

Billboard

NEWSPAPER

NEWSPAPER

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The International
Music-Record-Tape
Newsweekly

CARTRIDGE TV PAGE 17

HOT 100 PAGE 72

TOP LP's PAGES 74, 76

Billboard Plans World Country Award Salute

By MIKE HENNESSEY

LONDON—Billboard will inaugurate the International Annual Country Music Awards at the Third International Festival of Country Music, to be presented by promoter Mervyn Conn at the Empire Pool, Wembley, near London, in April 1971.

Billboard, which has always given powerful support to the development of country music and originated the American country music awards, is thus recognizing the increasing international popularity of country artists. It was Billboard's Country Music Awards which were first used as the basis of a national award.

(Continued on page 78)

72¢ Single In England

By BRIAN MULLIGAN

LONDON—The plan on selling singles at a low price introduced by Track on the U.K. chart-topping Jimi Hendrix release will be retained as a "permanent aggressive selling device."

Director Kit Lambert said that the experiment of releasing the three-track Hendrix single at 72 cents.

(Continued on page 65)

Women Inmates Hurdling Jail Walls as Performers

By ELIOT TIEGEL

LOS ANGELES — Women inmates are being allowed outside prison walls to perform on records.

Denny Hall, who pioneered a prison concert circuit 17 months ago, has found six girls from the Corona (California) Womens Penitentiary. They perform as the Astrological Soulers backup group on a new

Disk, Tape Promotions Pulling Youth to Montgomery Ward

By EARL PAIGE

CHICAGO — Montgomery Ward & Co. is establishing a "young image" for its stores through the merchandising of its records and tapes departments, believes Al Geigel, the chain's record and tape buyer. He believes that records and

tapes are important in attracting young people to the store who will go on to become even more important customers.

This is why he is very conscious about meeting the competition in price, especially in singles, and why he is en-

thusiastic about artist promotions in the 364 M-W stores that handle records and tapes.

The most recent promotion was with the Capitol Records group, the Bugaloos. Geigel said that the important thing about the promotion was that it not only attracted the kids—but the parents came in, too, and went off to other departments to buy.

Profit Made

As important as records and tapes are in the image building process with young consumers, Geigel insists that his stores make a reasonable profit on the items. "I think you should meet price competition—don't be lower or higher—but meet it." Since M-W is promoting records and tapes as never before, the indication is that the huge retailer often establishes competitive situations. M-W recently advertised a Grand Funk Album with a double-fold advertisement in the Chicago Tribune only to see another store promote it 40 cents cheaper. "We made money on our merchandise," Geigel said, "and it sold right out."

Cotillion's "Woodstock" LP is an important point with Geigel. He said that he felt that stocking it in the M-W stores was a communication force with young people. "When a buyer for another chain told

(Continued on page 6)

Catalog Still Record Backbone: Hammond

By PAUL ACKERMAN

NEW YORK—"The concept of catalog is very much alive and increasingly we are realizing that phony stereo is not the only thing selling records." This is the view of John Hammond, director of talent acquisition for Columbia Records.

Hammond stated that as a result of the exceptional sales being racked up by the Bessie Smith packages on Columbia, he was scheduling "in-depth" packages of Billie Holiday and Louis Armstrong. Columbia will also do a compilation of Count Basie's recordings during his seven years on Columbia and its affiliated labels, Okeh and Vocalion. All these are rescheduled for early 1971, Hammond added. He also noted that the Benny Goodman Carnegie Hall concerts are being released this month on tapes and cassettes.

Hammond traced the upsurge in blues and jazz buyer interest to several factors. One of these is the comeback of the in-depth retailer in major markets all over the country. Literally dozens of such new stores have opened, and these, together with the inventory carried by such outlets as Korvette's, the Sam Goody chain, Discount Records and King Karol—which have always stocked catalog—are sparking interest in the great music of

(Continued on page 12)

VIDCA Gets Global Surge

PARIS—Tremendous world-wide interest has been sparked by the planned VIDCA Exhibition and the associated Cartridge Television Conference (jointly sponsored by VIDCA and Billboard Publications Inc.) set for April next year, according to organizer Bernard Chevy.

Although the event is still five months away, already more than 20 companies have registered as exhibitors at the VIDCA exhibition, including Philips and the EVR Partnership. In addition there will be exhibits from firms based in France, Britain, Italy, Switzerland, Denmark and Spain.

Registrations for the 1st International Cartridge TV, Video-

(Continued on page 6)

Electro-Voice Bares Stereo-4 Decoder Unit

By MIKE GROSS

NEW YORK—Electro-Voice, Inc., has laid the groundwork for a new concept of recording and playback. It has come up with a fully compatible 4-channel record and the hardware to play it. Electro-Voice, a manufacturer of electronics, and electro acoustic devices based in Buchanan, Mich., is expected to unveil its Stereo-4 System in New York within the next two or three weeks.

Records and hardware will be available in limited quantities by late December, and availability

(Continued on page 8)

KONP Goes To Cassette

By CLAUDE HALL

PORT ANGELES, Wash. — KONP, a 250-watt station here managed by George Buck, has gone to a cassette tape equipment system. Many stations are using cartridge systems and WSB in Atlanta was experimenting with a cassette unit for on-the-scene news reports used on a delayed basis. But KONP, so far as is known, is now engaged in wide use of cassette systems.

(Continued on page 40)

Parties Popping as Labels Play Loose With Tight \$\$

NEW YORK—The continual cries of "tight money" and "slow collections" have not dampened the record industry's ardor for party-giving. The record companies have been on a cocktail party and luncheon binge the past few weeks, and it looks like there will be no letup until the Christmas holidays.

The "affairs" are of various size and quality, running the gamut from the rock environs of Ungano's to the posh splendor of the Hotel Plaza. The cost varies, too, but it's understood that one record company recently shelled out \$2,000 for a luncheon.

Prime reason for the party

(Continued on page 78)

(Advertisement)

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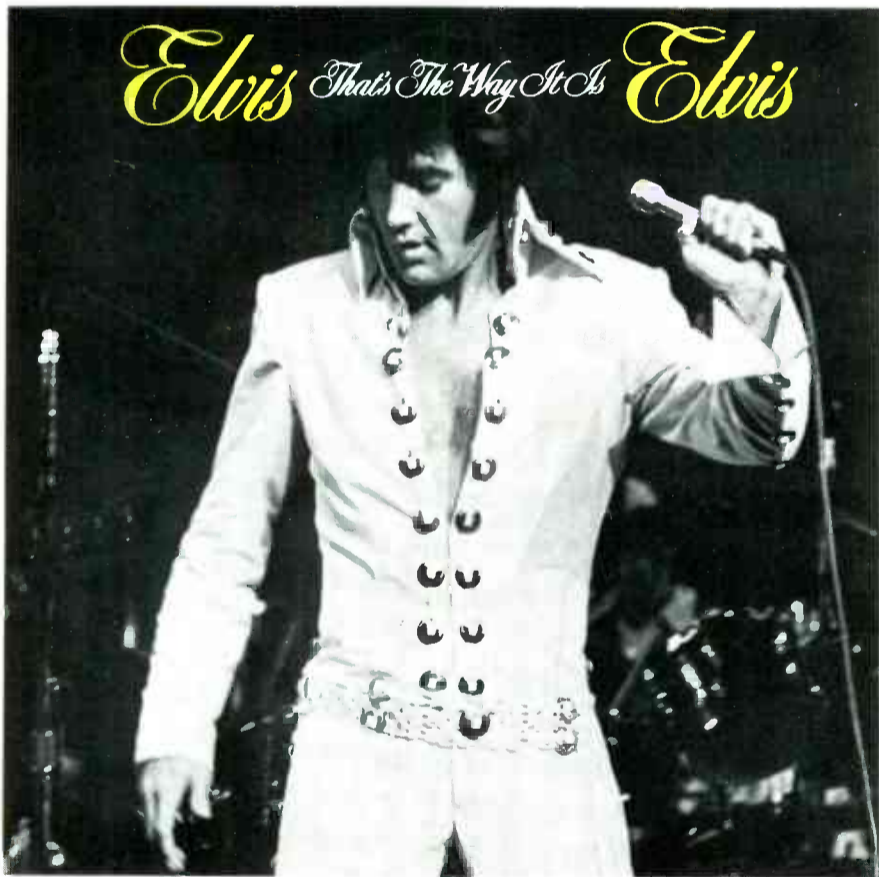


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Director of Photography LUCIEN BALLARD
Film Editor HENRY BERMAN A.C.E.

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2. TWENTY DAYS AND TWENTY NIGHTS

3. HOW THE WEB WAS WOVEN

4. PATCH IT UP

SIDE 2

1. YOU'VE LOST THAT LOVING FEELING

2. I'VE LOST YOU

3. JUST PRETEND

4. STRANGER IN THE CROWD

SEE
THE MGM PERSONAL APPEARANCE
FILM AT THEATERS WORLD WIDE
 Directed by DENIS SANDERS
 Director of Photography LUCIEN BALLARD
 Film Editor HENRY BERMAN A.C.E.

SIDE 1
 I Just Can't Help Believin' (1:48)
 Twenty Days and Twenty Nights (1:58)
 How the Web Was Woven (1:58)
 Patch It Up (1:58)
 Mary in the Morning (1:58)
 You Don't Have to Say You Love Me (1:58)

SIDE 2
 You've Lost That Lovin' Feelin' (1:58)
 I've Lost You (1:58)
 Just Pretend (1:58)
 Stranger in the Crowd (1:58)
 The Next Step is Love (1:58)
 Bridge Over Troubled Water (1:58)

Arranged by Gus Duggan
 Harmonica & Organ Arranged by Carl Smith
 Horns & Strings Arranged by Bob Thiele
 Drums Arranged by Bob Thiele
 Piano Arranged by Bob Thiele
 Alto and Strings Arranged by Bob Thiele
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 The Super Hits. Quoted through the courtesy of Atlantic Records.

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PK-1652

Now available through your RCA Distributor.

Merc Plans 19 Meets to Show December LP/Tape Releases

CHICAGO — Mercury Records sales personnel embark Monday (7) on what is believed to be the largest number of sales meetings in the company's history. The 19 meetings, at which Mercury's December LP/tape releases will be previewed, ends on Friday (11).

Heading the sales team will be Lou Simen, vice president of marketing; Jules Abramson, national sales manager, and the four Mercury regional marketing managers, Bill Singer (East), Frank Peters (Midwest), Tom Colley (South) and George Steiner (West).

There will be 14 pop albums and 13 classical LP's released by Mercury. Of those, 13 pop and six classical will be released on 8-track and cassettes. Harry Kelly, national tape sales manager, and Carman La Spina, regional tape manager, will present the tapes.

ITA Plans Office in Japan—OK European Expansion

NEW YORK—The International Tape Association will establish an office in Japan to service the growing number of leading Japanese manufacturers joining the organization.

The decision was taken at a meeting of the Board held here recently. According to Larry Finley, executive director of the ITA, the Board, under the leadership of Oscar Kusisto, president of Motorola Automotive Products, also agreed that it should immediately expand its operations in the European area.

