

...ddah Aims To Make Its Mark On Album Scene . . .
...y's Stone Flower To Atlantic For Distribution.
...NARM Convention Message See Editorial 'An End

September 6, 1969

... Fear' ... RIAA
...old Hits High
...r Half Year

Cash Box

75¢

...CRI Confab Credits Promo For Sales Jump
...Peirce Heads UIC's Record Co . . . Polydor
...ages First Sales Convention In Canada

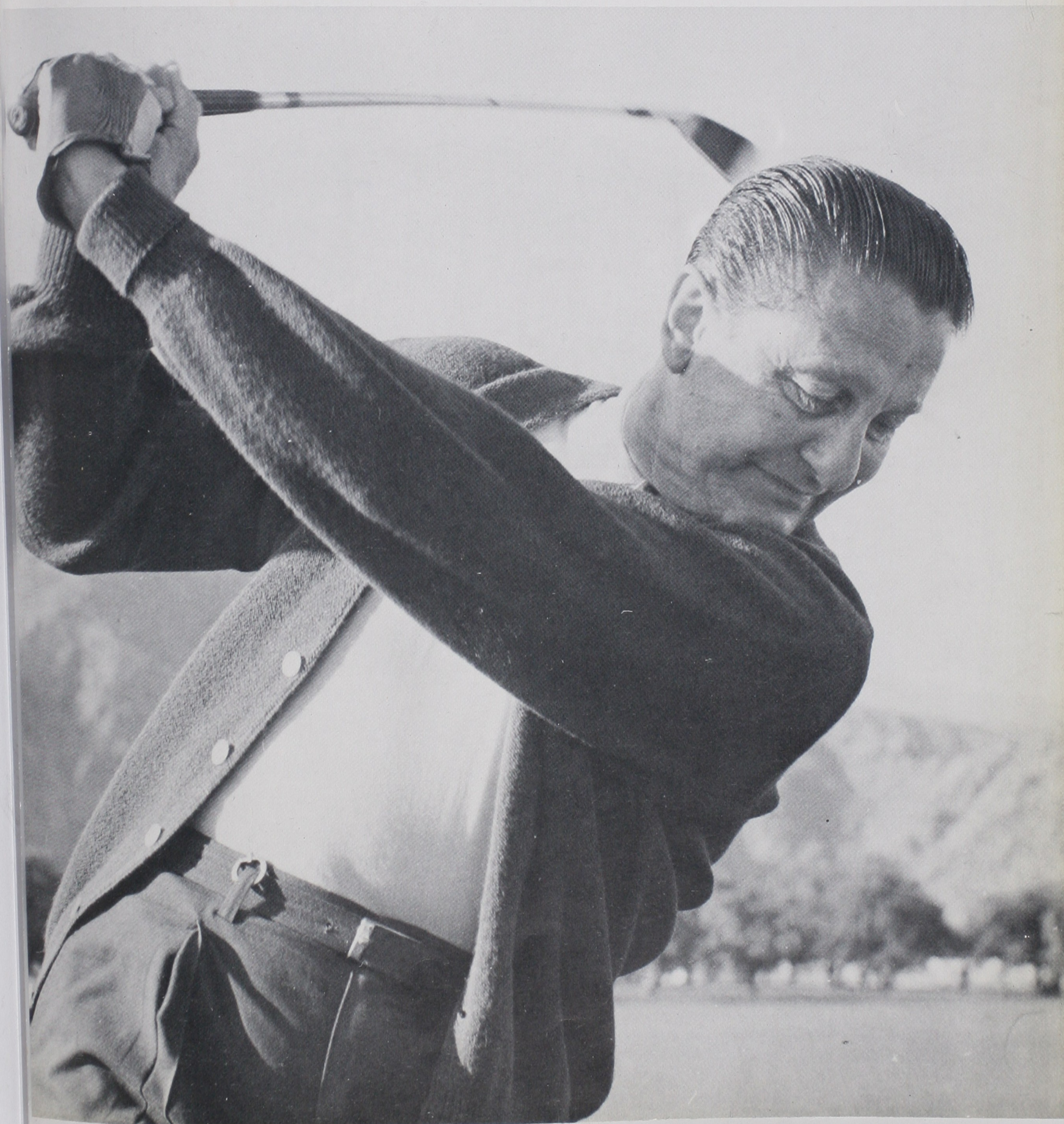
 Cash Box



The Cats

...WELK: PLAYING IN THE 70's

Int'l Section Begins on Pg. 59





It's a beautiful day.

The Buckingham's are up
with a new single on the horizon.
"It's a Beautiful Day (For Lovin')"⁴⁻⁴⁴⁹²³

The lyrics focus
on part of today's young life style—
Peace and Love.

"It's a beautiful day ...
for lovin', dreamin'.

The shadows are gone, I've
reached the dawn."

Definitely a listen-to single.
And a watch single—for another great
day for The Buckingham's.

THE BUCKINGHAMS

"IT'S A BEAUTIFUL DAY (FOR LOVIN')"
ON COLUMBIA RECORDS

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An End To Fear

The upcoming gathering of NARM members for their 1969 Tape Convention has the potential to become **THE** tape event of this decade. It will be the final major national gathering of the 60's, and is capable of drawing on both the organization's experiences and the learning that past industry clusterings impart.

By now, every music business worker from the studio to the street has become aware of the amazing sales that have put tape on the map with about one-third of last year's music sales. This convention should therefore key itself not to spreading this message, which has already become a cliché. The representation should rather be aimed at the future about to become the history of the 70's.

The "New Communications Medium" is already reaching adolescence with growing pains fading and gangly limbs shaping into solid extensions of the product's impact. Rather than press the optimism that pervades the industry, the time has come for serious consideration of the most important drawback that now delays the explosion of tape as an equal partner in the music picture—fear.

FEAR on the part of the public; FEAR in the ranks of the record business; FEAR on the part of merchandisers, and even FEAR of self over-extension among tape manufacturers.

Instead of citing the end of the 60's, this convention above all should stress the end of such fears. Instead of being among the first of many conventions to signal the start of the 70's, NARM's

should point to the start of clear-headed, honest business in an above-board thrust toward industry cohesiveness.

Resolution at this convention should be geared to beginning programs on both manufacturer and consumer levels to dispel the doubts and clouds that have become a misty shroud about the burgeoning field. This could easily become the meeting where labels, distributors, merchandisers and retailers can decide face-to-face/person-to-person to unify against continuing problems of hazy consumer information or promotion of tape. Here, in three days, the entire scope of producing and selling tape can become a far clearer operation whose drawbacks can be seriously discussed and built upon from multi-level viewpoints. In Dallas, suggestions could be driven home for productive and effective combat against the use of tape as a musically destructive medium; or of the self-destructive competition in inter-configuration dispute.

The continual flow of praise for the distance already traveled by the tape industry in its short spurt from infancy to multi-million dollar status has become a blanket of indistinguishable plaudits. Whether the peaks are pointed up at a New York manufacturers' meeting or a California conference, the comments have become uniform.

What the industry needs now is not another bit of brilliant banter over accomplishments. There is too much yet to be done toward dispelling the fear that is holding back tape's ultimate explosion from a "New" to the "Now" communications medium.



CashBox TOP 100

September 6, 1979

1	HONKY TONK WOMEN	Rolling Stones-London 910	1	1
2	A BOY NAMED SUE	Johnny Cash-Columbia 44944	2	3
3	SUGAR SUGAR	Archies-Calendar 1008	5	6
4	GREEN RIVER	Creedence Clearwater Revival-Fantasy 625	6	15
5	GET TOGETHER	Youngbloods-RCA 9752	7	10
6	PUT A LITTLE LOVE IN YOUR HEART	Jackie DeShannon-Imperial 66385	4	5
7	SWEET CAROLINE	Neil Diamond-Uni 55136	3	4
8	LAY LADY LAY	Bob Dylan-Columbia 44926	8	13
9	EASY TO BE HARD	Three Dog Night-Dunhill 4203	15	22
10	I CAN'T GET NEXT TO YOU	Temptations-Gordy 7095	27	49
11	LAUGHING	Guess Who-RCA 0195	9	8
12	I'D WAIT A MILLION YEARS	Grassroots-Dunhill 4198	12	14
13	SOUL DEEP	Box Tops-Mala 12040	14	18
14	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones-Parrot 40018	20	25
15	THIS GIRL IS A WOMAN NOW	Gary Puckett-Columbia 44967	51	63
16	JEAN	Oliver-Crewe 334	41	53
17	HURT SO BAD	Lettermen-Capitol 2482	18	24
18	MOVE OVER	Steppenwolf-Dunhill 4205	25	47
19	BIRTHDAY	Underground Sunshine-Intrepid 75002	24	26
20	KEEM-O-SABE	Electric Indian-United Artist 50563	30	36
21	SHARE YOUR LOVE WITH ME	Aretha Franklin-Atlantic 2650	23	28
22	WHEN I DIE	Motherlode-Buddah 131	31	38
23	OH WHAT A NIGHT	Dells-Cadet 5649	34	42
24	EVERYBODY'S TALKIN'	Nilsson-RCA 0161	49	65
25	WORKING ON A GROOVY THING	5th Dimension-Soul City 776	26	23
26	YOUR GOOD THING	Lou Rawls-Capitol 2550	36	45
27	NITTY GRITTY	Gladys Knight & Pips-Soul 35063	28	32
28	BARABAJAGAL	Donovan-Epic 10510	29	33
29	HOT FUN IN THE SUMMERTIME	Sly & Family Stone-Epic 10497	38	51
30	DID YOU SEE HER EYES	Illusion-Steed 718	32	39
31	THAT'S THE WAY LOVE IS	Marvin Gaye-Tamla 54185	52	67
32	POLK SALAD ANNIE	Tony Joe White-Monument 1104	10	9
33	IN THE YEAR 2525	Zager & Evans-RCA 0174	16	2
34	GIVE PEACE A CHANCE	Plastic Ono Band-Apple 1809	11	12
35	CRYSTAL BLUE PERSUASION	Tommy James & Shondells-Roulette 7050	17	11
36	RUBY DON'T TAKE YOUR LOVE TO TOWN	Ken Rogers & First Edition-Reprise 0829	13	7
37	MARRAKESH EXPRESS	Crosby, Stills & Nash-Atlantic 2652	19	19
38	MY CHERIE AMOUR	Stevie Wonder-Tamla 54180	22	17
39	LITTLE WOMAN	Bobby Sherman-Metromedia 121	68	79
40	NOBODY BUT YOU BABE	Clarence Reid-Alston 4574	46	57
41	WHAT'S THE USE OF BREAKING UP	Jerry Butler-Mercury 72960	54	74
42	COMMOTION	Creedence Clearwater Revival-Fantasy 625	40	46
43	WHAT KIND OF FOOL DO YOU THINK I AM	Bill Deal & Rondells-Heritage 817	55	66
44	I'M A BETTER MAN	Engelbert Humperdinck-Parrot 40040	50	60
45	BABY I LOVE YOU	Andy Kim-Steed 716	21	16
46	CHOICE OF COLORS	Impressions-Curtom 1943	39	21
47	I'M GONNA MAKE YOU MINE	Lou Christie-Buddah 116	57	78
48	YOU GOT YOURS & I'LL GET MINE	Delfonics-Philly Groove 157	59	61
49	IN A MOMENT	Intrigues-Yew 1001	58	71
50	IT'S GETTING BETTER	Mama Cass-Dunhill 4195	37	51
51	SIMPLE SONG OF FREEDOM	Tim Hardin-Columbia 44920	47	50
52	CARRY ME BACK	Rascals-Atlantic 2664	77	-
53	I'M FREE	The Who-Decca 732519	33	30
54	JACK & JILL	Tommy Roe-ABC 11229	43	40
55	MUDDY MISSISSIPPI LINE	Bobby Goldsboro-United Artist 50565	61	68
56	ODDS & ENDS	Dionne Warwick-Scepter 12256	44	44
57	OUT OF SIGHT, OUT OF MIND	Anthony & Imperials-UA 50552	63	73
58	DADDY'S LITTLE MAN	O. C. Smith-Columbia 44948	70	80
59	LOWDOWN POPCORN	James Brown-King 6250	64	77
60	MAYBE THE RAIN WILL FALL	Cascades-Uni 55152	65	72
61	AND THAT REMINDS ME	Four Seasons-Crewe 333	-	-
62	I COULD NEVER BE PRESIDENT	Johnny Taylor-Stax 0046	67	70
63	I DO	Moments-Stang 5005	69	76
64	BLACK BERRIES	Isley Bros.-T-Neck 906	85	-
65	DON'T FORGET TO REMEMBER	Bee Gees-Atco 6702	76	-
66	NO ONE FOR ME TO TURN TO	Spiral Starecase-Columbia 4492	72	83
67	DON'T IT MAKE YOU WANT TO GO HOME	Joe South-Capitol 2592	79	-
68	YOU, I	Rugbys-Amazon 1	7	-
69	HERE I GO AGAIN	Smokey Robinson & Miracles-Tamla 54183	1	-
70	SUGAR ON SUNDAY	Clique-White Whale 323	8	-
71	I TAKE A LOT OF PRIDE IN WHAT I AM	Dean Martin-Reprise 0841	7	-
72	SON OF A LOVIN' MAN	Buchanan Bros.-Event 3805	1	-
73	RAIN	Jose Feliciano-RCA 9757	1	-
74	MAKE BELIEVE	Wind-Life 200	1	-
75	LODI	Al Wilson-Soul City 775	1	-
76	MAH-NA MAH-NA	Ariel-AR 500	1	-
77	THE TRAIN	1910 Fruitgum Co.-Buddah 130	1	-
78	HOOK & SLING	Eddie Bo-Scram 14	1	-
79	WE GOTTA ALL GET TOGETHER	Paul Revere & The Raiders-Columbia 44970	1	-
80	RUNNIN' BLUE	Doors-Elektra 45675	1	-
81	TRACY	Cuff-Links-Decca 32533	1	-
82	GOIN' IN CIRCLES	Friends of Distinction-RCA 0204	1	-
83	SAD GIRL	Intruders-Gamble 235	1	-
84	CAN'T FIND THE TIME	Orpheus-MGM 13882	1	-
85	WORLD	James Brown-King 6258	1	-
86	LOVE'S BEEN GOOD TO ME	Frank Sinatra-Reprise 0852	1	-
87	SLUM BABY	Booker T & MG's-Stax 0049	1	-
88	THAT'S THE WAY GOD PLANNE	Billy Preston-Apple 1808	1	-
89	LIFE & DEATH IN G&A	Abaco Dream-A&M 1081	1	-
90	ARMSTRONG	John Stewart-Capitol 2605	1	-
91	KOOL & THE GANG	Kool & The Gang-Delite 519	1	-
92	SAUSALITO	Ohio Express-Buddah 117	1	-
93	ALL I HAVE TO OFFER (IS ME)	Charlie Pride-RCA 0167	1	-
94	BABY IT'S YOU	Smith-Dunhill 4206	1	-
95	BILLY I'VE GOT TO TAKE MY LC TO TOWN	Geraldine Stevens-World Pacific 77927	1	-
96	BABY I'M FOR REAL	Originals-Soul 35066	1	-
97	SUGAR BEE	Mitch Ryder-Dot 17290	1	-
98	GET OFF MY BACK WOMAN	B. B. King-Blues Way 61026	1	-
99	WE CAN MAKE IT	Ray Charles-ABC 11239	1	-
100	MacARTHUR PARK	Waylen Jennings-RCA 0210	1	-

