
CAPITOL RECORDS		
Hurt So Bad/Catch the Wind	Lettermen	2482
He's Got the Whole World in His Hands/Handed Down	Laurie London	6039
See the Big Man Cry/I Just Don't Understand	Charlie Louvin	6117
Memories Are Made of This/That's Amore	Dean Martin	6001
Volare/Return to Me	Dean Martin	6048
Here in My Heart/Granada	Al Martino	6045
Spanish Eyes/Melody of Love	Al Martino	6108
Mary in the Morning/I Love You and You Love Me	Al Martino	5904
Sugar Blues/Tear It Down	Clyde McCoy	6034
From a Jack to a King/Do What You Do, Do Well	Ned Miller	6092
Danke Schoen/Heat!	Wayne Newton	6056
Red Roses for a Blue Lady/One More Memory	Wayne Newton	6110
Together Again/My Heart Skips a Beat	Buck Owens	6074
I've Got a Tiger by the Tail/Cryin' Time	Buck Owens	6112
Act Naturally/Over and Over Again	Buck Owens	6093
Vaya Con Dios/How High the Moon	Les Paul & Mary Ford	6004
La Vie en Rose/Milford	Edith Piaf	6058
That Old Black Magic/I Wish You Love	Keely Smith & Louis Prima	6022
Tobacco Road/Blues for a Four String Guitar	Lou Rawls	6096
High Noon/Go on Get Out	Tex Ritter	6091
Deck of Cards/Rye Whiskey	Tex Ritter	6018
Georgy Girl/When the Stars Begin to Fall	The Seekers	5756
Learnin' the Blues/Young at Heart	Frank Sinatra	6019
All the Way/High Hopes	Frank Sinatra	6027
Witchcraft/Chicago	Frank Sinatra	6078
Games People Play/Mirror of Your Mind	Joe South	2248
Wheel of Fortune/Side by Side	Kay Starr	6012
A Six Pack to Go/Wild Side of Life	Hank Thompson	6079
Humpty Dumpty Heart/Squaws Along the Yukon	Hank Thompson	6084
For Your Love/Over and Over Again	Ed Townsend	6037
Slippin' Around/Let's Go to Church	Margaret Whiting	6035
How Glad I Am/Never Less Than Yesterday	Nancy Wilson	6100
Hello Walls/Live Fast, Love, Hard, Die Young	Faron Young	6025
COLUMBIA RECORDS		
It's Not For Me to Say/Chances Are	Johnny Mathis	4-33001
The Yellow Rose of Texas/March From the River Kwai and Colonel Bogey	Mitch Miller	4-33002
Cold, Cold Heart/Because of You	Tony Bennett	4-33003
North to Alaska/The Battle of New Orleans	Johnny Horton	4-33004
Singing the Blues/Heartaches by the Number	Guy Mitchell	4-33005
The Song From Moulin Rouge/The Theme From "A Summer Place"	Percy Faith	4-33007
No, Not Much!/Moments to Remember	The Four Lads	4-33008
Your Cheatin' Heart/Jezebel	Frankie Laine	4-33009

Title	Artist	Number
Hey There/Come On-A My House	Rosemary Clooney	4-33010
Ol' Man River/Nancy	Frank Sinatra	4-33011
El Paso/A White Sport Coat	Marty Robbins	4-33013
On the Street Where You Live/Gigi	Vic Damone	4-33014
Waterloo/Mary Don't You Weep	Stonewall Jackson	4-33016
Cry/That Little White Cloud That Cried	Johnnie Ray	4-33028
Secret Love/Whatever Will Be, Will Be	Doris Day	4-33029
Rags to Riches/One for My Baby	Tony Bennett	4-33035
Take Five/Blue Rondo a la Turk	Dave Brubeck	4-33036
'Round Midnight/Solea	Miles Davis	4-33037
It's Magic/Everybody Loves a Lover	Doris Day	4-33038
If You've Got the Money I've Got the Time/Mom and Dad's Waltz	Lefty Frizzell	4-33040
Maria/Misty	Johnny Mathis	4-33042
Candy Kisses/Almost	George Morgan	4-33043
Singing the Blues/Big Iron	Marty Robbins	4-33045
'O Sole Mio/Come Back to Sorrento	Jerry Vale	4-33046
Wonderful! Wonderful!/The Twelfth of Never	Johnny Mathis	4-33048
Moon River/Days of Wine and Roses	Andy Williams	4-33049
Blue Skirt Waltz/Just Because	Frankie Yankovic	4-33050
Big Bad John	Jimmy Dean	4-33051
Peg O' My Heart/Cherry Pink and Apple Blossom White	Murad's Harmonicats, Jerry	4-33053
I Love You So Much It Hurts/Slipping Around	Floyd Tillman	4-33058
Greenfields/The Green Leaves of Summer	The Brothers Four	4-33060
I Left My Heart in San Francisco/I Wanna Be Around	Tony Bennett	4-33062
Go Away Little Girl/More	Steve Lawrence	4-33068
Pretend You Don't See Her/Innamorata	Jerry Vale	4-33072
If Ever I Would Leave You/Old Cape Cod	Jerry Vale	4-33075
Wolverton Mountain/Sam Hill	Claude King	4-33076
Happy Days Are Here Again/My Coloring Book	Barbra Streisand	4-33078
Blame It on the Bossa Nova/Can't Get Over (The Bossa Nova)	Eydie Gorme	4-33079
The Good Life/This Is All I Ask	Tony Bennett	4-33080
Green, Green/Today	New Christy Minstrels	4-33081
The Hawaiian Wedding Song/Canadian Sunset	Andy Williams	4-33085
Ring of Fire/It Ain't Me Babe	Johnny Cash	4-33089
Dear Heart/Almost There	Andy Williams	4-33090

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Gensburg: 'Speedway Built 25c Play'

• Continued from page 49

where on the used market and foreign operators are reportedly begging for units.

Gensburg says he wishes the factory could keep on turning out Speedway, but again, like the record business, production must be geared for newer items.

While Gensburg and other officials of the firm such as his son, Avron, are reserved about predicting how Motorcycle will do, he does admit that Speedway was a turning point in the games operating industry.

"I suppose we ought to thank Sega for introducing a giant game that showed people will pay a quarter to play a game," he says, referring to the huge Japanese firm. "At first, they wanted Speedway set at two for a quarter and we did test it that way. We also tested it at one for a quarter and both games got the same play.

"Of course, the one set at a quarter a game made twice as

much money." The factory never shipped Speedway except at a quarter a play and the same is true for Motorcycle.

Motorcycle was carefully pre-tested and some design changes resulted. The top sign was changed from mod art to one

picturing a New York model in motorcycle garb in three-dimensional color. The seat, a realistic facsimile of a motorcycle seat and an optional accessory, was made more rugged. Wind blowing in the player's face was toned down, although this can now be

adjusted. Six colors were tried and the final decision was to go with an orange motif.

The machine was tested in bowling alleys, taverns, Union Station and a variety of locations. Another factor, the siren and realistic whir of the motorcycle, were made adjustable so volume in certain locations would not be too high. The tone

itself can even be adjusted, because as one engineer notes, "One person may think a motorcycle sounds differently than another."

In many ways Motorcycle (described fully elsewhere) is similar to Speedway but there is one difference operators will especially note—the cash compartment has been enlarged.

Jukebox Top Choice in New Gameland

• Continued from page 49

supervision supplied by change personnel and snack bar attendants. A large array of games, ranging from raceway driving to pool tables are available. Two additional raceway games, which are proving to be the most popular game attractions, are also located in the hotel's lobby. Game prices range from ten cents (some pinball) to twenty-five cents, with most games at the twenty-five cent level.

Older as well as younger adults have been attracted to the room in equal numbers according to Brackett. The room is also designed—via the soft drinks, snacks and non-alcoholic—to give parents a place where they might "park" their kids while they roll for the higher stakes. There are, however, no facilities for pre-school age children.

Thus far no other hotels have openly expressed an interest in adding similar rooms.

Games in the room include, in addition to the raceway, pool, football, soccer, missile launcher and interceptor, moon landing and launcher and a shooting gallery that "talks back to you."



SEEBURG'S new one-stop in Raleigh, N.C. in a new South Atlantic Dist. Co. facility was just being stocked when this photo of manager Ed Zschau was taken.



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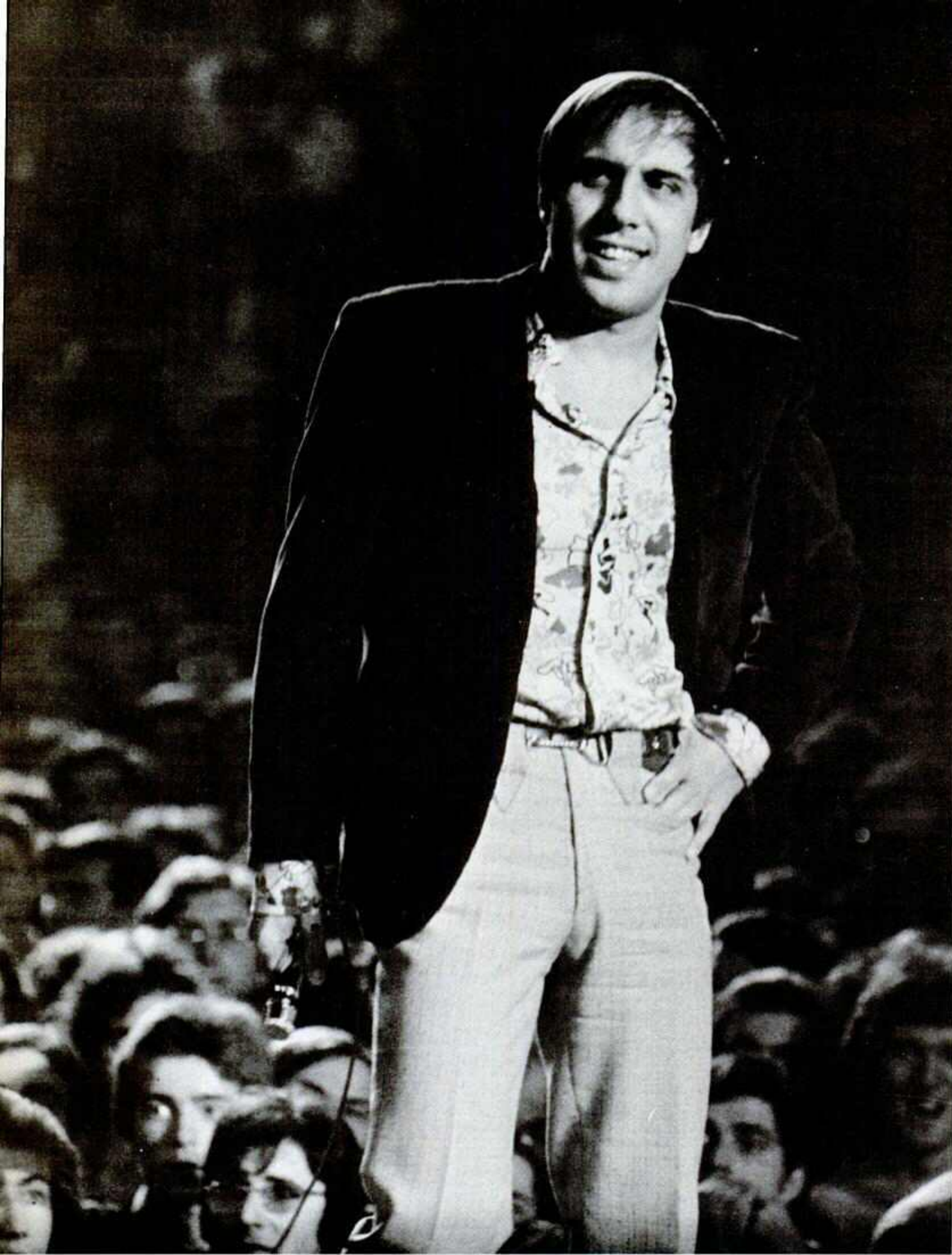
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International News Reports

French Pop Festivals 'Reduced' Nearly 50%

PARIS — Police and municipal authorities have succeeded in reducing a series of ambitious and costly pop festivals on the Cote d'Azur by nearly half.

Biggest venture, the \$25,000 Progressive Festival, promoted by 65-year-old General Claude Clement, near Aix-en-Provence, was originally banned by the city authorities, with Mayor Felix Ciccolini claiming it was a fire hazard and a threat to security.

However, Gen. Clement, a leading figure in the prestigious Aix classical festival, succeeded — on Aug. 1-3—in holding the festival in the form of "extended concerts," as thousands of young people swarmed into the city from all parts of Europe to hear Leonard Cohen, Mungo Jerry and a dozen other groups perform at the privately-owned Saint Pons terrain.

The final position was: Biot Festival, organized by Claude Rosseau, who promoted France's first festival at Le Bourget Airport, Paris, at Easter—off; Valbonne Festival, Raphael Festival, planned for August 8-9—also off. . . .

However, Paris-based Byg Records succeeded in gaining permission for the 24-hour-long Biot Popanella Festival, Aug. 5, which starred Joan Baez, Pink Floyd, Eric Clapton and Soft Machine.

Byg director, Jean-Luc Young nevertheless bemoaned the official attitude. "There is nothing for the youngsters in the South of France during the vacation season. Everything else is too expensive — or they're not allowed in."

Radio London October Date

LONDON—Radio London—the BBC local radio station servicing London and its suburbs is expected to begin transmission early in October. The station will initially use the VHF 95.3 wavelength and estimated time of broadcasting is 6:45 a.m. until around midnight.

Peter Redhouse, who previously worked at the BBC in the current affairs department, has been named station manager, and John Hunt from the BBC TV news program is the station's program planning manager. Alan Rogers and John Murray will be responsible for the station's output and among Radio London's other producers are David Carter who has worked at Thames TV as producer of the "Today" and "This Is Your Life" programs and Tom Vernon.

Each member of the Radio London team will be responsible for producing and presenting the station's programs which are described as "soft music shows."

Radio London will be introduced around the same time as stations in Manchester and Chatham.

Opera Singer Gets Contract

MUNICH—Munich music publisher/record producer Hans Wewerka has signed an exclusive three-year contract with opera singer Adolfo Dallapozza.

Dallapozza got his big chance in music when he appeared in "West Side Story" last year. More recently, he has scored a big success in West Germany with his Pamino, in Mozart's "The Magic Flute," staged at the Munich Opera House.

Dallapozza, born in Italy and living at present in Vienna, has so far recorded four operettas with Wewerka. Three of these LP's will be released by Phonogram, Hamburg, in cassette form.

The fourth album was recorded to coincide with the start of the Munich Opera Festival. Also under the Phonogram banner, it is titled "Gern hab' ich die Frau'n gekusst."

"This year's festivals would not have endangered security—but now nearly all have been banned."

But there has been no opposition to the recently held Antibes Jazz Festival, nor to a longer promotion through August at the stylish St. Tropez. Another festival, at Cuges-Pin, is planned for Aug. 17-18.

It seems generally that both police and civil authorities are opposed to large numbers of people "living in" during a prolonged event. It was only by having separate day and night performances that Le Bourget Festival was allowed to go on earlier this year.

Radio, TV Change Urged By German Association

HAMBURG—The promoters of private television enterprise, pleading for an improvement in the laws on broadcasting monopoly, can boast a new and important ally.

In a note sent to the State Governments of Lower Saxonia, Hamburg and Schleswig-Holstein, the Union of the Employers' Associations in Lower Saxonia have asked that private radio and TV enterprises should be created in Northern Germany.

These "lander" (Federal States) are partners in the State Radio Treaty, upon which is based the Norddeutscher Rundfunk (NDR), one of West Germany's eight regional radio and TV stations.

In jointly outlining their plea for private enterprise, the employers' associations declare that someday the broadcasting monopoly must end, "because the old laws no longer correspond to the present structure of society."

Meanwhile the Berlin Senator for Science & Art, Werner Stein, has rejected a license application for private cable television submitted by Deutsche Kabelvision of Gruendung and German Television News GmbH of Berlin.

This latter firm, headed by Helmut W. Sonntag, recently began a two-day test transmission from a

Pirates Back In Business

LONDON—After fighting a losing battle against the jamming by U.K. the Ministry of Posts, Radio Nordee International's Mebo II floating transmitter is back where it started, anchored off the Dutch coast near Scheveningen, and apparently operating without any further interference.

However, a Ministry of Posts spokesman would not confirm that RNI would be left to continue operations without further jamming now that it is back in Dutch waters. "The situation is under review and a decision will not be taken until later in the week," he commented.

Operating on 244 metres, RNI will be broadcasting in English and German with a format which includes European hits, albums tracks and a station Top 30.

Now anchored not far away from Mebo II, off Noordwijk, is a new pirate station, Capitol Radio, operating from a 400-ton coaster King David. Capitol has been engaged in test transmissions since mid-June and is planning to introduce regular broadcasts this week on 270 metres.

Concentration will be on MOR music, with programs compiled by the International Broadcasters Society in Bussam, near Amsterdam.

An unusual aspect of the King David's crew is that half of the 10 people aboard are female. The Dutch girls are responsible for the studio work, cleaning, cooking and "generally boosting morale."

DAVE CLARK FIVE SPLIT

LONDON—The Dave Clark Five are to cease recording together. The group, which has not made a public appearance in this country for nearly four years, has officially disbanded although Clark and organist Mike Smith, who recently renewed their contract with EMI, will continue recording and releasing product using the group's name.

The Five also have over 60 unreleased tracks still "in the can" which are expected to be released as future singles and albums.

Main reasons for the break-up are Smith's recent ill health and Clark's growing involvement in acting and film production.

home studio to the 500 residents of the Senne Center, near Bielefeld, which is the largest residential area in Northrhine Westfalia.

Shortly after this test transmission, via the joint antenna, the German TV News GmbH was ordered by the provincial government at Detmold to quit transmissions. The local authority said such broadcasts were in conflict with the radio/TV monopoly.

An official objection has been made to this ruling and it is expected to become the subject of a test case lawsuit.

U.K. Pye Deal With Ariola

MUNICH—Pye Records U.K. will be distributed throughout West Germany by Ariola, Munich. Ariola has distributed Pye records in Austria since 1967.

The U.K. hit "In the Summer-time," by Mungo Jerry, is the first product to be involved in the new set-up. Pye records were previously distributed by Deutsche Vogue.

The Ariola-GmbH, Munich-Pye Records contract also includes the budget-price Marble Arch series.

The new contract with Pye follows the deal between Ariola-Eurodisc GmbH and A&M Records made at the beginning of July, and represents a further important step in Ariola's quest for an interesting international market.

Ariola-Eurodisc, the sister firm of the Bertelsmann Group, of Guestersloh, started originally as a record company specializing in German records. Over the years Ariola has signed contracts with Belgian and Dutch record firms and the Russian Melodiya label, all of which boosted the company's international image.