Said Finley, "The decision that the ITA should move im-

WB Using TV Spots On Beefheart LP

LOS ANGELES — Warner Bros. will merchandise a Captain Beefheart LP with 60 second TV commercials slotted on late night movie shows. This marks WB's first utilization of TV spots. The artist wrote the script and was involved in the entire production. Larry Secrest and Jon Fizzle handled the filming and production. The LP is "Lick My Decals Off, Baby."

White Whale Gets Express Product

NEW YORK—White Whale Records has acquired the worldwide rights to the product of Liz Damon's Orient Express on the Makaha label. Makaha Records is a Hawaii-based firm.

White Whale is rushing into release a single titled "1900 Yesterday" and an album titled "Liz Damon's Orient Express."

Chisa Tie on Masekela Concerts

SAN FRANCISCO — Chisa Records, distributed by Motown Records, will release live recordings of the "African-American Concerts," a Huge Masekela production. The live concerts were performed at the newly reopened Harding Theater. Appearing with Masekela and his seven-piece group were the Union of South Africa and singer Letta M'bulu.

The meetings will be held Monday in New York, Cleveland, Detroit, Dallas, Los Angeles and San Francisco; Tuesday in Hartford, Conn., Minneapolis, Atlanta and Seattle; Wednesday in Washington, St. Louis, Charlotte and Denver; Thursday in Philadelphia, Chicago and Nashville, and Friday in Milwaukee and New Orleans.

RCA Going Sky-High Dec. 11 On Promotion of Sky Group

NEW YORK — Friday (11) will be "Sky Day" at RCA Records. All RCA personnel on the East and West Coasts, as well as field and sales people will concentrate, on that day, on the promotion of the newly signed rock group, Sky, and their just

mediately into the European market was triggered by the growing interest shown in the association by European manufacturers."

Meanwhile, the ITA Board has approved the membership of Agfa-Gevaert and Wabash Tape Corp., two leading raw tape manufacturers; and Allison Audio Products, a prominent duplicator.

Louis Ligator, of Allison Audio will serve on the ITA Duplicator Committee, while Arthur Anderson of Wabash, and Maria Curry of Agfa-Gevaert will serve on the Raw Tape Committee.

The ITA has also formed a new membership committee to be chaired by Gerald Orbach of JVC, America, Inc. Serving on the committee with Orbach are Jeffrey Berkowitz, Matsushita Corp.; Irving Stimler, Optronics Libraries; Mel Posner, Elektra Records, and George Sadtler, TDK Electronics.

WB M.O. Set Sells for \$3

LOS ANGELES — Warner Bros. has created a mail-order three-record set, "Loony Tunes and Merrie Melodies" which will sell for \$3.

The LP, a sampler for current and upcoming product on the WB and Reprise labels, is the fourth sampler created by the company over the past year.

WB's merchandising director Hal Halverstadt assembled the tracks. These include performances by Jimi Hendrix and John Sebastian.

The company is also creating a series of black and white artist photos for sale to consumers in boxed sets. This project developed out of WB's creation of posters for in-store display and radio station promotion. Eighteen acts were photographed and mailed out in the initial campaign. The company will advertise the posters and then print information about them and the sampler on the inner sleeve of all WB and Reprise LP's.

AIRPLANE WILL ZOOM LABEL

SAN FRANCISCO — The Jefferson Airplane, now on RCA Records, are planning to establish a record label. Augie Blume, formerly chief of record promotion for RCA Records, said last week that he was organizing the label for the group, which would feature not only the Jefferson Airplane but other artists.

released first album, "Don't Hold Back."

To spearhead the promotion, a saturation radio spot campaign has been planned with a 10-second spot scheduled every hour for 24 hours on Friday (11) on every Top 40 and underground station in the top 10 market throughout the country.

On "Sky Day," a banner will be hung in the lobby of RCA Records' headquarters in New York with the legend "Sky," while the word "Sky" will be flashed that evening on RCA's West Coast office building. Telephone operators will answer the phones with the message, "Sky Day," along with the usual greeting, and all outgoing mail that day will carry the Sky imprint. Top level executives and field personnel will be making phone calls to radio stations, distributors and retailers to promote Sky.

In addition, the West Coast executive personnel will spend Friday afternoon (11) visiting disk jockeys, retailers and distributors with copies of "Don't Hold Back." The New York promotion staff will be passing out Sky albums to people who normally would not be receiving them, such as secretaries, telephone operators and other personnel at radio stations. Promotion men throughout the country will be executing their own promotion ideas at the radio station level.

A Sky billboard at the site of the Whisky A-Go-Go in Los Angeles was unveiled Dec. 1 and will remain there for a month. The group will be performing for press and disk jockeys at a party to be held at the Club Gregar in Los Angeles which is owned by managers George Greif and Sid Garriss.

To follow up "Sky Day," RCA is preparing ads to run in various underground newspapers, as well as two special 50-second radio spots, one for FM underground stations and one for AM stations. A specially designed poster will be serviced to major retail outlets throughout the country, as well as Sky streamers and window displays. Plans for a cross-country tour for Sky are in the works.

OMPC, Scotte Pact

OAKLAND, Calif. — OMPC Records, headed by Tim O'Malley, has acquired distribution rights for Scotte Records and will use the label as a breaking ground for new talent. First release will feature the Richmond High School Concert Band. Newest artist signed to OMPC is Minter Rudy.

Variety Is Spice of Life: A&M's Friesen

LOS ANGELES—A record company has to cover the broad spectrum of music rather than being pigeonholed into one specialty area, believes Gil Friesen, A&M's executive vice president.

"Our great asset is our roster which goes from the Carpenters to Joe Cocker. We're not a soft or hard sound label; we're a music label. Our product represents a variety of musical styles," Friesen said.

The label's new LP release represents this broad spectrum, with new American vocalist Gary Wright, formerly with Spooky Tooth; Paul Winter and his Consort, Brasil 66, Cat Stevens and two Ode 70 titles by Don Everly and Barry McGuire and the Doctor. It is Everly's first solo album.

Chuck Kaye, the label's a&r head, found Wright. Cocker has just completed his first LP in Muscle Shoals under Denny Cordell's aegis.

A&M has been moving steadily into such areas of pop music as jazz with Quincy Jones and Paul Desmond to hard sounds with Lee Michaels and Humble Pie. "It's dangerous," continued Friesen, "to be labeled either hard or soft. You have to be

concerned about the quality of your product rather than the amount of artists signed to your roster."

Amos Firms Move & Set Up New Studio

LOS ANGELES — Jimmy Bowen's Amos Productions and Amos Records have moved to new quarters which will be home for a new recording studio. The production company and its engineering and a&r staff are now located at 1400 Cahuenga Blvd.

Part of the building will be developed as the recording studio, according to Amos' Bill Cassidy. Amos Engineering is the wing of the company which supplies freelance technical persons to record companies and artists.

Bowen has been using a camper truck as his on-location office when doing recording sessions. The camper, with the Amos Productions logo on the sides, is used by Bowen for holding conferences and discussing dates with artists.

'Two by Two' Equals Large Number of Record Action

NEW YORK—The Richard Rodgers-Martin Charnin score for the Broadway musical, "Two by Two," is picking up lots of disk action. The musical, which opened last month, marks Rodgers' 50th year in the musical theater and star Danny Kaye's return to the musical theater after an absence of nearly 30 years.

The original cast album of "Two by Two" has just been released by Columbia Records, and the label is also releasing two cuts from the album, "Two by Two" and "You," sung by Kaye, as a single.

The title song has already been recorded by the Arnold Golan Singers (New Age-London) and the Jimmy Wisner Orchestra and Chorus (Wizdom Records). Tony Bennett (Columbia) and Frank Porretta (ABC) have recorded the show's top ballad, "I Do Not Know a Day I Did Not Love You." In addition, the Golan Singers have done "Hey,

Girlie," and the Wisner Chorus "Something, Somewhere."

Recordings of other songs from the score are being readied by Burl Ives (Bell), Tennessee Ernie Ford (Capitol), and Andre Kostelanetz (Columbia). Also, a special LP with five songs from the show will be released early in January on Mio International and Ampex.

Vocal solos have already been printed on the title song, "I Do Not Know a Day I Did Not Love You," "Something Doesn't Happen" and "An Old Man." The "Two by Two" vocal selection and easy-to-play piano selections will be out shortly, to be followed by choral and marching band arrangements for educational use.

EMI, Cap Deal With TV Maker

LOS ANGELES—EMI and Capitol Industries have signed a production-music publishing arrangement with television producer David Dortort's companies.

Involved are administration and subpublishing by EMI to music from the scores of Dortort's two NBC shows, "Bonanza" and "High Chaparral." His publishing companies are Open-Dor and Good Time. Good Time Productions will create a minimum of six albums for Capitol Records. The first, music from "Bonanza," featuring the Xanadu Pleasure Dome, was released last month.



KAREN AND Richard Carpenter hold their gold record for "Close to You." The LP of the same name has also been certified by the RIAA as a gold disk.

For More Late News

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Byrds Look to Fly, Propelled By New Mgr & New Sound

LOS ANGELES—The Byrds have a new manager, former producer Terry Melcher, and a sound built on a synthesis of styles.

Melcher, who produced the band's first four LP's for Columbia, has just a&red its newest Columbia package, "Untitled." Roger McGuinn, founder of the band in 1964, reports the group is "pulling out of the country music thing and is getting into more of a synthesis of sounds."

This new sound incorporates rock, jazz, Indian music, the guitarist said. McGuinn said he's tired of playing countrified songs—a groove the band had fallen into during the past two years—and is now looking for a broader pop sound which incorporates acoustic instruments.

"Acoustic instruments are coming back," he said, adding that it is important to keep a balance between acoustic and amplified instruments. "We're

trying to keep our levels down as opposed to five years ago when we were oblivious to levels." The band turns down its levels during concerts which allows for a "better vocal balance in the public address systems." Everything is miked off the guitar amplifiers.

Conservatory Opens Studio

BALTIMORE—The Peabody Conservatory of Music has a recording studio and will produce tapes of student and faculty performances. Charles Thompson will direct the studio activities; he has been named chairman of the new Radio and Television Production Committee which will also include Paul F. Case, Cal Lampley, G. David Nottingham, and Mrs. Robert V. Walsh.

Tapes produced in the studio will be made available to radio station for special programs. The Peabody faculty and student body contains artists of international reputation. Performances will include both ensembles and soloists.



DAVE MILLER'S new budget label, Gold Award Records, receives a special kickoff in London, as Ian Miles of Record Merchandisers, right, unveiled the line at a press party. From left, Miller; Miss Eva Ruber-Stair, Miss World 1970; Monty Preskey of Pye Records; and Miles. Record Merchandisers is one of the leading rack operations in the U.K. Gold Award has sales commitments of three million albums in the next two years in U.K.

'Love You' Gives Bell First 2 Mil Single

NEW YORK—Bell Records has achieved its first two million sales single. "I Think I Love You" by the Partridge Family. And Bell president Larry Uttal said "The Partridge Family Album" is now approaching \$1 million sales mark. Wes Farrell produces the Partridge Family product, which is exposed on the ABC-TV network series as well as on regular radio airplay.