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Boy Named Sue (Evil Eye, BMI)	2	Green River (Jondora, BMI)	4	Life & Death In G&A (Daly City—BMI)	89
All I Have To Offer (Hill & Range, Blue Crest—BMI)	93	Here I Go Again (Jobete—BMI)	69	Little Woman (Green Apple, BMI)	39
And That Reminds Me (Symphony House—ASCAP)	61	Honky Tonk Women (Gideon, BMI)	1	Lodi (Jondora, BMI)	75
Armstrong (Great Montanna, BMI)	90	Hook & Sling (Uzza, BMI)	78	Love's Been Good To Me (Almo—ASCAP)	86
Baby I Love You (Trio/Mother Bertha, BMI)	45	Hurt So Bad (Vogue, BMI)	17	Lowdown Popcorn (Golo, BMI)	59
Baby I'm For Real (Jobete—BMI)	96	I Can't Get Next To You (Jobete, BMI)	10	MacArthur Park (Anopay, ASCAP)	100
Baby, It's You (Dolph—ASCAP)	94	I Could Never Be President (East/Memphis, BMI)	62	Mah-na Mah-na (Ariel)	76
Barabajagal (Peer Southern, BMI)	28	I Do (Gambi, BMI)	63	Make Believe (Love Songs/Peanut Butter—BMI)	74
Billy, I've Got To Take My Love To Town (Cedarwood—BMI)	95	I'd Wait A Million Years (Teenie Bopper Music Publishers, ASCAP)	12	Marrakesh Express (Siquomb, BMI)	37
Birthday (MacLen, BMI)	19	I'll Never Fall In Love Again (Tro-Hollis Music Inc., BMI)	14	Maybe The Rain Will Fall (Dunbar, BMI)	60
Black Berries (Triple 3, BMI)	64	I'm A Better Man (Blue Seas/Jac Music Co. Inc., ASCAP)	44	Move Over (Trousdale, BMI)	18
Can't Find The Time (Interlud, BMI)	82	I'm Free (Track, BMI)	53	Muddy Mississippi Line (Detail, BMI)	55
Carry Me Back (Slacors, ASCAP)	54	I'm Gonna Make You Mine (Pocketful of Tunes, BMI)	47	No One For Me To Turn To (Spiral, BMI)	66
Choice of Colors (Camad, BMI)	46	In A Moment (Odum and Neilburg, BMI)	49	Oh What A Night (Conrad, BMI)	71
Commotion (Jondora, BMI)	42	In The Year 2525 (Zelad, BMI)	33	Odds & Ends (Blue Seas/Jac, ASCAP)	66
Crystal Blue Persuasion (Big Seven, BMI)	35	I Take A Lot Of Pride In What I Am (Blue Rock, BMI)	71	Oh What A Night (Conrad, BMI)	71
Daddy's Little Man (BNB, ASCAP)	58	It's Getting Better (Screen Gems-Columbia, BMI)	50	Polk Salad Annie (Combine, BMI)	32
Did You See Her Eyes (Un-Art, BMI)	30	Jack and Jill (Low-Twi, BMI)	54	Put A Little Love In Your Heart (Unart, BMI)	6
Don't Forget To Remember (Casserole, BMI)	65	Jean (20th Century, ASCAP)	16	Rain (Johi, BMI)	73
Don't It Make You Want To Go Home (Lowery, BMI)	67	Keem-O-Sabe (United Artists/Binn/Elain, ASCAP)	20	Ruby Don't Take Your Love To Town (Cedarwood, BMI)	36
Easy To Be Hard (United Artists, ASCAP)	9	Kool & The Gang (Stephayne—BMI)	91	Runnin' Blue (Nipper/Doors, ASCAP)	80
Everybody's Talkin' (Third Story, BMI)	24	Laughing (Dunbar, BMI)	11	Sad Girl (I.P.G. Music, BMI)	83
Get Off My Back Woman (Sounds of Lucille/Pamco—BMI)	98	Lay Lady Lay (Big Sky, ASCAP)	8		
Get Together (Irving, BMI)	5				
Give Peace A Chance (MacLen, BMI)	34				
Goin' In Circles (Porpete, BMI)	82				

Incredible new singles excitement on Decca® Records!

"Tracy"
the cuff links 32533

"The Colour of My Love"
jefferson 32501

"I Still Believe in Tomorrow"
john & anne ryder 732506



"Love and Let Love" #74-O228 introduces The Hardy Boys: Saturday morning's Love Kids.



Saturday mornings will never be the same.

Not with The Hardy Boys running all over the world, singing "Love and Let Love" and other new songs on their brand-new television series. (It premieres Saturday, September 6 at 10:30 A.M.)

The show is both live and animated.

The live rock group appears at the beginning and end.

Their music is heard throughout.

Add to that personal appearances all over the country.

Then there's their new album, "Here Come the Hardy Boys," LSP-4217, featuring songs written especially for the group (like their rising new single,

"Love and Let Love" c/w "Sink or Swim"). Looks like, sounds like The Hardy Boys are going to be giving and getting a lot of loving, in a lot of different ways.

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IAA Awards Are Highest In Hist. For 1st Half-Yr.

NEW YORK—The Recording Industry Association of America (RIAA) has achieved a new all-time high in gold awards for the first six months of the year. The total award presentations reached a new record by substantially surpassing last year's tally of 33 gold singles and 48 million-dollar LP's. The previous 6-month figure was 21 singles and 33 albums.

Under the certification rules, a single must sell one-million copies and an album must top \$1,000,000 in manufacturer sales to qualify for gold status.

Singles in the auric circle included: "Chewy, Chewy" by the Ohio Express (Buddah), Dion's "Abraham, Martin & John" (Laurie), "See Saw" by Aretha Franklin (Atlantic), "Soulful" from the Young-Holt Limited (Swanwick), Glen Campbell's "Wichita Lineman" (Capitol), "Touch Me" by the Doors (Elektra), Sly & the Family Stone's "Everyday People" (Atlantic), "The Worst That Could Happen" by the Brooklyn Bridge (Buddah), Tyrone Davis' "Baby Can I Take My Mind" (Dakar), B.J. Thomas' "Hooked On A Feeling" (A&R), "Too Weak To Fight" by Gene Carter (Atlantic), "Stormy" by the Classics IV (Imperial), "Build

(Con't. on Page 10)

Distributors Back Buddah's LP Prominence Drive With \$1,500,000 Orders At Label's National Meet

SACKETT LAKE, N.Y. — With a powerful singles track record to its credit over its first two years as a record label, Buddah Records made a big pitch to become an equally powerful LP entity on the record scene when it introduced 33 new LP's to its distributors at its convention at the Laurels Hotel in this city last week.

Telling it like it is, Neil Bogart, Buddah's VP made himself very clear to distributors when he said in the closing remarks of his address to distributors: "Buddah is the bubble gum label and the R'n'B label and the gospel label and the pop label and the good music label and 360 degrees of music. How about steppin' on sore feet—Buddah the singles label? You're damn right — we sell more singles than anybody else! There is a single business out there and if you go out and look for it — it will hit you right in your face. Buddah is 360 degrees of music and Buddah is a singles label and Buddah is the label that just released 33 great albums. Whenever you excel in one field — you automatically get labeled — it took Atlantic 20 years before they weren't considered just the R'n'B company — and Elektra 7 years before they weren't considered just the underground label. We are a total label..."

And the company expects to make tremendous inroads into the LP field

KS' Distribution To Be Thru Buddah

SACKETT LAKE, N.Y. — Effective immediately, Buddah Records will take over distribution of the Kama Sutra label as a result of an agreement made between Neil Bogart and Art Kass for Buddah and Ron Kass for MGM. MGM had been distributing the label. The agreement was announced by Bogart at the Buddah Convention of distributors held in the Laurels Hotel last week.

All old and new Kama Sutra masters become the property of Kama Sutra and will be distributed through Buddah outlets. No future Kama Sutra releases will be sold by MGM.

this season with a line-up of varied albums which the company hopes will attain chart status.

At the convention the distributors bought more than \$1,500,000 worth of albums comprising 740,000 LP's. The convention was attended by more than 250 people.

Among the leading new releases were: "When I Die" the LP follow-up to the hot Motherlode chart-rising single; "The Second Brooklyn Bridge," by the Brooklyn Bridge; "Melanie," "Hard Ride," described as a "heavier" album by the 1910 Fruitgum Co.; "Street Man" by Barry Goldberg;

Show Is 'Unforgettable'

SACKETT LAKE, N.Y. — Years from now the product released at Buddah's 1969 Convention may be difficult to remember, but no one attending the meeting in this city last week will ever forget the show that was seen at the Laurels Hotel on Sunday night, the opening evening of the Convention. It was one of those unique, unforgettable and spontaneous moments of show-business excitement that one always hopes to be a part of but seldom gets an opportunity to witness.

After an opening turn by Kole and Param and a hot set by Motherlode, the Impressions closed the show but not before the Isley Brothers, called onto the stage by the Impressions and a cheering audience, completely turned the room inside-out with a twenty minute gang version of "Shout." With local people at the hotel's nightclub, the place was in a frenzy one seldom experiences. The Isleys' gyrations and screaming had the place going wild. You had to be there!

"I'm Gonna Make You Mine" by Lou Christie; "Edwin Hawkins and the Hebrew Boys;" "The Next To Last Joan Rivers Album;" "Oh What A Night/Stay In My Corner" by The Dells; "Bengali Bauls . . . At Big Pink;" "Confrontation at Harvard 1969-Strike" a two-pocket set recorded live at Cambridge April 8th through April 18. Set sells for \$6.98.

Others in the release include: "Early In The Morning" by Robert Kole and Ernest Param; "Journey To The Moon" with a narration by Victor Jay; "Songs From Midnight Cowboy" by Elephants Memory; on Curtom Records "The Young Mods' Forgotten Story" by the Impressions; on Pavilion Records, "He's A Friend Of Mine" by the Edwin Hawkins Singers; on Royal American Records Van Trevor's "Funny, Familiar, Forgotten Feelings"; "A Woman's Side Of Love" by Linda K. Lance; on the new Smothers Brothers Smobro label, "Sound Foundation;" on T Neck Records, "The Brothers: Isley;" as well as a two-record set selling at \$5.98 called "The Isley Bros. Live At Yankee Stadium" featuring the Five Steps, Sweet Cherries and Judy White; also on T Neck "The Isley Brothers Way" by organist Baby Cortez; "Privilege" an underground LP on T Neck; Vic Damone's first album "Don't Let Me Go" on his own United Talent label; as well as the series of "First Generation" LP's aimed at record buying youth exploring the heritage of the music they enjoy today. (See story last week's issue.) These are the re-packaged albums of rock and roll stars whose product was originally recorded on the former Vee Jay label. These packages feature such personalities as Little Richard, Billy Preston, Memphis Slim, John Lee Hooker; Jerry Butler,

(Con't. on Page 34)

FRONT COVER:



Lawrence Welk, long associated with Wood (and now represented on Wood's Ranwood Records) is seen teeing off at the site of a development goes by the name of Lawrence's Mobile Home Country Club Estates in Escondido, Calif.

He will shortly be teeing off his 15th executive year on TV, the longest running record act on television. He has been recording for approximately 20 years (going all the way to his "Champagne Music" in connection on the Brunswick label) and estimated that more than 50,000,000 singles and albums have been released during that time.

Welk's current Ranwood LP is titled "Jeston" — his next will be recorded this month. According to Welk, Wood is named Randy.

Sly's Stone Flower To Bloom In Atlantic's Distrib Garden

NEW YORK — The newly formed Sly Stone-Dave Kapralik label, Stone Flower Records, will be distributed through Atlantic channels with its first product expected for release within the next month. Negotiations for the distribution agreement were concluded last week by Kapralik and Atlantic's executive vice-president.

The Stone Flower label is a joint venture of Stone & Kapralik. Stone, who is currently on the best seller lists as writer-performer with Epic Records ("Hot Fun In The Summertime" is his latest), had made his original mark in the music business as a producer with the Autumn label. Among the artists he brought to Tom Donohue & Bob Mitchell there were Bobby Freeman, the Beau Brummels, Mojo Men and Grace Slick & the Great Society. He worked a while in radio with KSOL and KDIA and returned to producing, writing and performing in hits such as "Everyday People," "Stand" and "Sing A Simple Song."

Kapralik, in addition to managing Sly & the Family Stone, is a publisher, talent scout and occasional producer. With CBS-Columbia Records for twelve years, Kapralik rose to become vp in charge of A&R for Epic before he left to form Stone Flower. Among the acts which Kapralik helped bring to Columbia and Epic are: Sly, Peaches & Herb, Andy Williams, Barbra Streisand, Paul Revere & the Raiders, Simon & Garfunkel and the Dave Clark Five.

Stone & Kapralik will also share in the Sun Flower publishing, management and production affiliate branches.

Concept Innovation

Discussing the appearance of his new label, Kapralik stated: "we know that



Nesuhi Ertegun, Kapralik; legal counsellor Marty Machat, Wexler and Stone

Stone Flower will be a very significant label. There is significance in what Sly has to say, conceptually, musically and lyrically. We expect to be innovators; not merely reflecting the contemporary social and musical scene, but contributing as well."

Stone Flower's home office will be located at 1771 No. Vine St. in Los Angeles with a New York branch at 180 Madison Ave.

Steve Topley is working as director of national promotion at the L.A. site, with Barbara Baccus, vp of administration in NYC.

Johnny Cash Boom Sparks

Archive Material Sales

NEW YORK—Johnny Cash is currently more popular than he has been at any previous point in his career — so popular, in fact, that material he cut years ago is selling with strength and rapidity.

The Shelby Singleton Corporation, which recently purchased Sun Records, has just issued two volumes of "Original Golden Hits" by Cash from the Sun catalogue, and Singleton reports orders of 187,000 on Volume I and 189,000 on Volume II. Both volumes are priced at \$4.98.

Harmony, the economy-priced subsidiary of Columbia, Cash's current label, has just released an album, "This Is Johnny Cash," and reports advance sales of over 113,000 copies, making the LP the fastest seller in the line's history. Priced at \$1.89, Harmony albums contain material drawn from the Columbia archives.

Johnny Cash's latest Columbia LP, "Johnny Cash At San Quentin," is currently #1 on the Top 100 Albums chart and has been certified as a gold record by the Record Industry Association of America (RIAA). Cash's previous set, "Johnny Cash At Folsom Prison," which contains the "Folsom Prison Blues" single that started the current Cash boom, has returned to the charts for a second go at #87 with a bullet after having already reached #1, been certified as a gold record and dropped off the charts.

Cash, singer, songwriter and guitarist, is a country artist whose appeal reaches far beyond the boundaries of the country market.

Bee Gees Are Now Two

LONDON — In a statement late last month, Robert Stigwood announced that Barry and Maurice Gibb have terminated their association with Colin Petersen, who ceases to be a member of the Bee Gees. The twins will continue to perform as the Bee Gees, and will appear in their current TV spectacular "Cucumber Castle" without Petersen.

At the same time, the Robert Stigwood Organization has offered to release Colin Petersen from his existing contract with the company. Petersen is the third departure from the group, Vince Melouney having left late last year, and Robin Gibb just recently.

NARM Tape Convention Meets This Week

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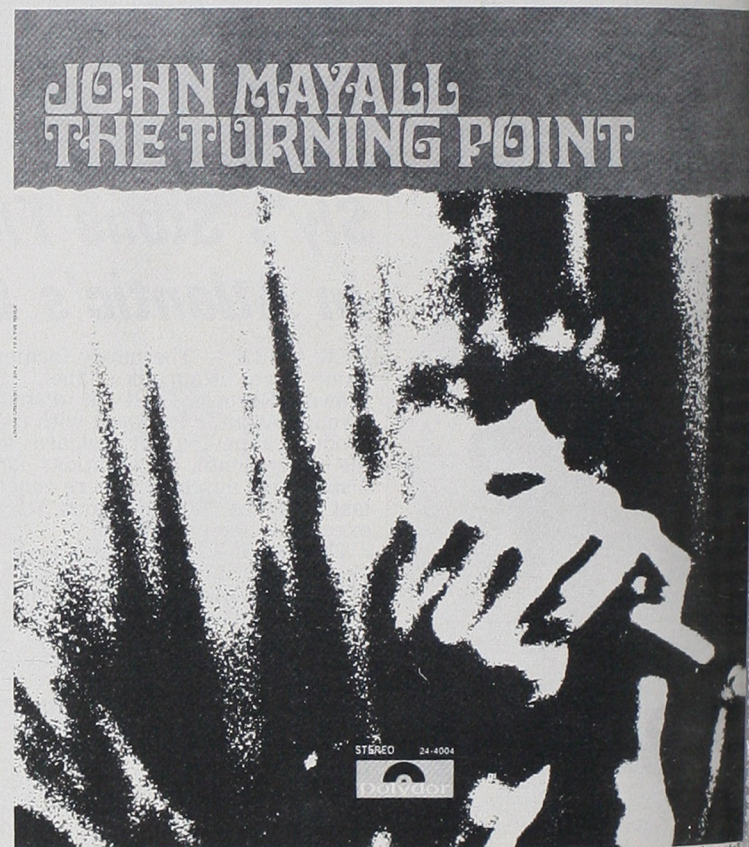
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“The time is right for a new direction in blues music.