URSULA SCHUEGRAF

Simon, Garfunkel Austrian Boost

VIENNA—Up to the end of July CBS claims to have moved 20,000 copies of the Simon & Garfunkel LP, "Bridge Over Troubled Water," which in terms of cash represented \$120,000.

CBS has topped the Austrian LP charts with "Bridge Over Troubled Water" since April. One of the tracks from the album—"El Condor Pasa"—issued as a single, had sold 29,000 copies by the end of July (receipts: \$60,000).

Gerig's Top Ten Birthday

COLOGNE—One of West Germany's leading music publishers, Dr. Hans Gerig, celebrated his 60th birthday on July 16. At present, Gerig has ten titles in the West German best-selling list.

Brazil Committee Blocks 'Foreign Music'—Radio, TV

RIO DE JANEIRO — The Chamber of Deputies' Justice Committee has approved a bill that would force radio and TV stations to include at least 70 percent music by Brazilian composers in their programs.

The committee disregarded a report by the ministry of education and culture disapproving of the project. The bill, which had been dormant, was revived by Deputy Amaral de Sousa who cited the government's action in requiring movie houses to show Brazilian films 112 days annually.

The deputy declared that "the measure will be well received by Brazilian artistic circles where there are complaints against the excess of foreign popular music broadcast by radio and TV stations."

One of Brazil's leading newspapers, the Estado de São Paulo, declared that the criterion should be "quality and not quantity." The newspaper called the bill "demagoguery" and said, "Should the bill become law, broadcasters would be faced with the dilemma of either ignoring it or suffering losses which could force many of them to shut down."

"Already under the Getulio Vargas regime, a law obliged broadcasters to include in their musical programs 50 percent Brazilian music. The law was never heeded, and this was with the tacit con-

sent of the authorities. The nationalist bill supported by the deputies who do not know anything about music nor about the problems of radio stations, has caused astonishment even among the alleged beneficiaries of the measure.

"Laws like these do not further the cause of culture. They are inspired by political regimes which have left a tragic memory."

The
aVANT-
GUARD
VANGUARD

Liberty Tapes To EMI, Ampex

LONDON — Following termination of its pressing and distribution deal with Philips, Liberty/UA revealed this week that EMI will now handle the company's tape product as well as disks. The new agreement is, however, non-exclusive and another deal has been finalized with Ampex for distribution of Liberty cassettes and cartridges.

The company, which will also sell product from its vans, is to relaunch the Lib/UA tape catalog on Sept. 1 with a release of 48 titles in both configurations. The issue will include albums by Shirley Bassey, Canned Heat, Jimmy Smith, the Ventures, MJQ, Brinsley Schwartz, and soundtracks from the films "Midnight Cowboy" and "Chitty, Chitty, Bang Bang."

Philips has been duplicating Liberty cassettes since the system was first introduced in the U.K. in 1966 and will be selling off existing stocks of the independent's material.

As part of the Ampex deal, Liberty has also picked up non-exclusive rights to distribute Fantasy and Galaxy tapes through the company's van fleet. Ampex has U.K. tape rights on the two U.S. labels.

EMI Negotiates For Theaters

LONDON — Negotiations are under way for EMI to acquire a 50 percent interest in the Howard and Wyndham theater chain.

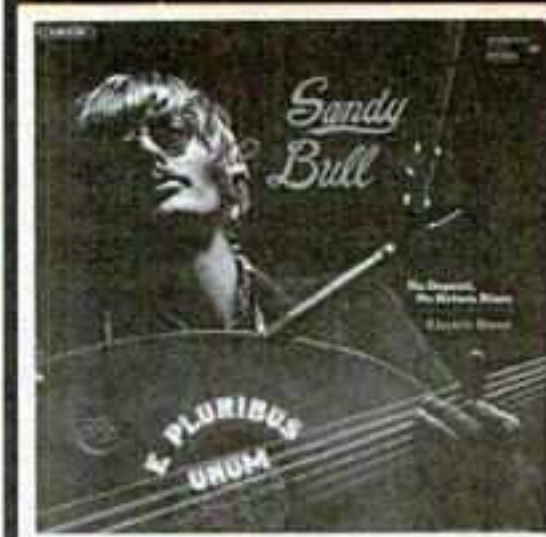
HW has disposed of some of its provincial sites, but still has property in Liverpool, Manchester and Newcastle-On-Tyne, but EMI's interests may not extend to more than two of them.

It is also revealed that EMI has a 10-year option to buy the freehold of a Leicester Square London site which includes the Empire Cinema, at present leased to MGM. The agreement was negotiated with the owners Mecca, before Joseph's Grand Metropolitan Hotels made its takeover bid.

When EMI exercises its option, it will acquire a second West End showcase for its films to run complementary to the twin cinemas now being built into what was formerly the Saville Theatre in Shaftesbury avenue.



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Canadian News Report

MIDEM Attracts U.K. Publishers, Despite Cuts

LONDON—Despite a reduced Board of Trade subsidy—cut from \$1,200 per company to \$900—some 45 publishing and record companies from the U.K. have made a firm commitment to participate in the 1971 International Record and Music Publishing Market, MIDEM, in Cannes, France.

Roger Watkins, British MIDEM representative, says that two of the four floors available in the Palais des Festivals have been allocated and of the 300 office units

reserved so far, British bookings account for 200.

Bernard Cherry, MIDEM director, says, "It is commonly held that the 1970 MIDEM was the most successful of all in terms of business achieved. My only regret is that we do not have more space available to us to obviate the need of a waiting list which had to be introduced this year and which is certain to be required next year."

Meanwhile Chevy is initiating a move to have a further extension built on to the Palais des Festivals which is not only the location for MIDEM but also for the International Videocassette and Videodisc Market which will be inaugurated in April next year.

CHUM Toronto has an immediate opening for a creative production/recording engineer.

Send tape and resume to CHUM, 1331 Yonge St., Toronto, Canada.

Attention: J. Robert Wood, or call (416) 925-6666.

Canada Executive Turntable

Wayne Patton, previously assistant to the a&r director at Capitol Records (Canada) Ltd., appointed liaison officer with Daffodil Records, Capitol's newly signed independent, which is owned by Love Productions. Patton has been with Capitol for 18 months, and will continue to hold duties in the a&r division, as well as maintain liaison between Capitol and Daffodil. David Read has joined Warner Bros. Eastern Regions Branch as sales representative for the Maritime provinces.

DISTRIB DEAL FOR SPRING

VANCOUVER — Steve Grossman's RBS Studios has signed a distribution deal for his Coast and Spring labels with London Records. Initial releases under the new management would include "New Day" by Vancouver group, Spring, and "My Hometown" by the Seeds of Time, another West Coast band.

Grossman was recently in Toronto and Montreal setting up arrangements.

Capitol Intros Daffodil Line

TORONTO — Capitol Records and its new independent label, Daffodil, hosted a reception with a difference this week at Casa Loma, the only authentic castle in North America. Classical music was provided by a well known local pianist.

About 75 people turned out for the party, which served to introduce Daffodil and its first album, "Official Music" to the music trade. The King Biscuit Boy and Crowbar group were on hand to meet guests and to take part in interviews with the CBC and Canadian Press.

Capitol executives present for the reception included vice president and general manager Arnold Gosewich, director of advertising Hal Schatz, director of promotion Roland Legault, artists relations director Richard Glanville Brown, a&r director Paul White, Daffodil liaison officer Wayne Patton, special projects director Maurice Zerba and Ontario promotion director Marlene Duhacek.

Daffodil also introduced its first single at the party, "Corinna," by the King Biscuit Boy, which has been rush-released from the "Official Music" album.

Polydor Exec Promotion Trip

TORONTO—Polydor's Ontario promotion chief, John Turner, stated on a cross country tour this week to push the first single by Winnipeg's Joey Gregorash, "Stay" b/w "I'm Easy Come, Easy Go." Gregorash has hosted the CJAY-TV show, "Young as You Are" for the past two years, and has been tapped to star in his own CBC-TV special in the fall. Both sides of his single were self-penned with lyricist Norm Lampe. Turner's trip will take in Vancouver (Aug. 4), Calgary (5), Saskatoon (6), Regina (7), Winnipeg (8) and Toronto (9).

Folk Singer Set For Japan Expo

TORONTO — Following her highly successful appearance at the Mariposa Folk Festival, Polydor's Dee Higgins has been booked to fly to Japan for a six-week engagement at the Canadian pavilion at Osaka '70.

Al Mair of Blythwood Music, which publishes most of her songs, says that Dee's first single, "The Song Singer," is starting to pick up action across Canada, and a college tour of the country is being set up for the fall, when she returns from Japan.

An album will be recorded at that time, and will feature mainly original material.

GRT Product Program Set

TORONTO — GRT of Canada Ltd. held a Fall/Winter '70 program highlights meeting here on Aug. 3 and 6. The meetings introduced GRT's key product to be released during the rest of the year. Artists set to perform at the meet include Roulette's Don Cooper, Westbound's Funkadelics and Teegarden and Van Winkle.

Canadian Festival Scene Gets Bleaker

By RITCHIE YORKE

TORONTO — The pop festival scene in Canada looks bleaker every week. During the course of the past few days, the planned Strawberry Fields Festival at Moncton, New Brunswick, was scrapped after provincial authorities refused to grant a permit allowing promoters to charge admittance.

The Manseau Festival near Montreal, to be held this weekend, was marred by the non-appearance of talent which was advertised but not booked, lack of provincial sanction, and fraud charges against several people involved with ticket sales.

And the St. Croix Festival, set for Aug. 7-9, has been postponed until Aug. 28-30, following instructions from the Quebec legislature. This event has received provincial blessing, but the bad publicity surrounding the Manseau affair forced officials to suggest a postponement until the "air had cleared."

In Ontario, where the ill-fated

Toronto Peace Festival was held, there was a widespread scare this weekend (Aug. 1) when promoters of a three-day motorcycle meeting to be held at Mosport Park on Aug. 7-9, announced that they would provide entertainment in the evenings. The organizers picked up some of the bookings made by the Strawberry Fields festival, and have scheduled Delaney and Bonnie, the Young Bloods, Alice Cooper, the King Biscuit Boy with Crowbar, and a handful of Canadian talent, including Luke and the Apostles, Fat Chance, John Mills Cockle, Leigh Ashford and James Robert Ambrose.

The reeve of Clark Township, which a few months ago passed a bylaw preventing Mosport Park from holding the Toronto Peace Festival, complained about this latest threat to the continuance of the status quo in the area. But it seemed that it would go on. No official move to ban the promotion has been made.

From The Music Capitals of the World

TORONTO

Capitol's national promotion director, Richard Glanville Brown, reports that the debut album by the King Biscuit Boy with Crowbar, "Official Music," is selling very well and says he has never seen a local origin LP take off so fast in Canada. A single of "Corinna" was culled from the album this week following heavy AM radio play. The group played to capacity audiences at Montreal's Laugh In this week, returning to Toronto over the weekend to guest on the Sly and Family Stone concert in Hamilton — the Biscuit Boy's hometown. . . . Tin Can Agency, based in Toronto, has set up Canada's first mobile booking agency. It consists of a converted three-quarter ton truck now an office on wheels. . . . Tin Can's general manager, Les Weber, plans to move the office to as many fall fairs and public gatherings as possible. . . . Steppenwolf and Bush (formerly known as the Mandala) headlined an all-Canadian show at O'Keefe Centre Friday (31), drawing more than 5,000 fans. . . . Edward Bear's "You Can't Deny It" is play-listed on virtually every Top 40 station in Canada, but Capitol a&r people are unable to provide the U.S. release date. Originally, the single was to have been issued simultaneously in the U.S. and Canada.

A&M negotiating for the release of several Canadian masters. The label's Liam Mullan reports that the Miguel Rios single, "A Song of Joy," sold more copies in the past two weeks than in any other two-week period of the disk's history. Next week, A&M is to re-issue Joe Cocker's "With a Little Help From My Friends" b/w "Delta Lady." Jerry LaCoursiere spent the week at A&M Hollywood headquarters.

Apex artist, Sebastian, appeared on the "Like Young" TV show in Montreal, which was taped at Man and His World. His "Rays of the Sun" album is scheduled for an early release on the new MCA label. . . . This weekend, Barry Allen starts work on his first album for the Molten label, with producers Randy Bachman and Wes Dakus. It will be cut at RCA Studios in Chicago. . . . Tom Northcott produced the new Irish Rovers' single, "Years May Come, Years May Go," at Studio Three in Vancouver. . . . Five Man Electrical Band have a new single out on MGM, "Moonshine (Friend of Mine)." The group will cut its first album for MGM at RCA

Studios next month, with producer Dallas Smith.

Quality plugging three new local singles: Gainsborough Gallery's "House on Soul Hill," "Welcome to My Daydream" by Paul Craig, and Patrick Norman's "Love Is All." La Troupe Grotesque, which made its name on the CBC-TV's "Sunday Morning" show, appeared at Grumble's Coffee House this week, prior to departing on a U.S. college tour. The group is booked by Shelly Abrams of Nation Wide Selected Entertainment. . . . RCA plans to issue the first "Simon Caine" album next month. . . . Al Mair says that Gordon Lightfoot will cut his next album for Reprise at RCA Studios here. . . . Love Production's Frank Davies

(Continued on page 69)

But Folk Fest Runs Smoothly

TORONTO—While pop festival promoters went through continued periods of anguish, the Mariposa Folk Festival celebrated its 10th anniversary at the Centre Island here last weekend (July 24-26).

Organizers reported that about 45,000 people turned up during the three-day smoothly run event, which was highlighted by strong performances by Joni Mitchell, James Taylor, David Rea, J.B. Hutto and the Hawks, Bruce Cockburn, Brent Titcomb, Dee Higgins and the Perth County Conspiracy. A non-profit making organization, Mariposa sinks its returns back into the following year's festival, and into aiding the entire Canadian folk scene.

MCA Canadians -New York Meet

TORONTO—S.D. (Red) Roberts, vice president of marketing, George Offer, vice president and national sales manager, and Lee Armstrong, vice president of product development of MCA Records Canada, attended the first joint national sales and promotional meeting at the Americana Hotel in New York, Aug. 3-4.

Executives from Kapp, Uni and Decca will also be in attendance and each label will have an audio-visual product presentation. MCA's plans for the future in both the U.S. and Canada will be discussed, along with new approaches to promotion and marketing of product.



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These are criticisms commonly made by people witnessing the emergence of a child star.

Child stars *do* tend to make some of the more discerning members of the public wrinkle their noses in revulsion. Precocious juvenile entertainers are often *not* a delight to behold and exists there a mother who has not at one time or another said, "My Johnny could do better than that."

But, of course, the number of children who become real stars is infinitesimal. And of those tiny few, some at least depend more for their success on their youth than on genuine talent. It is really rare that a child emerges who is really a star in his own right—an artist destined to survive the ephemeral appeal of youth alone.

For star quality really has nothing to do with age.

If Chevalier has it at 80 and Louis Armstrong at 70, then Heintje certainly has it at the remarkably tender age of 14. He is a star whose talent shines with a far from transient luster. He is a record artist and movie actor whose name is not the easiest to pronounce (say it "Hine-chee") but whose success certainly has been pronounced throughout Western Europe.

A native of one of the biggest little countries in the world, Holland, Heintje has a combination of characteristics which are perhaps typically Dutch—simplicity, forthrightness, cheerfulness and, of course, application and dedication to hard work. But these qualities would not be sufficient in themselves to win the fantastic degree of success Heintje has enjoyed.

Clearly other virtues and talents have played a role—and sceptical people would probably suspect that some powerful commercial exploitation had been at work.

Genuine Talent

But the sceptics would be wrong. Because Heintje is not a cardboard cut-out wonder boy who has achieved flash-in-the-pan fame because of the massive publicity resources of a record company. Heintje's success has

developed gradually and surely as an inevitable result of his genuine talent and his passion for his work. He is an intelligent boy who has a knack of cutting right through the fuss and ballyhoo—simply by being aggressively natural.

He knows how to reach and move an audience through the resources of his remarkable voice—a voice which ranges through three octaves, which is richly expressive, strong and resilient. And because he does not sing mechanically—but with devotion and sincerity and a powerfully apparent love of the art of singing itself—Heintje can make the closest possible contact with an audience, to the point where he can feel that audience responding to him.

And what a response there has been!

It is not given to many child entertainers to draw ovations from audiences night after night, to have them thronging the aisles and storming the stage, clamoring for him with the kind of extravagant fervor which recalls Beatle-worship at its peak, or the Rolling Stones in Madison Square Garden.

While Heintje always generates this kind of electric enthusiasm, there are never overtones of hysteria or violence. Because Heintje's audiences are not seeking an outlet for protest, nor a cause for revolt. They are simply rejoicing in first-rate entertainment—the kind of entertainment which is all too rare these days. Heintje's performances are the stuff of which legends are made.

Heintje *has* become a legend and his name synonymous with great entertainment. For one so young and with such limited experience in show business, he achieves an astonishing degree of intimacy and rapport with his audiences. And those audiences embrace people of all ages—children, teenagers, adults, old people. They all surge toward the stage when Heintje is performing, each of them convinced that this small boy with the big voice is performing for them alone.

The triumphant success achieved by this boy at the age of 14 is truly phenomenal and, with the exceptions of Shirley Temple and Jackie Coogan (whose success, in any case, was principally in the film world), is without parallel in the annals of entertainment.

Rare, Natural

Heintje's voice has been acknowledged as a rare natural gift by singing teachers of the highest repute. It is a voice, they say, which will still be remarkable even after it has broken. The world-famous coloratura soprano and voice teacher Erna Berger has described it as "an astonishing voice" which justifies "great hopes even after it has broken."

But that is all in the future. . . .

At this point let us consider the "golden present."

To date Heintje has collected 27 gold disks—with more to come in the next few months. He has garnered numerous other awards, including the platinum disk awarded at the last MIDEM in Cannes for the LP "Heintje." This album, which included his famous "Mama" and "Ich bau' dir ein Schloss," sold more than two million copies—a truly staggering figure for Europe.

Heintje's progress to this pinnacle of achievement has been sensational, certainly—yet, at the same time it has been quite logical and perhaps inevitable. He has grown into a super star without any of the usual ballyhoo and backstage intrigue.

It all started in the little Dutch border town of Bleijerheide where Heintje was born, August 12—under the sign of Leo. (He certainly has the cheerful temperament and strength of character which is attributed to people born under this sign and this is probably why stardom has not turned his head.)

Heintje is enterprising, high spirited and carefree, and also very much aware of the world around him and the problems which can arise when a boy of his tender years becomes involved in a tough and demanding profession like show business. His family background has certainly given him a deep understanding of the realities of life.

His father, Hein Simon, was a miner who was prematurely retired when he contracted pneumoconiosis. His mother, Hanny, a pretty, graceful, industrious woman, reacted promptly and courageously when her husband was put on a pension—a harsh blow for a family of five. She opened a small cafe to keep the family going.