WNEW PLAY CHANGES SET

NEW YORK—Although considered to be the leading easy listening station, WNEW will make drastic changes in programming in the near future and cutting back on music by installing a two-hour phone sports show hosted by Marty Glickman 11 p.m.-1 a.m. The historic "Milkman's Matinee" will be cut to 1-5 a.m., Gene Glavin will be 5-9 a.m., William B. Williams will be 9 a.m.-1 p.m., Julius LaRosa 1-5 p.m., and Jim Gearhart 5-9 p.m. It was not yet decided who will do the 9-11 p.m. slot. Bill Hickok will do fill-in work; Sandy Becker and Tony Murphy are leaving the station. Evidently the air personalities will be doing six days a week live and taping their shows for the seventh day, as an economy move by the station.



NORMAN GREENBAUM and Joe Smith, left, Warner Bros. Records executive-president hang up the artist's first gold single, "Spirit in the Sky."

'Y' to Feature ASCAP Writers In Seminars

NEW YORK — ASCAP lyricists will be featured in a series of seminars at the 92nd St. YM-YWHA beginning Sunday (13). The series is entitled "Lyrics and Lyricists," and is being sponsored at the "Y" with the co-operation of the Billy Rose Foundation.

The kickoff evening (13) will feature E. Y. (Yip) Harburg, Betty Comden and Adolph Green will appear Jan. 10; Sheldon Harnick on Feb. 14; Johnny Mercer will be presented on March 4, and Stephen Sondheim will take over on April 11.

Maurice Levine, artistic director of the music department of the "Y," is producing the series. The charge for the series of five evenings is \$10, or \$2.50 for a single lecture.



ALICE MCEUEN, niece of Uncle Charlie, a figure on the Nitty Gritty Dirt Band's new Liberty/UA LP, stands below a giant poster on the Sunset Strip promoting the package.

CMS Offers Music Education Via Classical LP's & Texts

NEW YORK—CMS Records, essentially a spoken-word line, is branching into music education through classical records packaged with texts as teaching aids. Leon Golovner of CMS, who reports that his label's volume has been consistently doubling, cited the texts, prepared by David Hall, as study guides.

The guides, inserted in copies of the series first 12 titles, include lists of works, which should be listened to, by the composer featured in the LP (but not specific recordings of these works), and recom-

mended readings on these composers. The first 12 LP's contain music and commentary previously available on Desto Records.

According to Golovner, the inserted guides are the series' most important selling tools, containing information not generally included in liner notes.

(Continued on page 68)

Label Launched By Music House

NEW YORK—Dick Lavsky, president of the Music House, commercial music production firm, has launched a new label, Music House Records.

First group signed to the label is the Happy Mice. They have recorded "Music Moustro Please" b/w "The William Tell Overture."

Music House Records will be located at 16 East 48th St.

Label Formed by Partners in Sound

NEW YORK — Partners in Sound, headed by Paul Levinson and Ed Fox, has formed a record label, Happsad Records. The first release by the label is a single "Merri-Goes-Round," b/w "Raincheck" by Trousers. An LP by the group is planned for January release. Happsad records will be distributed in the New York area by Beta Distributors. Negotiations are under way for distribution on a national scale.

AUTRY DISK CO. HIT BY FIRE

LOS ANGELES — Fire destroyed much of the building housing Gene Autry's Republic Records last week. The building formerly housed Autry's radio station KMPC, now located up the street on Sunset Blvd. When Autry vacated the building two years ago, he retained space for his reactivated record label plus several publishing firms. Damage was estimated around \$50,000.

Tangerine, Equipe In Joint Deal

LOS ANGELES—Tangerine Records will be distributed in Brazil by Equipe, with the American label handling exclusive U.S. releasing of Equipe's roster.

The pact is Tangerine's first in which it takes on distribution of one of its licensee's products. Among Equipe's acts which the Ray Charles label will introduce in this country are the Los Danzanos Orchestra, the Bossa Quatro Group, Brazil Rhythm '69, the Sounds, Rio Band, Pops and Liverpool Group.

MGM Handles Heintje in U.S.

LOS ANGELES—MGM has begun distributing records in the U.S. by Heintje, who is released in Europe by Philips. The association is the newest alliance between the two companies which have been holding merger talks. Mike Curb, MGM's president, says the talks are maintaining and that Philips continues to be the only company with which MGM is discussing any affiliation.

Philips has been assigned the MGM line in several European markets, with the Heintje deal the first for a European act in this country. Heintje is the 14-year-old pop vocalist whose appeal has broadened to the U.S.

Anka Firm Gets 'People' Rights

NEW YORK—Spanka Music, Paul Anka's firm, has acquired the Canadian and U.S. rights to "Mysterious People." The song has been recorded in the U.S. by Frank Sinatra, in Canada by Vince Hill and in England by Val Doonican and Cilla Black. The song was written by Hal Sharper.

Meantime, Anka is preparing his debut album for Barnaby Records, as well as a date in England on Jan. 5 to to tape the "Tom Jones Show."

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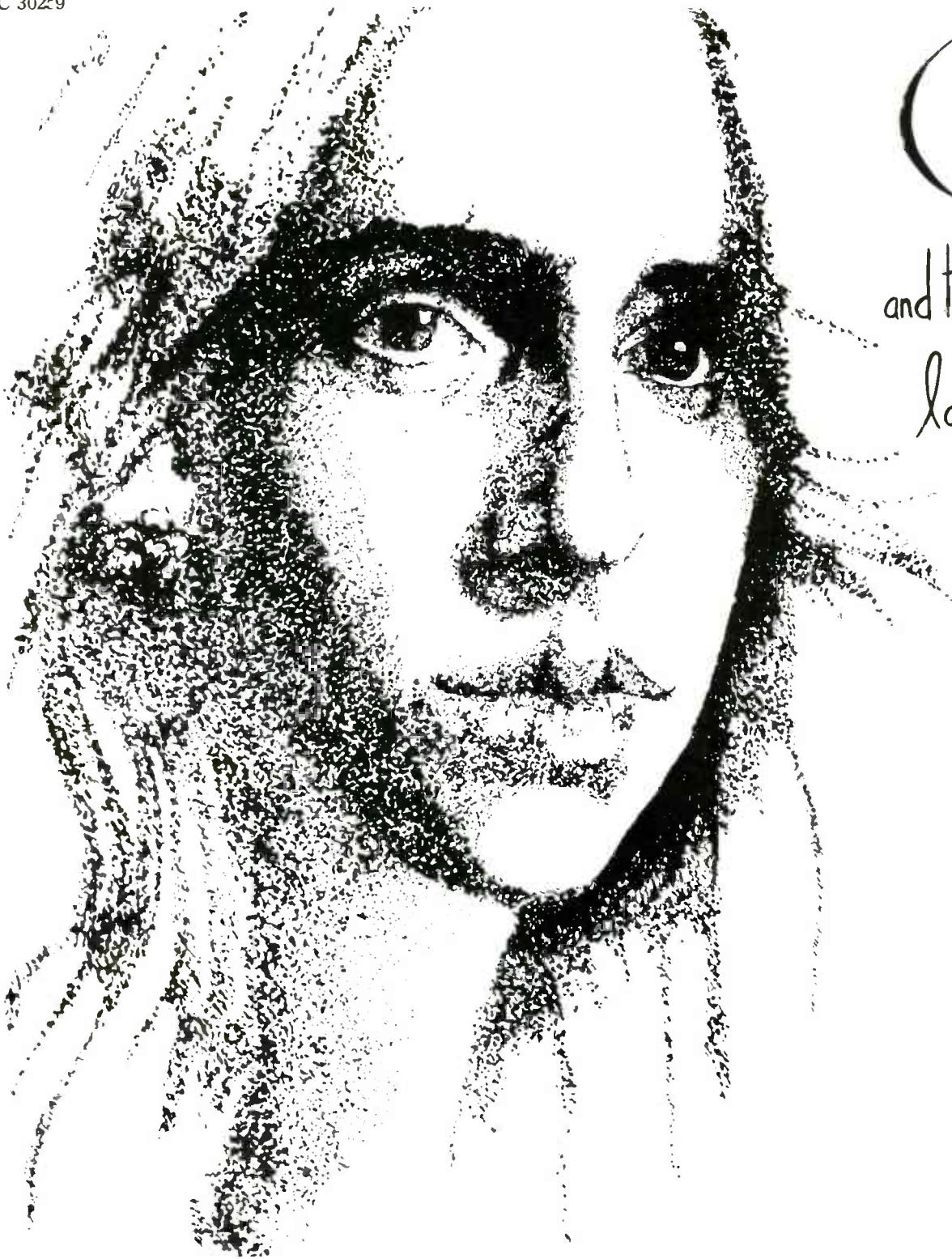
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Gold Awards

Merle Haggard's "Okie From Muskogee" LP on Capitol Records, has been certified for a gold record by the RIAA.

The RIAA has certified the Hot Wax single, "Somebody's Been Sleeping" by 100 Proof (Aged in Soul), as a million-selling single.

KC 302E9




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and the beads of sweat
Laura Nyro

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On Columbia Records  and Tapes

Billboard

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Vol. 82 No. 50

Meyers' Studio & Merc in Deal

BUFFALO, N.Y. — Mercury Records has signed an exclusive distribution deal with Jerry Meyers' Act-One Recording Studios here. Charles Fach, Mercury vice president, explained that Act-One was "an excellent 8-track studio."

Meyers formerly was national promotion manager for Smash Records and head of Buffalo's Action One-Stop. He produced Joe Jeffrey's successful "My Pledge of Love" last year. Assisting him at Act-One will be Bill Levy, chief engineer and producer, and Larry Rizzuto, engineer-producer.

Tapes and films, as well as recordings, are planned by Meyers, who is seeking songwriters, jinglewriters, producers, engineers, artists, studio musicians, and promotion men. Meyers explained, "there's a Motown sound, a Memphis sound, and I can see no reason why there can't be a Buffalo sound. This town is about to have a musical explosion."

Lelan Rogers, Chappell Pact

NEW YORK — Chappell & Co. has wrapped up a long-term international agreement with Lelan Rogers Enterprises, Inc. The latter company includes House of Fox Records, Lelan Rogers Music, and House of Fox Music. Lelan Rogers, head of Lelan Rogers Enterprises, indicated that his organization, now heavily into soul, would evolve to a broader based organization as a result of the new agreement.

VIDCA Gets Global Surge

• Continued from page 1

cassette and Videorecord Conference are also coming in from all parts of the world, said Chevy's office.

A spokesman for the VIDCA office said, "What is already apparent is that the interest in this conference, which is ushering in a whole new era in the realm of communications, goes far beyond the frontiers of the music industry. Registrants include advertising agencies, pharmaceutical companies, bankers, book publishers and numerous industrial companies."

Youth Promos

• Continued from page 1

me he wasn't stocking it because of its controversial words, I asked him about "Hair," which had some four-letter words. He told me hadn't thought of it that way," Geigel said. "I told him he better think about it because young people think about such inconsistencies."