“Having decided to dispense with heavy lead guitar and drums, usually a ‘must’ for blues groups today, I set about forming a new band which would be able to explore seldom-used areas within the framework of low volume music.

“This album is the result of this experiment and it was recorded live at the Fillmore East Theater, New York after only four weeks experience of each other’s playing.”

JOHN MAYALL—JULY 1969.



TODAY, AND FROM NOW ON, JOHN MAYALL ON POLYDOR.

Ampex Forms New Record Label; Lawrence Harris Heads AST Wing

NEW YORK — Ampex Corp. has just entered the disk end of the music business with formation of the Ampex label. Entry of the tape pioneer into the record field was announced last week by AST vice president & general manager Don Hall who explained that they are making this move into the disk field as another step in the development of a fully integrated Ampex music business.

Heading the new label will be Lawrence Harris, former vice president of Elektra Records, who has just been named the president and general manager of the Ampex subsidiary. Harris will be reporting to Hall directly on any one phase to the exclusion of other areas of popular music."

Ties To AST Producers

The label is expected to become effectively tied-in with many of the independent production deals that Hall has concluded in recent months. Until now, the contracts were for tape rights to material of the indie producers while disk rights were, in many cases, already tied-up. Through the Ampex label itself, now, producers aligned with Ampex will be able to supply product for both tape & disk release and sales.

"We presently have tape rights to the recordings of more than 30 different production companies whose tapes are released under the Ampex label" Hall noted. "We will now promote and distribute many of these recordings as well. In addition, the record company will actively seek new talent not presently affiliated with AST."

Distribution and release plans for the new record label have already gotten underway, according to Harris, who expects to be able to make detailed information available early this month.

Currently seeking suitable office space, the Ampex label is being temporarily housed at AST's New York headquarters at 555 Madison Ave.

CA-Firestone Deal Gets New Revision

NEW YORK — A new modification in terms by which the Firestone Tire Rubber Co. would acquire the business of MCA has just been disclosed. The change now calls for the issue of a new Firestone voting convertible preferred stock for each share of MCA common. This preferred stock would have a call value of \$40 share, pay a dividend of \$1.25 annually and would be non-callable for years. It would also be convertible six-tenths of a share of Firestone common.

Both companies agreed to this modification as a result of uncertainties produced by the new Federal tax bill among other considerations. The earlier agreement called for Firestone to issue principal amount of convertible securities for each share of MCA stock. The change makes the transaction which would be tax-free to stockholders.

The revised agreement is subject to preparation and execution of a final agreement approved by boards and shareholders of both firms.

Kinney Shows Record No. Revenue-Earning

NEW YORK — Kinney National Service, Inc. which recently completed acquisition of Warner-7 Arts, last reported a record high in revenues and earnings for the nine-month period ended June 30.

Earnings per share rose to \$1.27, the 88¢ showing a year earlier. Share earnings on a fully diluted basis, restated to reflect all poolings of interests including WB-7A show a rise from 84¢ to \$1.21.

Income for the 9-months was \$17,000 compared with \$14,318,000 a year before. Revenues amounted to \$74,000 against '68's \$300,318,000 same period.

Collins Named To Post At Pickering

NEW YORK, N.Y. — Dan Collins has been named to the newly created post of director of marketing and corporate development at Pickering and Company. Pickering president Walter O. ... made the announcement last

week according to Stanton, "Collins will be responsible for all domestic corporate sales including Pickering, Standard OEM in addition to the areas of advertising, promotion, publicity and R for the company."

Collins is joining Pickering, Collins marketing vice president for the World Publishing Company; promotion manager for all Victor record and tape products; vice president in charge of the Chicago-based Seeburg Corporation. He had worked for Seeburg after a 14-year association with the Billboard Publishing Company as advertising director.

Capitol Says Promo Responsible For Jump To \$153 Million Sales

HOLLYWOOD, CALIF. — In one of the most eventful weeks in its 27 year history, Capitol Records has set up a separate promotion staff for both R&B and Country, expanded its promotion dept. to include indie promo-men in key areas, placed promotion on an equal level with marketing and sales, expanded its N.Y. staff to include merchandising, press, business affairs and four A&R men with "on the scene" autonomy; announced that it will shortly be offering bonuses to promo-men involved with master purchases, the addition of yet another indie label in September, a new national sales manager and "imminent" involvement in TV and motion picture production. These pronouncements, along with the news that the label had topped the \$3,000,000 mark in advance orders on Glen Campbell's "Live" two-record LP (a figure comparable to "The Beatles" and "Sgt. Pepper" packages) and that Capitol Industries had achieved sales of \$153,000,000 during the fiscal year just ended, came at the first promotion convention in more than a decade, held last weekend at the Century Plaza Hotel.

More than 60 Capitol Record execs and promotion managers attended the confab, designed primarily to acquaint its 48 promotional staff with the firm's overall goals for fiscal '70.

Speakers included President of Capitol Records, Sal Iannucci; Promotion v.p. of Capitol Records, Charley Nuccio; CRDC's National Airplay Director, Buz Wilburn; Press and Public Relations Chief Jackson Sellers; Artist Relations Manager, Al Coury; C&W Promotions Director, Wade Pepper; A&R Director, Mauri Lathower; Marketing and Merchandising Chief, Rocco Catena; v.p. in charge of national sales, John Jossey; R&B Promotion Director, Reggie Lavong; A&R g.m., Michael Kapp and National Product

Coordinator Don Doughty.

40% Jump In Sales

Capitol Records' President Sal Iannucci curtain-raised the confab by crediting the promotion staff for a share in Capitol Industries' sales of \$153,000,000 in fiscal '69. "That figure, I'm sure you know, represents a startling sales increase over a one-year

(Con't. on Page 34)

Nuccio Directs Indie Program

LOS ANGELES — Charley Nuccio, promotion vice president of Capitol Records Distributing Corp., has assumed the directorship of Capitol's independent labels program.

The program, calling for more than 150 singles a year on indie labels, was initiated in June under the direction of Ken Mansfield, who has since joined MGM Records as director of artist relations.

Nuccio, chief of Capitol's promo department, will directly supervise a team of seven regional promo managers involved with seven indie labels distributed by Capitol. This team will be expanded to include managers in Atlanta, Chicago and Los Angeles, Nuccio said.

The labels under Nuccio's directorship include Beatles' Apple label and its subsidiary Zapple, Bill Lowry's 1-2-3 label, Elliot Chiprut's KEF label, EMI's Harvest label, Capitol's Crazy Horse label and Fred DeSipio's Colossal label.

Two other Capitol-distributed labels, Fame and Invictus, will remain under the direction of Reddie Lavong, CRDC's R&B director.

Kerkorian May Seek Control Of MGM In Meet With Bronfman

NEW YORK — A meeting will be held this week between Las Vegas multi-millionaire Kirk Kerkorian and Edgar Bronfman, chairman of the board of MGM and major stockholder in the corporation. Although details are not available, rumors have been circulating that Kerkorian, who has been buying up MGM stock lately, is seeking to gain control of the corporation. Bronfman, who owns 24% of the MGM stock, has indicated that he does not intend to sell.

Koss Sales Rise 118%

MILWAUKEE — Koss Electronics racked up fiscal year climbs of 118% in earnings and 57% in sales for the period ended June 30 this year.

The Milwaukee based manufacturer of stereo headphones and other hi fidelity equipment, in its annual report stated that earnings climbed to \$251,569 (16¢ per share) from \$115,619 (7¢ a share) the year before. Sales hit \$2,902,932 more than half-again over '68 sales of \$1,846,556.

John C. Koss, company president, pointed out that the percentage gain in earnings was double the rate of sales growth. He attributed this to a redefinition of the corporate objectives and realigning of the planning and management team which resulted in overall internal improvements and efficiencies. "Only in this way can so healthy a sales growth rate be surpassed by an even greater profit growth," Koss commented.

He said two more electrostatic models of Stereophones were recently introduced to dealers and predicted that electrostatic headphones would account for a large percentage of sales in the year ahead.

International Growth

Koss S.r.l., a subsidiary manufacturing and marketing Koss products for 14 European countries also contributed to the 1969 earnings. "Our facility in Milan has been operating only 18 months," Koss stated. "They have doubled their sales in the past year and are operating at a profit. We are projecting a 100% sales increase in Europe for the coming year. All indicators tell us international markets offer us a very promising contribution to future growth."

Capitol Continues Staff Changes

HOLLYWOOD — Capitol Records, still in the process of realignment and expansion, last week announced a restructuring of top-echelon positions in Capitol Records Distributing Corporation's sales department and, as part of an effort to develop an autonomous East Coast facility, the addition of new members to the New York staff. In addition, Capitol Industries has a new director for its law department, Charles "Chuck" Tillinghast, succeeding Elliot "Skip" Chaum, who has been named vice president of business affairs for Capitol Records. Tillinghast has been serving as head of the artist and copyright section of Capitol Industries' law department.

Distrib Exec Changes

John C. Jossey has been serving in a dual role as CRDC's vice president and national sales manager, but now his staff has been expanded to include Jack Griffith as national sales manager. Jossey will assume expanded duties as sales vice president, with responsibility for all aspects of the firm's sales and marketing functions. Griffith was formerly Capitol's southwestern division manager in Dallas.

New York Expansion

Capitol Records has added three A&R producers and a divisional promotion manager to its New York staff, and has announced plans for the immediate hiring of four other New York-based executives.

Sal Iannucci, President of Capitol Records, said the Hollywood-headquartered record company intends to make its New York operation an autonomous East Coast entity under the administrative and creative direction of Tom Morgan, vice president of Eastern operations. Morgan, an 18-year Capitol veteran, heads Eastern A&R activities, and has produced hit singles and albums with Nancy Wilson, Nelson Riddle, Johnny Otis, Al Martino and others.

The expansion was announced in

New York by Iannucci and other Capitol executives from the Hollywood office, including Karl Engemann, A&R Vice President, and Elliot Chaum.

The new A&R producers, Eddie Lambert, Terry Knight and R&B producer Bobby Robinson will join executive producer Nick Venet in producing recordings at the New York Studios.

More Additions Planned

Capitol's New York A&R staff, consisting of Morgan and the four producers, will be supported by additional staff in business affairs, merchandising, promotion and publicity, Iannucci said.

An Eastern business affairs manager will be added to the New York staff to negotiate contracts autonomously in the East.

A merchandising project manager will be stationed in New York to supervise marketing projects involving the artists and recordings produced here. He will serve as the East Coast counterpart of three project managers now headquartered in Hollywood.

A press relations representative is being hired to strengthen Capitol's New York press office. He will work in all areas of publicity under the direction of the Eastern publicity manager.

Brian Panella, Capitol's district promotion manager in Boston, has been promoted into the New York office as divisional promotion manager, a new position. He is one of five divisional promo chiefs named recently by Charley Nuccio, promotion vice president of Capitol Records Distributing Corp.

Iannucci said the additions to the New York staff are part of an overall expansion program that started with the recent establishment of offices at 1650 Broadway for Capitol's ASCAP and BMI publishing activities and its production music service.

Capitol's Eastern executive offices are located in the Sperry Rand Building at 1290 Avenue of the Americas, N.Y. Recording studios are at 151 W. 46th Street.

The National Association of Rack Merchants holds its annual tape convention this week in Dallas' Fairmont Hotel. Below is the schedule of meetings and events for the affair.

1969 NARM TAPE CONVENTION

FRIDAY — Sept. 5

9 AM Registration
 NOON OPENING BUSINESS SESSION —
 Speakers: Alan Bayley on "Tape — A New Communications Medium"
 John Doyle on "The Automobile After-Market"
 John Trux on "The Home Player Market"

3:30 Person-to-Person Conferences
 8:30 DINNER-MEETING "Tape Packaging & Its Future" (audio-visual) Earl Horowitz, moderator
 Techniques Discussion
 Amos Heilicher, chairman
 Noel Korengold
 James LeVitus
 Allan Wolk
 Leonard Singer
 Jerry Smith
 Roger Brown
 Mel Price
 Ed Welker

SATURDAY — Sept. 6

7:30 AM Breakfast
 8:45 Person-to-Person Conferences
 NOON REGULAR MEMBERS' LUNCHEON-MEETING
 2 PM Person-to-Person Conferences
 7:30 Cocktail Reception hosted by the Ampex Corp.
 8:30 DINNER-MEETING "Troubleshooting" (audio-visual) Don Hall, speaker
 Jack Geldbart, chairman of a round-table discussion

SUNDAY — Sept. 7

7:30 Breakfast
 8:45 Person-to-Person Conferences
 NOON Luncheon
 1:00 Person-to-Person Conferences

RIAA Awards Hit Half-Yr. High

(Con't. from Page 7)

Me Up Buttercup" by the Foundations (Uni), Tommy Roe's "Dizzy," "Sheila" and "Sweet Pea" (ABC), Steppenwolf's "Magic Carpet Ride" (Dunhill), "Indian Giver" by the 1910 Fruitgum Co. (Buddah), "It's Your Thing" by the Isley Brothers (T-Neck), the Zombies' "Time Of The Season" (Date), "Hair" by the Cowsills (MGM), Jerry Butler's "Only The Strong Survive" (Mercury), "Aquarius/Let The Sunshine In" medley by the Fifth Dimension (Soul City), "This Magic Moment" by Jay and the Americans (UA), the Beatles' "Get Back" (Apple), "Oh Happy Day" from the Edwin Hawkins Singers (Pavilion), Blood, Sweat & Tears' "You've Made Me So Very Happy" (Columbia), Joe Simon's "The Chokin' Kind" (Sound Stage 7), Ray Stevens' "Gitarzan" (Monument), and four RCA recordings with Elvis Presley's "In The Ghetto," "Grazin' In The Grass" by the Friends of Distinction, Henry Mancini's "Love Theme from 'Romeo & Juliet'" and "These Eyes" by the Guess Who.

Album Goldies

First half-year album award winners were: Walt Disney's storyteller LP "Mary Poppins" (Disneyland), Glen Campbell's "Hey Little One" (Capitol), Nat Cole's "The Christmas Song" (Capitol), "The Lettermen!!...and Live" (Capitol), "Wildflowers" by



WEISS NOW SINGING FOR HIS SUPPER — Songwriter-record producer Larry Weiss is shown with Bob Schwartz (left) and Dave Mullaney (right) signing his Laurie recording contract. It is Weiss' first contract as a singer. He is currently writing all the material in preparation for his initial session, which will get under way at the end of Aug.

Judy Collins (Elektra); Peter, Paul & Mary's "Album 1700" (WB-7A), "Gentry/Campbell" with Bobbie & Glen (Capitol), "Dean Martin's Greatest Hits, Vol. 1" (Reprise), the Beatles' "Yellow Submarine" (Apple), "Steppenwolf The Second" (Dunhill), Ed Ames' "Who Will Answer?" (RCA), Boots Randolph's "Boots With Strings" (Monument), "Dionne Warwick's Greatest Hits" (Scepter), Engelbert Humperdinck's "The Last Waltz" (Parrot), "The Association's Greatest Hits" (WB-7A), Simon & Garfunkel's "Wednesday Morning 3 A.M." (Columbia), Bert Kaempfert's "Wonderland By Night" (Decca), Harry Simeone's "Little Drummer Boy" (20th Century Fox), Bill Cosby's "200 MPH" (Warner Bros.) and RCA's original cast version of "Hair!"