Heintje's 17-year-old brother George and his nine-

• *Continued*

HIS NAME IS HEINTJE,

HE SELLS MILLIONS



Boy-soprano Heintje from Holland is top-selling star in Dutch and German speaking countries, having reached a total of ten million single-sales already. At the recent "Grand Gala du Disque" in Holland, Heintje received an Edison Award and was congratulated by no one less than Maurice Chevalier, by now nearly everyone's senior in show-biz.

The amiable little fellow Heintje with his golden voice is an artist of the fast growing CNR-company, representatives of Telefunken, Melodia, Ariola and Barclay in the Netherlands.

The company is happy to congratulate Heintje upon his first American release, entitled:
I'm your little boy / two little stars.

The management has good faith in the expectations that American sales will even outnumber the European figures.

More information about CNR can be obtained via P.O. Box 420, Leiden, Holland.



(photo Boesboom)

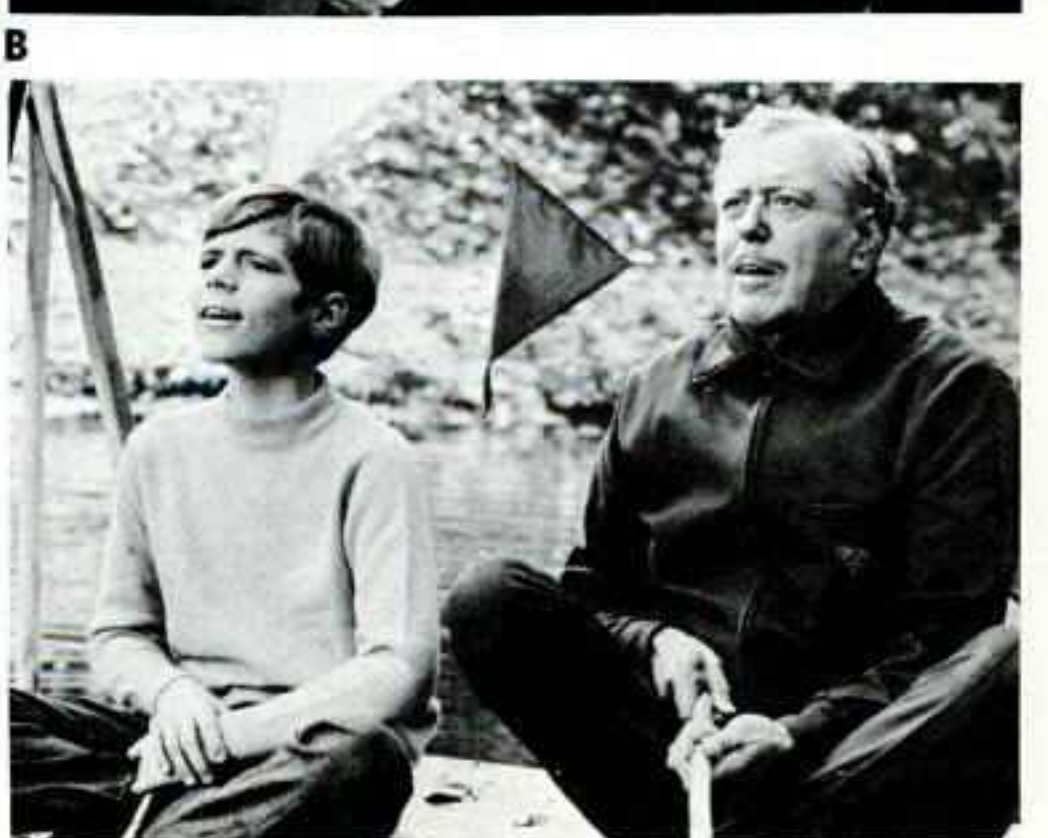
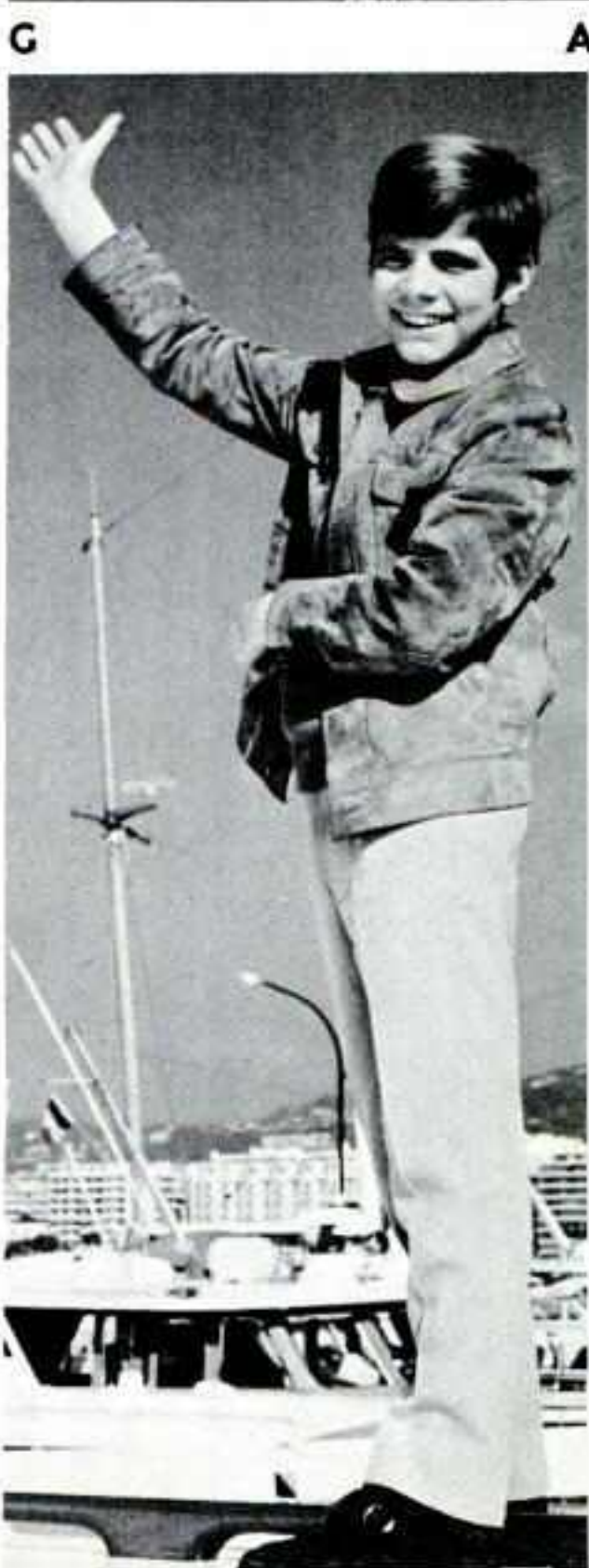
Salute to Heintje

The film and disk world of **HEINTJE**

- A In the film, "The Sun Is Sure to Shine Again."
- B From "The Sun Is Sure to Shine Again."
- C With Peter Alexander in "Hurrah, the School Is Burning."
- D Amsterdam in the background, another gold in his hands.
- E Getting a gold from Australia.
- F Out West with "Hurrah, the School Is Burning."
- G Heintje, during one of his concerts.
- H A playful star on the film set.



D C





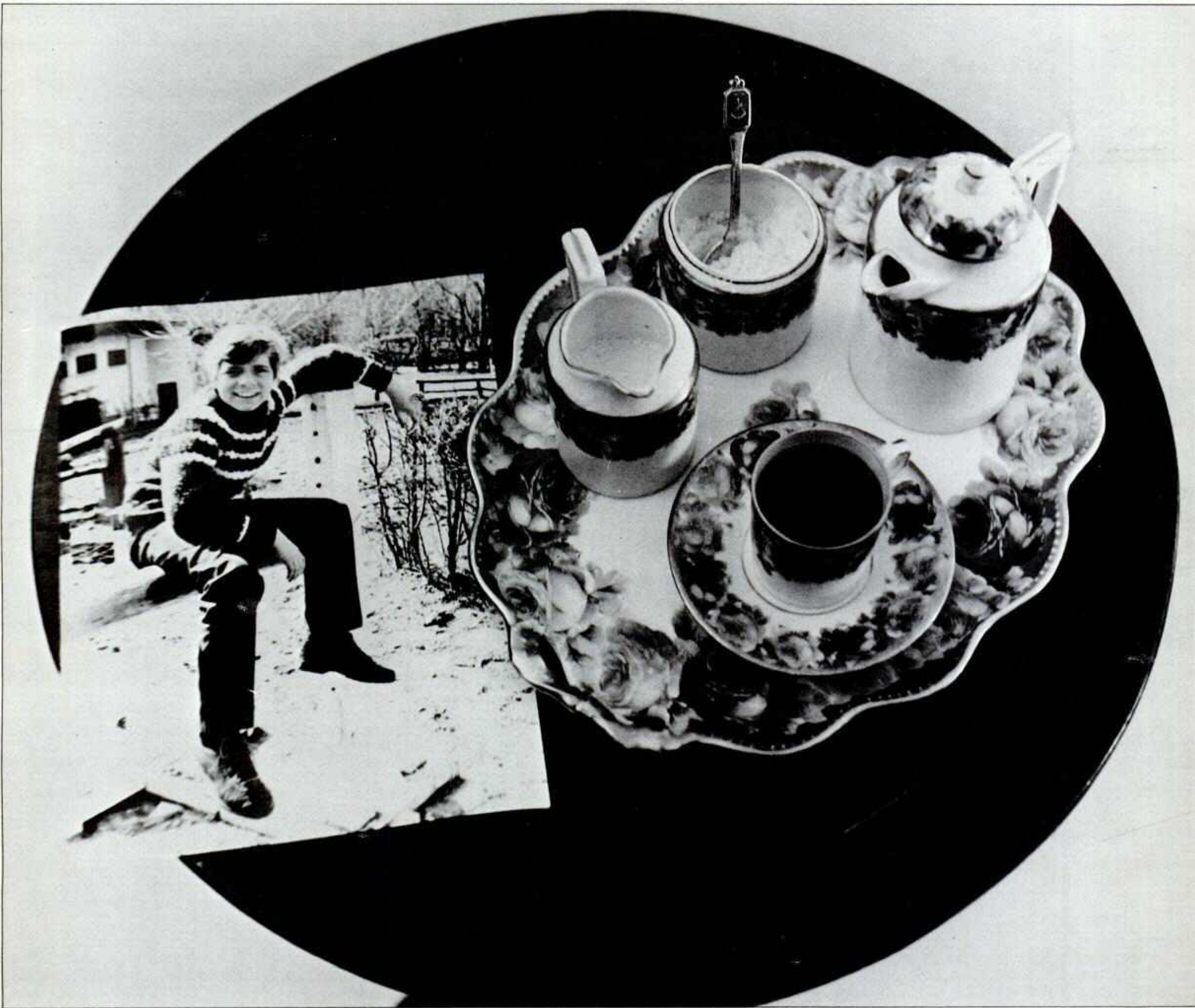
If He Sold
10,000,000 Records
In 1968 & 1969,

How Many In 1970?

His Latest Single Is: 'I'm Your Little Boy'



THE HINNY



“I’m Your Little Boy”
PUBLISHING
BY
IDEE VERLAG

**Berlin 20,
Börnickerstrasse 39**



Salute to Heintje

Legend, aged 14

• Continued

year-old sister, Ingrid, are not a bit impressed by their brother's fame. They enjoy riding and looking after the horses which Heintje, like any well brought-up brother, shares with them. The same goes for all the other presents which Heintje has received from friends and admirers during the two crowded and colorful years of his career.

'Young Caruso'

The Simons are honest people with a healthy indifference to flattery and a natural scepticism of high-flown praise and promises. But since they also are realists, they realized many years ago that Heintje was destined to become a singer. Any child with his passion for singing on every conceivable occasion and his complete lack of inhibitions in front of an audience could scarcely avoid making singing a career.

At the age of three Heintje was singing confidently to audiences in his home town of Bleijerheide. Sooner or later he was bound to get the recognition which was his due. . . .

The break really came when he was 12—and then only because of the cosmopolitan nature of the clientele of the family cafe. These customers enthusiastically spread the word about the young boy's remarkable talent wherever they travelled. "He sings," they said, "like a young Caruso."

The word eventually reached Dutch record producer Addy Kleynveld and from that point 12-year-old Heintje was launched on a sensational flight path to success.

Kleynveld recorded the "boy whose tenor voice surpasses that of anyone else his age" and with German producer Wolfgang Roloff, presented Heintje's first recording, "Mama," to a record company. The record was released, it sold in immense quantities, and a star was born.

Key Factor

What has been the key factor in the astonishing success of this Dutch boy? Certainly the remarkable voice—young, vibrant, clear and strong; but also the uncomplicated, bright and cheerful personality of Heintje which is the complete antithesis of the popular conception of the child star.

How has Heintje borne the burden of his success? It could quite truthfully be said that he has hardly noticed it. Yet it really has been sensational—and un-

equalled by any other artist singing in the German language.

Just look at the record:

1968: Heintje is presented with Radio Luxembourg's coveted trophy, the Golden Lion for his recording of "Zwei kleine Sterne" (Two Little Stars).

1969: Heintje receives a second Golden Lion for his record "Ich bau' dir ein Schloss" (I'll Build You a Castle). He is also awarded, in December of 1969, Radio Saarland's Europa Statuette award as the most successful artist of the year.

June 1970: At MIDEM in Cannes Heintje is presented with a platinum disk for more than two million sales of his album, "Heintje."

Parallel with his recording career, Heintje has also made an impressive mark in films which have scored enormous success in German-speaking countries, winning Golden Screen award for drawing attendances of more than three million people per year.

Heintje made his movie debut in the Peter Alexander film "Zum Teufel mit der Penne" (To Hell With The Doss House) in which he sang his hits "Mama" and "Ich bau' dir ein Schloss."

DISCOGRAPHY

Singles

Heidschi Bumbeidschi/Ich sing ein Lied fur Dich.
Deine Traenen sind auch meine/Wenn der Sommer kommt.
Ich bau' dir ein Schloss/Du sollst nicht weinen
Ich sing ein Lied fur Dich/Traumland
Mama/Eine kleine Abschiedstraene
Heidschi Bumbeidschi/Eine kleine Abschiedstraene
First English single: "I'm Your Little Boy/Two Little Stars

Albums

Ich sing ein Lied fur Dich
Heintje
Dein schoenster Tag
Heintje with the Addy Kleynveld Orchestra
Heintje Christmas Album
I'm Your Little Boy
Heintje
Weihnachten mit Heintje
First English album: "I'm Your Little Boy

His first starring role was in "Heintje—A Travelling Heart" and this was followed by another film with Peter Alexander called "Hurra! Die Schule brennt!" (Hurrah! The School is Burning!). He then made "Heintje—einmal wird die Sonne wieder scheinen" ("Heintje—the Sun is Sure to Shine Again").

His fifth film, tentatively titled, "Heintje—I Sing a Song For You" is to be released towards the end of the year.

And all this activity means that this 14-year-old actor/singer is involved in the sort of schedule problems which are normally restricted to entertainers of a much more mature age. And he has the additional problem of fitting his schooling in between personal appearances, filming and recording.

Yet, despite all this, Heintje remains virtually unaffected by the exigencies of a busy career.

Says Peter Alexander: "Heintje is not only a fabulous singer; he is also a gifted actor. He has a really expressive face. He is naturally very high spirited, but he is also hard-working, ambitious and disciplined. He always gives his full attention to the job in hand. It is a pleasure to work with him."

Despite his Dutch nationality, Heintje has had to pursue his career almost exclusively outside Holland. This is because of a Dutch law which prohibits children under 16 from giving public performances. Only once has the law been relaxed—when special dispensation was obtained from Queen Juliana of the Netherlands to allow Heintje to appear in the Grand Gala du Disque last March in Amsterdam.

The most important plans on Heintje's future schedule—apart from the usual host of television and concert engagements—are those concerning his debut in Britain and North America.

His single "I'm Your Little Boy" has already won him gold disks in Australia (50,000 sales) and New Zealand (30,000) and has been released in Britain. His first album in English is scheduled for release in the late summer and will also be called "I'm Your Little Boy." Heintje has meanwhile recorded a number of television appearances in Britain which are scheduled for screening when the album is released.

Heintje's German-language singles sales are now well in excess of 6.5 million and his latest, "Deine Traenen sind auch mein" sold 250,000 in only three weeks. His album sales in Germany alone amount to nearly four million and in Austria and Switzerland to more than 250,000.

CANADA HAS SNOW,
WARM BLANKETS,
HOCKEY,
POSTAL STRIKES
AND CLEAN WATER.

BEST OF ALL
WE NOW HAVE
HEINTJE



Distributed by: Polydor Records Canada Limited
Head Office: 4115 Sherbrooke Street, West, Montreal 6, P.Que., Phone 933-4201 (Telex 01-26546)

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5750 Royalmount Ave.
Montreal, P.Que.
Phone 933-4201

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Vancouver, B.C.
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Another Golden Disc For Heintje

This Time On Polydor
In New Zealand



**Philips Records and Rentals(N.Z.)
Ltd., Wellington, New Zealand**

Salute to Heintje

Wonder Boy

BY JACK BENTLEY

Only 13, He's a Millionaire

(Reproduced from the London Sunday Mirror, March 22, 1970)

They swoon for Sinatra, strip for the Stones, go berserk over the Beatles . . . but seldom have I seen an audience react as they do over Heintje.

Due to arrive next month, Heintje is Dutch, and, at 13, probably the world's youngest self made millionaire.

Indicating the source of his wealth are 25* gold disks, three** films and many box office records.

But it's not the screaming teenagers who have lined Heintje's pockets, it's the parents and small children.

Parents clearly see in him the kind of boy they would like to preen over as he performs his three octave voice party pieces.

I sat at a Heintje concert in the German town of Lubeck and the transformation on the faces of the usually bargaining hausfraus was remarkable.

Even the children were quiet.

Superlatives have seldom been used in such abundance. Said soprano Erna Berger: "An astonishing voice which promises great things even after it has broken."

Heintje's background is a publicist's dream. Son of a coal miner, he was discovered by a talent scout who heard the cherubic tones through a kitchen window.

Heintje's first big earnings were devoted to buying his parents a bungalow and enabling his father to retire.

There was even the professional heartbreak angle. Heintje wasn't allowed to perform in public in Holland, because of child labor laws. Fans had to go abroad for concerts. Last month, however, by special act of Parliament, the ban was raised for one show.

I fought my way through the hoards of women clammering for a glimpse of the young star.

Offstage Heintje seems a nice enough lad.

Practicing English for his birthday visit, he said "I would like a pony for my birthday." I said his accent leans toward double Dutch but the message came over loud and clear.

"Good," he replied "let us hope my parents heard it too. I want to go on a pony trek around Holland during my holiday."

His mother reminded her titan teenager son that it was past his bedtime.

"He gets spanked for misbehavior, rationed for sweets, allowed to watch only certain TV shows, and he gets only 12 shillings (\$1.44) a week pocket money," she said.

Heintje tugged my sleeve. "Would you help me to pronounce licorice?" he asked. "It's the one thing I must spend my pocket money on in Britain."