Geigel did not try to "jam" the "Woodstock" LP down store managers' throats. One store manager was worried and he told him to forget the package rather than create a problem with local parents or church groups. Geigel added, "Don't forget, the album made money."

The M-W stores are serviced by Transcontinental, Handleman and J.L. Marsh.

Executive Turntable

Margo Knesz named national promotion director, GRT Records. She was previously coordinator, national sales and promotion for the label. She joined GRT from Atlantic where she worked in sales and promotion. Fred Love, director of marketing, commented: "Margo becomes the first female national promotion manager for a major record company."



KNESZ



BOONE



GROSSMAN

★ ★ ★

Jim Fogleson named a&r director of country music for Paramount and Dot Records. He was previously an executive producer for RCA and will relocate in Nashville. . . . Joe Maimone promoted into the area of trade liaison, Capitol Records from district promotion manager. He was previously branch sales representative and territory manager for the company. He will continue to be based in New York. . . . Frank Lyndon named membership artist-relation representative for the East Coast office, ASCAP. He was formerly staff writer with United Artist Music and lead singer with the Belmonts.

★ ★ ★

Ashley A. Boone Jr., formerly an executive with United Artists and CBS-Cinema Center films, named administrative assistant to Berry Gordy Jr., president of Motown. . . . Lawrence F. Sklover appointed manager of the television department, ASCAP. . . . Arthur M. Grossman named manager, administrative services, Eastern operations, Capitol Records. He was formerly an artist royalty accountant with the company.

★ ★ ★



KNIZE



STERN



GENTRY

Leon J. Knize appointed vice president, licensing, CBS EVR division. He was previously chief executive officer with the PEG Group, marketing consultants. . . . Robert Berkovitz named head of advertising and promotion, Dolby Laboratories. He was in a similar position with Acoustic Research Inc., Cambridge, Mass. . . . Samuel Stern appointed executive vice president, Seeburg Corp., Delaware. He will continue as chairman of the Chicago-based Williams Electronics division. . . . C. J. (Red) Gentry

named director of sales and marketing Motorola branded automotive sound products. He was previously manager of automotive sound products for Motorola's consumer products division. . . . Lew Segal, former editor of Show and Entertainment World, has been appointed West Coast publicity director for Mercury Record Corp. . . . Happy Wilson rejoins Central Songs as general professional manager of the Nashville office. He was previously with the Central Songs Nashville office seven years. He will now administrate, along with his staff, Central Songs, Freeway Music, Beechwood Music, Capitol Music, Rock Music and Borwin Music.



SEGAL



HANK WILLIAMS JR., sings "Rock in My Shoe," as he passes in front of Macy's in the annual Thanksgiving Day parade in New York. The tune is Williams' latest MGM Records release.

Jimmy Webb's first single: "P.F. Sloan" (1978)



After writing million selling songs for everybody else, Jimmy L. Webb now writes them for himself. The new songs are on his first album, Words and Music. On Reprise Records (RS6421) Japan Via Ampex.

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Stereo-4 Decoder

Stereo-4 Decoder System Is Developed by Electro-Voice

• Continued from page 1

will be accelerated in the new year.

Electro-Voice's Stereo-4 record is totally compatible. It can be played normally on existing monaural or even two-channel reproducing equipment with no change whatever. In fact, even to recreate full four-channel sound from a Stereo-4 record, the current in-home record player and phonograph cartridge is used. No additional frequency-range requirements are placed on either manufacturing or playback equipment.

Of special importance to record manufacturers is the fact that current cutting and pressing equipment and techniques are used with no modification. Record grooves are no more complex than a standard two-channel stereo recording.

According to Electro-Voice, the Stereo-4 System enables broadcasters to transmit 4 channels of information, again using existing two-channel transmitting equipment, that is completely compatible whether being received on monaural, two-channel or four-channel setups. Electro-Voice claims that no action is required by the FCC, thus broadcasters can be on the air immediately.

The Electro-Voice System is entirely applicable to any form of tape reproduction as well. Cassette or cartridge reproducing units could be manufactured in-

corporating the Stereo-4 decoder at lower cost than four-head machines and with fewer technical difficulties.

Signal Decoded

The Stereo-4 system takes 4-channel program material and encodes it into two channels of information with negligible distortion noise, phase shift, or other signal degradation. It does not depend on multiplexing or signal switching. The signal is decoded at the playback location, recreating four different sound channels without frequency splitting or dynamic "gimmicking."

The Stereo-4 System requires only a relatively unsophisticated encoder in the home. Encoders are now being manufactured by Electro-Voice, and these will be available in quantity by mid-December. Final prices have not been established, but the encoder enabling an FM station to broadcast 4-channel, using either 4-channel tapes or live pickup as a source, or to enable a recording studio to produce compatible 4-channel records, will represent an investment of less than \$1,000.

Small Unit

The encoded signal can be received and reproduced as 2-channel or monaural sound in existing standard home or automobile systems where a decoder is not used. The decoder is a small unit that plugs into any existing stereo system as easily as a tape recorder. The suggested retail price of the decoder is expected to be about \$50. To reproduce the four channels, any true 4-channel sound system like this requires four amplifier chan-

nels and four speakers (two more than present stereo systems). With the Electro-Voice system, no change is needed in any of the elements of the system.

Electro-Voice has already demonstrated its Stereo-4 System to most of the major set manufacturers and it has been indicated that several will use the Electro-Voice decoder at the earliest possible opportunity with production estimates running into the hundreds of thousands. Just as the early days of stereo created an enormous interest in stereo records and stereo demonstration disks, so again, in the opinion of E-V executives, will 4-channel record reproduction. Several smaller labels will have 4-channel records in production.

One of the significant features of the Electro-Voice system is the enhancement of existing stereo material. E-V claims that the use of the Stereo-4 decoder in the home will expand any existing two-channel source material (FM broadcast, records, or tape) to four independent channels of sound. Some industry observers who have listened to exhaustive demonstrations of the Electro-Voice system believe that this stereo enhancement, without regard to 4-channel records, would make this development significant. While major claims are not being made for this feature, it does mean the consumer will not consider his existing library of 2-channel records or tape obsolete.

Stereo-4 is the joint development of Leonard Feldman, one of the contributors to multiplex broadcast techniques, and Jon Fixler, an independent inventor.

Famous, Para Execs to N.Y. After a Tour

NEW YORK—Key executives of Famous Music Corp. and Paramount Records have returned here after two weeks of regional visits to present the picture of the record company's new organization structure and the label's first major product release to distribution personnel.

William P. Gallagher, Famous Music president, and Pug Pagliara, director of advertising and product planning, visited the Western half of the U.S., while Jack Weidenmann, executive vice president, and Joe Lyons, marketing vice president, visited Eastern cities.

Gene Block accompanied Gallagher and Pagliara, while Larry Baunach accompanied Weidenmann and Lyons.

Women Inmates Hurdling Jail Walls as Performers

• Continued from page 1

sition, "Through My Window."

The move with inmates marks a new turn in Hall's show business career which began 17 months ago, when he was released from jail. Up until last April he had worked with a country band and a Hawaiian revue for fairs and in Las Vegas, stopping to play free shows for convicts. Last spring he dropped the Hawaiian revue and, in August, discovered the six Corona girls while doing a show at the prison.

Corona warden Iverne Carter agreed to let the girls perform outside the walls. She said this would provide a community service by showing people "they don't have to be afraid of prisoners."

Five of the seven girls have hearings set within the next few months. If paroled, they may form a professional group.

An ex-Corona inmate, Sherree Wallace, painted the front and back covers for Hall's album and, according to Hall, Capitol is interested in having her do other projects.

Ken Nelson, the label's veteran country producer, signed Hall after he saw him on a TV show. Hall had hired Capitol's remote equipment to tape the LP as a private venture, but the label hoped to release the album under its own logo.

The girls are not allowed to receive any money. So Hall

and the broadcast union, AFTRA, hold monies for them.

Members of the Astrological Soulers have been serving time for such crimes as robbery, assault with a deadly weapon, forgery and narcotics. Warden Carter lauds their singing outside prison. "The more legitimate exposure to the constructive community any woman has, the better off she is."

The girls have appeared at the Troubadour, San Diego State College, and on the Merv Griffin and Steve Allen TV shows, at other women's prisons and at a Los Angeles Junior Chamber of Commerce luncheon. Two security guards accompany the girls to all engagements.

Hall is planning to tape his next Capitol LP in Vietnam before military audiences.

Hall plans to spend six weeks in Vietnam doing the project, and hopes to leave sometime after Christmas when he comes off his parole period and can leave the country.

Pet Care Series Is For 4-12 Yr. Olds

NEW YORK—The Pet Care Records series, designed to teach children how to care for household pets, is geared to appeal to the 4-12 year-old age bracket and not just 12-year-olds as erratummed in last week's Billboard.