Further albums among the 48 to reach million-dollar status were: Ray Conniff's "It Must Be Him" (Columbia), the Union Gap's "Young Girl" (Columbia), Elvis Presley's "His Hand In Mine" (RCA), "Blood, Sweat & Tears" (Columbia), Glen Campbell's "Galveston" (Capitol), "Freedom Suite" by the Rascals (Atlantic), the Cream's "Goodbye" (Atco), "Donovan's Greatest Hits" (Epic), the soundtrack to "2001: A Space Odyssey" (MGM), Lou Rawls' "Soulin'" (Capitol), "The Best Of The Lettermen" (Capitol), Bob Dylan's "Nashville Skyline" (Columbia), Tom Jones' "Fever Zone," "Help Yourself," and "This Is Tom Jones" (Parrot), Sergio Mendes' "Equinox" and "Fool On The Hill" (A&M), "A Day In The Life" by Wes Montgomery (A&M), "The Righteous Bros. Greatest Hits" (Verve), "Hank Williams' Greatest Hits" (MGM), "The Very Best Of Connie Francis" (MGM), "The Best Of Herman's Hermits, Vol. 2" (MGM), and MGM's soundtrack to "How The West Was Won," "Your Cheatin' Heart" by Hank Williams, "The Stripper and Other Fun Songs for the Family" by David Rose and Herman's Hermits' "There's A Kind Of Hush All Over The World."

New Columbia Gold

NEW YORK — Columbia's Andy Williams has brought his Gold to "Lucky 13" with the certification of his million-dollar seller, LP "Happy Heart."

Columbia Masterwork's contribution to the world of electronic music, "Switched on Bach," has also been certified as a Gold Record.

Richard Peirce To Lead UIC's Happy Tiger Label

LOS ANGELES — Richard H. Peirce has been appointed president and chief executive officer of Happy Tiger Records, a division of Universal-International Corporation. The announcement came from W.M. (Wayne) Hoffman, U.I.C.'s chairman of the board. At the same time, it was announced that Peirce had been elected to the company's board of directors. On the appointment, Hoffman said: "We are delighted that Dick will head our company. His long and distinguished career, in nearly every facet of the entertainment industry, has earned him an enviable reputation."

Peirce, who will be working out of Happy Tiger's home office, Hollywood, commented: "It is highly stimulating to team with such people as Wayne Hoffman and his associates. These are truly professional people who are dedicated in their belief that the decade of the 70's will emerge as the most fantastic period in the history of the leisure time field. For this reason, they have firmly committed themselves to total involvement in every sense of the word."

Peirce's initial plans, at his new post, will include attendance at this week's NARM convention, in Dallas, and a trip abroad to attend foreign distribution agreements.

Previous to the arrangement with Happy Tiger, Peirce was with Dot Records as executive vice-president and general manager. Under the direction of Peirce, Dot made great strides in areas such as marketing, administration, and A&R. During this time, he also contracted such artists as: Lalo Schifrin, Bryan Hyland and Kay Starr. He also negotiated some important production deals.

Peirce's early career was launched when he chose the business end of the industry after a career as a bandleader and conductor. He joined MCA in 1956 and headed their west coast phonograph department. In 1957 he became an A&R director for RCA, where he was to become manager of west coast operations involved with administrative responsibilities in addition to his A&R duties. Peirce has also been associated with Paramount, and with Liberty Records.

Presley: New Single, Eleventh Gold Album

NEW YORK — RCA Records is releasing a new single by Elvis Presley, "Suspicious Minds" coupled with "You'll Think Of Me." The record will ship in a special four-color sleeve on Aug. 26. Recorded in Memphis, "Suspicious Minds" is included in Presley's current highly acclaimed SRO performance at the International Hotel in Las Vegas.

More than 250,000,000 copies of Elvis Presley records have been sold worldwide in the 14 years that he has recorded for RCA. Forty-seven singles of Presley's have sold more than 1 million copies each world-wide, including his recent "In The Ghetto," which was certified a million seller a month ago.

The "Original Soundtrack Recording from the TV Special 'Elvis'" was recently certified by the R.I.A.A. marking Presley's 11th Gold Album, among them "Blue Hawaii" sales of which are approaching 3,000,000 copies and "G. I. Blues," which is approaching the 2,000,000 copy mark.

Stones Earn Award For 'Honky Tonk'

NEW YORK — The Rolling Stones' current London single, "Honky Tonk Women," has reached the Gold Record circle. Certification was announced this week by RIAA with total domestic sales near the 1,500,000 figure. The record was released June 30.

The newest gold certification brings to three the number of Rolling Stones gold singles. Both "Satisfaction" and "Ruby Tuesday" hit the gold circle previously.

Ford Motors Denied Trademark Rehear

NEW YORK — The Ford Motor Co. has been denied a reconsideration of its request of the Trademark Trial and Appeal Board of the Patent Office in the car company's legal maneuver to keep Ford Records from receiving a trademark.

The automobile manufacturer asked the board to reconsider its decision of June 12 which dismissed their opposition to the trademark applied for by Sherman Ford, Jr. in 1964.

In its findings the board said the only issue raised by the pleading in this case is whether or not the registration sought by applicant is or be inconsistent with the opposer's prior rights in the mark "Ford Motor Company" for a variety of productions.

Or, in other words, is application of "Ford" and design for phonograph record and opposer's use of "Ford" and "Ford Motor Company" for many different products likely to cause confusion or mistake in trade.

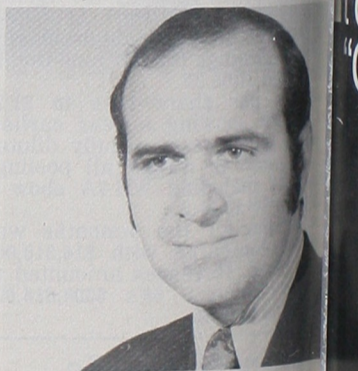
The board concluded the company's "remarks have been carefully considered, but we are persuaded that the board's decision involved any error in fact or conclusion of law based thereon. Request is denied!"

Don Christopher Heads ABC Publ.

NEW YORK — Don Christopher has been named general manager of Music Publishing Companies by ABC Records president Larry Newton. ABC publishing group includes Ar Music, Pamco Music, Porgie Music, Westpar Music.

Christopher was most recently general professional manager of Columbia's Notable and Portable Music Companies. Prior to this he was professional staff of United Artists Corporation and professional manager of Connie Francis' Francon Music Corp.

Christopher's plans include the signing of established writers and the development of promising new talent. "Of primary importance," he says, "is to take advantage of the vast amount of material supplied by the ABC shows and feature films now in production." Two ABC films now in release are "Ring of Bright Water" and Woody Allen's "Take The Money And Run."



Don Christopher

MGM Names Call New Controller

NEW YORK — Ronald S. Kass, president of MGM Records, and Barnet Brunet, MGM Corporation controller, announced last week the appointment of Neil J. Call as controller of MGM music activities, including MGM Records and Robbins Music. Call will hold the title of vice-president and controller of MGM Records.

Call joined MGM in March of 1968 as assistant to executive president Richard L. Schall. Prior to that, he was business planning manager at Paramount Pictures, having spent six years with the Motor Company.

Call holds an MBA from the University of Michigan and a Michigan certification.



This doesn't sound like "Good Clean Fun."
It doesn't even sound like the Monkees. Their new single,
"Good Clean Fun" c/w "Mommy and Daddy" #66-5005

When you hear the Monkees' new single, "Good Clean Fun," you're going to like it. Because you've never heard the Monkees giving out with a sound quite like this. Why...it's almost a Nashville sound. That's right...Nashville! And when you hear the lyrics, you'll really wonder what's going on. The song is all about a guy returning home. There's really no mention of having "Good Clean Fun." Let's just say the Monkees are having a lot of good clean fun of their own. So sit back and watch the world enjoy it.



Manufactured and distributed by RCA Records

NEW YORK

Neil Young: Subtle Face

Even in this generation of songwriters, a songwriter like **Neil Young** is very rare. Saying something like that is probably a cliché, and Neil shouldn't be dealt with in clichés. After all, he doesn't write clichés for us. For that matter, it is rather an underestimation to simply call Neil a "songwriter." More accurately, he is a **composer** and a **lyricist**, and both his words and music are poetry. This, too, is something of an underestimation, for Neil is also a brilliant guitarist, an imaginative arranger, and (no matter what he tells you) a superlative singer.

Neil often seems to doubt his own voice. He thinks it has an odd sound and it quivers. He's right. And not everybody can do that. Not everybody has a voice that can flutter across the notes of a song, making them gentle, soft, and yet somehow searing and important. Neil himself is important, yet like so many other great artists, especially in this age of pop art and commercial art, he has a lot of doubts about himself as an artist. But the artist, suffering the torments of the curse of genius, is sometimes blind to his own worth. Neil can only describe himself in the simplest, most direct terms, like a child: "I am a child, I last awhile, You can't conceive of the pleasure in my smile." Sometimes, we can't understand his smile. Nor his sadness.

Neil's music is not like anyone else's music. Neil does not just write tunes. He frames his poetry with melody. Did you catch that? Melody! Sometimes he's a veritable John and Paul. Sometimes a little better. Neil writes beautiful music. It is subtle, intricate, carefully honed to a unique level of perfection. It is filled with ingenious musical movements, precise and artful, never contrived. It is music that is at once complex and incredibly di-

rect. It is matched by nothing on earth but Neil's lyrics, words that plead, words that mourn, words that shine, words that speak. That's what **Neil Young** is really all about. He speaks to all of us by speaking to each of us. He does not whisper in our ears or shout in our faces; he **thinks** into our minds both the thoughts that have saved him and the thoughts that have damned him.



Neil Young



Intrepid Mermaid



Iggy

Neil Young is sort of famous. (Actually, he is a one-man supergroup.) As one of the lead guitarists for the now-defunct, insanely underrated **Buffalo Springfield**, Neil established himself as a first rate musician and a brilliant songwriter (composer-lyricist.) Songs like "Broken Arrow," "Expecting To Fly," "Nowadays Clancy Can't Even Sing," "I Am A Child," and "Mr. Soul" made a few people recognize Neil as one of the most important composer-lyricists (songwriters) of this exceedingly creative generation. After having left the Springfield twice and come back three times (figure that one out!), Neil found himself the most misunderstood and

unappreciated member of the most misunderstood and unappreciated group this side of Buffalo, or for that matter, in the world. When the group finally broke up, Neil, on his own again, as usual, signed a contract with Reprise Records and made a great album which, as one might expect, few people got to hear. Neil himself wasn't sure if the album was terribly good, and he's even gone to the trouble of remixing it to get it right. "The first mix was awful," he says. "I was trying to bury my voice, because I didn't like the way it sounded." The new mix, which is now available, is a great improvement, but in any case, the album with the funny cover and the simple title "Neil Young," and the

it did not show./Know when you see him, nothing can free him./Step aside, open wide./It's the loner." Neil has been there, and Neil understands, and because he is an artist, he alone can communicate this understanding.

Now there is a second album, different in approach, saying new things, just as magnificent. Backed up only by a group called **Crazy Horse**, Neil creates a tight, precise sound. He sings of love, its despair, of the pain and joy of living and dying. As if to laugh at his own suffering, Neil titled the album "Everybody Knows This Is Nowhere." Sure, Neil, Everybody knows. What's that line? "He died but it did not show."

Now, Neil has joined **Crosby, Stills, and Nash** to make **Crosby, Stills, Nash, and Young** one of the hottest acts around. Neil once mused, "I always seem to live in places people can't find," and he once wrote, "So the subtle face is a loser this time around..." Neil is the subtle face, and if we try, we can find him.

EAST COAST GIRL OF THE WEEK: Billed as the **Intrepid Mermaid**, this lovely denizen of the deep is in reality the mild-mannered **Sue Morris**. (The disguise could fool anyone.) Sue, as the **Intrepid Mermaid**, is a representative of Intrepid Records whose job it is to swim around the country demonstrating the Bump. But have no fear! The Bump is a dance, and also the name of a record on the Intrepid label by somebody named **Tyrone Chestnut**. This is not a joke. Somewhere in here is a chestnut of truth. Who knows? The Bump could catch on, or at least the **Intrepid Mermaid** could catch on.

IN SOUNDS: Taking time from her busy schedule, songstress **Nancy Wilson** recently visited Washington, D. C. to speak with legislators and to express her views regarding the needed passage of the **Williams Amendment**. This is the bill, fought for by the **National Committee for the Recording Arts (NCRA)**, which will provide royalties to performers, musicians, and record companies each time their records are played over the air for pro-

(Con't on Page 18)

HOLLYWOOD

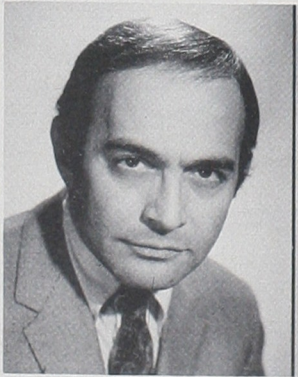
Mama's And "Poppers"

At Capitol's promo convention last weekend there was much to do about "the end of an era" — the demise of the "finger-poppin' promoman." It's a good thing, it was said, and we guess that's so. But someday, we suspect, we'll be lamenting the loss — romanticizing the age of the fast speling, flamboyant and colorful character who has characterized our industry. Currently, carefully, occasionally replaced by junior exec boxes made out of ticky-tacky. And where are the finger-poppers of yesteryear? Retired, expired. But, if you look closely, you may discover some still around. Posing as v.p.'s and prexys of conglomerate-gobbled labels. The very guys who have closed their doors to expectant "poppers."

The most incisive comment we've yet encountered on the promoman's relationship to radio industry came, a couple of years back, from Atlantic's v.p. **Jerry Wexler**. "The truth is," he said, "that on a personal level we mingle very well with radio people... but in the business relationship we're on sufferance. We musn't transgress. And the relationship is a set of rules... spelling out strictures, new cases, injunctions. 'Don't come till Friday — they're too long, shorten them — they're too dirty, clean 'em up.' And the reason is that radio is supplied with an endless wave for product to draw upon. And the wave cannot be dammed in any way. The economics

of the situation dictate the tenor of the relationship."

Capitol's merchandising and marketing v.p., **Rocco Catena**, delivered a trenchant eulogy to the promoman at last week's meet. Commenting on his power, glory and continual disillusion-



Rocco Catena



Janet MacLachlin



Smokey Shadwick

ment, Catena said, "the passing of the conventional independent merchant and the disappearance of those personalized subjective buying decisions induced by persuasive salesmanship, together with the emergence of self-service and mass merchandising as the dominant retailing mode, has relegated the sales function to the last link of the marketing chain.

"The effect of these changes has been a shift in the priorities of marketing responsibilities... our respective challenges are more demanding than they have ever been. We now stimulate instead of merely support sales — we now motivate where once we simply served — we lead where once we were content to follow."

"As promotion men, you are members of a select but curious society. You live eternally frustrated; indispensable, yet unloved. The hit record — it was in the grooves. The stiff — they're your fault. Eight thousand re-

competition gets rougher, the P.D. less accessible, the grinding and the hassling more unbearable. "But if it's any consolation, you can expect — no relief. Just as your responsibilities have grown, so will the challenges — and the frustrations — and the pressures. But the many agonies will bring their share of ecstasies. Never has the climate been more conducive to success or the outlook more optimistic... Gone are the days when the A&R, Promotion, Merchandising, Sales and Operations Departments functioned independently, with total disregard for common objectives... disappearing, too, is the breakdown in communications which so often produce confusion and promote insecurity... the times, they are a-changin'."

Or as **Mama Cass** says in that half-hit — "It's Getting Better." But, of course, **Elliot** was singing about love and not about record promotion. Still, maybe it's the same thing.

Our "West Coast Girl of the Week" is **Janet MacLachlin**, a former N.Y. public relations secretary who was highly productive, well paid and totally bored before she elected to exercise an earlier inclination and become an actress. She recently completed a co-starring role opposite **Raymond St. Jacques** in the forthcoming **Cinemascope** flick "Change of Mind" and will be seen soon opposite **Jim Brown** in "tick... tick... tick." She has been seen on dozens of TV shows including "The Fugitive," "I Spy," "Run for Your Life" and "Star Trek." Her next gig (with Actors Studio West) will be directing an original play written by a close friend, Capitol Records publicist.