*Now 27

**Now 5

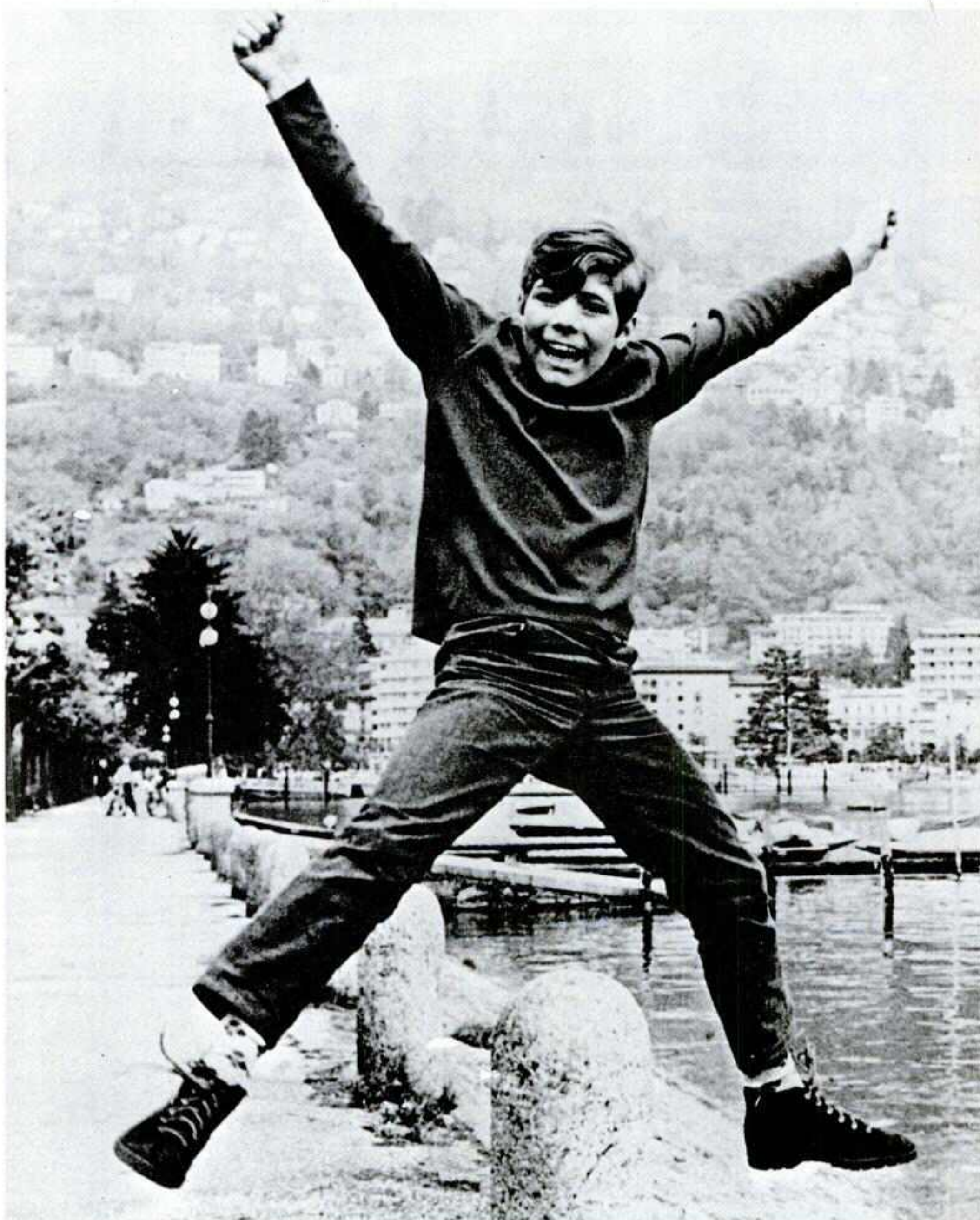
Heintje in Britain

Heintje made his first visit to Britain, July 28, when Polydor hosted the reception for him at Hatchett's in Piccadilly.

The Dutch boy singer, whose first English single, "I'm Your Little Boy," has been released by Polydor, filmed an appearance on the Ed Stewart television show which was transmitted August 8.

Polydor will release Heintje's first album in English in September when the boy singer will be back for another appearance on another major British TV show.

AUGUST 15, 1970, **BILLBOARD**



If you had a million, you'd jump for joy.



A rare moment of relaxation



Every boy has a bicycle



Normal pursuits



Homework still has to be done

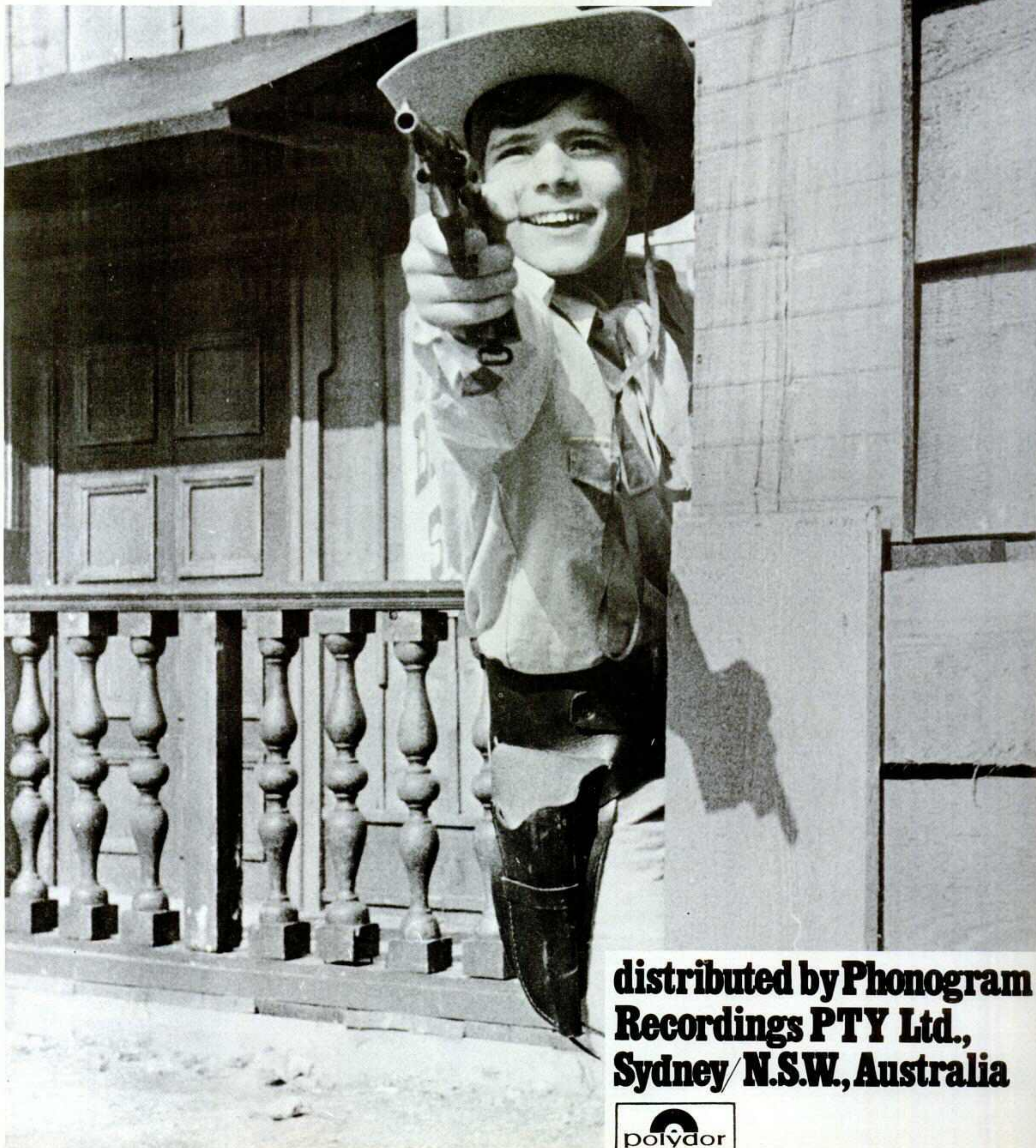


In Amsterdam . . .



Fan mail—it has to be answered

“I’m Your Little Boy” notches up a Gold on Polydor in Australia



**distributed by Phonogram
Recordings PTY Ltd.,
Sydney/N.S.W., Australia**



From The Music Capitals of the World

• Continued from page 56

spent most of the week in New York setting up distribution deals for current Love product, which includes the "Official Music" album, **Blake Fordham's** "Uncle Pen" and **John Rutter's** "Jesus She Is Leaving." Davies said that Love will start work shortly on the second King Biscuit Boy album, and also an album by **Crowbar**.

Polydor planning heavy promotion on the **Eric Clapton** album. . . . Another new LP from Polydor is the final **Spooky Tooth** set, "Last Puff." . . . London's **Ken McFarland** says that "Uncle Pen" by **Blake Fordham** just won't quit. London is getting such strong sales and play action on the single that it is considering re-submitting it to the MLS. . . . Other local productions starting to move at London include **Chilliwick's** "Chain Train," **Mike Graham's** "She Always Lets Me Down So Easy," the **Poppy Family's** "That's Where I Went Wrong" and "Face of the Sun" by **Green and Stagg**.

RITCHIE YORKE

STOCKHOLM

Stig Anderson's Sweden Music AB celebrated its 10th anniversary. . . . **Sture Borgedahl** of Air Music in Sweden is bringing successful artists to this country. Recently, he brought **Elton John**, whose music he represents in Scandinavia, for radio and TV. Latest import is **Joger James Cooke**—also for radio and TV. Cooke this week reached No. 15 on the Swedish charts with "Last Night I Killed A Man I Didn't Know" (Columbia), published by Air Music. . . . EMI has released an album of Irish songs on the Talisman label.

. . . CBS-Cupol has moved its offices in Katarina Bangata to Ulvsundavagen 168, 161 30 Bromma. New telephone number is 08/26 26 85. . . . Former Decca artist, **Inga-Lill Nilsson**, has recorded her first single for the CBS-Cupol-owned label Date. It is a Swedish version of "Song of Joy," with an arrangement by **Mats Olsson** and with Swedish lyrics by **Ake Strommer**. . . . Swedish group **Totas** (Karusell) has recorded a Swedish version of **Chris Andrews'** hit, "Pretty Belinda." It is produced by **Kitt Sundqvist** and has Swedish lyrics by **Britt Lindberg**. . . . Electra label Telefunken has signed a new folk singer called **Bjorn Johansson**. **Roger Wallis** has produced Johansson's first LP for Telefunken. Ten years ago, Johansson was a rock singer known as **Little Bear**.

Dutch pop is promoted here by Electra, which will release the album "Beat & Blues From Holland" on Decca. . . . Electra has recently introduced a new budget label—Nova—in Sweden. . . . Metronome has started a promotion drive for its group, **Bread** (Elektra). . . . Sonet Grammofon has acquired Swedish representation of the U.S. Sun label. . . . U.S. producer **Kim Fowley** has arrived in Sweden to start work for the new record company Music Network Corps Ltd., situated at Villagatan 8, 185 00 Vaxholm (telephone: 0764/323 29, 323 45 and 307 20). Fowley has previously written material for **The Beach Boys**, **The Byrds**, and **Steppenwolf**. He has also acted as record producer for **Johnny Winter**, **J.J. Light** and the **Plastic Ono Band**. In Sweden, he has produced an album by local group **Contact** (MNW) and he will also be releasing an album of his own on that label. The company has its own studio and public relations bureau, run by **Mats Runsten**.

KJELL E. GENBERG

JOHANNESBURG

Percy Sledge started a successful one-week Johannesburg season at the Empire Theatre, July 20. Pro-

motors **George and Ronnie Quibell** have an option on his services for the next six months. Sledge is currently in the South African hit parade with "Come Softly To Me." After Johannesburg Sledge will play Durban. . . . Johannesburg theatrical agent, **Ralph Simon** of the **Hugo Keleti** Organization, left for London on a three-week visit, studying the summer season in England and will be looking for suitable cabaret artists. . . . Cape Town impresario, **Selwyn Miller**, is currently visiting London on a business trip. From London he will be travelling to Europe. . . . **SARIE Awards** (annual awards presented to South African artists in various categories) are being broadcast Monday to Friday and Saturday over Springbok Radio.

Local group, **The Staccatos**, were awarded their third gold disk award for sales exceeding 75,000 of their 1969 hit, "Cry to Me." . . . RPM Records have taken a stand advertising their products at the first Johannesburg Teenage Fair. . . . EMI director **Joe Nofal** returned from a five-week business trip to the U.K. and U.S. Nofal, who is head of repertoire at EMI (S.A.) attended the Capitol Convention in Hawaii and had discussions with several label chiefs during his stay. **PETER FELDMAN**

AMSTERDAM

Klaas A. Posthuma joins Bovema as head of the firm's classical department. Posthuma, who has been more than 10 years editor-in-chief of the classical record monthly, "Luister," is also the producer of the annual Classical Grand Galas duDisque. Posthumana said: "With a view to the still-growing interest of the Dutch public for classical recordings (35%-40% of all sales), I see fine possibilities for development and also for new classical home-productions."

BAS HAGEMAN

MILAN

Chappells has acquired Italian representation of the catalogs of the American Mercury group—MRC Music, Brown Trout and Three Bridges Music. . . . Singers **Sergio Endrigo** (Fonit-Cetra) and **Dori Ghezzi** (Durium) represents Italy in the 10th International Pop Music Festival of Split, Yugoslavia, Aug. 5-8. . . . **Mansueto De Ponti** has been appointed director of the pop division of Phonogram; **Antonio Lo Prete** has resigned as head of Phonogram's press office. **DANIELE PREVIGNANO**

HONOLULU

Jack de Mello, the Island's foremost interpreter of the music of Hawaii and its people, has issued his latest album, "Cherry Blossoms in the Sun" (Music Of Polynesia). The set launches a promising new repertoire for De Mello, called "Hawaii's Golden Heritage Series." In the set, he employs the **Imperial Strings**, a 54-piece ensemble backed by six voices. . . . **Liz Damon** soon will have a Makaha Records album out, featuring her **Orient Express**. The group has been signed to another six months at the Hilton Hawaiian Village Garden Bar. . . . **Thelma Houston** joined the **Fifth Dimension** at the HIC Arena July 31; also did a one-nighter Aug. 1 for the Cinerama Reef Towers Hotel. . . . **Larry Brown**, who conducted the **Richard Kiley-Bernice Massi** "Man of La Mancha" here this summer, has stayed on in Honolulu. He's at the piano bar of the Pagoda Floating Restaurant. . . . Veteran Island music-maker **Pierston** Thal now is playing at the Compass Piano Bar in La Ronde Restaurant. . . . Songwriter **Teddy Randazzo** passes through here this month and expects to renew friendship with **Tom Moffatt**, K-POI general manager. . . . The

Alis are back at the Iikai's Canoe House. . . . **Hilo Hattie**, famous for her hula hops, is involved in a big local promotion for Master Charge. **WAYNE HARADA**

RIO DE JANEIRO

Local newspaper columnist reports that jeering audiences that appear at festival performances are scaring off established composers and artists. . . . **Elisete Cardoso** returned from a U.S. tour to celebrate her 34th anniversary singing Brazilian music. He has recorded for Capacabana for the last 14 years. . . . **Trio Ternura**, close harmony family group, have switched from Music-disc to CBS. . . . Singer **Tim Maia** recorded his first album for Philips. . . . Odeon Studio recently completed its 20,000 hours of recording.

Jair Rodrigues, samba singer, has "Talento e Bossa de Jair Rodrigues" issued on Philips. . . . Philips artists **Gal Costa** preparing for an Italian and Portuguese tour. She will also visit with tropicalist school composers **Caetano Veloso** and **Gilberto Gil** in London. . . . **Pandeiro de Ouro** trio returned from Europe to open at Hoffman's club in Rio. . . . **Ellen de Lima** appearing at the Casarao de Noel. . . . **Eliana Pittman** leaves the Casa Grande for another European tour. . . . Vocal group **Titulares de Ritmo** signed to Philips. . . . **Waleska** signed to Copacabana label. . . . **Martinho da Vila**, one of RCA's best selling artists, recently had an operation on his vocal cords. He is set to make his second album in a month and to take part in the Rio Song Festival in September. **HENRY JOHNSTON**

MEXICO CITY

Cisne-Raff Records opened their new 8 channel recording studio Aug. 1. Spanish singer **Luisito Rey** (resident in Argentina) has decided to settle in Mexico and has signed with CBS Mexico. . . . **Jose Jose** concluded a successful El Patio engagement and flew to Los Angeles for concert dates there. RCA has released a Jose album with all Mexican product. . . . Mexican composers **Armando Manzanero**, **Jose Alfredo Jimenez**, **Ruben Fuentes**, **Xavier Castro**, **Paco Chanero** and others will form their own publishing company, managed by **Alfonso Garcia**, who was recently in charge of publishing for RCA.

Marco Antonio Muniz will represent Mexico at the Rio Song Festival. TV Channel 8 are sponsoring a song contest, with jury, to select Mexico's entry. . . . Mexico won fourth place in the Greek song festival, represented by **Raul Ricardo**. His entry, "Avalancha" (composed by **Homero Aguilar**) has already been released by CBS. . . . Orfeon Videovox will distribute Roulette in Mexico. Roulette was previously with Discos Tico, SA. . . . Discos Universales renewed their distribution deal with Columbia Records of Spain. Spanish executive **Enrique Garea** was in Mexico to complete the deal and the first single released with "People Looking Around," a Spanish hit for **Los Bravos**, which won first place at the Barbarella Festival. . . . **Fiesta Palaca**, new luxury hotel, has signed **Hermanos Carrion** and **Luis Vivi Hernandez**, among others, to appear. **Santana** may inaugurate the hotel night club. . . . Musart released **Creedence Clearwater Revival's** "Cosmo's Factory." **ENRIQUE ORTIZ**

DUBLIN

Stan Kelly, whose "The Mucky Kid" was a big Irish hit for **Danny Doyle**, was in for press and radio interviews to promote his Transatlantic single, "The Ballad of Armagh Jail," a song about **Bernadette Devlin**. . . . Polydor signed Dublin groups, the **Urge** and **White Magic**. . . . Cork group **Taste** will play at the Isle of Wight Festival later this month. . . . **Joe Dolan's** new single is "It Makes No Difference." . . . Latest signing for the Donegal independent label, **Rose**, is **Mary Butler**, of the

Michael Moran Ceili Band, who debuts with "The Offaly Rover." . . . **Teddie Palmer and the Rumble Band** cut "Maybe We Can Get It Together" for Dolphin.