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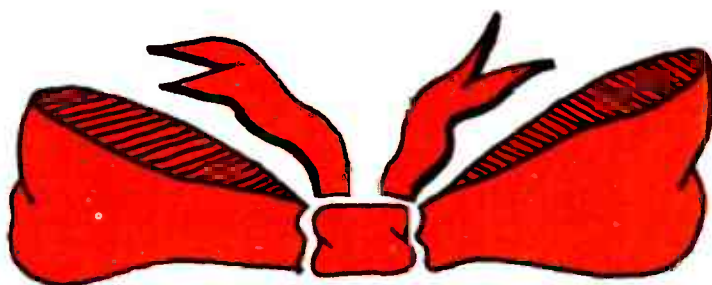
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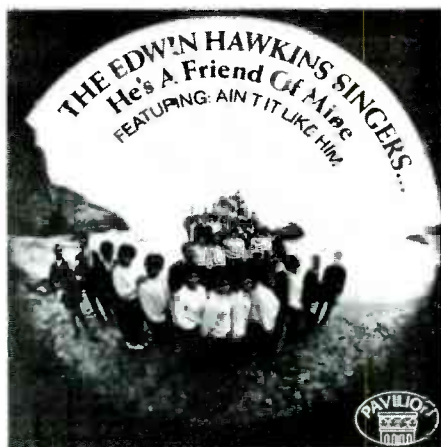
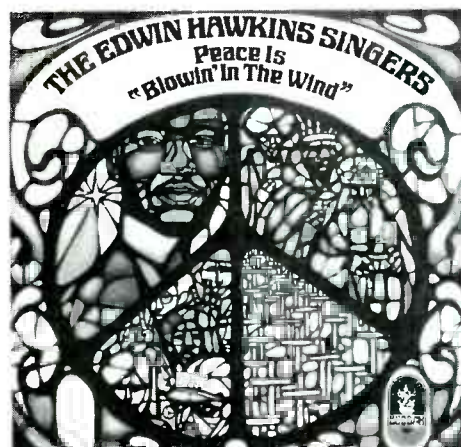
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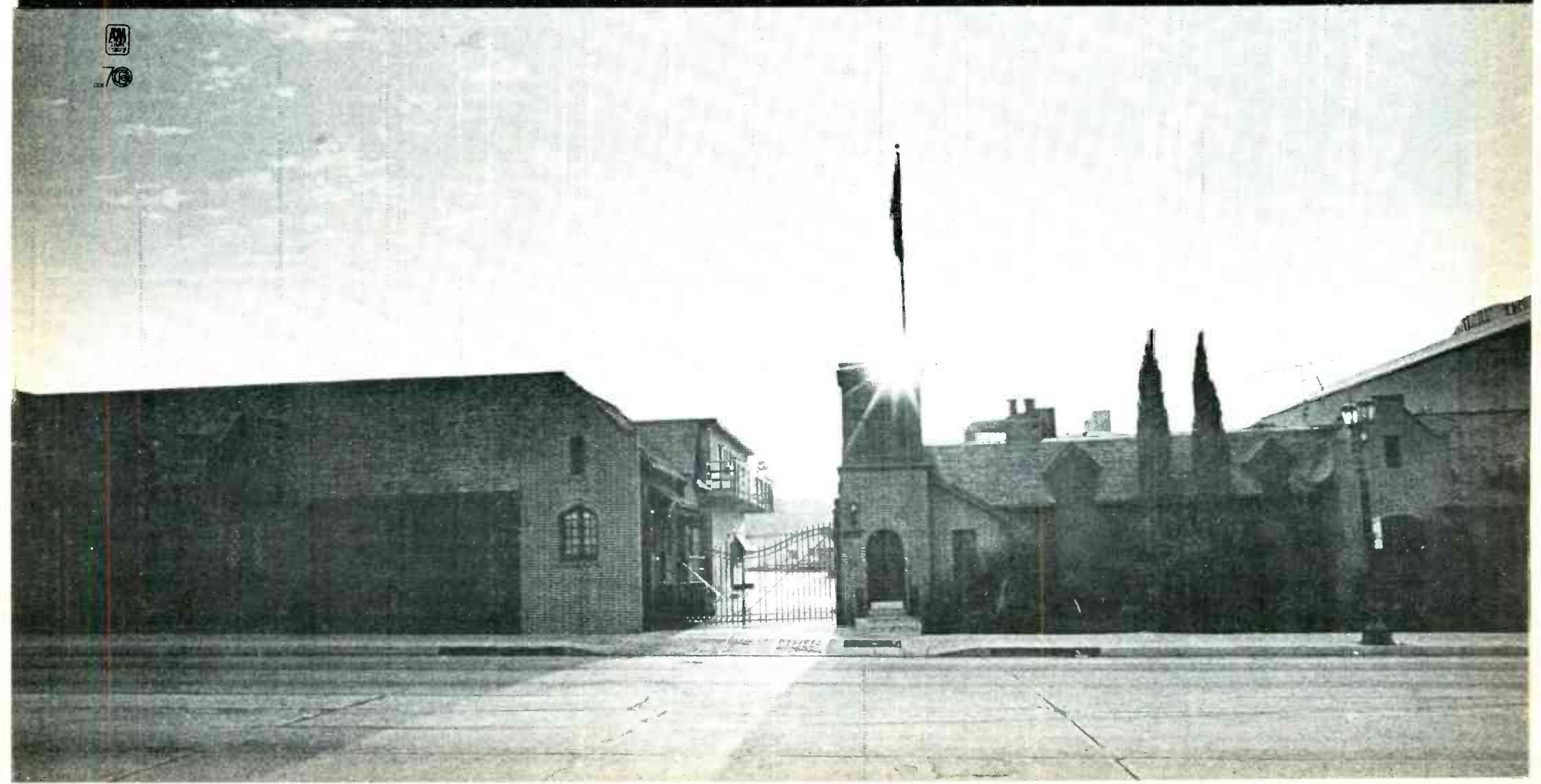
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BARRY MCGUIRE & THE DOCTOR
 SERGIO MENDES & BRASIL '66 "Stillness"
 DON EVERLY "Don Everly"



Tape CARtridge

RCA Inks Duping Pacts With Decca Ltd, M'Sound

By RICHARD ROBSON

LONDON—RCA has concluded agreements with British Decca and Metro-sound for duplication of some of the U.S. independent's tape product. All RCA's cassettes and cartridges have previously been imported from Rome and the move appears to be the first step toward switching manufacture of the company's tape from Italy to the U.K.

The agreements take effect immediately, and all 12 albums in the company's December tape release will be manufactured in this country. Decca is handling cassette product and the Metro-sound manufacturing subsidiary, Tape Duplicating, 8-track albums.

Alan Bull, RCA's market planning manager, told Billboard

that Decca and Metro-sound would only be duplicating new product and that back catalog material would continue to come from Rome. Bull also added that the new arrangements were "more of an experiment than a longterm deal."

He said, "RCA's policy with tape duplicating is to keep the manufacturing profits inside the company. However, it's obviously cheaper to make the tapes in this country and this is a step in the right direction."

When the company opened its Washington, County Durham, disk pressing plant earlier this year, provision was made for the installation of tape duplicating equipment. But Bull said it was still not known when Washington would start manufacturing cassettes and cartridges.

GRT, Supported by Capital Plan, Gears for '71 Growth Program

By BRUCE WEBER

SAN FRANCISCO—Although differing views are offered by the industry as to when the economy will turn, GRT is bullish, as espoused by Alan J. Bayley, president of GRT, the firm recently obtained a private placement of \$5 million in subordinate notes to give his company working capital for a moderate growth program for fiscal 1971.

How quickly the tape industry will resume its growth rate will be measured by the supply and cost of money at retail and wholesale levels.

"As credit becomes easier at those levels, the empty pipelines between the consumer and the manufacturer will begin refilling," Bayley contended. "This will result in a sharp upsurge of our business. It could perhaps be an over-reaction that could last until the pipelines are filled and normal growth can be resumed."

He feels the pipeline-filling could occur in the latter part of GRT's 1971 fiscal year. However, the exact timing "will depend largely on credit conditions at retail and wholesale."

Industry analysts predict that the tape business will continue to grow even though that growth has temporarily flattened. How quickly the industry will resume its spiral depends on how quickly credit conditions improve.

"When the growth posture of

the industry does resume," Bayley said, "we'll be in a favorable position to take advantage of it."

"Our physical facilities require essentially no additional investment (GRT sold and leased back its new headquarters building in Sunnyvale, Calif.), and our working capital is in satisfactory condition."

Notes Placed

The chief factor in GRT's growth, as Bayley sees it, is the placement of 6-year notes with SMC Investment Corp., an investment company managed by Shareholders Management Co.

(No principal repayment is required on the notes until the end of the third year, at which time \$800,000 is due. Additional \$800,000 principal payments are due every year thereafter, with the remaining balance due Oct. 29, 1976. Included in the placement were 625,000 common stock purchase warrants exercisable at \$7.50 per share. The warrants terminate after 8½ years.)

"The placement is the extent of the private financing planned that also involves equity," Bayley said. "We are attempting to move some of our short-term debt into long-term debt, but that would not involve any equity, or any warrants, or anything approaching an equity instrument."

As a result of the placement and sell-lease back of the headquarters building (and by dissolving its unprofitable venture with Blue Thumb Records), GRT's balance sheet has improved. As of Oct. 31, 1970, GRT had \$1.5 million in cash, against about \$470,000 at June 30. Total current assets were approximately \$20.5 million versus \$17.6 million. Total assets increased to \$33.5 million from \$31.3 million.

Short-term bank borrowings decreased from about \$10.5 million to about \$6.5 million. Long-term debt increased from about \$2 million to \$7 million. Working capital increased to \$6.4 million from about \$440,000 on June 30.

Expansion Areas

Bayley feels GRT has several expansion areas, such as pre-recorded music tapes, records, blank audiotape and cartridge production, equipment for pre-recording, custom tapes for entertainment, education and industry, and blank videotape.

In addition to the negative economy picture, GRT sales and earnings were also affected by losses at Chess Records and continued start-up expenses of GRT Records.

Chess sales were down sharply and the Chess Records Division suffered substantial losses. To solve some problems, GRT has transferred Chess Records from Chicago to New York and has incorporated it into GRT Records Group.

"An encouraging segment of our record activity is Janus Records," Bayley said. "In its start-up year, Janus has made a contribution in both volume and profits."

According to Bayley, "the problems we have had with our phonograph records business in the past two quarters are considered to be temporary."

Credit Affected

GRT's prerecorded tape busi-

ness, which grew at an unusually high rate, also was affected by the difficult credit conditions. "Although GRT Music Tapes continued to make contributions to profit, these contributions were not great enough to offset the losses in other areas," Bayley said.

(The total industry dollar volume of prerecorded tape at

(Continued on page 18)

U.K. Mulls Standardizing Cassette, Cartridge Racks

LONDON — A standardized cassette and cartridge rack which will be adopted by every record company is being considered by the British Recorded Tape Development Committee, the industry tape association.

The idea was discussed at the BRTDC's second meeting when four prototype pilfer-proof racks were shown. They were submitted by freelance designer Rodney Gedye, Maurice Mindel, managing director of the Arrow-sound budget tape company, Peter House, a director of Peter Displays, and Tony Lauderman, head of the TONIK design group.

Mindel's and Gedye's racks were considered by the meeting to be the best of the four and are to be shown to a panel of six dealers who have been invited to attend the committee's next session on Jan. 5 at British Decca.

The general problem of product display was discussed at the meeting at which Norman Garrod of Garrod and Lofthouse, which has designed the new sleeve packaging for Precision's and EMI's tapes, was invited.

The BRTDC is to also reply to the Gramophone Record Re-

tailers' Committee's six-point plan for increasing tape sales, recently submitted to the tape companies, although Richard Jakubowski, the meeting's chairman, refused to comment on the committee's attitude to the proposals.

However, GRRC secretary Christopher Foss said he was "looking forward" to getting the

(Continued on page 18)

Ampex Gearing for Big January Push

LOS ANGELES — On the theory that the economy will show more zip in early 1971, Ampex is gearing for a January tape push.

Jules Cohen, national marketing manager, anticipates a "fat" January-February release of about 100 titles. He cites two reasons: A shortage (low inventory) of product at the retail level; equipment sales in December will stimulate software buying.

"There's no reason to expect the economic slump to continue much past the first quarter of

the calendar year," Cohen said. "We're determined to put our best merchandising/promotion foot forward before any business upswing."

To do this, Ampex is preparing merchandising tools for dealers and planning to reach the consumer with a flock of product for the post-holiday season buy.

Before many of Cohen's plans can be realized, he would like to see cherry-picking eliminated.

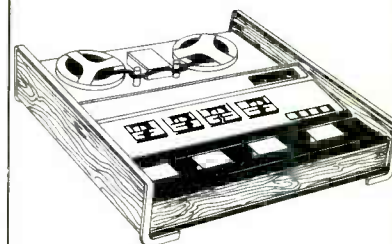
"Damn it, the consumer wants more than the top 100," he said, "but he's trapped into buying selected titles."

Cohen points to an Ampex promotion—Big Deal—to prove his point. Ampex's Big Deal promotion, an 8-track two for the price of one offer, sold more than 200,000 units at \$6.98. The promotion was repeated in the fall to include both 8-track and cassette and sold more than 250,000 units as a repeat merchandising tool, according to Cohen.