(Con't on Page 18)

vikki carr sings...

FRANKIE AND JANE

CREWE/FOX

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crewe



NEW YORK

(Con't. from Page 12)

fit. Nancy herself told the lawmakers, "In no other profession is a person's talent or ability taken, without due compensation, and used to provide entire industries with enormous profits." Nancy has urged all performers to become actively involved with NCRA and give of their time to make a personal visit to D. C. Arrangements for D. C. trips can be made through Doug Neal at NCRA headquarters, 1012 South Robertson Blvd., Los Angeles.

Up to say hello were **Joey Carbone** and **Richie Zito**, who with **Peter Pinto** form an as yet unsigned group called **Snowball** and who used to be members of the group **Bayridge** on Atlantic. In to writing and producing, the twosome are responsible for the great radio commercial "Watch For The Warning On The Pack" for the American Cancer Society.

Love, one of the most overlooked groups around, led by the multi-talented **Arthur Lee**, has just about completed their debut album for Blue Thumb. A two-record set, produced jointly by **Arthur Lee** and Blue Thumb's **Bob Krasnow**, it features that same driving but delicate sound that has always characterized the former-Elektra group.

On September 5, **Jay and the Technicians** will headline a benefit for the Hero Scholarship Fund in Philadelphia. Also appearing at the benefit will be songwriter-singer **Bob Darin** and the host will be **Ed McMahon**. Proceeds will aid the Hero Scholarship Fund to enable children of war heroes to continue on to higher education.

Pervis Staples has taken a leave of absence from the **Staple Singers** and is devoting his time and talent to helping new artists. Instead of trav-

eling around the world with his famous gospel-singing family, he now goes to the offices of Perv's Music at 8125 South Cottage Grove in Chicago every day. During the three months he's been actively working behind the scenes, **Pervis Staples** has become the Stax/Volt Records goodwill ambassador in Chicago.

Also up to say hello this week were the **Winstons**, already famous for their recent smash "Color Him Father," and very excited about their brand new single release "Love Of The Common People."

Columbia Records has just released a bouncy new single entitled "Sulli-Gulli," performed by the **Ed Sullivan Singers and Orchestra** with narration by Ed himself. The Sulli-Gulli has been heralded as "a really big new dance dedicated to that really big man on that really big show!" Performed before a nationwide audience on the Sunday night **Ed Sullivan** program on July 27, the dance will be seen again on Ed's show September 7 over the CBS television network. Written by **Mike Bliss** and **Frank Glenn** and conducted by **Ted Macero**, the record "Sulli-Gulli" is packaged in a special sleeve which includes directions on how to do the dance, as well as photographs of the dance being performed on television by dancers under the watchful eyes of **Ed Sullivan** himself.

Dillard and **Clark**, A&M recording artists, have just completed recording the theme song of the upcoming **Steve McQueen** picture, "The Revilers." Gene, who incidentally was formerly with the **Byrds**, is an exceptionally talented songwriter.

The former members of the **Crazy World of Arthur Brown**, which broke up in New York six weeks ago, have formed a new group called the **Atomic Rooster** and have signed with the Robert Stigwood Organisation for man-

agement and agency. **Billy Davis** has been signed as director of the upcoming **Herb Alpert and the Tijuana Brass** special, "The Brass Are Coming," to be seen on NBC-TV October 29. The very funny comedy group, the **Ace Trucking Company** is very close to a deal with a major label (to be named shortly.) Their manager **Joe Lauer** has come up with the idea to promote the comedy team as though they were a rock music group. The **Ace Trucking Company** can be seen in concert in Washington, D. C. September 6-8 in the Lisner Auditorium of George Washington University. Columbia Masterworks' contribution to the world of electronic music, "Switched-On Bach," has been certified as a million seller LP by the RIAA and has earned a gold record.

Mark Alan, president of New Beat Management, Ltd., who handles the Illusion, Man, Robin McNamara, and many other top rock acts, has married **Joanne Aline Adler**, manager and administrator of **Tommy James** and the **Shondells**. The wedding took place at the Temple Emanuel in New York City on August 29th. **Kaye Stevens**, one of America's truly exciting girl singers will star at the International Hotel in Las Vegas for three weeks beginning September 3rd. Upcoming TV dates for Kaye include a January 5th appearance on the **Carol Burnett** show and a February 26th stellar spot with **Jim Nabors**. Also in the works is a syndicated TV special titled "Just Like A Woman," to be seen in the New York area on WPIX-TV. Negotiations are presently going on with **Danny Apolinar**, who wants Kaye for his upcoming Broadway musical "Alice." If everything goes as planned, **Oliver**, currently riding high with his single "Jean," will be in New York from September 8th to 18th to record his second album for the Crewe label. UNI

rock act, the **Fields**, have been set special guest stars with **Chuck Be** and **Polydor** recording artists **Mother and the All Night Newsboys**: the Phoenix Coliseum, September 6th.

IN STOOGING: On September at the Pavilion in Flushing Meadows Park, the earth will shake as ne before as Elektra recording artists **Stooges** make their first New York appearance. Led by dynamite leader **Iggy**, the **Stooges** are sure to u a few heads with their basic, gutsy tensely passionate rock. Heavy, h hard, hard, the **Stooges** should l the United States of New York dan in the aisles before it's over. The ard of Ig is upon us. Also with **Stooges** will be the **MC5** and **Frost**.

IN BLUESING: Polydor recor artist **John Mayall** will appear at Thunderbird Peace Festival in couver, British Columbia on Sun September 7. With no drummer electric lead guitar, and no bas Mayall, aided by **Johnny Almond Mark**, and **Steve Thompson**, bring to the old blues and makes it very and very beautiful.

IN JAIL: The Reverend **Wright Samuel Tongue**, pastor of the Methodist Church in Friendship, New York is a fairly successful songwriter, ing to his credit "Jerusalem" (su the **Hello People**, among others) "Anthem," a popular anti-war **Reverend Tongue** has just received a three-year sentence for draft eva. Though he is a registered con: tious objector, his draft board, b m its decision on the fact that at the of his arrest he was living in C wick Village and therefore not performing as a minister of God, reified him 1-A. The Reverend is exclusive contract with the L. F. Group. The draft board is as y u signed.

HOLLYWOOD

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ist **Harvey Perr**. Miss MacLachlin is a native of N. Y. who worked her way through Hunter College (from computer operator to order clerk to secretary) before graduating with an AB degree.

That annual orgiastic ritual, sometimes known as **Jimmy Bowen's** Amos Invitational, was perpetrated here a couple of weeks back with 60 gallivant-guzzling golfers involved. Rules included mandatory alcoholic imbibing on every other hole of the two day, two round meet. The somewhat unusual tournament also included club throwing contest (for distance), a "Lush Award" (for the most prolific tippler) and door prizes consisting of a Honda motorbike and convertible Datsun auto.

Winners of the events: Putting Contest -- **Jesse Hodges**, Club Throwing Contest -- **Ron Green**, Longest Drive -- **Don Carter**, Individual Low Nets -- **Pat Glasser**, **Dick Burns**, **Harvey Geller** and **Ken Rodgers**, Team Winners -- **Eddie Reeves-Mayfield Marshall**, **Alvin Bennett** -- **Tom Tedesco**, **Mac Davis** -- **Red Steagall**, **Frankie Avalon** -- **Ken Rodgers**, Most Improved Player -- **Mike Post**, Hacker -- **Bruce Hinton**, Closest to the Pin -- **Mac Davis**, Individual Low Gross -- **Tony Riccio**, **Don Carter**, **Piggy Smith**, Honda Winner -- **Eddie Reeves**, Datsun Winner -- **Pat Glasser**. Next year, we hear, the divot debauchers will be bacchanaling in Hawaii. MGM Records presented its new product to coast distribs and promomen here last weekend with about 300 attending a

dinner and show on the Culver City lot. Festivities included new acts -- **Bodine** and **Locomotive** -- performing for the crowd.

The **Flying Burrito Bros.** have set **Jim Dixon** to produce their new LP for A&M Records. **John Fred** and his **Playboy Band**, whose hit a few seasons back ("Judy in Disguise") made the top of the national charts, are back with a new one. It's titled "Three Deep in a Feeling." It'll be released on Uni this week. **Thelma Camancho** reports to **Jimmy Bowen** this week to cut her first release for Warners-Repriase as a single artist. **Thelma**, a former "West Coast Girl of the Week" was heralded here almost two years ago, several weeks before the introduction of a group she has performed

with until just recently -- the **Fi** **ition**.

Singer-guitarist **Ray Malus** has held over indefinitely at the mark **Night Hawk Lounge** in **Malus**, who is signed to **Butter** Record Producer, **Randy Van I** has a new single -- "Lost" "Lonely Places." **Gary Pucke** the **Union Gap**, returned from city Eastern tour, signed to gu **Red Skelton's** TV'er -- airing fall.

Record producer **Bobby Boy** a manager **Smokey Shadwick** r examining future TV and moti ture activities for artist **Dale Ward** will be cutting at the RC dios in Nashville next week -- affiliation at this writing.

CHICAGO

Lots of visitors this past week! **The Four Freshmen**, who were the toast of the campus scene at the start of their career in the early '50's, visited the CB office while in town for a **Playboy Club** date. The group's current p.a. schedule is every bit as hectic as in their days of college one-nights. This past summer they toured the country with the **Glen Campbell** package, have done numerous engagements at **Playboy Clubs** across the nation and some recording sessions for **Liberty**. Most recent LP is "The Four Freshmen In A Class By Themselves". **Liberty-UA's Paul Diamond** squired the group around town. Following day, Paul stopped back with **UA's Art Ferrante** (Teicher's in Europe) to promote the pair's new UA single "Midnight Cowboy". Art tells us a special **Ferrante & Teicher** album, commemorating their 10th anniversary with the label, is in the works for upcoming release . . .

Local songster **Ric Martin**, who just closed at the **Cousins Club**, dropped in with word that he'll be cutting a session at **Dick Marx' 8-track Studio**, here in town, sometime next week. **Engelbert Humperdinck's** latest single "I'm A Better Man" (Parrot) is developing into a big item in the midwest, according to **London's Erwin Barg**. **Harold Davis** of **Summit Dist.** reports action on the new **Fran Warren** deck "All American Sport" (AF) and A & M outing "Life and Death In G & A" by **Abaco Dream**. Latter's enjoying both pop and r&b programming. On the local baseball scene, reigning champions **Transamerica**, have challenged **Columbia** to a double header! Warming up for the big event are **Columbia's Mert Paul**, **Jim Scully**, **Frank Rand**, **John Galobich**, **Mike Kagen**, et al. Lyrics for the new **Trudy Desmond** deck "Words Get In The Way" (UA) were written by former Chicagoan **Marcia Hillman**. **Jimi Hendrix**, **Ten Years After** and **Bo Diddley** headline the Sept. 5-6 bill in the **Kinetic Play-**

ground. Veteran jazz organist **Jackie Davis**, whose career spans several years and 23 albums on various major labels, began an unlimited engagement in the **Colony East (26)**. Management toasted his opening with a cocktail party-buffet for members of the press, radio stations, etc. The **Second City Company** premiered the pre-Broadway run of new revue "Old Wine" here prior to its Sept. 18 opening at the **East 74th St. Theater** in New York.

Tony Gregory has joined the **Variety Department of International Famous Agency's** Chicago office, it was announced today (27) by **Ralph Mann**, executive vice president.

Gregory will be charge of the agency's mid-west hotel, cafe, club and fairs division. He will report to **Joe Higgins**, who is head of the division with headquarters in New York.

For the past four years **Gregory** has been an agent in the music division of the **William Morris Agency**. He spent the last year in **Morris' Chicago office**.

While at that agency, **Gregory Gary Puckett and the Union G** **Box Tops** and a number of other temporary music acts.

Jeff Barry In Film Production

NEW YORK—**Jeff Barry**, who great success as a song writer cord producer, is making his empty as a film producer. He co-producer **Joe Cal Cagno** are ing the screen rights of the bes novel "Naked Came the Stray" book which had been written i beat manner. Each chapter of was written by a different per the chapters then tied together other writer. Using this conce and **Cagno** hope to "use a director for each segment six chapter was written by a person." Music for the film w **Jeff Barry**.

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Tuning In On... WBCN-FM Boston Defining FM-Rock

What is FM rock? What is FM's role in relation to the AM rock stations of the country? And most important, how large a role should FM rock play in radio?

These questions and many others are being answered on the East Coast by Boston's WBCN-FM. A year and a half ago Ray Riepen became president of the station and installed its present format. This is based loosely on Tom Donahue's KMPX in L.A., primarily playing more LP cuts than singles.

Yet there are no real guidelines from past experience, stresses general manager Leonard Cohen, except that the deejays (or "airmen," as Cohen prefers to call them) have complete say in what they play, within certain parameters. The major rule is to avoid the AM "ugly radio" repetition of records via emphasis on pre-releases. A month ago the station was playing cuts from the LP's of Raven, Beast and Flock, Albums just being released now. The airmen are also responsible to the criticism of their fellow airmen during weekly meetings of deejays, engineers and other station personnel.

"We're against 'ugly radio,'" says Cohen, "By that I mean the high paced top 30 oriented station, that jams as many commercials as it can into each hour segment. I'm not putting these stations down, I'm just saying that this approach is not for us. We have a great deal of respect for our audience which is primarily in the 18 to 34 range; we never talk at them, but rather to them."

Many FM stations have started out with a similar format to WBCN but few have continued with it. Most have slipped further and further into a commercial mold. "This won't happen with us," assures Cohen. "We're making it work this way. We won't change." Pulse seems to bear this out. It shows WBCN with the dominant position in Boston among the 18 to 24 years old males.

Each airman approaches his four-hour broadcast in a different manner, and indeed what is actually aired may very well depend on what each airman feels is an appropriate theme

STATION BREAKS:

For the second year in a row, NATRA has presented its highest award, the Radio Station Distinguished Service Award, to WLIB - New York. The award was made to the Harlem radio station in recognition of the station's hot-line radio program, "Community Opinion," which is an outlet for New York's black community to air its views. . . . WQAM - Miami Beach inaugurated "Concern," a public affairs program, on August 24th. The program is aired Sunday nights at 9:30 p.m. K-HOW - Denver is back with its "Secret Sound Contest." The promotion drew six thousand entries last fall. . . . Becoming "The New Spirited One In Town," WAVI - Dayton has changed its play and is now broadcasting hit singles and good singles that have not made it big, and album cuts, both new and from the recent past. . . . "Woodstock - They Gave Peace A Chance And It Worked," a summary of the Woodstock Music and Art Fair, was broadcast on ABC-owned FM stations in New York, Los Angeles, San Francisco, Detroit, and Pittsburgh. . . . WELW - Willoughby, Ohio has received two community service awards. The Willoughby Jaycees gave one of the awards, this one for "Outstanding Community Service." The second award was given by Eastlake City Officials and Residents.

Gary Robinson has been named producer-director-writer for "Mon-

day. Yet eclecticism is the order of the day for all of them. Rock, jazz, folk blues, anything, in fact that is deemed appropriate will be used. As an example, Mississippi Harold Wilson recently broke up his show into fairly short thematic segments. The first revolved around the American Indian. Flip Wilson's cut, "Cowboys and Colored People," was played followed by "Witchi-Tai-To," an authentic Indian song made into a rock single, and then Buffy St-Marie's "Now That The Buffalo's Gone." The second segment dealt with the police, and so on.

Another interesting feature of the station is the way it handles advertising. "We go out into the city, to the retailer, for much of our advertising," says Cohen. "In this way we are constantly being tested by the community. A retailer will know right away if we are not selling his product. The result is that we have proven our ability to move a product."

WBCN also has an extremely individualistic policy when it comes to outside advertising. The outlet will not accept cosmetic (especially "acne cream") ads unless the copy speaks intelligently to the kids, and it shuns all cigarette commercials. In many cases, after meeting with the ad reps, the airmen, using a fact sheet, will sell the product themselves instead of relying on the prepared spot. "We have built up a reputation of believability and sincerity in the presentation of our ads that we are very proud of," remarks Cohen. "The community respects us for this."