Release Records claims sales of 20,000 for **Dermot Hegarty's** "Twenty-One Years." . . . **The Memories and Candy Devine** will do a Christmas special for Televis Eireann. . . . **The Memories** leave to settle in the U.S. at the end of the year. . . . **The Cotton Mill Boys** is celebrating its first anniversary on the road with the release on Target of "My Wild Irish Rose." The band's first album is also out on the low-priced budget label, Bullseye. . . . **Peter Walsh** is now representing **Jimmy Swarbrick and the Times** (called **Timepiece Overseas**) in the U.K. . . . **The Gentry** left for a five-week season in Majorca. **KEN STEWART**

EIRE

Dickie Rock and the **Miami** gave their second open-air concert this year at St. Vincent's Schools, Greystones, County Wicklow, July 26. Also on the bill were **Frankie Carroll** and the **Ranchers**, the **Bye Laws** and **Mick Roche** and the **Arrows**. . . . The **Miami's** new single, recorded in London and released July 24, is "When My Train Comes In." . . . **The Move** were in for dates in Ardglass, Lisburn, Muff, Dublin and Cork. . . . **The Freshmen's** long-awaited "Peace on Earth" LP will be issued in about a month by CBS. Manager **Oliver Barry** is keen to release a single from it featuring "Banquet for the World." . . . **Dermot O'Brien's** latest single revives "Orange Blossom Special," on Envo-y. . . . **The Real McCoy's Kevin McAlea** wrote both sides of their new single, "Near or Far"/"So Long," which was produced for Target Records by **Peter Lee Stirling**. . . . Target is also plugging **Kelley** and the **Nevada's** "My Mother's Home," which represents a change in style for the Cork-born singer. . . . **Dickie Roc** (whose name has been abbreviated from **Rock** on his latest disk) will do a cabaret season at the Drake Hotel, New York, from Sept. 14. "When My Train Comes In," his current single, will be out in the U.S. on Janus. . . . **Danny Doyle**, who has a new Radio Eireann series, "Danny Doyle's Corner," has covered the **Beatles'** "Long and Winding Road" for **Tribune**. **KEN STEWART**

VIENNA

Udo Juergens (Ariola), who has just completed an extensive tour of Germany, visits Vienna on Oct. 22 for a concert at the Wiener Stadthalle. . . . Before the film, "Woodstock," was shown in Austria, **Metronome** had sold more than 650 "Woodstock" albums (on the Cotillion label) by the end of last month. . . . CBS-Austria has released the first single by Austrian pop group, **International Travellers**. Title is "Plastic Hill." . . . Arrangement is by **Jimmy Sugar**. . . . Polydor artist **Freddy** will record his next LP on Sept. 7 in Vienna. . . . EMI Columbia has taken over distribution rights of Vanguard, whose catalog includes records by **Joan Baez** and **Country Joe & The Fish**. . . . From Aug. 1, Ariola has control of distribution of A&M Records in Austria.

On the anniversary of the 90th birthday of operetta composer **Robert Stolz**, on Aug. 29, the German SFB will produce a special gala television show, which will be transmitted by TV stations in Belgium, the Netherlands, Austria, Switzerland, Yugoslavia and Portugal. . . . On the occasion of the Salzburg Festival, DGG has released the first complete recording of **Cavaleri's** "Rappresentazione di Anima et di Corpo." It will be issued abroad by DGG in the autumn. . . . Artists who will take part in Mozart Week (Jan. 23-31, 1971), in Salzburg are **David Oistrakh** (as conductor and soloist), the **Vienna Philharmonic Orchestra**, **Friedrich Gulda**, **Paul Badura-Skoda**, the **Weller Quartet**, the **Stuttgarter Bach Choir** and **Joerg Demus**. **MANFRED SCHREIBER**

LONDON

Management Agency and Music has made a further attempt to acquire the AIR London production company formed by **George Martin**, **Peter Sullivan**, **Ron Richards** and **John Burgess**. However **Martin** has said that a closer association is not contemplated and that he doesn't anticipate having anything to do with **MAM**, **Bill Smith**, managing director of **MAM** said, "We have never closed the doors on talking to AIR. The position is exactly the same as it was six months ago when initial discussions took place." Meanwhile **MAM** boss **Gordon Mills** has picked up the co-publishing rights to the Nashville-based **Showbiz Music** for the U.K. and Europe. The catalog will be handled by the **MAM Music subsidiary**—**Melanie**.

. . . Philips is releasing the **Flying Dutchman** production, "**Louis Armstrong and His Friends**" in September. The album produced by **Bob Thiele** was first issued in the U.S. in July to coincide with **Armstrong's** 70th birthday. Philips will release a track from the album, "We Shall Overcome" as a single. . . . Polydor has signed a contract with **Bill Martin** and **Phil Coulter** for the release of a single "Give a Little Love to Someone" by **Picture Postcard**. The three-piece act includes **Brian Keith**, a former member of the **Plastic Penny** group. The deal gives Polydor world rights to the disk outside the U.S. and Mexico. . . . **Robert Stigwood's** publishing company has signed **Mike D'Abbo** to a writers' contract. **D'Abbo** will now publish his material through the **St. George** firm. **St. George** will now have all the original copyrights on **D'Abbo's** debut Uni album.

Chris Peers, whose management interests include representation of **Peter Sarstedt**, and disk jockey **Dave Cash** has formed a new firm called **Chris Peers Associates** in partnership with manager of the **Renaissance** act, **John Michel**. The new company will represent the **String Driven Thing**, **Gun**, **Mayfield's Mule** and disk jockeys **John Peel**, **Tommy Vance** and **Pete Drummond**. . . . Screen Gems-Columbia Music is in the process of completing details for the management of the **Good Music** company originally formed by bandleader **Ted Heath** with **Jack Heath** and **Jack Kluger**.

Eddie Grant, lead singer with President group the **Equals** is putting his money behind **Caysoe** music originating from Guyana as the next club craze to follow the Jamaican reggae music. Grant is releasing the first **Caysoe** record, an album by the **MacKenzie Jet Combo**, on his own **Torpedo** label. . . . **Bryan Morrison** has opened up his own publishing company in Australia called **Lupus Music Australia** to be managed by publisher **Norman Whiteley**. **PHILIP PALMER**

BELGRADE

Duke Ellington's Orchestra gave two very successful concerts in Belgrade's Dom sindikata hall. The Duke ended his Yugoslav visit on this latest European tour in Dubrovnik with concert which opened the **Dubrovnik Summer Games Festival**. . . . **Hearts of Soul**, Dutch girl vocal trio, made a guest appearance in "Maksimetar," youth TV show. . . . Jugoton's new releases include the **Beatles'** new album "Let It Be" complete with original book, and the singles "Cottonfields" by the **Beach Boys** and "I've Got You on My Mind" by **White Plains**. . . . singer **Zdenka Vuckovic** has a new album out this week. . . . Yugoslav song "Adio" by **Nikica Kalodjera** and **Ivica Krajac**, sung by **Ljupka Dimitrovska**, won the first prize on Athens pop song festival ended July 12. **BORJAN KOSTIC**



ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Uruguay Talent On Local Label

MONTEVIDEO, Uruguay — Former recording studio ECO-Mallarini Producciones will now release albums featuring local talent. Their first album release is "La Industria Nacional."

Artists among the first releases include Estala, Dino (ex RCA), Herrar, Grupo Tao, Sociedad Anonima, Jabon en Polvo (who appeared at the Tacuarembó Song Festival), and CDLC Tonico Estimulante. Folk artists include Danua Silveira (El Indo Arachan), Los Del Sauce and Clara Rodriguez. Tango artists include Walter Casella, Mouro Maguiera and Antonio Cervino.

Musical director for the new company is Rodolfo Tito Caballero, who will also record with his own group.

U.K. Polydor Sets Group Promo Tour

LONDON — Polydor is mounting its first concert tour promotion, running through September and October and covering English and Scottish venues as well as European dates.

Headlining the tour will be Taste, their first billtopping assignment, supported by U.S. singer Jake Holmes and the Scottish group Stone The Crows. The latter artists are both signed direct to Polydor's American company.

Although the concept of company-sponsored shows is not new—RCA, for instance, promoted several shows by some of its Nashville talent last autumn and CBS airlifted a number of its rock acts from America for the Albert Hall concerts in April—the Polydor

Stigwood Organizations Plans to Go Public Aug. 20

LONDON — The Robert Stigwood Organization is to go public on Aug. 20. Offers for sale will appear in the national press on Aug. 17 and the shares will make their long-awaited stock market debut the following Thursday.

International Executive Turntable

Former record retailer advertising manager Mike Hawgood, has been appointed sales manager for Precision Tapes. He replaces Dennis Bamfield who was forced to resign last month because of ill health. Among other companies Hawgood has worked for are RCA, Decca and Music For Pleasure, where he became the label's first general manager.

tour is the first to concentrate solely on contemporary acts and to cover so many venues.

The venture is being planned as a commercial enterprise with artists being paid their normal working fees and is costing Polydor an estimated \$60,000, although good attendances will ensure the company recouping the outlay and making a profit.

Organization has been in the hands of Polydor's press department, with Clive Woods and Mike Clifford responsible for the arrangements which have taken four months to finalize. Eddie Kennedy, manager of Taste, will act as tour manager.

Handling the launch for RSO is blue chip broker Joseph Sebag and Stigwood's partner David Shaw who dreamed up the Constellation Investments tax-saving scheme for capitalizing film actors' earnings. It has also been largely Shaw that has helped steer RSO from straight management and agency to music publishing which now accounts for about a quarter of Stigwood's profits.

The city is expecting an enthusiastic welcome for the shares. RSO profits have risen from \$398,400 in 1968 to \$975,600 last year and are expected to reach \$1,320,000 for the period ending this September. "Hair," in which Stigwood has a 40 percent production stake, should contribute \$24,000 this year but could swing up to as much as \$180,000 for the period 1970/71 as provincial and Scottish versions of the show begin to show a profit.

RSO also has a 50 percent share in "Oh! Calcutta!" which now looks like breaking even on its run at the Roundhouse and transferring to the West End.

Central Collection Agency Urged

RIO DE JANEIRO—The Chamber of Deputies' justice committee has urged the government to create a single, central agency for collecting composers' and artists' royalties. The move has been under consideration by officials for some time.

The committee approved a bill to exempt religious, recreational, sports and educational organizations from paying authors' rights. The exemption would apply to records as well as live performances.

Finnish Musicians Breakaway Union

HELSINKI—A large number of musicians working exclusively in restaurants have parted company with the Finnish Musicians' Union, the central body which deals with musicians' employment and takes care of their interests in general. The breakaway musicians have founded a new organization—the Restaurant Musicians.

According to Veikko Byysing, newly elected chairman of Restaurant Musicians, this step was necessary because the Finnish Musicians' Union did not seem to be interested in this particular sphere. Growing numbers of foreign musicians were doing restaurant work—and at a generally lower salary. There was also insufficient attention paid to restaurant musicians from a social aspect, because the Finnish Musicians' Union is not a member of the Finnish National Trade Union.

It is expected that Restaurant Musicians will team up with the Pop Musicians' Union, and the Ship Musicians' Union, both of which had previously left the FMU. It is thought, too, that they will apply for membership of the Finnish National Trade Union.

KARI HELOPALITO

Beatle Songs to AIR Scandinavia

STOCKHOLM — AIR Music Scandinavia, the company jointly owned by former Sonora Musikforlags AB general manager Sture Borgedahl and the AIR London company represented by George Martin, Peter Sullivan, John Burgess and Ron Richards, has acquired the rights to all Lennon and McCartney songs in Scandinavia.

AIR Music Scandinavia, formed in November last year, scored its

first Swedish success with the Hollies' "He Ain't Heavy, He's My Brother" and has since been represented in the Scandinavian charts almost every week.

The company has also acquired Scandinavian rights for all Bob Dylan songs.

Says Borgedahl, "I am trying to develop a new outlook on publishing through artist promotion. When I acquire a good song, I try to bring the artist to Sweden. I have recently done this with Elton John and intend to continue in this way."

CBS Builds U.K. Studio


LONDON—CBS is to build a new \$1,800,000 recording studio complex in Whitfield street, London. The four-story building will house three studios and is expected to be completed by the end of next summer.

The ground floor will contain two main 16-track studios which will each have a floor area of about 1,250 square feet and be equipped with Studer tape machines and Neve consoles. Mastering and cutting facilities will be on the second floor and editing and dubbing suites on the third. An artists' lounge and administrative offices will occupy the first floor.

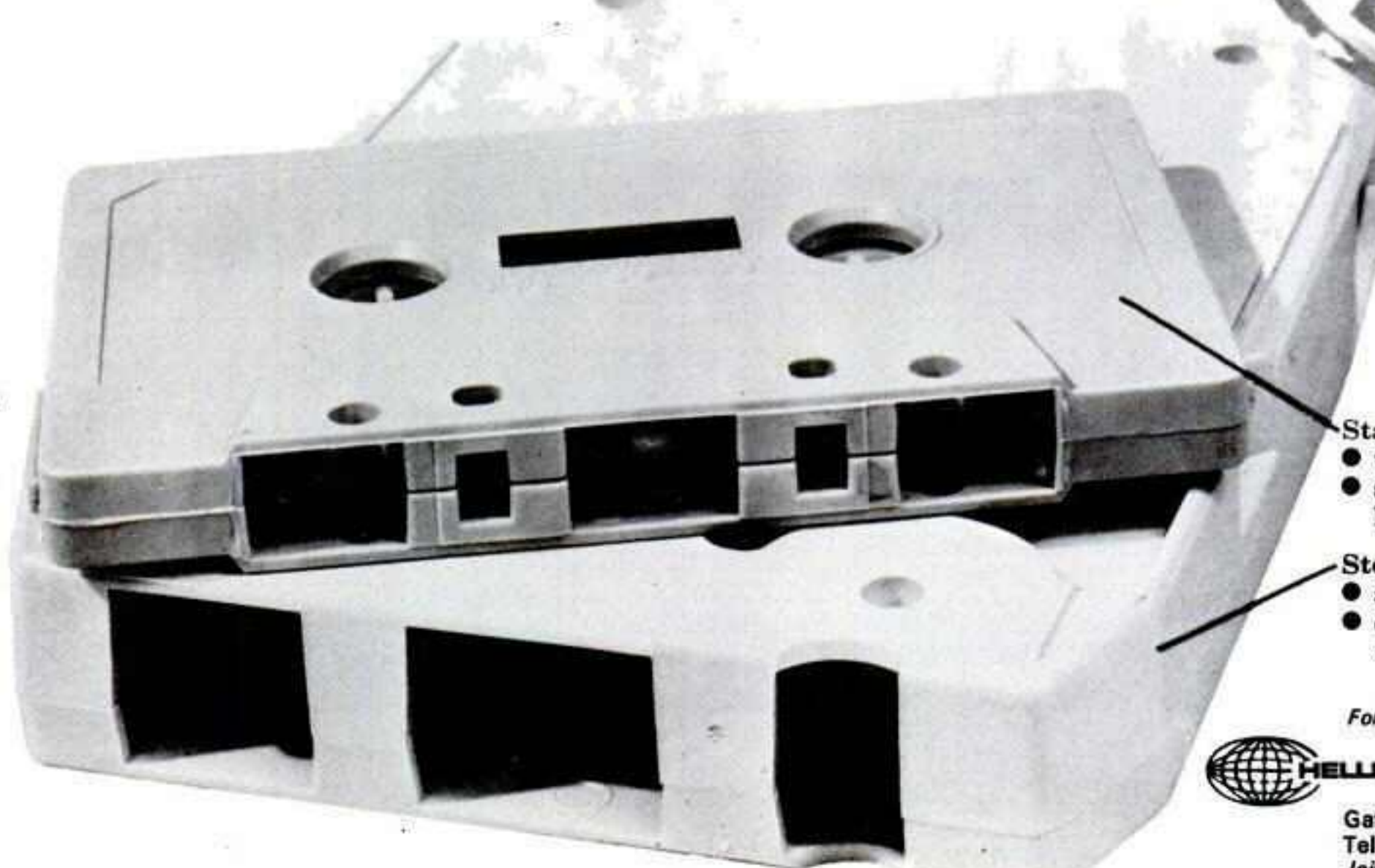
CBS currently has a main studio in Bond Street and a small mixing and disk cutting center at the Theobald's road h.q. which will both close when the new complex becomes operational.



IN EUROPE

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Billboard

Main Billboard chart with columns: THIS WEEK, LAST WEEK, TITLE, Artist (Producer) Label, Number (Distributing Label), WEEKS ON CHART.

HOT 100 A TO Z—(Publisher-Licensee)

Index table for HOT 100 A TO Z, listing song titles, artists, and corresponding page numbers.

LONDON continues its...