"It proves catalog titles can sell if properly displayed and marketed," he said. In spite of Big Deal's success, Cohen expects cherry-picking to continue, certainly through the tight money months. "But it sure wouldn't hurt for rackjobbers to get involved with catalog material."

With cherry-picking policies, he feels, it makes it extremely difficult for record companies to break new acts, and it has gone a long way in hurting the pre-recorded cassette classical market.

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Teletronics Scores Rash of CTV Talks

NEW YORK — Teletronics president George Gould has lashed out at what he calls the plethora of repetitive symposiums on cartridge TV.

Commenting on the recent conference on "The Cassette-Cartridge Revolution" sponsored by the Academy of Television Arts and Sciences and held in Los Angeles, Gould said the only product of these seminars seems to be confused thinking.

The Teletronics chief executive said there should be a calm, positive realization that a huge

medium capable of revitalizing the entire audiovisual industry is being born.

"Instead," he observed, "there is a strange logic that generates the belief that software manufacturers should look to the hardware manufacturers for funding."

Gould said that it was almost beyond comprehension that the cartridge TV industry, in desperate need of help, should display cynicism toward the very people who are developing the very means of their survival.

Quad Getting Big Ad Treatment in Chicago

By EARL PAIGE

CHICAGO — Quadrasonic sound for both tape and records has been advertised in such national consumer publications as Playboy and is now being promoted via newspaper here.

RCA's large newspaper advertisement, while not specifically plugging 4-channel tape players, listed 145 area retailers (Chicago Daily News, Dec. 1). The full-page spread plugged the 4-channel Model YSD440 unit priced at \$249.95 and the

YZD400 priced at \$199.95.

The advertisement noted that the 4-channel players will play "conventional 8-track" tapes. A free 4-channel tape was offered and RCA's "Quad-8" software term was not mentioned.

Among large chains listed were Goldblatt's, Wiebolt's, Community Family Center and E.J. Korvette.

Another interesting advertisement was placed by MusiCraft's four area outlets promoting the Sansui QS-1 "Quadphonic Syn-

RCA, CBS Into Mid-\$ Lines?

LONDON—RCA and CBS are the two latest companies to be considering launching mid-price tape lines here. Alan Bull, RCA's market planning manager, told Billboard that a release of 12 cassettes is expected early in 1971 which will retail for about \$4.20. Repertoire will be taken from the RCA Camden and International catalogues.

CBS has as yet nothing definite planned for a mid-price tape release although the company's tape manager Jim Fleming said that his company "is examining the market very closely." Fleming added that if he was to release cheap tapes, repertoire would come from the catalogs of the American Columbia parent company.

thesizer" listing for \$199.95.

Copy headlined the statement: "You can hear your stereo radio and stereo records in the 4-channel sound of tomorrow today. . . . Smaller size copy emphasized: "You don't have to add new tuners, phonographs or tape equipment. All you need is the Sansui QS-1 plus the added amplifier and speakers required by any 4-channel system."

Sansui sales engineers were in the stores for the promotion (Chicago Tribune, Dec. 2).

Cartridge TV

CTV Gets a Lookover At Milan Film Mart

MILAN — The immediate development and application of cartridge television and problems connected with its use were discussed at length by 500 delegates attending the international forum on videocassettes held at the Milan Fair during the run of MIFED, the international cinema and TV film market.

What emerged principally from the discussion was the prediction that the main application of cartridge TV at the outset would be in the fields of education and industrial training and in specialized areas of medicine and psychology.

During the first part of the symposium there was a presentation of the various cartridge TV systems including Sony-Philips magnetic videotape player and recorder, the RCA Selectavision system and the EVR system.

The EVR system will be the first to be launched in Italy toward the end of 1971 by the Mondadori-Zanussi trust.

Representing RAI, the Italian state radio and TV network at the meeting, Massimo Rendine said that RAI was not planning to go directly into CTV production but would operate indirectly

through its associated publishing companies, ERI and SACIS, in order to achieve two precise aims—first to give impetus to CTV production in the realm of information and educational films, and secondly to counter any possible commercial or political exploitation of the system.

In the second and third parts of the meeting the various moral, social and psychological implications of the system were discussed together with the immense legal problems concerning copyright, royalties, etc.

The discussion produced a certain amount of controversy when Massimo Ferrara, legal adviser to the International Federation of Film Producers' Associations disagreed with a claim by Giuseppe Padellaro, legal adviser to the Italian Government on cultural matters, that film producers were forbidden to sell the CTV rights of old films by the 1941 law which limited producers' rights to exhibition in public halls.

A total of 38 speakers from 19 countries took part in the symposium which was chaired by Ruggero Orlando, RAI's new chief in New York.

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GRT Looks to Future With High Hopes

• Continued from page 16

retail prices in the U.S. will be about \$500 million this year. The 1970 dollar increase over 1969 will be more than \$100 million, or almost twice as much as the total dollar volume of the industry just four years ago.)

"How much the industry would have grown this year in a normal economic environment is, of course, anybody's guess," Bayley said. "But it is likely that the tight money conditions cut the rate of increase in tape sales at least in half. This reduced rate of growth, in turn, posed substantial problems for us."

To maintain working capital, GRT tightened its corporate belt (by reducing personnel from about 900 to 768 to 724) and curtailed development programs.

The cut in personnel was one factor in reducing manufacturing overhead, which has decreased by about 30 percent. Corporate officers took salary reductions of 20 percent, and the introduction of more automation reduced the labor content of the firm's products by about 20 percent.

Other cost reduction programs included: A 50 percent saving in the production of empty 8-track cartridges by making tooling improvements and by doing its own direct subcontracting of some parts. A 30 percent saving on its cost of printing cartridge labels and packages. A closing

of its Midwest record pressing plant in Chicago because of high labor costs there and transferred its pressing operation to Nashville. A replacement of most of its commission sales representatives with factory salesmen.

Cuts Costs

To reduce both operating costs and capital investment, GRT curtailed several development activities:

Its production capability for prerecorded tape manufacturing equipment, the expansion of its retail operations (at four stores), put on the shelf the development of prerecorded video tape (although continuing its program of development of blank videotape), and postponed its entry into the field of educational tapes, except for its custom duplicating services.

GRT also dissolved its joint venture with Blue Thumb Records. The terms require Blue Thumb to pay GRT in excess of \$1 million over a period of time.

Bayley sees GRT's longterm growth picture this way:

"The market for videotape should continue to grow as more industries and educational institutions find advantages to use video cameras.

"Phonograph records should continue to grow through 1975. They should reach close to a \$1½ billion at retail prices by 1975, with prerecorded tape

UniTel Into CTV Field

LOS ANGELES—UniTel Associates is this city's newest entry into cartridge TV, with its first project an art series to be videotaped in Florence, Italy.

Owners of the firm are film producer-writer Gene Coon, president; Lester Colodny, executive vice president; Larry August, marketing vice president and Reece Halsey, sales vice president.

The art series, as well as other projects, will be leased to the various cartridge system exponents. One pilot art show has already been done with 11 more planned.

UniTel plans to use Edith Head for a series of fashion shows. It will cull films from Sigma Films, its educational television wing. There are 22 films in Sigma's catalog.

Coon reports discussing the art series with CBS, RCA and Avco. Outside financing will help produce the programs.

volume running at about an equal figure.

"Tape should continue its growth pattern, with sales increases averaging over 20 percent per year. Much of this growth will be in the area of prerecorded music tapes, although we expect the use of spoken word tapes to continue to increase in education and in industry."

A&M Bright Co. In Drab Economy

• Continued from page 14

In October, reel sales accounted for 6.4 percent of the company's volume, although the quarter average, July through September, was less than 1 percent.

Elliott said A&M is on a strict tape-LP simultaneous release schedule, with product shipping "day-and-date" with each other. His marketing approach is to "dual merchandise" tape with albums.

After making a valued judgment on whether to release a tape—A&M doesn't release a tape with every LP—Elliott issues his product either day-and-date or within a week of its album counterpart. "In some cases," he said, "tape is out before the album, although that is rare."

Before Elliott releases a tape package he takes inventory of product in the field, discusses promotion and merchandising and gets a feel by listening to a&r personnel outline the LP concept. Chart position does

U.K. Standardization

• Continued from page 16

reply and added that he has as yet only received answers to his proposals from EMI, Precision and Polydor.

have an effect on tape releases, as it does at many companies.

"The dual merchandising approach allows our LP and tape product to receive proper consumer attention and promotional coverage," Elliott said.

Nashboro in Line Expansion

NASHVILLE, Tenn.—Nashboro Records, which entered the prerecorded 8-track tape business on an experimental basis last spring, is expanding its tape catalog to 46 titles.

Product for the expanded catalog will be culled from the company's 10 labels which include Nashboro Creed, Excello, Audio Arts, Audio Gospel and Audio Blues.

According to Bud Howell Jr., president of Nashboro, the spring experiment which featured 15 titles in gospel and blues, was so successful it became necessary to expand the catalog. The new additions to the roster include albums by the Consolers, Cleophus Robinson, The Angelic Gospel Singers, and "Walk Around Heaven" by Cas-setta George.

To give the new gospel tape thrust added impetus, Nashboro has appointed National Sound (Continued on page 68)