Adding to its list of credits, WBCN is also rated as the number one station in academic circles. And as Boston is a "university city" (Harvard, Boston U., Radcliffe, etc.) this is no mean feat. Many of the college stations frequently request and receive portions of WBCN's programming to broadcast to their listeners. This is all part of the station's commitment to the Boston community. Its airmen and other personnel are always available for discussions with young people and the station runs a help program for young drug addicts and run-aways. The involvement of their audience is of prime concern to the outlet.

tage," the award winning documentart unit of WKYC-TV - Cleveland. He came to WKYC after spending five years at KMOX-TV - St. Louis.

Bob Wolff will be the telecaster for the New York Knickerbocker and New York Ranger games from Madison Square Garden. The games will be broadcast over WOR-TV - New York.

Mike Jahn, rock music critic for The New York Times, and other publications is host of a weekly series every Sunday evening at 6-7 p.m. on WNEW-FM - New York. The series started August 24th. . . . Ed Donahue, staff announcer, formerly with KREP - Santa Clara, and KLGS - Los Gatos, has been appointed as head of the News department at KFRM-FM - Fremont, California. . . . WNHC-FM - Hartford-New Haven has named Richard Sanders director of music and operations. . . . Jim DeCaro, station manager for WKIL - Philadelphia, has accepted co-chairmanship of the Radio and Television Committee for Fire Prevention for the city of Philadelphia. . . . Avco Broadcasting Company has announced the appointment of Alexander H. Gordon as advertising and promotion writer. Gordon goes to Avco from WTMJ-TV - Milwaukee.

KRLA - Pasadena informs us that they have just gone all top 30. They will no longer be playing picks or any album cuts. . . . Hear that Jay Mack is back for the third time around with KIMN in Denver. He will be in the 6-9 PM slot.

RKO Splits AM/FM Sales And Programming

NEW YORK - RKO General, Inc. last week (26) announced the separation of all sales and programming functions at its FM stations from AM operations in each market. Ross Taber, vice-president of RKO Radio, further disclosed the formation of an FM-only national sales organization. This FM sales division, RKO Radio Representatives, Inc., is under the overall supervision of James F. Grady, Jr., vice-president company. Ed Lubin has been appointed general sales manager of the new company.

The new division will be representing all RKO-owned FM stations, plus selected outside stations. It is in the process of opening offices in Chicago and on the West Coast.

Individually, each RKO-FM station is setting up its own programming and local sales staffs in all AM/FM markets. This decision was made after seeing the great success of WOR-FM which has been programmed and sold separately from WOR-AM for the past two years. (1969 sales on WOR-FM are 270% higher than the same period last year.)

Programming Diversity

Taber cited another reason for the AM/FM separation: "We hope that the separation of AM and FM divisions will provide greater diversification of programming to our listening audience, greater opportunities for public service to the communities we serve, and, incidentally, improve profits by stimulating constructive competition between our AM and FM local and national sales organizations."

O'Grady stated that these moves "constitute a reaffirmation of RKO General's long standing belief in FM's future is certainly bright, and we will continue to make the substantial investments in money, time and natural resources so necessary if that potential is to be realized."

Programming Notes

Four of RKO's FM stations are presenting "Hit Parade 69," a format developed by Drake/Chenault Productions. WROR, KFMS, WHBQ, Memphis and KHJ are using this programming which is aimed for maximum appeal in the 18-50 age group. It is a completely automated program system (now in use in about 25 markets) which mixes the play of current hits, up-and-coming records, album cuts, and goldies.

RKO Personnel Changes

The new general sales manager for WOR-FM is Hugh Wallace, former account executive with New York sales staff of RRR. . . . The general sales manager of WROR-FM - Boston will be Dan McCabe who had been account executive with WRKO - Boston. . . . KFMS-FM - San Francisco have Wes Gregory, formerly an account executive at KFRC - San Francisco, as its general manager. . . . Boise will take over as general sales manager at KHJ-FM - Los Angeles. He leaves the post as account executive KHJ-AM - Los Angeles. Research facilities for the FM sales division and the RKO-FM stations will be under the supervision of Marvin Roslin.

CA Students Elect Top DeeJay Dozen

NEW YORK - Twelve broadcast personalities have been voted best in their respective markets by radio-television broadcasting students of Career Academy in the occupational education organization's first "Top DeeJay" contest.

Named by the youthful broadcasters-to-be as outstanding were David Diamond, KFRC - San Francisco; Bill McVean, CLFB - Toronto; Mike Murphy, KMBZ - Kansas City; Al Somers, WRIT - Milwaukee; Paul Berlin, KNUZ - Houston; Dan Ingram, WABC - New York; Roger Horning, WCOL - Columbus, O.; Larry Lujack, WLS - Chicago; Bobby Harper, WQXI - Atlanta; Jay Rich, KBCA - Los Angeles; Lee Stevens, WEAM - Washington, D. C.; and Dick Summer, WMEX - Boston.

Nationally, more than 750 broadcasting students participated in the nominations and elections sponsored by Career Academy's division of famous broadcasters, and supervised by resident school administrators and instructors.

The winning deejays received engraved plaques and honorary certificates of proficiency from Career Academy, and each has been invited to address the broadcasting classes at the schools.



WINTER'S ARRIVAL - Columbia's Johnny Winter, in Chi recently for a weekend concert at the Kinetic Playground, stopped by radio station WGLD (above) to visit with Scorpio (back to camera), who programs the stations underground music. With Winter is his manager Steve Paul.

(2) - Dick Weybright (Columbia salesman), Penny Paul (buyer for Handelman) and Columbia Branch Manager Mert Paul, are pictured (above) at the cocktail party hosted by Columbia prior to Johnny Winter's first performance at the Kinetic Playground.

WIOD Sales Growth Is Best In 43 Yr.

MIAMI - WIOD-Miami has had largest gain in sales volume in its years on the air during the first six months of this year showing a 40% increase in sales revenue.

Credit for this boom is given by station's general manager Viands, to the station's sales team with major factors in the success including weekly Monday morning meetings in which the salesmen engage in a free exchange of views, feelings and personal expressions. At the meetings new strategy is planned, and events of the week past are reviewed. The station, also, holds contests within the sales organization. If revenue meet or exceed the goal set, the members are rewarded.

WIOD is in competition with 23 local stations and 50 other stations reach the Miami area.

John Stewart Walking Away With A Hit "Armstrong"

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CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting week have added the following titles to their play list for the first time. Percentage figures on right include total plus the percentage title received in prior week or weeks.

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO ADDED TITLES PROG. SCHE TO DATE
43%	Suspicious —	Elvis Presley —	RCA	43%
40%	Baby It's You —	Smith —	Dunhill	48%
38%	Tracy —	Cuff Links —	Decca	72%
35%	Carry Me Back —	Rascals —	Atlantic	89%
32%	Make Believe —	Wind —	Life	73%
31%	Love Of The Common People —	Winstons —	Metro-Media	31%
30%	I Want You To Know —	New Colony Six —	Mercury	30%
28%	Love's Been Good To Me —	Frank Sinatra —	Reprise	28%
26%	And That Reminds Me —	Four Seasons —	Crewe	61%
25%	Going In Circles —	Friends of Distinction —	RCA	25%
23%	My Baloons Going Up —	Archie Bell & Drells —	Atlantic	23%
20%	Son Of A Lovin' Man —	Buchanan Bros —	Event	63%
15%	Something In The Air —	Thunderclap Newman —	Track	15%
14%	Delta Lady —	Joe Cocker —	A&M	14%
13%	Running Blue —	Door —	Elektra	13%
13%	Don't Forget To Remember —	Bee Gee —	Atco	13%
12%	The Ways To Love A Man —	Tammy Wynette —	Epic	12%
12%	No One For Me To Turn To —	Spiral Starecase —	Columbia	75%
12%	World —	James Brown —	King	12%
12%	The Weight —	Supremes & Temptations —	Gordy	12%
11%	Dismal Day —	Bread —	Elektra	11%
11%	We Gotta All Get Together —	Paul Revere & Raiders —	Columbia	11%
10%	We Can Make It —	Ray Charles —	ABC	10%
10%	The Lights Of Night —	Deni Lynn —	White Whale	10%
LESS THAN 10% BUT MORE THAN 5%				TOTAL % TO DATE
Heighly-Hi —	Lee Michaels	A&M	9%	Eternity — Vikki Carr — Liber
	Sausalito —	Ohio Express —	9%	
	Buddah			
	Pain —	Mystics —	Metro-Media	8%

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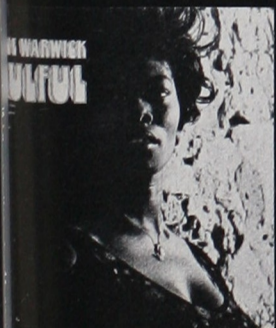
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Picks of the Week

ELVIS PRESLEY (RCA 9764)
Suspicious Minds (4:22) (Press, BMI — James)
 Elvis Presley is one of the very few real phenomenons in the music business and his singles just keep getting better. This one, a big-beat ballad, continues in Presley's new progressive format. An instant blockbuster. Flip: "You'll Think Of Me" (4:02) (Big Top, BMI — Shuman)

DIANA ROSS AND THE SUPREMES & THE TEMPTATIONS (Motown 692)
The Weight (3:00) (Dwarf, ASCAP — Robertson)
 Motown's own 'supergroup' combo are set for an across-the-board smash-eroo with one of the finest versions yet of the Band's oft-cut tune. Vocal work-outs are superlative and the big band arrangement puts the icing on the hit. Flip: "For Better Or Worse" (2:36) (Jobete, BMI — Sawyer, Hinton) Very fine side could see fully as much action as "The Weight."

WINSTONS (Metromedia 142)
Love Of The Common People (2:37) (Tree, BMI — Hurley, Wilkins)
 Distinctive vocal stylings from the Winstons that made "Color Him Father" a million-seller, now brings new depth to the well known "Love Of The Common People." A superb production job all around makes this follow-up a sure chart winner. Flip: "Wheel Of Fortune" (3:23) (Valando, ASCAP — Benjamin, Carroll)

CAT MOTHER AND THE ALL NIGHT NEWSBOYS (Polydor 14007)
Can You Dance To It? (3:55) (Cat Mother/Emm-Jay/Sea Lark, BMI — Smith)
 Diamond-hard rock'n'roll that moves straight ahead with hypnotic insistency spotlights the second release from Cat Mother. "Can You Dance To It?" retains much of the 'old time' flavor that made their first set a hit, while progressing musically. Flip: "Marie" (2:47) (Same pubs-Chin, Smith, Packer)

JOE COCKER (A&M 1112)
Delta Lady (2:51) (Skyhill, BMI — Russell)
 Joe Cocker had a mini-hit recently with "It's Alright." This new offering is a bright, hard, funky trip around the unique singer's vocal chords. Very strong side shapes up as possibly the most commercial single Cocker has ever done. Flip: "She's So Good To Me" (2:40) (TRO-Andover, BMI — Cocker, Stinton)

DYKE AND THE BLAZERS (Original Sound 89)
Let A Woman Be A Woman — Let A Man Be A Man (2:33) (Drive-In/Westward, BMI — Christian)
 Funky, dance-oriented side from Dyke and the Blazers is sure to be a chart item in short order. Powerful percussion, trademark of the group, and fine vocals make this a powerhouse r&b-pop hit. Flip: "Uhh" (2:39) (Same credits)

TOKENS (WB/7 Arts 7323)
End Of The World (2:45) (Summit, ASCAP — Dee, Kent)
 Straight-forward timely reworking of the old Skeeter Davis hit by the Tokens should be their strongest selling-point in some time. Song is taken at a slightly slower pace than the original and is given a touch of the Vogues. Flip: "I Could Be" (2:15) (Bright Tunes, BMI — Murgo, Murgo, Medress, Siegel)

Newcomer Picks

DENI LYNN (White Whale 328)
The Lights Of Night (2:40) (Saturday, BMI — Crewe, Weiss)
 Produced by Chips Moman, this new deck from Deni Lynn has all the makings of an instant monster: Gripping, beaty ballad that builds to a towering, exceptional chorus, brilliant pounding production, and sparkingly clear vocals from newcomer Deni Lynn. Already picking up airplay. Flip: No flip info available.

RADAH KRISHNA TEMPLE (LONDON) (Apple 1810)
Hare Krishna Mantra (3:35) (Trad. Arr. Mukunda Das Adhikary)
 Thousands of young people in this country are already familiar with this traditional Indian chant. Heavy, building production work by Beatle George Harrison can only add to the tremendous sales impetus. Flip: "Prayer To The Spiritual Masters" (4:00) (Same credits)

BRAINBOX (Elektra 45673)
Down Man (2:40) (Paradox, BMI — Lux, Akkerman)
 Tremendous mind-melting single comes from Dutch group Brainbox. Searing vocals, strong, heavy dance beat and progressive instrumentation make this Continental hit a super breakout. Flip: "Woman's Gone" (4:15) (Paradox, BMI — Lux)

Choice Programming

Choice Programming selections are singles which, in the opinion of our reviewing staff, are deserving of special programmer consideration.

MONKEES (Colgems 5005)
Mommy and Daddy (2:10) (Screen Gems/Columbia, BMI — Dolenz) Very different sound on this new Monkees outing. Message tune could be the one to get them back on top. Flip: "Good Clean Fun" (2:14) (Same pub-Ne-smith)

PROCOL HARUM (A&M 1111)
Boredom (2:50) (Belle Chat, ASCAP — Fisher, Brooker, Reid) Culled from the group's strong-selling LP "A Salty Dog," this lighter than usual side could find itself on the charts. Flip: "The Devil Came From Kansas" (4:33) (TRO — Andover, ASCAP — Brooker, Reid)

SEA TRAIN (A&M 1106)
Caroline, Caroline (2:50) (Open End, BMI — Kulberg, Roberts) Absolutely superb production in a big band progressive vein and rock-steady bass line could find receptive audience in FM underground market. Flip: "Suite For Almond" (2:37) (Open End — Kulberg)

MERRILEE RUSH (AGP 121)
Sign On For The Good Times (3:01) (Noma/SPR, BMI—Rabbitt, Matheny) Merrilee Rush, on the periphery of stardom with her last few releases, may well break into the charts with this building, country-tinged ballad. Flip: No flip info available.

LESLEY GORE (Mercury 72969)
Wedding Bell Blues (2:22) (Tuna Fish, BMI — Nyro) Lesley Gore may rebound right into the charts with this Laura Nyro-penned disc. Pleasant outing from the chantress. Flip: No flip info available.

BUTTERSCOTCH CABOOSE (AGP 117)
World Of Hurt (2:30) (Press, BMI — James, Spreen) Big beat, minor-keyed outing from Butterscotch Caboose is reminiscent of recent Grassroots charters. Could take off. Flip: "Sun Down Sally" (2:15) (Press, BMI — James, Christopher)

COLOSSEUM (Dunhill 4211)
The Kettle (4:19) (Dick James, BMI — Heckstall — Smith/Hiseman). Progressive jazz-blues deck from England's Colosseum. Heavy percussion and instrumental work make this a good bet for FM action. Flip: "Plenty Hard Luck" (4:20) (Dick James — Heckstall — Smith, Hiseman, Green-slade, Reeves, Litherland)

B.J. BAKER (Decca 732487)
The Melody Man (2:21) (Shamley, ASCAP — Goldenburg, McLelland) Slow, wistful ballad from B.J. Baker could see plenty of action via fans of TV's "Ironside" from which this comes. Flip: "Anywhere" (2:18) (Same credits)

CUPID'S INSPIRATION (Bell 818)
The Sad Thing (3:23) (Mother Mistro, ASCAP — King) Very powerful new deck from Britishers, Cupid's Inspiration, builds to a huge crashing climax. Excellent deep vocals add to effect. Could make it. Flip: "Look At Me" (2:22) (Mother Mistro-Lee, Needham, Morris)

JOE DOLAN (Decca 32504)
Make Me An Island (2:55) (Leeds, ASCAP—Hammond, Hazlewood) Hard, gritty vocals from Joe Dolan turned "Make Me An Island" into a top-tenner in Britain. This Tom Jones-styled ballad could repeat over here. Flip: "If You Care A Little Bit About Me" (2:15) (Leeds — Dunlop)

NEIGHBORHOOD BAKERY (Capitol 2590)
Movin' Along (2:42) (Blendingwell/Bakers Dozen, ASCAP — Tarcin, Civitella, Rosenberg, Siano) Pleasing blending of pop-r&b sounds from Neighborhood Party. Dancable big band tune. Flip: "A Waste Of Time" (2:19) (Same pubs-Tarcia)

EDDIE LOVETTE (Steady 002)
Little Bird Blue (2:00) (Jamerica/Vee Vee, BMI — Dixon, Lovette) Coming off his "Too Experienced" hit, Eddie Lovette may be right back in the chart with this lighthearted romp. Flip: No flip info available.