SOUNDS OF THE

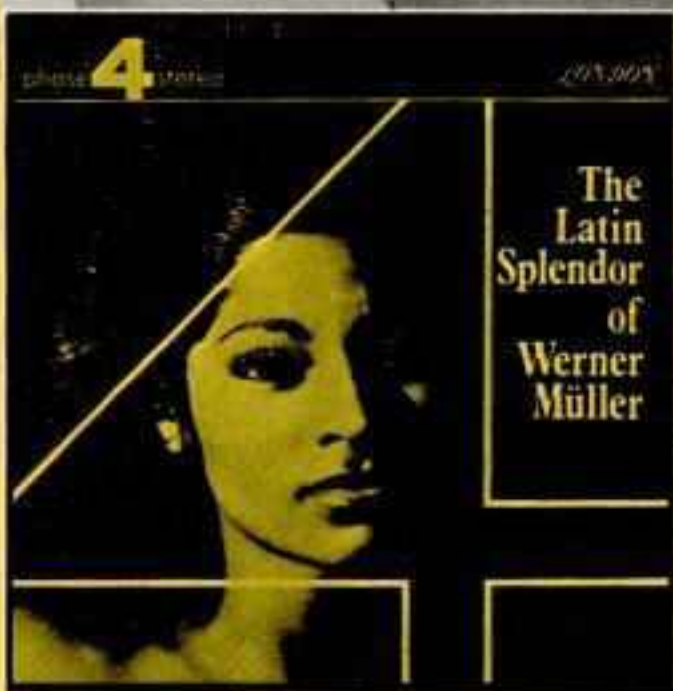


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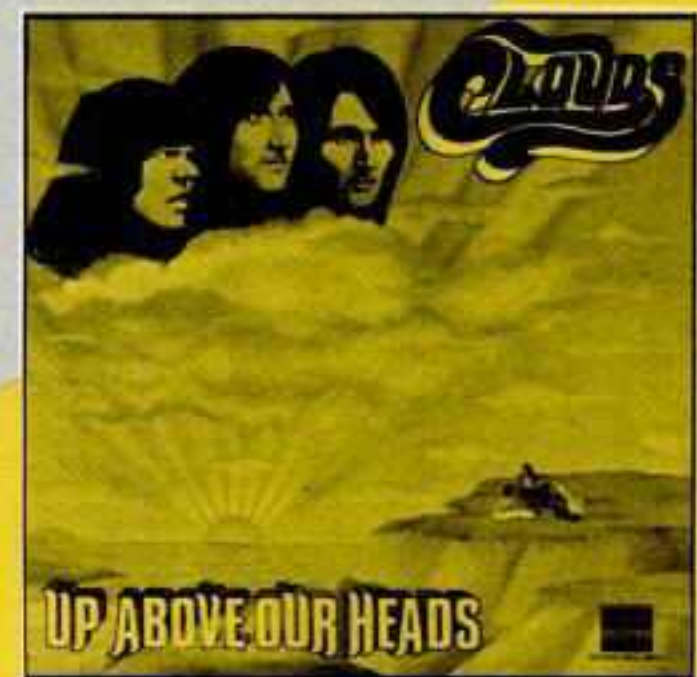
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Billboard S P L P O T

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
1	1	BLOOD, SWEAT & TEARS 3 Columbia KS 30090	5
2	2	CREEDENCE CLEARWATER REVIVAL 4 Cosmo's Factory Fantasy 8402	4
3	3	SOUNDTRACK Woodstock Cotillion SD 3-500	11
10		WHO Live at Leeds Decca DL 79175	12
13		TRAFFIC John Barleycorn Must Die United Artists UAS 5504	6
6	6	JACKSON 5 ABC Motown MS 709	11
7	7	CROSBY, STILLS, NASH & YOUNG Deja Vu Atlantic SD 7200	20
8	9	CHICAGO Columbia KGP 24	27
9	8	BOB DYLAN Self Portrait Columbia C2X 30050	7
10	11	GRAND FUNK RAILROAD Closer to Home Capitol SKAO 471	6
11	4	BEATLES Let It Be Apple AR 34001 (Liberty/United Artists)	12
12	5	PAUL McCARTNEY McCartney Capitol STA0 3363 (Capitol)	15
13	12	THREE DOG NIGHT It Ain't Easy Dunhill DS 50078	16
26		WHO Tommy Decca DXSW 7205	48
15	16	RARE EARTH Ecology Rare Earth RS 514 (Motown)	6
16	17	DONOVAN Open Road Epic E 30125 (Columbia)	5
69		DOORS Absolutely Live Elektra EKS 9002	2
18	15	FIFTH DIMENSION Greatest Hits Soul City SCS 33900 (Liberty/United Artists)	14
19	14	ISAAC HAYES Movement Enterprise ENS 1010 (Stax/Volt)	18
29		ERIC CLAPTON Atco SD 33-329	4
21	22	ERIC BURDON DECLARES WAR MGM SE 4663	14
22	23	DAVE MASON Alone Together Blue Thumb BTS 19	7
28		DIANA ROSS Motown MS 711	6
24	18	ELVIS PRESLEY On Stage, February 1970 RCA Victor LSP 4362	9
25	20	RARE EARTH Get Ready Rare Earth RS 507 (Motown)	36
26	21	MELANIE Candles in the Rain Buddah BDS 5060	15
33		JAMES TAYLOR Sweet Baby James Warner Bros. WS 1843	23
28	19	ENGELBERT HUMPERDINCK We Made It Happen Parrot PAS 71038 (London)	6
29	25	MOUNTAIN Climbing Windfall 4501 (Bell)	23
98		STEVE MILLER BAND Number 5 Capitol SKAO 436	4
31	31	GRATEFUL DEAD Workingman's Dead Warner Bros. WS 1869	8
32	27	ROD STEWART Gasoline Alley Mercury SR 61264	9
51		HOT TUNA RCA Victor LSP 4353	5
34	35	PROFUL HARUM Home A&M SP 4261	6
35	38	JETHRO TULL Benefit Reprise RS 6400	15

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
36	30	PETER, PAUL & MARY 10 Years Together Warner Bros. BS 2552	9
37	32	IT'S A BEAUTIFUL DAY Marrying Maiden Columbia CS 1058	7
38	24	JIMI HENDRIX, BUDDY MILES & BILLY COX Hendrix Band of Gypsies Capitol STA0 472	16
39	41	STEPPENWOLF Live Dunhill DSD 50075	18
40	40	NEIL YOUNG & CRAZY HORSE Everybody Knows This Is Nowhere Reprise RS 6349	41
41	42	DIONNE WARWICK I'll Never Fall in Love Again Scepter SPS 581	16
42	37	TEMPTATIONS Psychedelic Shack Gordy GS 947 (Motown)	20
43	34	TOM JONES Tom Parrot PAS 71037 (London)	15
44	36	GUESS WHO American Woman RCA Victor LSP 4266	27
45	39	SIMON & GARFUNKEL Bridge Over Troubled Water Columbia KCS 9914	27
46	47	MILES DAVIS Bitches Brew Columbia GP 26	14
90		ORIGINAL TV CAST The Sesame Street Book and Record Columbia CS 1069	4
48	48	SOUNDTRACK Easy Rider Dunhill DXS 50063 (Tapes: Reprise BRM 2026)	50
177		BREAD On the Waters Elektra EKS 74076	2
50	43	FOUR TOPS Still Waters Run Deep Motown MS 704	19
51	44	JONI MITCHELL Ladies of the Canyon Reprise RS 6376	19
52	52	THE LAST POETS Douglas 3	9
53	54	BUDDY MILES Them Changes Mercury SR 61280	7
54	46	RAY STEVENS Everything Is Beautiful Barnaby 212 35005 (Columbia)	10
55	45	BURT BACHARACH/SOUNDTRACK Butch Cassidy & the Sundance Kid A&M SP 4227	38
56	49	FLIP WILSON The Devil Made Me Buy This Dress Little David LD 1000	25
81		JAMES GANG Rides Again ABC ABCS 711	4
58	61	THREE DOG NIGHT Was Captured Live at the Forum Dunhill DS 50068	38
67		CHARLEY PRIDE 10th Album RCA Victor LSP 4367	5
60	56	IDES OF MARCH Vehicle Warner Bros. WS 1963	8
62	62	GARY PUCKETT & THE UNION GAP Greatest Hits Columbia CS 1042	6
63	66	ANDY WILLIAMS Raindrops Keep Fallin' on My Head Columbia CS 9896	10
64	64	THE JIM NABORS HOUR Columbia CS 1020	8
65	71	FIFTH DIMENSION Portrait Bell 6045	15
66	63	ORIGINAL CAST Hair RCA Victor LOC 1150 (M); LSO 1150 (S)	107
67	68	GRAND FUNK RAILROAD Grand Funk Capitol SKAO 406	29
68	55	BEATLES Abbey Road Apple SO 383 (Capitol)	44
69	72	BOBBY SHERMAN Here Comes Bobby Metromedia MD 1028	19
70	58	POCO Epic BN 26522 (Columbia)	11

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
71	60	JOE COCKER! A&M SP 4224	39
72	59	TEN YEARS AFTER Cricklewood Green Deram DES 18038 (London)	18
73	57	JOSE FELICIANO Fireworks RCA Victor LSP 4370	12
74	70	CHICAGO TRANSIT AUTHORITY Columbia GP 8	66
75	82	CONWAY TWITTY Hello Darlin' Decca DL 75209	7
87		MERLE HAGGARD & THE STRANGERS Fightin' Side of Me Capitol ST 451	4
77	75	B.J. THOMAS Raindrops Keep Fallin' on My Head Scepter SPS 580	33
76		BEATLES Hey Jude Apple SW 385 (Capitol)	22
97		LEE MICHAELS Barrel A&M SP 4249	3
80	79	JOHNNY CASH World of Columbia GP 29	11
81	85	MICHAEL PARKS Long Lonesome Highway MGM SE 4662	13
82	83	ASSOCIATION LIVE Warner Bros. 2WS 1868	5
83	73	LED ZEPPELIN II Atlantic SD 8236	41
84	74	SUPREMES Right On Motown MS 705	11
85	53	EL CHICANO Viva Tirado Kapp KS 3632	10
86	84	IRON BUTTERFLY Live Atco SD 33-318	13
87	77	RAY CONNIF Bridge Over Troubled Water Columbia CS 1022	17
88	88	CROSBY/STILLS/NASH Atlantic SD 8229	60
89	85	SLY & THE FAMILY STONE Stand Epic BN 26456 (Columbia)	69
90	95	SOUNDTRACK Norwood Capitol SW 475	8
91	92	CREEDENCE CLEARWATER REVIVAL Green River Fantasy 8393	49
92	91	JOHN B. SEBASTIAN Reprise RS 6379/MGM SE 4654	21
93	89	FIFTH DIMENSION Age of Aquarius Soul City SCS 92005 (Liberty/United Artists)	64
179		LIVINGSTON TAYLOR Capricorn 33-334 (Atlantic/Atco)	4
95	99	HELLO, I'M JOHNNY CASH Columbia KCS 9943	27
96	93	IRON BUTTERFLY In-a-Gadda-Da-Vida Atco SD 33-250	109
97	96	SMITH Minus Plus Dunhill DS 50081	7
98	86	CREEDENCE CLEARWATER REVIVAL Willy & the Poor Boys Fantasy 8397	36
99	78	CHARLEY PRIDE Best of RCA Victor LSP 4223	42
100	94	GLEN CAMPBELL Oh Happy Day Capitol ST 443	13
101	102	PACIFIC GAS & ELECTRIC Are You Ready Columbia CS 1017	7
102	101	BLOOD, SWEAT & TEARS Columbia CS 9720	81
103	110	TYRONE DAVIS Turn Back the Hands of Time Dakar SD 9027 (Atlantic/Atco)	6
104	106	CREAM Live Atco SD 33-328	16
105	100	ENGELBERT HUMPERDINCK Parrot PAS 71030 (London)	33

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.



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THEY LAUGHED WHEN

We said the SURFARIS had a *hit!*

"Wipeout" was a hit in 1963
"Wipeout" was a hit in 1966
"Wipeout" is a hit in 1970

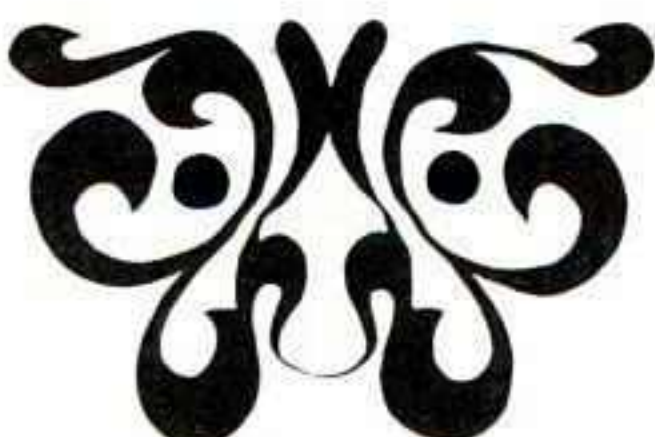
They called it a golden oldie
a blast from the past
an oldie but goodie
#1 then—#1 now

We call it a hit!

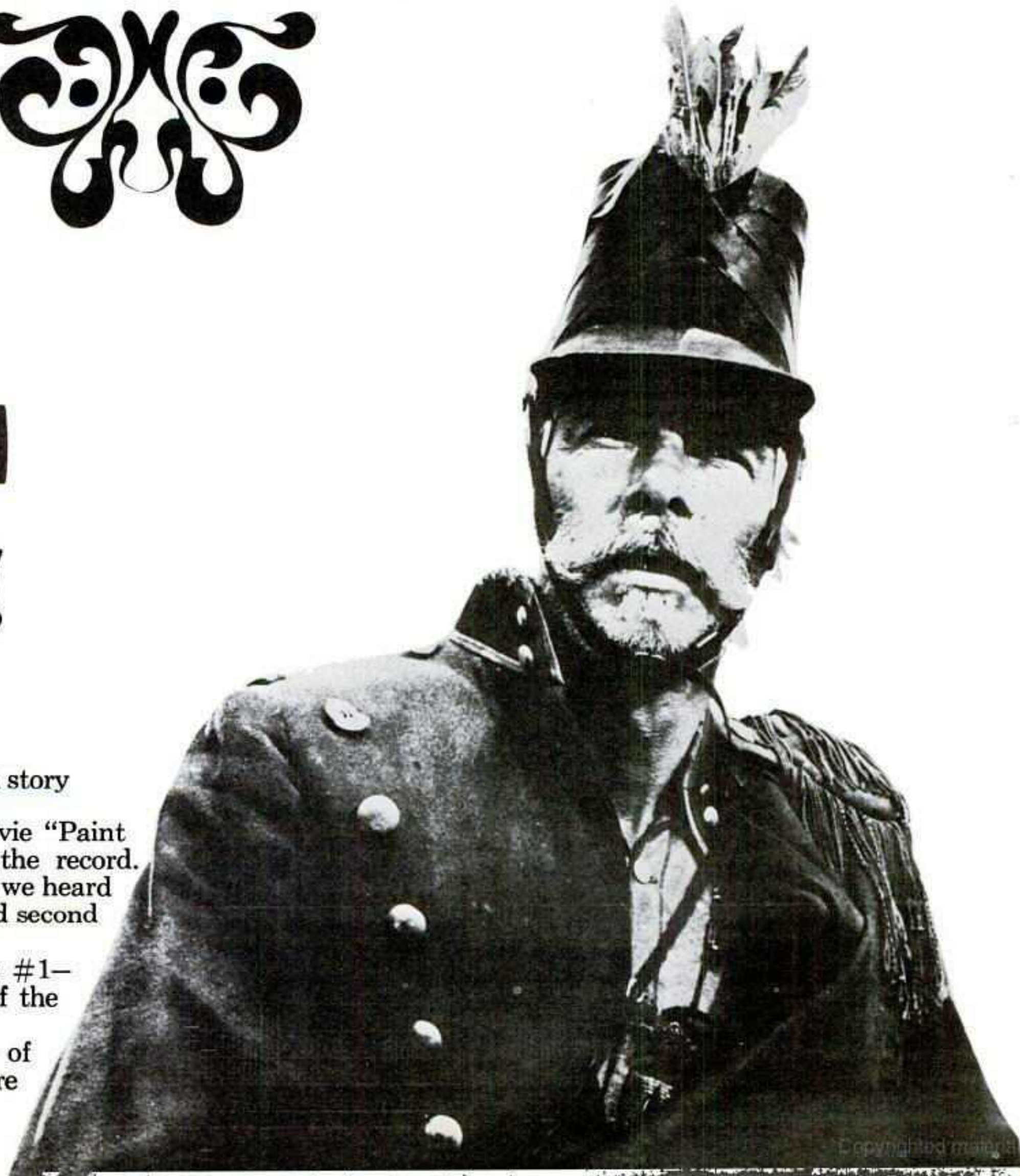
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WROV—Roanoke
KIMN—Denver
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But "Wandrin' Star" is a song as timely as today from a story that is ageless.

Lee Marvin's record "Wandrin' Star" for the movie "Paint Your Wagon". PD's throughout the country loved the record.

"It's the most different thing I've heard" was what we heard most. "But where can I play it" was the thing we heard second most.

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We have just sent you a shining brand new copy of "Wandrin' Star". Listen to it again. Go see the Picture playing in every neighborhood in America.

Just play it. It takes care of itself.

• Continued from page 74

POSITIONS 106-200

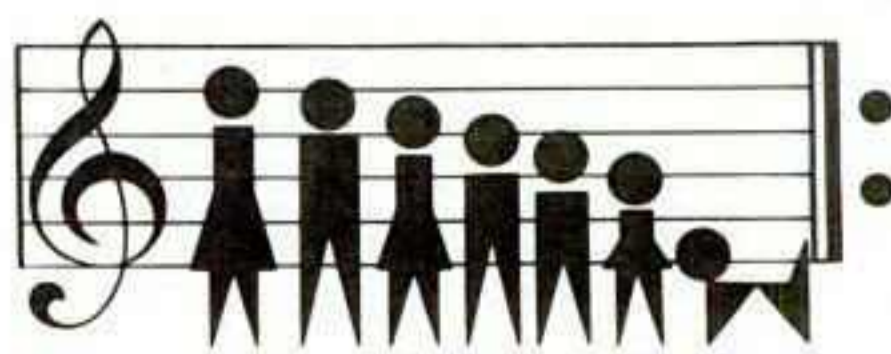
THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
106	80	ARETHA FRANKLIN	This Girl's in Love With You Atlantic SD 8248	27
107	108	THE BAND	Capitol STA0 132	44
108	104	MOODY BLUES	To Our Children's Children's Children Threshold THS 1 (London)	32
109	133	BURT BACHARACH	Make It Easy on Yourself A&M SP 4188	50
110	111	MARMALADE	Reflections of My Life London PS 575	9
111	107	JACKSON 5	I Want You Back Motown MS 700	31
112	103	MERLE HAGGARD	Okie From Muskogee Capitol ST 384	30
113	113	JULIE ANDREWS/HENRY MANCINI	Music From the Film Score— Darling Lili RCA Victor LSPX 1000	3
114	116	MOODY BLUES	On the Threshold of a Dream Deram DES 18025 (London)	63
115	115	TOM JONES	Live in Las Vegas Parrot PAS 71031 (London)	40
116	120	FIVE STAIRSTEPS	Stairsteps Buddah BDS 5061	8
117	109	DIANA ROSS & THE SUPREMES	Farewell Motown MS 708	14
118	114	BOBBY GOLDSBORO'S GREATEST HITS	United Artists UAS 5502	7
119	122	GRAND FUNK RAILROAD	On Time Capitol ST 307	45
120	112	KENNY ROGERS & THE FIRST EDITION	Something's Burning Reprise RS 6385	18
121	105	POPPY FAMILY	London PS 574	9
122	119	B.J. THOMAS	Everybody's Out of Town Scepter SPS 582	16
123	123	CHARLES EARLAND	Black Talk Prestige PR 7758	6
124	118	ISAAC HAYES	Hot Buttered Soul Enterprise ENS 1001 (Stax/Volt)	58
125	121	HERB ALPERT & THE TIJUANA BRASS	Greatest Hits A&M SP 4245	22
126	—	FIFTH DIMENSION	July 5th Album Soul City SCS 33901 (Liberty/United Artists)	1
127	127	THREE DOG NIGHT	Suitable for Framing Dunhill DS 50058	58
128	—	SANDPIPERS	Come Saturday Morning A&M SP 4262	1
129	—	DELFOINCS	Philly Groove PG 1153 (Bell)	1
130	137	DANNY DAVIS & THE NASHVILLE BRASS	You Ain't Heard Nothin' Yet RCA Victor LSP 4334	12
131	129	DOORS	Morrison Hotel Elektra EKS 75007	24
132	135	PIPKINS	Capitol ST 483	2
133	125	CHARLEY PRIDE	Just Plain Charley RCA Victor LSP 4290	25
134	140	BOBBIE GENTRY	Fancy Capitol ST 428	15
135	139	SERGIO MENDES & BRASIL '66	Greatest Hits A&M SP 4252	7
136	126	SIMON & GARFUNKEL	Sounds of Silence Columbia CS 9269	119
137	131	IKE & TINA TURNER	Come Together Liberty LST 7637	14
138	138	GINGER BAKER'S AIR FORCE	Atco SD 2-703	13