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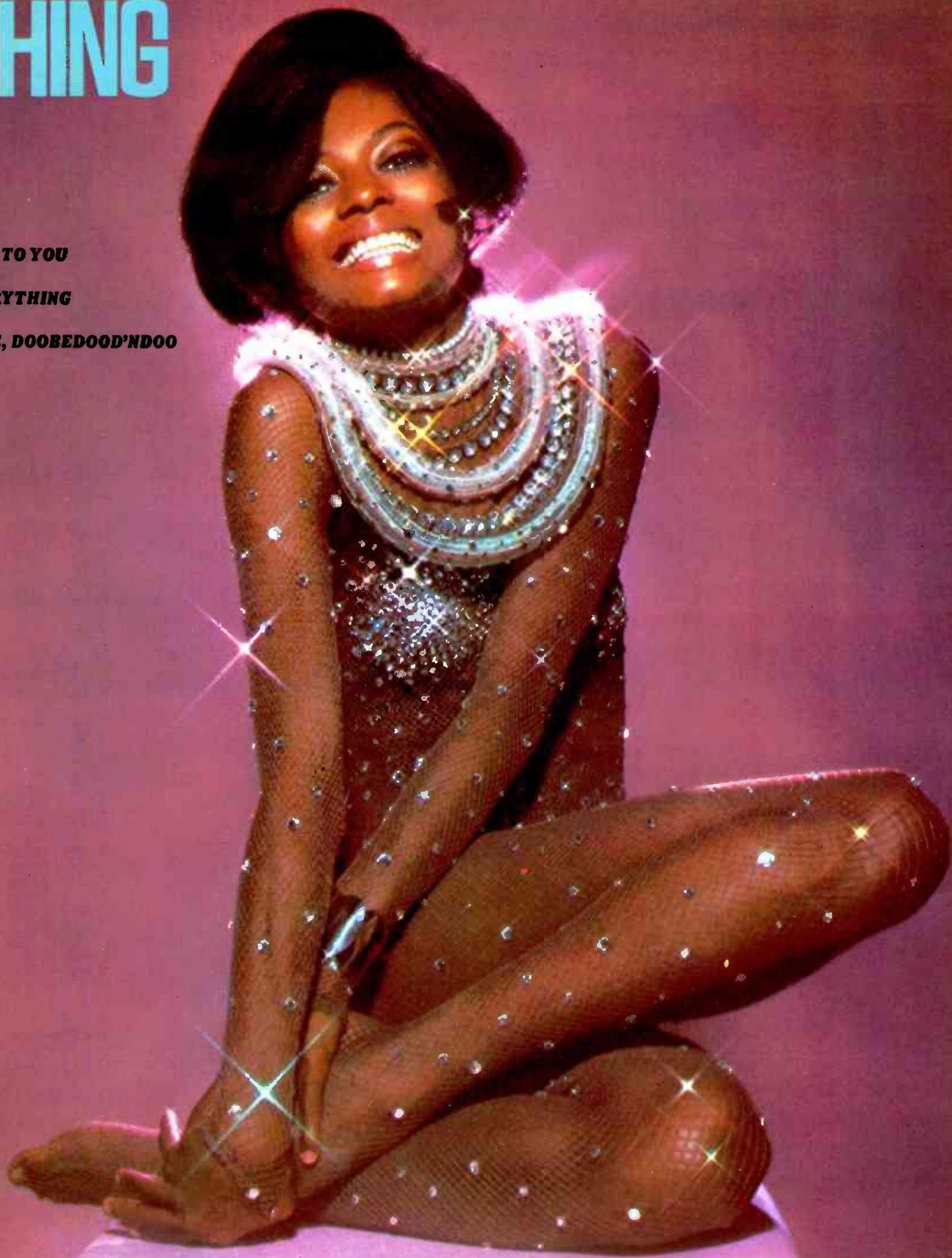
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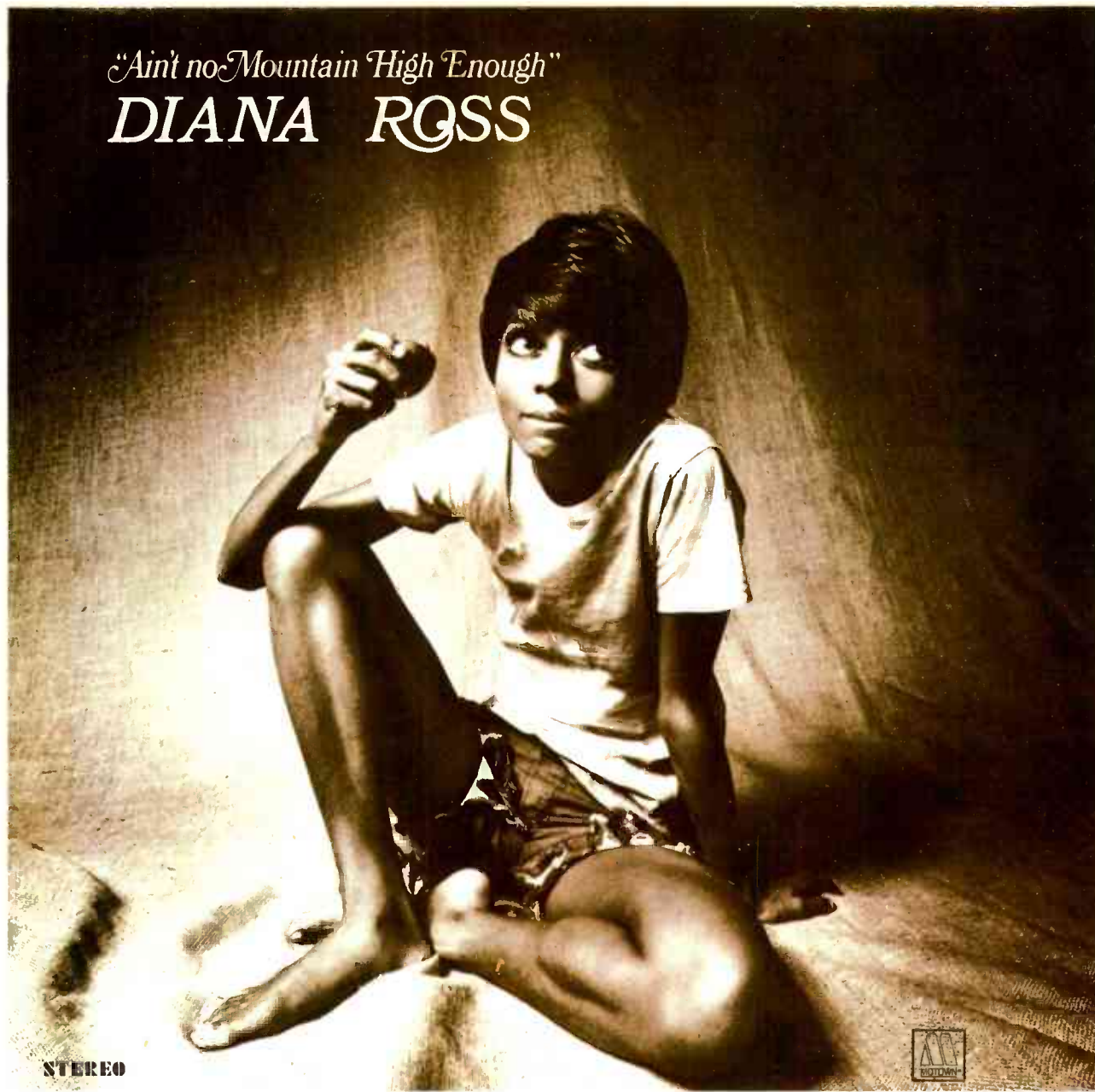


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Diana
... **Super Dynamite**
On Her
Two Newest Albums



TOP
Billboard
Tape Cartridges

(Based on Best Selling LP's)

This Week	Last Week	Title, Artist, Label (8-Tr. & Cassette Nos.) (Duplicator)
1	1	ABRAXAS Santana, Columbia (CA 30130; CT 30130)
2	3	LED ZEPPELIN III Atlantic (TP 7201; CS 7201)
3	2	CLOSE TO YOU Carpenters, A&M (81 4271; CS 4271)
4	4	SWEET BABY JAMES James Taylor, Warner Bros. (8WM 1843; CWX 1843)
5	6	GREATEST HITS Sly & the Family Stone, Epic (KO 30325; ET 30325)
6	5	THIRD ALBUM Jackson 5, Motown (M8-1718; M 75718)
7	8	STEPHEN STILLS Atlantic (Ampex M-87202; Ampex M-57202)
8	11	LIVE Grand Funk Railroad, Capitol (8XWW 633; 4XWW 633)
9	7	NEW MORNING Bob Dylan, Columbia (CA 30290; CT 30290)
10	10	JESUS CHRIST, SUPERSTAR Various Artists, Decca (6-206; 73-206)
11	12	THE PARTRIDGE FAMILY ALBUM Bell (86050; 56050)
12	9	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy (88402; 58402) (Ampex)
13	13	AFTER THE GOLD RUSH Neil Young, Reprise (BRM 6383; 56383) (Ampex)
14	30	TO BE CONTINUED Isaac Hayes, Enterprise (EN8 1014; ENC 1014)
15	17	TAP ROOT MANUSCRIPT Neil Diamond, UNI (8-73092; 2-73092)
16	16	CHICAGO Columbia (18 B0 0858; 1610 0858)
17	15	WOODSTOCK Soundtrack, Cotillion (Ampex T85 NN; T55 NN)
18	18	LAYLA Derek & the Dominos, Atco (Ampex M-82704; Ampex M-52704)
19	19	GET YER YA-YA'S OUT Rolling Stones, London (M72176; M 57176)
20	14	SHARE THE LAND Guess Who, RCA Victor (P85-1590; PK 1590)
21	23	MAD DOGS & ENGLISHMEN Joe Cocker, A&M (81 6002; CS 6002)
22	20	STEPPENWOLF 7 ABC/Dunhill (85090; 55090) (Ampex)
23	24	I (Who Have Nothing) Tom Jones, Parrot (M 79843; M 79643)
24	21	GOLD Neil Diamond, UNI (8-73084; 73-084)
25	28	ELTON JOHN UNI (8-73090; 2-73090)
26	22	TOMMY Who, Decca (62500; 7-32500)
27	27	WITH LOVE, BOBBY Bobby Sherman, Metromedia (890-1032; 590-1032)
28	29	CURTIS Curtis Mayfield, Curtom (M8 8005; M5 8005)
29	—	WHALES & NIGHTINGALES Judy Collins, Elektra (ET 8 5010; TC 5 5010)
30	26	A QUESTION OF BALANCE Moody Blues, Threshold (24803; 24603) (Ampex)
31	32	INDIANOLA MISSISSIPPI SEEDS B. B. King, ABC (8713; 5713)
32	25	CLOSER TO HOME Grand Funk Railroad, Capitol (8xt 471; 4xt 471)
33	36	BLACK SABBATH Warner Bros. (81871; 51871)
34	37	NO DICE Badfinger, Apple (8xt 3367; 4xt 3367)
35	31	GREATEST HITS, VOL. 2 Temptations, Gordy (G8-1954; G7-5954)
36	34	DEJA VU Crosby, Stills, Nash & Young, Atlantic (TP 7200 & Ampex 87200; 57200)
37	33	WASHINGTON COUNTY Arlo Guthrie, Reprise (Warner Bros./Reprise 86411; 56411)
38	40	IDLEWILD SOUTH Allman Brothers Band, Atco (Ampex M-833-342; M-533-342)
39	41	SUGARLOAF Liberty (9091; C-1091)
40	—	WORST OF Jefferson Airplane, RCA Victor (P85 1653; PK 1653)
41	42	(UNTITLED) Byrds, Columbia (GT 30127; GA 30127)
42	44	BLOOD, SWEAT & TEARS 3 Columbia (CA 30090; CT 30090)
43	35	STAGE FRIGHT Band, Capitol (8xt 425; 4xt 425)
44	39	FIRE AND WATER Free, A&M (81 4268; CS 4268)
45	45	SEX MACHINE James Brown, King (8032-1115)
46	49	JOHN BARLEYCORN MUST DIE Traffic, United Artists (U 8216; K 0216)
47	47	JOHNNY CASH SHOW Columbia (CA 30100; CT 30100)
48	43	EVERYTHING IS EVERYTHING Diana Ross, Motown (M 81724; M 75724)
49	38	BAND OF GYPSYS Jimi Hendrix, Buddy Miles & Billy Cox, Capitol (8xt 472; 4xt 472)
50	—	LOOKING IN Savoy Brown, Parrot (M 79842; M 79642)

Billboard SPECIAL SURVEY For Week Ending 12/12/70

Tape CARtridge

Berlin's Auto Stereo Firm Is Surging as Cassette Producer

By WALTER MALLIN

BERLIN—Three years after the founding, in Frankfurt, of Auto Stereo Anlagen GmbH, its offshoot company, ITP Tonband (tape) Productions, based here is doing the kind of business which has made Auto Stereo Anlagen one of the leading manufacturers of prerecorded 8-track cartridges and cassettes in West Germany.