DE ANGELIS SINGERS (ABC 11176)
Get Yourself A Dream (2:30) (Ampco, ASCAP — Hamlisch, Marks) Lovely MOR deck from the massed-voiced De Angelis Singers could enhance many playlists. Flip: "If I Could Be A Kite" (2:20) (Ampco — Sosnik, Shuman)

GROOP (Bell 822)
The Jet Song (When The Weekend's Over) (3:17) (Sufi Pipkin, BMI — Ducey) Satin smooth vocals and production similar to "Up Up And Away" should garner "The Jet Song" plenty of attention. Strong insistant dance beat. Flip: "Nobody At All" (3:11) (Mr. Bones, BMI — Comanor)

LEROY HOLMES ORCH. & CHORUS (U A 50581)
Everybody's Talkin' (2:26) (Third Story/Coconut Grove, BMI — Neil) Instrumental version of the Nilsson-sung tune from the highly successful flick "Midnight Cowboy." May see good action. Flip: "The Bridge At Remagen" (2:52) (United Artists, ASCAP — Bernstein)

ROBERTA FLACK (Atlantic 2665)
Compared To What (3:21) (Lonport, BMI — McDaniels) Chunky, bluesy effort by Roberta Flack marks "Compared To What" as a single to watch closely. Vocals sound like a cross between Julie Driscoll and Peggy Lee and that can't be bad. Flip: "Hey, That's No Way To Say Goodbye" (4:07) (Stranger, BMI — Cohen)

NOEL (Tower 505)
Hey Yesterday Where's My My (3:07) (April/Blackwood, BMI Reid) Striking resemblance between this new Noel disc and Tim Rose's well-known "Morning Dew" could help insistant rocker reach the charts. Flip: "Come On Rain" (2:53) (Sa credits)

JERRY GOLDSMITH (Monum 1159)
Justine (2:29) (Fox Fanfare, BMI Goldsmith) Splendid instrumenter theme from the flick "Justine." Goldsmith has been responsible for many excellent tunes in the past and this no exception. Flip: "Carnival H Penning" (2:27) (Same credits)

BABY WASHINGTON (Cotillion 440)
I Don't Know (2:52) (East/San BMI — Crawford, Verga) This may be the winner Baby Washington needs to return her to the charts. Mid-spr&b workout with some fine production touches. Flip: "I Can't Afford To I Him" (2:27) (Press/Tracebob — mach)

GENE TAYLOR (Minit 32073)
You Got My Nose Wide Open (2:40) (Tracebob/Metric, BMI — Holi Womack) Lustrous r&b vocal stylings from Gene Taylor backed by a capable rhythm should garner plenty of interest for "You Got My Nose Wide Open." Flip: "Don't Go Away" (2:40) (Same pub-Womack)

JONI CREDIT (Happy Tiger Era 1)
A Girl Named Harry (2:58) (Barr BMI — Baugh, Miller, Jaeger) zany response to Johnny Cash's "A Girl Named Sue" may see action via current hit. Flip: "Harry's The" (2:10) (Same credits)

Z.Z. HILL (Atlantic 2659)
It's A Hang-Up Baby (2:35) (U BMI — Reeves) Strong vocal is turned in by Z.Z. Hill on "It's A Hang-Up Baby," his first single on Atlantic. Could find good r&b resp. Flip: "Suppertime" (4:11) (Qu BMI — Evans, Jenkins)

JACK JONES (Kapp 2022)
Mathilda (2:36) (Hill & Range, B Brel, Shuman, Jouannest) Fine version of Jacques Brel's frenetic "Mathilda" from Jack Jones may see action across the board with emphasis on MOR programming. Flip: No flip info available.

GENE THOMAS (TRX 5023)
Destiny's Children (3:05) (Joni Rose, BMI — Thomas) Progressive rocker moves into high gear with Gene Thomas at the vocal controls. Set was arranged by Tupper Scott of the Neon Philharmonic. Flip: "The More I Think" (2:40) (Same credits)

SAM HUTCHINS (AGP 120)
Big "D" Breakdown (2:41) (BMI — Jones, Thomas, Sam Wrightsil, Moore) Huge, tight line and some extra-fine vocals from Sam Hutchins up front, could "Big D Breakdown" into the charts. Flip: "I'm The One For You" (2:40) (Press — Thomas, Jones)

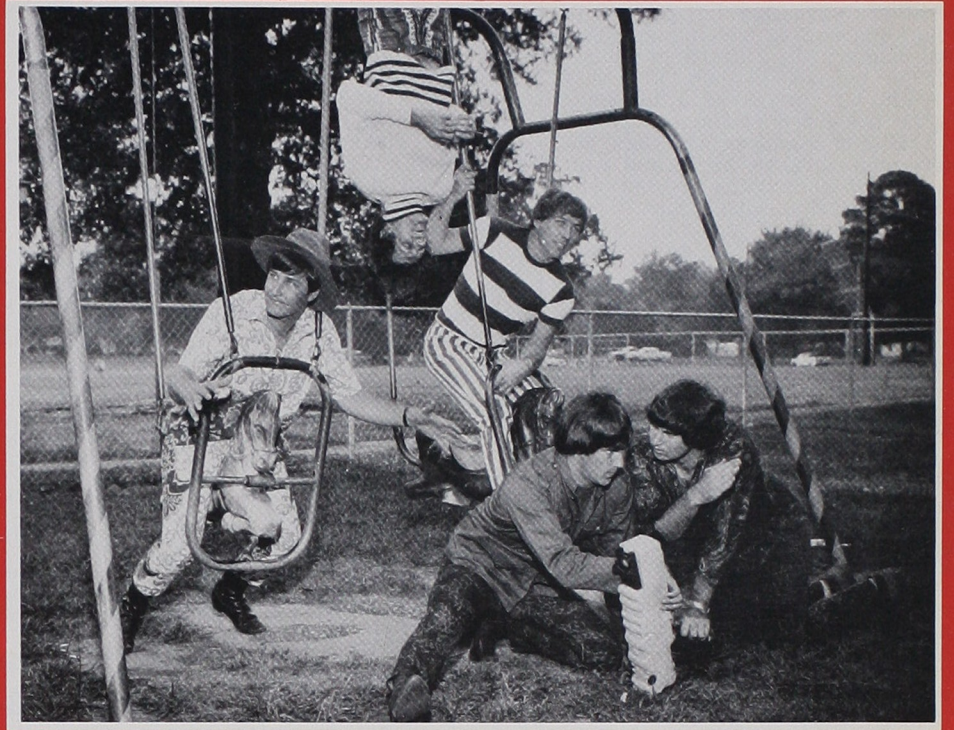
YELLOW BRICK ROAD (Laurie 500)
So Happy Baby (2:35) (Cotillion — Carbone, Zito) Happy, bubbly sounds from Yellow Brick Road combine with bright production to make "So Happy Baby" a good bet for teen action. Flip: "Tell Me I Failed You" (2:36) (S&J, ASC Mykiety)

BIG TOWN SOUND SENDERS (Of The Big Town 500)
Johnny I Love You (3:11) (Memphis, BMI — Jones) Soft sounds in an instrumental version Booker T. penned theme for "Johnny" may see MOR activity. Flip: "Hot Stuff Soul Food" (2:00) (I BMI—Ray)

CAPTAIN MILK (Tetragr 1542)
Hey Jude (3:28) (Maclen, Lennon, McCartney) Completing the-wall version of the famed hit may cause a wide stir for Captain Milk. The instrumental does the job but walk. Flip: "The Im Dream" (2:38) (Sam Fox, A Leigh, Aarrion)

POWERFUL PAIR

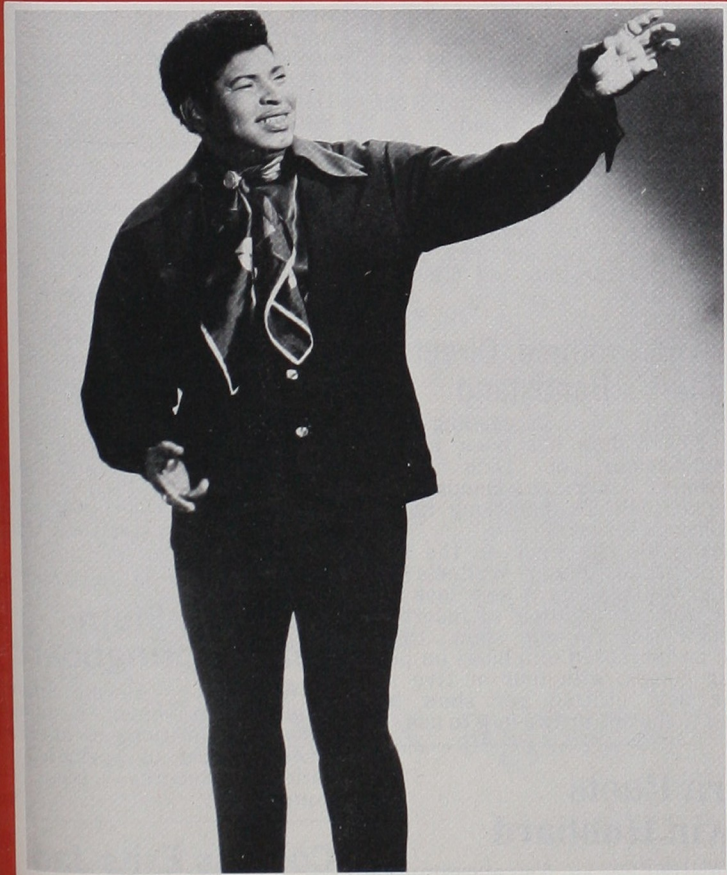
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Futterman: Creative Mgt. Needed In Changing Industry

NEW YORK — The changes in the music industry that have taken place in the last few years have made it necessary for people in the industry to alter their images of figures in the business, of artists, promotion men, executives, and managers, according to Lew Futterman, president of Concert House Productions.

Futterman, in association with Peter Paul, says that his goal is to develop more creative management in the industry. In Futterman's view, the music business is such today that the traditional image of a manager must be discarded to make way for a new kind of manager who does not merely sign acts, sit back, and wait to see which ones catch on, but who helps the act shape itself into a performing entity that not only takes the public's money but gives them something in return.

Futterman, who is responsible for much of the underground success of the Hello People, believes that the difficulty of getting a top 40 record is so great these days that a new performer, instead of struggling endlessly to get that elusive hit, might do a lot better to concentrate its energies and focus its talents toward developing an effective, appropriate, and "organic" live presentation. This is where, Futterman feels, the creative manager comes in. "The manager," Futterman says, "must work with the group to enable them to find a way of presenting their music and themselves on stage. Their stage manner cannot be superimposed on top of them. It must be organic. It must come from them. The manager can help the artist discover what that organic principle is." Futterman, with Peter Paul, has been in management for eight years. Having completed several days of west coast meetings with MCA executives on international booking for J.J. Jackson and the Greatest Little Soul Band In The Land, Futterman has returned to New York.

Publicity Firm Formed Saltman-Mirisch Chiefs

LOS ANGELES — Sheldon Saltman and David Mirisch have formed a new publicity firm, Saltman-Mirisch Public Relations, Inc. Saltman, public relations and promotion director for all of Andy Williams' Barnaby enterprises, and former director for advertising public relations and promotion for MCA and MCA-TV, together with Mirisch, who for the past six years has been a partner in the firm during the beginning of August.

Recording clients to be handled by the new firm will be: The 5th Dimension, Johnny Mathis, Roger Miller, The Lennon Sisters, The New Kingston Trio, The Four Freshmen, Gloria Loring, Peter Nero, Thelma Houston, The Craig Hundley Trio, Mel Torme, Ray Stevens, The Ventures, Mary Lou Collins, The Osmonds, Sue Raney, George Lindsey, Clay Hart, and Gary Lewis and the Playboys.

The Los Angeles offices are located in the Penthouse at 8831 Sunset Boulevard. Affiliate offices are: George and Bernie Bennett, New York; Howard Senor, Las Vegas; Sherman Wolf, Chicago; Patrick and John East, London; Dave Jample, Tokyo; Guillermo Vasquez, Mexico City; and Bermuda Schwartz, Miami Beach.

Smith-Greene Co-Prod. Deal

LOS ANGELES — Dallas Smith has entered into a co-production deal with Charles Greene, president of Etcetera Records for the purpose of recording Zorro Zarrey.

Smith, who produced Canned Heat, Bobby Vee and the Nitty Gritty Dirt Band in addition to establishing the Renaissance Disque Co. will co-produce Zarrey's first session with Greene in the next ten days.

Greene is also finalizing the purchase of a local recording studio with soundtrack looping facilities, which will function as a wing of his Entertainment Trust Corp. in Hollywood.

Thompson Moves To Smothers, Inc.

LOS ANGELES — Bill Thompson, Associate Producer of the Glen Campbell Goodtime Hour, has been given a leave of absence by the shows Producers Jack Shea and Cecil Tuck. Thompson will exit this week to join SMOTHERS INC., as Executive Assistant to Tom Smothers. Although leaving his AP post, he will continue as the announcer for the GOODTIME HOUR.

His first duty with SMOTHERS INC., will be the formation of SMOBRO TALENT, an artists management division.

Clark To Direct Creative Services At Command/Probe

NEW YORK — Sue C. Clark, most recently a freelance writer for such publications as Fusion and Soul Sounds and as New York correspondent for Rolling Stone, has been appointed as director of creative services of Command/Probe Records.

In the past she was executive secretary and assistant to John Levy (personal manager), Lloyd Leipzig (United Artists Records), Alain Trossat (Philips Records) and Bob Colby (Croma Music).

In making the announcement Joe Carlton, vice president and general manager of the firm stated, "It will be Miss Clark's responsibility to coordinate all creative activities including conceptualization of graphics and editorial matter."

Charlene Westcott Heads Consolidated

NASHVILLE — Charlene Westcott, formerly with World Wide Records, will be heading-up Nashville's Consolidated Record Enterprises, Inc. She will personally supervise all ends of the record production from the record tape to pressing to warehousing to shipping. Westcott has emphasized that "individual customer service with highest quality work is guaranteed to the quality of the master tape with a minimum amount of working time." The quickness and quality of the work "along with consultation with the customer regarding any phase of recording is our main objective."

Emily Bradshaw, Promotions By Emily, has been named publicity director for CRE, whose offices are located at 1181 A-Building, Division Street, Nashville, Tennessee.

Patricia Cox Named Polydor PR Rep

NEW YORK — Polydor Records has just named Patricia Cox as press and public relations representative. The appointment was made by Polydor Incorporated's president, Jerry Schoenbaum. Cox was formerly public relations director for The Rascals Organization, managed by Sid Bernstein.



BACKSTAGE — Atlantic artists Crosby, Stills, Nash & Young with label chief Ahmet Ertegun who was in town for the group's debut concert appearance. Above are (left to right, standing), Neil Young, Ahmet Ertegun, Steve Stills, Dallas Taylor, David Crosby, Graham Nash, (below) Greg Reeves, David Gefen (CMA) and Elliott Roberts (group's manager).