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
139	156	CACTUS	Atco SD 33-340	4
140	128	SOUNDTRACK	Funny Girl Columbia B05 3320	99
141	147	SUSAN SINGS SONGS FROM SESAME STREET	Scepter SPS 584	3
142	130	IT'S A BEAUTIFUL DAY	Columbia CS 9768	62
143	134	FRIJID PINK	Parrot PAS 71033 (London)	30
144	142	RINGO STARR	Sentimental Journey Apple SW 3365 (Capitol)	14
145	124	SAVOY BROWN	Raw Sienna Parrot PAS 71036 (London)	15
146	132	MICHAEL PARKS	Closing the Gap MGM SE 4646	41
147	—	SPOOKY TOOTH/MIKE HARRISON	Last Puff A&M SP 4266	1
148	—	TAMMY WYNETTE	World of Epic EGP 503 (Columbia)	1
149	154	MARTY ROBBINS	My Woman, My Woman, My Wife Columbia CS 9978	13
150	117	TAMMY WYNETTE	Tammy's Touch Epic BN 26549 (Columbia)	14
151	153	BLUES IMAGE	Open Atco SD 33-317	6
152	157	SOUNDTRACK	2001: A Space Odyssey MGM SIE ST 13	109
153	152	TAMMY WYNETTE	Greatest Hits Epic BN 26486 (Columbia)	50
154	—	DOLLY PARTON	A Real Live Dolly RCA Victor LSP 4387	1
155	155	SOUNDTRACK	M*A*S*H Columbia OS 3520	6
156	141	LES McCANN & EDDIE HARRIS	Swiss Movement Atlantic SD 1537	36
157	159	JOHN MAYALL	Turning Point Polydor 24-4004	48
158	165	JEFFERSON AIRPLANE	Volunteers RCA Victor LSP 4238	39
159	146	SOUNDTRACK	Paint Your Wagon Paramount PMS 1001	43
160	160	NORMAN GREENBAUM	Spirit in the Sky Reprise RS 6365	25
161	163	BEATLES	Sgt. Pepper's Lonely Hearts Club Band Capitol SMA5 2653	113
162	164	GLEN CAMPBELL	Try a Little Kindness Capitol SW 389	28
163	151	JOHNNY CASH	At San Quentin Columbia CS 9827	59
164	180	SOUNDTRACK	On a Clear Day You Can See Forever Columbia S 30086	4
165	158	STEPPENWOLF	Monster Dunhill DS 50066	40
166	168	HENRY MANCINI	Theme From Z and Other Movie Themes RCA Victor LSP 4350	14
167	143	JOHNNY CASH	At Folsom Prison Columbia CS 9639	114
168	149	ROLLING STONES	Let It Bleed London NPS 4	37
169	193	JOHNNY RIVERS	Slim Sio Slider Imperial LP 16001 (Liberty/United Artists)	2

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
170	144	JOHNNY MATHIS	Raindrops Keep Fallin' on My Head Columbia CS 1005	20
171	171	CREEDENCE CLEARWATER REVIVAL	Bayou Country Fantasy 8387	79
172	196	TEN WHEEL DRIVE	Brief Replies Polydor 24-4024	3
173	173	MANTOVANI	Today London PS 572	20
174	181	SOUNDTRACK	Oliver Colgems CS0D 5501 (RCA Victor)	86
175	—	BOB McGRATH	From Sesame Street Affinity A 1001S (Stereo Dimension)	1
176	150	JOHNNY CASH	Greatest Hits Columbia CS 9478	68
177	187	TOMMY JAMES & THE SHONDELLS	Best of Roulette SR 42040	30
178	178	SOUNDTRACK	Midnight Cowboy United Artists UAS 5198	54
179	175	PLASTIC ONO BAND	Live Peace in Toronto 1969 Apple SW 3362 (Capitol)	31
180	176	PETER, PAUL & MARY	Album 1700 Warner Bros.-Seven Arts WS 1700	81
181	172	BARBRA STREISAND	Greatest Hits Columbia CS 9363	25
182	186	NEIL DIAMOND	Touching You, Touching Me Uni 73071	36
183	183	RHINOCEROS	Better Times Are Comin' Elektra EKS 74075	6
184	200	BRIAN AUGER & THE TRINITY	Before RCA Victor LSP 4372	3
185	185	FRIENDS OF DISTINCTION	Real Friends RCA Victor LSP 4313	21
186	169	LEON RUSSELL	Shelter SHE 1001 (Blue Thumb)	19
187	188	JERRY LEE LEWIS	Best of Smash SRS 67131 (Mercury)	13
188	190	CHAIRMEN OF THE BOARD	Give Me Just a Little More Time Invictus 7300 (Capitol)	9
189	161	QUINCY JONES	Walking in Space A&M SP 3023	39
190	170	MYSTIC MOODS ORCHESTRA	Stormy Weekend Phillips PHS 600-342 (Mercury)	12
191	191	THREE DEGREES	Maybe Roulette SR 42050	2
192	199	WATTS 103rd STREET RHYTHM BAND	Express Yourself Warner Bros. WS 1864	2
193	195	EVERLY BROTHERS	Original Great Hits Barnaby BGP 350 (Columbia)	5
194	194	BROTHERHOOD OF MAN	United We Stand Deram DES 18046 (London)	2
195	—	FANTASY	Liberty LST 7643	1
196	—	SUGARLOAF	Liberty LST 7640	1
197	197	VARIOUS ARTISTS	The Big Hits Now Dunhill DS 50085	2
198	198	PETULA CLARK	Memphis Warner Bros. WS 1862	2
199	—	SOUNDTRACK	Airport Decca DL 79173	15
200	—	FUNKADELIC	Westbound 2000	17

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More Snapshots From THE PARTRIDGE FAMILY ALBUM



Starring SHIRLEY JONES as "Connie"



Featuring DAVID CASSIDY
as "Keith"

THE PARTRIDGE FAMILY "I THINK I LOVE YOU"
 Starring SHIRLEY JONES b/w "SOMEBODY WANTS TO LOVE YOU"
 Featuring DAVID CASSIDY Produced by Wes Farrell BELL 910

THE PARTRIDGE FAMILY
From the Screen Gems TV series on ABC-TV

BELL RECORDS
A DIVISION OF
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Our First Single!

Bell Single #910
Produced by Wes Farrell
From The Screen Gems TV Series on ABC-TV

Bell Records, A Division of Columbia Pictures Industries, Inc.



Spotlight Singles

NUMBER OF
SINGLES REVIEWED
THIS WEEK
89

LAST WEEK
114

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

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

THE NEW SNEAKERS—

LOOK WHAT THEY'VE DONE TO MY SONG MA (3:18)

(Prods. Dave McCay & Leon Henry) (Writer: Safka) (Kama Ripka/Amelanie, ASCAP)—With new lead singer, group moves to the Elektra label with a potent rhythm ballad penned by Melanie. The sing-a-long arrangement has it to take them all the way up the chart! Flip: "It's a Beautiful Day" (2:35) (Yellow Dog, ASCAP). Elektra 45699

TOM JONES—I (Who Have Nothing) (2:55)

(Prod. Peter Sullivan) (Writers: Leiber-Stoller) (Milky Way/Trio, BMI)—The dynamic Leiber-Stoller ballad gets a blockbuster treatment by Jones that should take him right to No. 1! Flip: "Stop Breaking My Heart" (2:12) (Leeds, ASCAP). PARROT 40051

FREE: ALL RIGHT NOW (3:10)

(Prod. Free with John Kelly) (Writers: Fraser-Rodgers) (Irving, BMI)—Riding at the top of the British chart, group has the same potential here with funky beat blues swinger. It's a mover from start to finish. Flip: (No Information Available). A&M 1206

NEIL DIAMOND—CRACKLIN' ROSIE (2:47)

(Prod. Tom Catalano) (Writer: Diamond) (Prophet, ASCAP)—Diamond comes up with a clever rhythm item that has it to hit with all the potent sales of another "Sweet Caroline" of "Holly Holy." Flip: "Lordy" (3:35) (Prophet, ASCAP). UNI 55250

THE RIVERS—REVOLUTION IN MY SOUL (2:42)

(Prods. Paul Davis & Eddie Biscoe) (Writer: Davis) (Web IV, BMI)—Infectious driving rhythm behind a soulful workout spells an out and out smash for the group . . . their debut on the label. Powerhouse entry. Flip: (No Information Available). White Whale 360

JOHNNY CASH—

SUNDAY MORNING COMING DOWN (3:58)

(Prod. Bob Johnston) (Writer: Kristofferson) (Combine, BMI)—Following his Top 20 winner "What Is Truth," Cash comes up with a compelling, dynamic Kris Kristofferson ballad certain to go right across the board . . . at the top. Flip: (No Information Available). Columbia 4-45211

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

DUSTY SPRINGFIELD—LOST (2:22)

(Prod. Eugene Dozier-Roland Chambers) (Writers: Gamble-Huff-Butler) (Downstairs-Parabut-Double Diamond, BMI)—Funky beat rock ballad penned by Gamble-Huff & Butler has all the ingredients to put her back up the Hot 100 with solid sales impact. Flip: (No Information Available). Atlantic 2739

WILSON PICKETT—SHE SAID YES (3:13)

(Prod. Brad Shapiro & Dave Crawford) (Writers: Pickett-Stevenson-Covay-Nash) (Cotillion/Erva-Mikim, BMI)—Driving easy beat swinger with a top Pickett vocal workout is a powerful follow-up to his recent "Sugar Sugar." Flip: "It's Still Good" (2:36) (Cotillion/Williams, BMI). Atlantic 2753

GENE PITNEY—SHADY LADY (2:59)

(Prod. Bo Gentry) (Writers: Gentry-Lordi) (Love, BMI)—Pitney turns in a strong performance on this driving rock ballad that is loaded with Hot 100 and sales potency. Flip: (No Information Available). Musicor 1419

SISTERS LOVE—THE BIGGER YOU LOVE (2:59)

(Prod. Herb Alpert) (Writers: Lennon-McCartney) (Maclean, BMI)—By far one of the wildest releases of the week is this blockbuster rock item that Herb Alpert has worked into a frenzy by a powerful soul group. This one could easily go all the way! Flip: (No Information Available). A&M 1212

LOVE—ALONE AGAIN OR (2:50)

(Prod. Arthur Lee with Bruce Botnick) (Writer: MacLean) (Breadcrust, BMI)—This infectious rhythm ballad should prove the item to bust the smooth group for a top chart winner. It was out before, but now the time seems right to break. Flip: "Good Times" (3:30) (Grass Roots, BMI). Elektra 45700

AMERICAN BREED—

CAN'T MAKE IT WITHOUT YOU (2:23)

(Prod. Jim Golden) (Writers: Linde-Bloom) (Kama Sutra, BMI)—That "Bend Me-Shape Me" group moves over to the Paramount label and this driving rocker has all the ingredients to put them back up the Hot 100 fast! Good sound. Flip: "When I'm With You" (2:46) (Yugoth, BMI). Paramount 0040

FIVE FLIGHTS UP—

DO WHAT YOU WANNA DO (2:25)

(Prod. John Florez) (Writer: Bingham) (Brig/Tiny Tiger, ASCAP)—Group has a smooth soul sound on a strong blues ballad loaded with all the ingredients that put the Moments on top! Label, handled by Bell, should break big with this one, pop and soul. Flip: (No Information Available). TA 202

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

PAUL MAURIAT—Gone Is Love (2:35) (Prod. Paul Leka) (Writers: Reed-Sklerov) (Little Heather/MRC, BMI)—With much of the sound and feel of "Love Is Blue," Mauriat comes up with a beauty that should garner much play, sales and chart action. Philips 40683

KRIS KRISTOFFERSON—Sunday Mornin' Comin' Down (4:32) (Prod. Fred Foster) (Writer: Kristofferson) (Combine, BMI)—The composer-performer with a Johnny Cash treatment of this compelling ballad material picked elsewhere on this page, turns in a fine performance with much appeal and potential. Monument 1210

KEITH TEXTOR SINGERS—Measure the Valleys (3:30) (Prod. Scott-Textor) (Writers: Brittan-Woldin) (Blackwood/Raisin, BMI)—Marking their debut on the new label, the smooth-blended group have a commercial winner in this rhythm ballad loaded with Top 40 appeal as well as Easy Listening. A&R 500

GEORGIE FAME—Fire and Rain (3:10) (Prod. Mike Berniker) (Writer: Taylor) (Blackwood/Country Road, BMI)—The James Taylor rock ballad with a heavy Fame treatment could prove a big chart winner. Epic 5-10640

KAY STARR—Knock, Knock, Who's There (2:47) (Prod. Dick Peirce) (Writers: Stephens-Carter) (Peer International/See-Saw, BMI). Her most commercial "today" entry in a long while, the stylist has a potent item in this rhythm number loaded with programming and jukebox appeal. Watch this one . . . could break through big. Happy Tiger 553

IRISH ROVERS—Years May Come, Years May Go (3:33) (Prod. Tom Northcott) (Writers: Popp-Fishman) (September/Cyril Shane, ASCAP)—Catchy French number, a recent hit in England by Herman's Hermits offers much chart potential for the Rovers. Decca 32723

MIKE CLIFFORD—You Better Start Singing Soon (2:31) (Prod. Guy Hermic) (Writer: O'Day) (Wren/Viva, BMI)—Infectious rock item with a clever lyric line could easily bring that "Close to Catchy" guy back to the Hot 100 with ease. Strong vocal workout! American International 158

WARREN MARLEY—Los Angeles (2:25) (Prod. Phil Ramone) (Writer: Marley) (Warsid, ASCAP)—Debut of the New York-based label is a strong one via this composer-performer with a smooth folk-flavored rock ballad. Much potential here. A&R 501

EDDY ARNOLD—From Heaven to Heartache (2:42) (Prod. Chet Atkins) (Writer: Peters) (Singleton, BMI)—Beautiful Ben Peters ballad that should prove a country smash and make a healthy pop chart dent as well. RCA 47-9889

GEORGE BAKER SELECTION—I Wanna Love You (2:50) (Prod. Negram) (Writer: Bouwens) (Legacy, BMI)—Solid rocker loaded with potential for Top 40 and the Hot 100. Should prove an important entry. Colossus 124

JACKY CORNELL—In the Beginning (2:40) (Prod. Fred Haayen) (Writer: D'Abo) (Immediate Ltd., BMI)—Compelling message material could prove an important chart item for the New York-based label. Lionel 3203

DORY PREVIN—Scared to Be Alone (3:09) (Prod. Nikolas Venet) (Writer: Previn) (Mediarts/Bouquet, ASCAP)—Culled from her current LP, the composer offers much programming appeal with this ballad, which could easily prove an important chart item. Mediarts 101

THOMAS & RICHARD FROST—Open Up Your Heart (2:50) (Prod. Ted Glasser) (Writer: Worsley-Lyers) (Southern, ASCAP)—Infectious rocker with much Top 40 and chart potential. Liberty 56191

THE UTOPIA PARKWAY—Come With Me (2:48) (Prod. Johnny Esposito) (Writers: Brodsky-Drago-Esposito-Tourso) (Red Candle/United Artists, ASCAP)—Strong rhythm ballad that could garner much play, sales and chart action. United Artists 50690

VAN MCCOY—Where's There a Heartache (There Must Be a Heart) (3:09) (Prod. Bob Crewe) (Writers: Bacharach-David) (Blue Seas/Jac/20th Century-Fox, ASCAP). His first outing for the Bob Crewe label has much play and chart potential via this Bacharach-David ballad beauty. CGC 115

TOP 20

COUNTRY

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

WYNN STEWART—IT'S A BEAUTIFUL DAY (2:34)

(Prod. George Richey) (Writer: Pendarvis) (Return, BMI)—Infectious rhythm ballad loaded with appeal to put Stewart right up on top! Strong entry. Flip: "Prisoner on the Run" (3:53) (Freeway, BMI). Capitol 2888

THE HAGERS—SILVER WINGS (2:40)

(Prod. Ken Nelson) (Writer: Haggard) (Blue Book, BMI)—The Merle Haggard material serves as potent entry for the duo. Should have no trouble taking them to a high spot on the chart. Flip: "Flowers Need Sun, Too" (2:13) (Blue Book, BMI). Capitol 2887

TEX WILLIAMS—IT AIN'T NO BIG THING (2:54)

(Prod. Ray Pennington) (Writer: Merrit-Hall-Merritt) (Central Songs, BMI)—a potent item for Williams is this fine performance loaded with top of the chart potential. Could easily go all the way. Flip: "I Never Knew What Doing Was" (2:16) (Tree, BMI). Monument 1216

CHART Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

ARCHIE CAMPBELL—Walking on Fire (2:43) (Vidor, BMI). RCA 47-9888

NED MILLER—Back to Oklahoma (2:40) (Wren, BMI). REPUBLIC 1416

GEORGE OWENS—Accidental Man (2:25) (Southtown, BMI). SHOW BIZ 236

TOP 20

SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

THERE ARE NO R&B SPOTLIGHTS THIS WEEK

CHART Spotlights Predicted to reach the SOUL SINGLES Chart

THE PROFILES—A Little Misunderstanding (3:25) (Cachand, BMI) BAMBOO 115

MARY LOU—Wish Someone Would Care (2:45) (Metric, BMI). Cotillion 44082

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

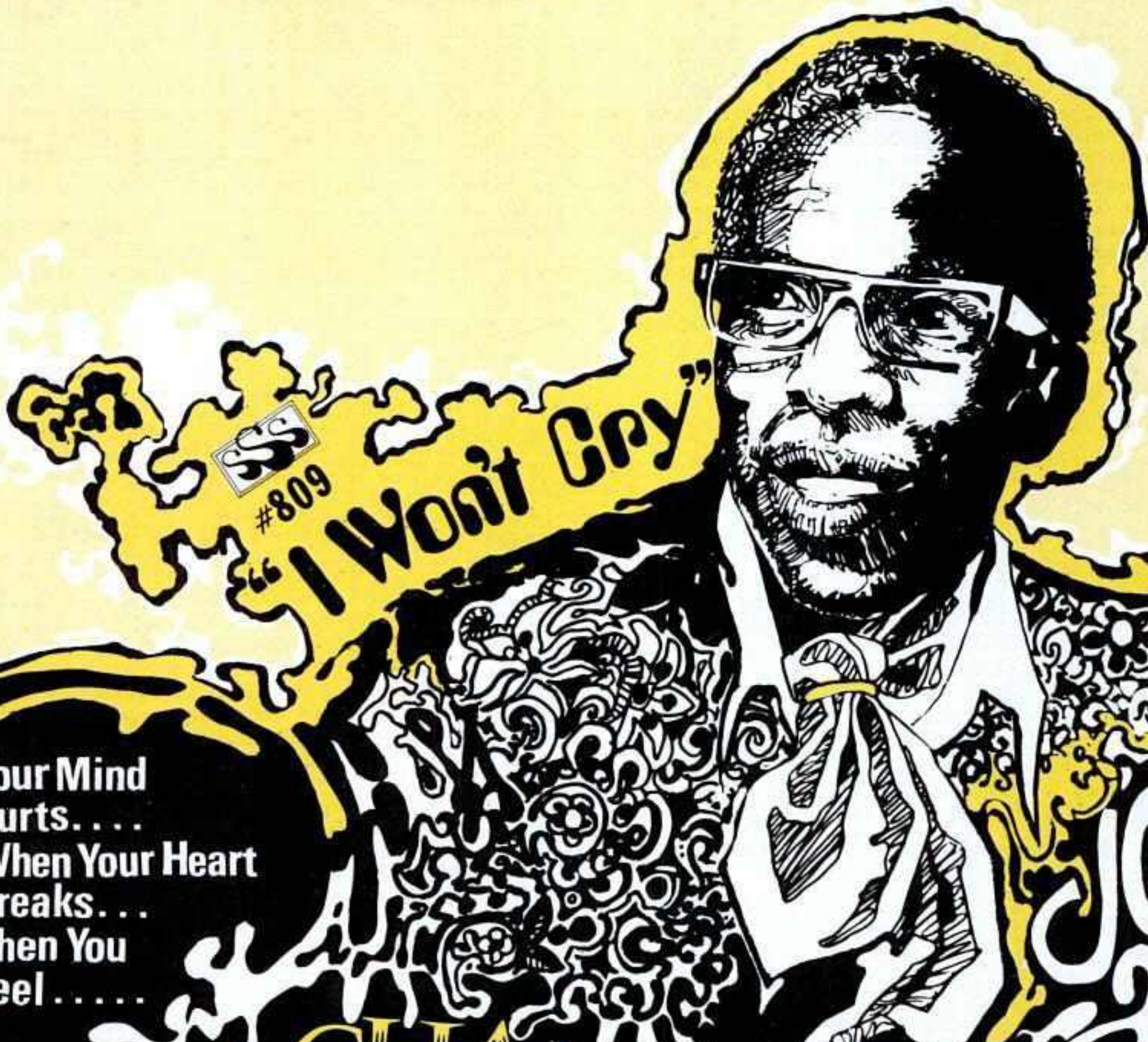
The
charts

tell the story—
Billboard

has

THE CHARTS

BIG SOUL DOUBLE



Your Mind Hurts
When Your Heart Breaks
Then You Feel

#809
"I Won't Cry"

JOHNNY
Adams

THEN CHANGES



John
Hamilton
&
Doris
Allen

#159



THE SHELBY SINGLETON CORPORATION
NASHVILLE, TENNESSEE U. S. A.