TRO Sets Deal With Evil Eye

NEW YORK — The Richmond Organization has completed negotiations to handle the administration of Evil Eye Music, pubbery for the Shel Silverstein-penned "A Boy Named Sue," currently a top hit for Johnny Cash.

The Evil Eye catalogue also includes all the songs recorded by Silverstein in his current RCA Victor LP, which includes his own version of "A Boy Named Sue."

Annual NBOA Convention To Be Held In Las Vegas

DES MOINES — Bill Gavin, well-known San Francisco radio program consultant will be one of the feature speakers at the 21st annual convention of the National Ballroom Operators Association. The sessions will be held this year at Caesars Palace in Las Vegas, Sept. 7 to 9th.

Gavin, who will address the convention at its opening session on Monday, Sept. 8th, will speak on: "What to expect in music trends in the future."

The ballroom operators will hold an open session on Monday with bookers, band leaders and others in industry.

Monday afternoon sessions will consist of work shop meetings with the bookers and band leaders in separate discussion groups on Rock, Over 28 and Polka music trends.

Tuesday sessions will be devoted to N.B.O.A. business matters with the ballroom operators holding roundtable discussions in the morning on such matters as employee relations, insurance, food services, maintenance, modernization and other industry problems.

Walton To Produce, Direct Dick Clark's Bandstand

NEW YORK — Succeeding Ed Yates, Kip Walton has been named producer-director of Dick Clark Productions' American Bandstand, the weekly ABC-TV hour-long Saturday afternoon series.

Entering its 12th year on the network, the show, under Walton's supervision will take on a new look for next season. In addition to incorporating new sets for the show, there will be an increased emphasis on performing guests, with four or five recording acts utilized per show, as opposed to the one or two now in use.

Tetra Pacts Edwin Hubbard

LOS ANGELES — Tetragrammaton has signed flutist Edwin Hubbard to the label. He will be known as "Captain Milk," the title of his initial LP recorded in Nashville. Prior to the album's release, Tetra is distributing the single, "Hey Jude."

Gallico Meets With New Partners, EMI, in UK

NEW YORK — Al Gallico, head of Al Gallico Music, has just returned from a trip to Europe where he met with his new partners, the giant EMI Corporation. EMI just purchased outright, the Keith Prowse Peter Maurice Publishing Company which owned 50% of Al Gallico Music of America.

In meetings with Len Wood, head of EMI, the two discussed some upcoming film ventures whose score will be released in America through the Gallico publishing arm.

Gallico was also advised that a material acquired in Europe by the Keith Prowse-Peter Maurice publishing companies under the direction of Jimmy Phillips, would continue to be issued in America by Gallico Music.

Gallico also indicated that there would be no association between Gallico Music and another EMI owned publishing set up, the Ardmore Beechwood complex.

Both will continue to operate autonomously.

BMI Opens Court Action On C'wright Infringement

BMI (Broadcast Music, Inc.), the music licensing organization, and its affiliated publishers, Cotillion Music Inc., East Memphis Music Corp., Dandellon Music Co., James B. Publishing Co., Earl Barton Music Inc. and Pronto Music, Inc., have instituted an action for copyright infringement in the United States District Court for the Western District of Louisiana against William M. Smilowner and operator of the Flamingo Lounge located at 901 N. Fourth Street, Monroe, Louisiana. The action alleges that their copyright musical compositions were performed at the Flamingo Lounge without authorization and in violation of U. S. Copyright Act.

In the complaint, the plaintiffs seek statutory damages together with attorneys' fees and court costs. The action was filed in the United States District Court for the Western District of Louisiana on August 19, 1969.

Sparago, Stein Leave Springboard

NEW YORK — Bernie Sparago and Ralph Stein have resigned their respective positions as president and vice president of Springboard International Records, Inc., effective immediately.

Cousins Exits Jad

NEW YORK — Gerry Cousins announced that she is resigning her post as general manager for Jad Records effective August 29. Miss Cousins will announce her plans for the future shortly.

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New Additions To Radio Playlists

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week.

WMCA — New York

Love Of Common People—Winstons—Metromedia
Delta Lady—Joe Cocker—A&M
(Upcoming LP) Maybe—Janis Joplin—Columbia
One Tin Soldier—The Original Cast—TA
Na Na Hey Hey—Steam—Fontana
I Want You To Know—New Colony 6—Mercury
The Weight—Supremes & Temps—Motown
Gimme Some More—Crazy Elephant—Bell
World—James Brown—King
LP—Running Blue—Doors—Elektra
Questions 67 & 68—Chicago—Columbia

WMEX — Boston

(Upcoming LP) Maybe—Janis Joplin—Columbia
Echo Park—Keith Barbour—Epic
Lodi—Al Wilson—Soul City

WKBW — Buffalo

Love Has Been Good—Frank Sinatra—Reprise
Sausalito—Ohio Express—Buddah
Running Blue—Doors—Elektra
Pain—Mystics—Metromedia
Noah—Bob Seger—Capitol
Your Good Think—Lou Rawls—Capitol
Kind Of Fool—Bill Deal—Heritage
Oh What A Night—Dells—Cadet
Everybody's Talkin—Nilsson—RCA
In A Moment—Intrigues—Yew
You, I—Rugbys—Amazon
This Girl—Gary Puckett—Columbia
Lodi—Al Wilson—Soul City

WEAM — Washington, D. C.

Make Believe—Wind—Life
Little Woman—Bobby Sherman—Metromedia
Lodi—Al Wilson—Soul City
Son Of A Lovin' Man—Buchanan Bros—Event
Sugar On Sunday—Clique—White Whale
That's The Way—Marvin Gaye—Tamla
LP—Dismal Day—Bread—Elektra
LP—Heighy-Hi—Lee Michaels—A&M
MidDay
Tracy—Cuff Links—Decca
Vanilla On My Mind—Yellow Pages—Uni
Long & Lonely World—Colette Kelly—Volt
Love & Let Love—Hardy Boys—RCA

CKLW — Detroit

Son Of A Lovin' Man—Buchanan Bros—Event
Make You Mine—Lou Christie—Buddah
Suspicious Mind—Elvis Presley—RCA

WQAM — Miami

Rain Must Fall—Cascades—Uni
Harlan County—Jim Ford—Sundown
Move Over—Steppenwolf—Dunhill
Tracy—Cuff Links—Decca

KILT — Houston

Suspicious Mind—Elvis Presley—RCA
Want To Know You—New Colony 6—Mercury
Baby It's You—Smith—Dunhill
Dismal Day—Bread—Elektra
Carry Me Back—Rascals—Atlantic
Hot Fun—Family Stone—Epic
The Ways To Love A Man—Tammy Wynette—Epic
We Can Make It—Ray Charles—ABC
Loves Been Good—Frank Sinatra—Reprise

WFIL — Philadelphia

Can't Get Next—Temptations—Gordy
No One For Me—Spiral Starecase—Columbia
Hot Fun—Family Stone—Epic
Your Good Think—Lou Rawls—Capitol
Baby It's You—Smith—Dunhill
Oh What A Night—Dells—Cadet

WIXY — Cleveland

Eternity—Vikki Carr—Liberty
Time Machine—Grand Funk R.R.—Capitol
Goin' In Circles—Friends Of Distinction—RCA
Suspicious Mind—Elvis Presley—RCA
Something In The Air—Thunderclap Newman—Track

Delta Lady—Joe Cocker—A&M

Make Believe—Wind—Life
That Reminds Me—4 Seasons—Crewe
Tracy—Cuff Links—Decca
Baby It's You—Smith—Dunhill
Can't Find The Time—Orpheus—MGM
What's The Use—Jerry Butler—Mercury
Hold Me—Baskerville Hounds—Avco—Embassy

WIBG — Philadelphia

Gotta Get Together—Paul Revere—Columbia
Make Believe—Wind—Life
That Reminds Me—4 Seasons—Crewe
Jack & Jill—Tommy Roe—ABC

WRKO — Boston

That Reminds Me—4 Seasons—Crewe
That's The Way—Marvin Gaye—Tamla
Gonna Make You Mine—Lou Christie—Buddah
Keem-O-Sabe—Electric Indian—U.A.

WQXI — Atlanta

Tracy—Cuff Links—Decca
Something In The Air—Thunderclap Newman—Track
When I Die—Motherlode—Buddah
Jean—Oliver—Crewe

Everybody's Talkin—Nilsson—RCA

Love Of The Common People—Winstons—Metromedia
Hot Fun—Family Stone—Epic

WDGY — Minneapolis

Birthday—Underground Sunshine—Intrepid
This Girl—Gary Puckett—Columbia
Your Good Think—Lou Rawls—Capitol
Soul Deep—Box Tops—Mala
Sugar On Sunday—Clique—White Whale
Jean—Oliver—Crewe
Hot Fun—Family Stone—Epic
I'd Wait A Million Years—Grass Roots—Dunhill
That's The Way—Marvin Gaye—Tamla

KXOK — St. Louis

Suspicious Mind—Elvis Presley—RCA
Carry Me Back—Rascals—Atlantic
Rain—Feliciano—RCA
I Want You To Know—New Colony 6—Mercury
Going In Circles—Friends Of Distinction—RCA
My Balloons Going Up—Archie Bell—Atlantic
Can't Find The Time—Orpheus—MGM
Make Believe—Wind—Life
Don't Forget To Remember—Bee Gees—Atco
Tracy—Cuff Links—Decca

WMAK — Nashville

What Kind Of Fool—Bill Deal—Heritage
Everybody's Talkin—Nilsson—RCA
Sugar On Sunday—Clique—White Whale
That Reminds Me—4 Seasons—Crewe

WMPS — Memphis

My Balloons Gone Up—Archie Bell—Atlantic
Suspicious Minds—Elvis Presley—RCA
And That Reminds Me—4 Seasons—Crewe
Grub Worm—Harlow Wilcox—Plantation
Sugar On Sunday—Clique—White Whale
Light Of Night—Dinny Lynn—White Whale

WLS — Chicago

That's The Way—Marvin Gaye—Tamla
Make Believe—Wind—Life
Jesus Is A Soul Man—Lawrence Reynolds—WB
Tracy—Cuff Links—Decca
Everybody's Talkin—Nilsson—RCA
A.M.—Love Has Been Good—Frank Sinatra—Reprise

WABC — New York

That's The Way—Marvin Gaye—Tamla
Share Your Love—Aretha Franklin—Atlantic
Hot Fun—Family Stone—Epic
Keem-O-Sabe—Electric Indian—U.A.
Love Of The Common People—Winstons—Metromedia
Move Over—Steppenwolf—Dunhill

WOKY — Milwaukee

Carry Me Back—Rascals—Atlantic
Maybe Rain Will Fall—Cascades—Uni
Gotta Get Together—Paul Revere—Columbia
Jack & Jill—Tommy Roe—ABC
That Reminds Me—4 Seasons—Crewe

WCAO — Baltimore

Goin' In Circles—Friends Of Distinction—RCA
Bluegreens On The Wing—Wm. Truckaway—Reprise
Baby It's You—Smith—Dunhill
The Weight—Diana Ross & Temptations—Motown
We Can Make It—Ray Charles—ABC
Suspicious Mind—Elvis Presley—RCA

KIMN — Denver

Can't Get Next—Temptations—Gordy
Baby It's You—Smith—Dunhill
Together With Him—Moon Rakers—Shamley
Your Good Thing—Lou Rawls—Capitol
Evil Woman—Crow—Amaret
House Of The Rising Sun—Joey Scasbury—Dunhill

KFRC — San Francisco

Hot Fun—Family Stone—Epic
Suspicious Mind—Elvis Presley—RCA
Sign On For The Good Times—Merrilee Rush—AGP
Tracy—Cuff Links—Decca
Color Of My Love—Jefferson—Decca
Baby It's You—Smith—Dunhill

KYA — San Francisco

Carry Me Back—Rascals—Atlantic
Jingo—Santana—Columbia
Hot Fun—Family Stone—Epic
Baby It's You—Smith—Dunhill
Share Your Love—Aretha Franklin—Atlantic

KRLA — Pasadena

Hurt So Bad—Lettermen—Capitol

KHJ — Hollywood

Suspicious Mind—Elvis Presley—RCA
Baby It's You—Smith—Dunhill
Gonna Make You Mine—Lou Christie—Buddah
The Way Love Is—Marvin Gaye—Tamla
Lights Of Night—Deni Lynn—White Whale
Keem-O-Sabe—Electric Indian—U.A.

WKNR — Detroit

Everybody's Talkin—Nilsson—RCA
Jean—Oliver—Crewe
In A Moment—Intrigues—Yew
You, I—Rugbys—Amazon
Sausalito—Ohio Express—Buddah
World (Pt. 1)—James Brown—King
Sugar Bee—Mitch Ryder—Dot
What's The Use—Jerry Butler—Mercury
You'll Think Of Me—Elvis Presley—RCA
Tracy—Cuff Links—Decca
Son Of A Lovin' Man—Buchanan Bros—Event
Time Machine—Grand Funk R.R.—Capitol

KQV — Pittsburgh

In A Moment—Intrigues—Yew
The Way Love Is—Marvin Gaye—Tamla
Baby It's You—Smith—Dunhill
A.M.—Daddy's Little Man—O.C. Smith—Col
Loves Been Good—Frank Sinatra—Reprise

WDRC — Hartford

Hurt So Bad—Lettermen—Capitol
What's The Use—Jerry Butler—Mercury
No One For Me To Turn To—Spiral Starecase—Col.
Your Good Thing—Lou Rawls—Capitol
Nobody But You Babe—Clarence Reid—Alston

KLIF — Dallas

Suspicious Minds—Elvis Presley—RCA
Make Believe—Wind—Life
Running Blue—Doors—Elektra
Don't Forget To Remember—Bee Gees—Atco
We Gotta All Get Together—Paul Revere—Columbia
My Balloons Gone Up—Archie Bell—Atl.
World—James Brown—King
And That Reminds Me—4 Seasons—Crewe
September Song—Roy Clark—Dot

WMPS — Memphis

Tracy—Cuff Links—Decca
Don't It Make You—Joe South—Capitol
Suspicious Minds—Elvis Presley—RCA

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Chicago Tours Canada

NEW YORK — Chicago, currently on the charts with both an LP and a single, will begin a tour of Canada this month. The announcement came from Larry D. Fitzgerald, president of the Epimetheus Management division of Jaems William Guercio Enterprises, Inc.

Following appearances at the New Orleans Festival (1) and the Electric Factory in Philadelphia (5,6.), Chicago begins its tour of Canada. The tour will take them to: Carlton University, Ottawa (10); University of Windsor, Ontario (11); University of Western Ontario (12); and, on the 13th, an afternoon concert at University of Toronto, and an evening concert at University of Waterloo. Upon returning to the States, Chicago will play Cornell University (14), and then return to Canada for Waterloo Lutheran, Waterloo (16), McMaster University, Ontario (20), and Bishop's University, Quebec (21).

Paramount Releases 'What A Lovely War'

NEW YORK — The soundtrack album for "Oh! What a Lovely War" has just gone on sale through-out the country. The LP is released by Paramount Records, and was adapted, arranged, and conducted by Alfred Ralston.

Fame And Price To Score Films

NEW YORK — Currently involved negotiations to score two motion pictures to be released later this year are Georgie Fame and Alan Price. Fame whose latest single is entitled "Peaful," is the candidate most likely score the film "Entertaining Mr. Sloane," while Price is prime candidate to score "Spring And Port Wine." Both Fame and Price are represented by the Robert Stigwood Organisation.



NOTABLE RELEASES — On the record scene, composer-pianist Cy Coleman, who founded his own record company, Columbia, and relaxing with him is singer Steve Leeds, whose single, "It's A Nice Face," will be the first release by the company. Coleman feels that the tune, which is from the score of the film "Sweet Charity," composed by Coleman, will be an important contender for an Academy Award. "It's A Nice Face" is being distributed by Julie Rifkind organization. Cy Coleman will shortly present himself on the Notable label as a pianist with an orchestra.

**And The Hits Just
Keep On Coming...**

**AND THAT REMINDS ME
THE 4 SEASONS**



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