3-Way Expansion for Mendes

LOS ANGELES—Sergio Mendes is expanding his music business interests in three areas: production, publishing and producing.

He is building Serrich Productions into a broad-based independent record-production company, expanding his two publishing firms, Rodra (BMI) and Berna (ASCAP), and getting more personally involved in producing.

Serrich has signed three acts, Bosa Rio, Edu Lobo and singer-guitarist Leonard Haynes, to rec-

ord-production contracts and is looking for many acts in contemporary, country, jazz and easy listening music areas.

Mendes will produce Edu Lobo, a Brazilian composer who will cut his first American album, while Haynes will be produced by Michael O'Connor, newly appointed vice president and general manager of Mendes' publishing wing. Mendes also produces the Bosa Rio, which is under contract to Blue Thumb Records.

Serrich will set up indepen-

dent distribution arrangements for each individual artist. Both Lobo and Haynes, whose initial single is a country-flavored tune, have yet to be placed with record companies.

O'Connor, formerly general manager of Apple Publishing and director of contemporary music for Robins, Feist & Miller, will administer and expand the publishing division.

Initial project for O'Connor is to enhance the copyrights—about 50—in the two publishing companies. The current catalog consists of Latin tunes by about eight Brazilian composers, including three songs written by Mendes.

O'Connor also is looking for American songwriters covering all phases of music. First U.S. writer under the Sergio Mendes banner is Leonard Haynes.

Other writers working for Rodra and Berna are all Brazilian: Dory Caymmi, Caetano Velozo, Nelson Motta, Gilberto Jil, Edu Lobo, Danillo Caymmi, Tiberio Gaspar and Antonio Adolfo.

Adolfo and Gaspar wrote the music for "Pretty World," recorded by Stevie Wonder, and Haynes wrote "Masquerade" which Sergio Mendes recorded. Mendes has written three songs: "So Many Stars," "Look Around" and "Songs of No Regrets," with lyrics by Lonnie Hall.

Publishing overseas is handled by Rondor Music, which has worldwide rights except in the U.S., Canada and South America until April 1971.

Two new publishing companies have been formed, Selva (BMI) and Station 1 (ASCAP), to administer copyrights from two Brazilian song festivals.

Amaret Eyes Far East Push

LOS ANGELES—Amaret's newly formed International Department will gear all its initial efforts to a Far East drive, according to Judy Hicks, the division's manager.

Four major areas will be the target of the label's emphasis during the next month. They are Japan, Singapore, Hong Kong and the Philippines. Amaret will also be pursuing additional licensing agreements in the Middle East with Israel and in Europe with Greece and Italy.

Thus far, Amaret has assigned approximately two-thirds of its foreign rights. About 10 major areas remain. Miss Hicks' plans call for assignment in these areas within the next four months.

Scholarship Fund Started by Sundi

TAMPA, Fla.—Sundi Records of Tampa has established an M.I.M. Scholarship Fund, which will initially consist of 10 percent of net royalties earned through sales of "Monday In May," a new release by the Third Condition.

The record, which concerns itself with the killing of four students at Kent State University, "does not defend or deface the four students, nor does it defend or deface the National Guard."

This is the second such fund to be set up in recent weeks by record companies for college scholarship use. The first fund was set at Jackson State where a similar tragedy occurred.

Pincus Firms Diversify With Mgt. & Disk Deals

NEW YORK—Gil-Pincus and Ambassador Music, Ltd., firms in the George Pincus publishing empire, are diversifying with considerable talent management and recording activities.

Ambassador, headed by general manager Ray Mills, has signed John Small as an artist. His current release on the Paramount label is "Can't Nobody See My Face." One other writer-artist under contract to Ambassador is John Hetherington. His current release in the U.S. is "It's Only Me" on RCA. The disk is also out in England.

Other writers-artists recently signed with Ambassador are the

Might of Coincidence and Hallelujah Babe. Among the writers under contract to Ambassador is Patricia Yaw.

Ambassador has a partnership publishing deal with RHM Music, Ltd., which produces for both films and records. Independent producers tied in with Gil include Larry Fallon in the U.S. and Ray Mills in London. Paramount Records has released a disk by Brother, a group produced by Fallon, with the Gil songs "Follow Me" and "Running to You."

George Pincus has gone overseas on a talent hunt and to seek publishing and artist management deals.

Project 3 Continues Talent Hunt to Bolster Label

NEW YORK—The talent search of Project 3 which began six months ago has produced two new groups and one solo artist for the label, the Spectras, Rock Island and Kathy Gregory. The Spectras are from the New England area and consist of 10 musicians and singers. Rock Island is a Philadelphia based group consisting of six musicians and singers. Both are self contained units. Spectra has had two singles released by Project 3, as well as an album. A single

has also been released by Rock Island and their first album is due in the latter part of August.

Kathy Gregory, who writes and performs in a modern folk genre, will release her first album on the Project 3 label in September. The company's artist and repertoire staff consisting of Enoch Light, Tony Mottola, and Jeff Hest are continuing their search for new talent and hope to find more high caliber artists to produce.

San Francisco Stations In Fund-Raising Drive

SAN FRANCISCO—Under the direction of KSAN-FM, San Francisco, 13 area stations ranging in format from all news to Top 40 to heavy underground, are cooperating to promote "H-Week," a week of fund raising for the Haight-Ashbury Medical Clinic, a drug-abuse center. Arrangements have been made to

present a variety show, tentatively scheduled at the On Broadway Theater, Monday (10), and featuring the casts from "Oh, Calcutta!" "Hair," and an improvisational group—the Committee. On Tuesday (11), the Fillmore will give all proceeds from a show featuring Creedence Clearwater Revival, Harvey Mandell, Naked Lunch, and Tower of Power, to the clinic. The groups are performing for free. The Woodstock movie will also donate benefit from a special 2 a.m. showing of the film on Saturday (15).

California Distributions Take Accounts Of Merit Distributions

LOS ANGELES—Merit Distributors has been phased out and a sister company, California Record Distributors is now handling sales, inventory and warehousing.

All the personnel of Merit, including five salesmen and general manager Bob Kirstein are staying with the National Tape Distributors, Inc. operation in nearby Torrance to work on the lines Merit has been handling, including: DGG, Polydor, Vault, Stax-Volt, Mainstream, Flying Dutchman, Milestones, Takoma and Beverly Hills.

The major change, according to Merit's president, Jack Lewerke, is that California Record Distributors personnel are now handling all the paperwork in the inventory and accounting areas for a more streamlined, consolidated effort. The warehousing of the Merit lines remains in the huge facility in Torrance from which all the National Tape subsidiaries are consolidated: California Record Distributors, Hitsville Distributors, United Tape Distributors, National Tape and Records of Los Angeles.

Spots will be aired to promote the week-long event and Do It Now Foundation's album "First Vibration," on almost all local radio. The Do It Now Foundation, an anti-drug group, has offered 50 cents per album sold to the Haight-Ashbury Free Clinic.

Ampex Aims at Dealer

• *Continued from page 18*
45 to 50 percent if they sell at full suggested list." Pugh said there are three types of fair trade situations: states where it is only necessary to sign one dealer; states where every dealer must be signed; and states without fair trade laws of which there are 16.

Ampex is placing much emphasis on showing dealers how to design sales areas. A new showroom is being built here where the consumer equipment division is consolidating its operation into one facility at the Elk Grove Village complex. There is already a showroom at the Los Angeles warehouse and one will be built in New York City in Ampex's regional sales headquarters in the Tishman building on 3rd avenue.

Podolor, Cooper Form Par Research Firm

LOS ANGELES—Producers Ritchie Podolor and Bill Cooper have formed Par Research, Inc., an electronics company designed to develop new recording equipment. In addition the pair have also formed Sound Tek Corp., which will manufacture and distribute the equipment designed by Par.

First product to be designed by Par are limiters and equalizers. They are also completing the design and construction of a 16-track console, the first small enough for one man to operate.

Both companies are located at

American Recording Studios in the San Fernando Valley. The studio, which has become an experimental lab, is where Podolor has produced 18 gold records during the past two years with such acts as Steppenwolf, Three Dog Night, Blues Image and Iron Butterfly. Podolor's a&r activities have become so extensive that the studio has been closed to all outside production.

The 16-track machine, which will be completed in a few weeks, will also be simple enough in construction so that assembly time will be cut to one week on it. Podolor said that the company is gearing to produce the things that a&r men need now; equipment that isn't on the market."

Beside the electronics aspect and production work for groups, Podolor and Cooper have also just finished cutting their own group, Gold, which has not, as yet, been committed to any label. "Ride Captain Ride" by Blues Image; "Mama Told Me," by Three Dog Night. Upcoming he has new singles by Steppenwolf ("Screaming Night Hog"), Three Dog Night and Blues Image. His LP's include "Iron Butterfly 'Live'" and the group's new album, "Metamorphosis."

Vet Music Man, Ted Black, Dies

NEW YORK—Ted Black, veteran music man, died July 31 in Brooklyn, N.Y. He was 68. Black began his music business career as a musician at the age of 14. He led a band from 1932 to 1942 and then became professional manager of Witmark Music. He joined the Big 3's professional staff in 1952 and remained there until 1964 when he switched to Southern Music.

He is survived by his widow and two sons.

TV for Product Drive

• *Continued from page 16*

to the 8-track player because of the expanding market for FM stereo broadcasting, according to Mason.

The unit has two specially made six-inch speakers built for the acoustics of the unit's cabinetry. Research and engineering on the unit were accomplished by Belair's own staff here. The model sports blue, purple, green and gray stripes on the grill cloth over the speakers.

The unit comes in two parts, one housing the radios the other the 8-track player. The unit brings FM stereo radio into the moderate price category for a portable, Mason said.

PEACE FEST TAKES 150G

NEW YORK—The 12-hour "Peace festival" at Shea Stadium Aug. 6 drew about 20,000 people for an estimated take of \$150,000. Among the entertainers appearing were Dionne Warwick, Al Kooper, Richie Havens, Poco, Ten Wheel Drive, Paul Butterfield, Sha Na Na, Big Brother, Creedence Clearwater Revival, Miles Davis, the Rascals, Paul Simon, Steppenwolf, and the cast of "Hair." The performers donated their services. Seventy percent of the proceeds will go to support antiwar organizations and peace candidates.

The lavish costumes used in the Desert Inn's musical production of "Pzazz '70" are now being offered for sale. They may be viewed on stage until September 9. A complete inventory and pictures are available upon request.

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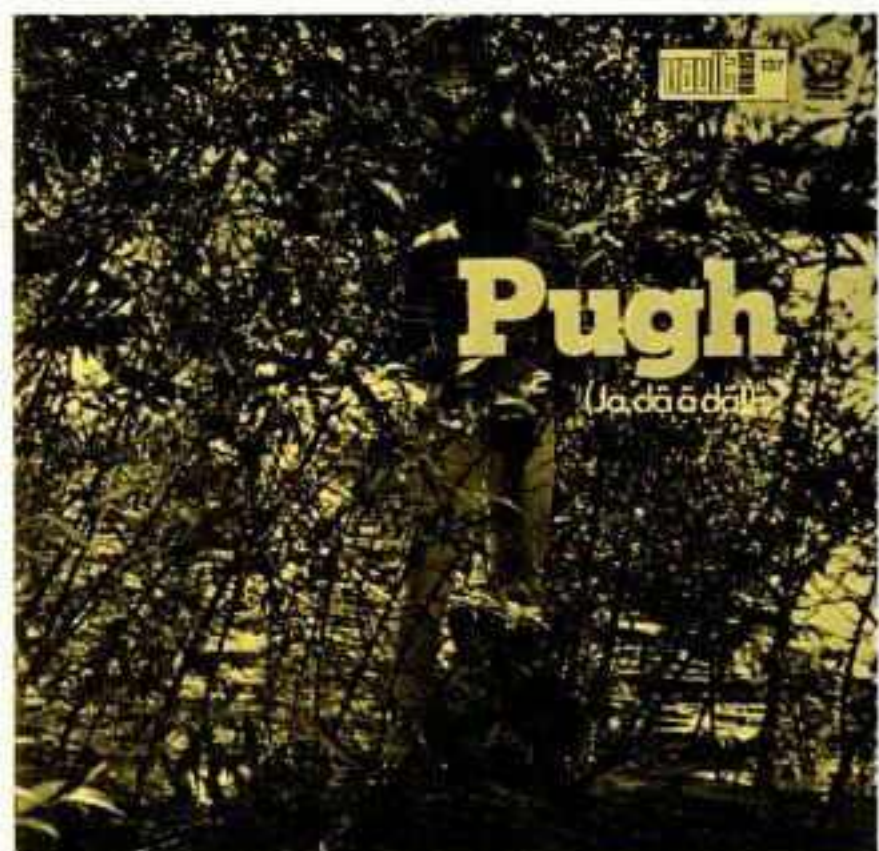


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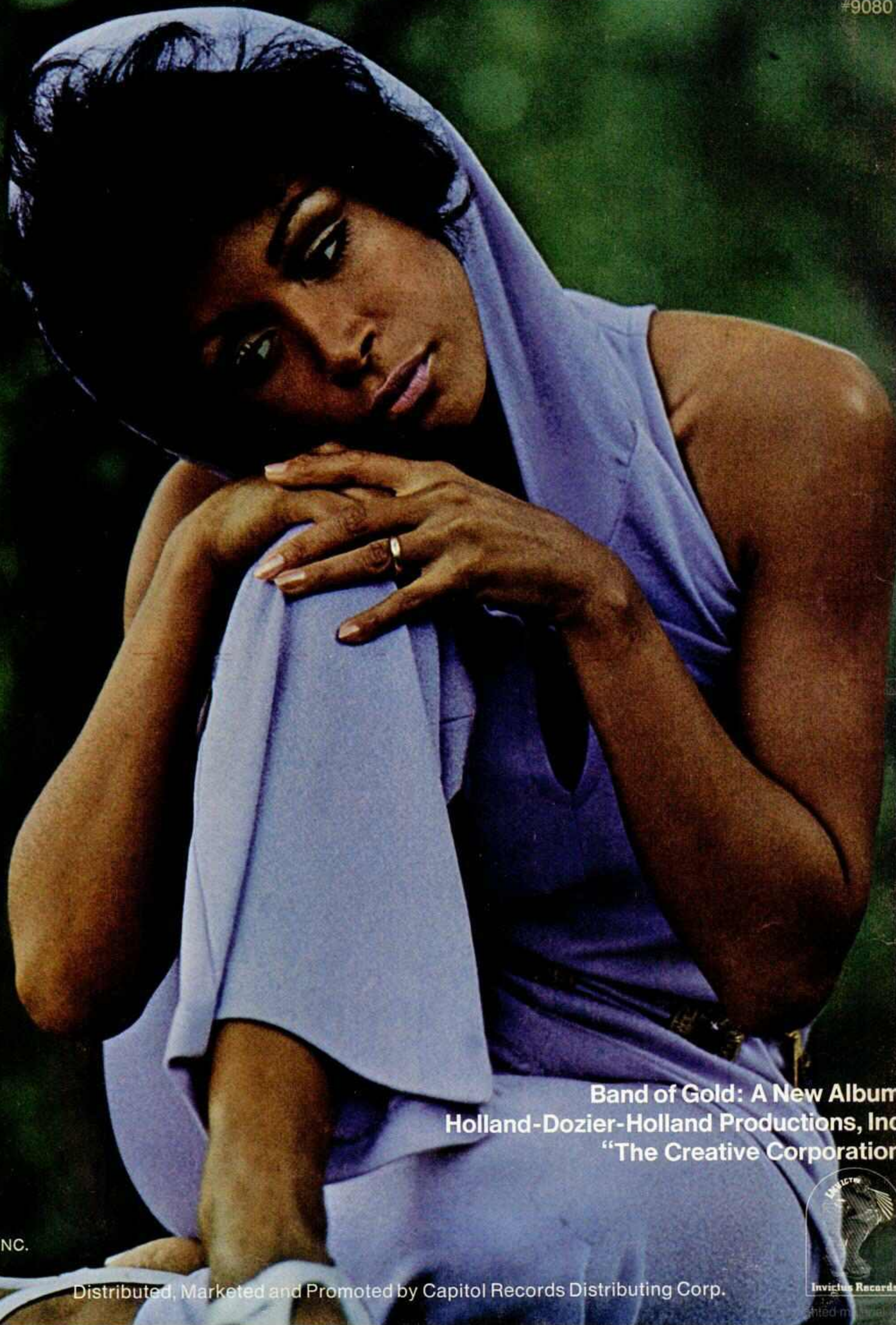
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