The Berlin plant, operative since May this year, has a daily output of 6,000 cassette units. This capacity will rise to 10,000 in 1971 and then, say plant managers Christopher von Meister and Gottlieb Bauer-Schlichtegroll, it will rise to 16,000 units.

Since it first started production, the ITP firm has copied 200 different music titles, 80 percent of which involved commission work for the West German record industry—including companies like Electrola, CBS and others—as well as producing cassettes for its own SMS label (which included certain training programs for the computer industry).

By the end of this year, ITP will have produced 400,000 cassette and cartridge units, made up of 75,000 units in the 8-track configuration and about 325,000 cassettes.

EMI Sweden Sets Tape Forum Series

STOCKHOLM—EMI Sweden has begun a series of "Tape Forums" — special seminars at which invited dealers are told about the latest in tape equipment. The forums, which started in Stockholm, will continue throughout all major towns and cities in Sweden—about 25 in all—in the future.

The product was presented by EMI's tape manager Sture Wahlberg, who made comparisons between cassettes and cartridges and spoke of the use of tape of all kinds—not only audio and video. Information about blank tape was also given a film shown on the way to market tapes.

EMI sells units called CP 242 with FM-radio, mini-8 and Pioneer for cartridge, and Mecca MCR-6000 for cassette use. At the beginning of 1971, EMI will market Metrosound home units for stereo-8.

Tape Cartridge Releases

GRT

- Cadet Concept**
EARL DOUD Presents Spiro T. Agnew Is a Riot; (8) 8037-1M, (C) 5037-1M
- Stormy Forest**
RICHIE HAVENS—Alarm Clock; (8) 8116-6005 M, (C) 5116-6005 M
SIMON—Machine No. 7
New Tape Cartridge Releases—Nov. 28
'70 NOV 17 PM 1:47 MS

RCA VICTOR

- ORIGINAL CAST—Hello Dolly; (Quad 8) Q08 1006
- ELVIS PRESLEY—On Stage February 1970; (Quad 8) PQ8 1594
- ELVIS PRESLEY—From Elvis In Memphis; (Quad 8) PQ8 1456
- The Best of CHARLEY PRIDE; (Quad 8) PQ8 1505
- CHARLEY PRIDE'S 10th Album; (Quad 8) PQ8 1593
- SOUNDTRACK—Hair; (Quad 8) Q08 1038
- SOUNDTRACK—The Sound of Music; (Quad 8) Q08 1001
- SOUNDTRACK—South Pacific; (Quad 8) Q08 1003
- THE YOUNGBLOODS—Get Together; (Quad 8) PQ8 1221

ITP is to produce a special promotion campaign which is aimed at cars equipped with cassette players—as well as a scheme whereby the car industry would install cassette players as optional equipment.

As far as marketing of tape is concerned, ITP expects the turnover of cassettes in Europe will account for 45 percent of recorded music by 1973.

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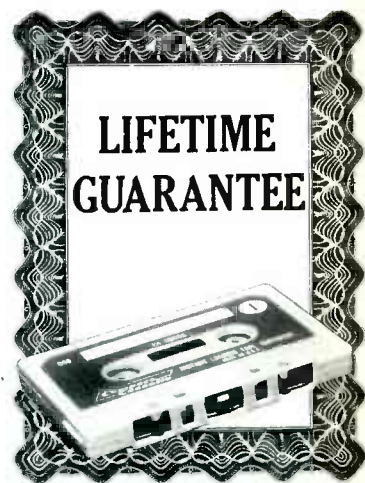
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Electric Factory Gets Charged Out

PHILADELPHIA—The Electric Factory was unplugged for the last time without warning last Saturday night. The city's only surviving rock club died neither of a power shortage nor a short-circuit. Its owners pulled the plug.

Larry Magid, one of the co-owners of the Factory—the others Jerry, Allen and Herb Spivak—said the center city Factory, which is housed in an old tire warehouse, had not been making "decent" money for the past two years.

"We were paying \$30,000 a year lease for this old place," he said, "and we had to fix it up ourselves and pay the real estate taxes and utilities. When we asked the owner about a new lease for less money, he said he wanted to charge us more."

Magid said the crowds had continued to come in—the place held at most 2,500 persons—but that rock groups began pricing themselves out of the market.

"No matter how many people we got in here, we still lost money," he said. "Some groups got over \$15,000 to play two nights. We couldn't make that up."

Magid and the Spivak brothers have been promoting rock shows at the Spectrum and the Academy of Music for years.

Groups playing in those halls get even more than Factory attractions. One group, Led Zeppelin, made \$48,000 for playing one show at the Spectrum. He also pledged to make good all debts incurred by the Factory and by last summer's abortive rock festival, Harmonyville, which was cancelled when Wolpack Township, N.J., forbade the event.

Magid and the Spivaks plan to open a new club for over-21's by March 1, 1971. He said the club, which will be in center city, will serve wine and beer and feature jazz, rock, folk and blues groups. But not supergroups. The Factory people have some long-range plans for a rock club of their own, not formed as yet. In the meantime, they will be promoting rock shows at the Spectrum, the Academy of Music and two new places. Or, rather, two old places done over.

"After the Fillmore East and West, we were the largest club in the country," said Magid. "When a club that books over \$500,000 a year in talent closes, waves have to be felt. Maybe the groups and the agents will realize from this what some of them have been doing to the music business by pushing for money all the time. They owe the business something."

Talent In Action

SLY & FAMILY STONE RARE EARTH GLADYS KNIGHT & PIPS

Madison Square Garden,
New York

It's a nice thing that Epic Records' Sly & the Family Stone give a tight, musically exciting show, because they are at the level of superstardom where it barely matters what they do onstage. They are a symbol, just as "I Want to Take You Higher" is the slogan of a generation and a half. Madison Square Garden, which can hold the population of a small-sized city, was filled to the last seat for the Sly concert Nov. 27.

Pre-Sly apathy made the thousands a tough audience for Motown's Rare Earth, who opened the show with a fine sample of their introverted underground soul, and for Gladys Knight & the Pips, whose smooth showmanship deserves more attention than it got. Miss Knight had to work with a vengeance to pull the crowd together, but she won out in the end with "I Heard It Through the Grapevine." The Six, a new soul-rock group being introduced by Sly, were onstage just long enough to give a taste of something strong and pleasant.

But everybody knows it was Sly's night. Even he seemed a little surprised at the frenzy and tried to calm down the unasked-for audience participation so that maybe some of the music could get heard. But it was fairly hopeless. The thousands stamped and shouted and exhausted their idealism to the rhythm of Sly's fantasies of a better world. **NANCY ERLICH**

excellent musicians in the group.

The Airplane also opened with blues, but with only four members of the sextet at the beginning. This afforded lead guitarist Jorma Kaukonen more opportunities than previously and he was in superior form. While Marty Balin handled most of the vocal chores, Kaukonen and drummer Joey Covington, the newest member of the group, also had their vocal solos. Covington also had an impressive drum solo. Jack Casady, one of the best bass guitarists, was his steady self throughout.

Then, Grace Slick and rhythm guitarist Paul Kantner came out and the intensity increased. Miss Slick, possessor of one of the most distinctive of pop voices, was at her best. "Somebody to Love," one of the Airplane's earliest RCA Records big singles, was even better in an extended version with long instrumental section.

Papa John Creech, a superb fiddler, joined in several numbers, adding to the set's high quality. "Volunteers" was a powerful final number for a powerful set. All the Airplane needed was more time. They are better than ever!

FRED KIRBY

CHICAGO, SEALS AND CROFTS

Auditorium Theater, Chicago

The second annual Thanksgiving concerts by Chicago the group in Chicago the city were financial if not exactly artistic successes. The opening act, Seals and Crofts, played some down-home picking that was exciting.

Chicago was not at its best, although some of its stiffness could be attributed to the group's admitted fear in playing before a hometown crowd. Both shows didn't get moving until midway through the act, and both times came on the tune "Mother," from the group's forthcoming Columbia album. The song dealt with the pollution in Gary, Ind., with the horns successfully capturing the belch and roar from the smokestacks. A very successful number, to say the least.

Seals and Crofts are Jim and Dash, respectively. Seals plays mandolin and Crofts guitar and violin. The music was a combination of folk and country, with Crofts number highlighting his fiddle a high point. The duo's close harmonies delighted the crowd. Seals and Crofts record for T&A Records.

GEORGE KNEMEYER

JAMES TAYLOR, CAROLE KING

Troubadour, Los Angeles

James Taylor's calm, peaceful fusion of folk music into contemporary music created a positive musical vision for a standing room only crowd on Nov. 24.

A bomb threat had emptied the club after Miss King had sung three numbers, but she came back with her Laura Nyro style of singing, mixed with a Leon Russell style approach to piano playing, and worked through her own song book.

Taylor, working alone on acoustic guitar, set a calm, unwavering emotional level and stayed there. His peaceful voice, coupled with his simple, guitar accompaniments, completely appealed to his youthful following. This was his third booking at the club and the first in which his popularity really broke through.

His singing is not forceful at all. His "Okie From Muskogee" was a fun romp (with much audience laughter) and "Caroline On My Mind" was a gentle romantic trip. Singing pretty songs in a pretty voice paid off on "Rainy

(Continued on page 28)

Rizzi Firm Inks 3 Acts

NEW YORK — Total Concepts Creative Management, firm headed by Tom Rizzi, rounded out its first year of operation with the signing of three acts; 1984, a six-man rock contingent from Brooklyn; Skull, a four-man group from Rochester, and John Mary & Linda Cat, a duo from Brooklyn.

On the production end, Rizzi has finished recording the initial single for the Moyd McCoy Band and is currently in the studio with Skull working on their album, and with Rage, a group from Rochester, on their initial single.

As an added wing in his operation, Rizzi has formed Thomas A. Rizzi Music (ASCAP) with the signing of Phil Consiglio, Phil Cicciari and Skull as writers.

Melanie Plans Expansion, Hires Weissman as PR

NEW YORK — Melanie is planning to expand her activities for the coming year and has brought in Howard Weissman to handle her publicity and public relations. In addition, Peter Schekeryk, her producer/manager, has instructed the William Morris Agency not to book more than two days, concerts or personal appearances, per week, at least two days apart, and to develop her career in films and television. Melanie will take off in a few weeks for another concert tour of Europe, hitting England, the Netherlands, France and Germany. After that, a tour of Japan is contemplated.

She's currently cutting an LP for Buddah at the Allegro Sound Studios. The LP will contain some material by other writers in addition to her own.

In addition to Weissman, who'll spearhead the press activities out of New York, Leslie Perron will handle the European public relations out of London.

Sicilia to Produce Free Yule Benefit At Naval Hospital

NEW YORK — Dominic Sicilia will produce a free Christmas benefit concert at St. Albans Naval Hospital in Queens on Wednesday (9) for WOR-FM. The lineup for the show includes Buddah's Brooklyn Bridge with Johnny Maestro, Columbia's Ronnie Dyson backed by Reuben Phillips and his Apollo Theatre Orchestra, T/A's Seals and Crofts, and Eleutheria's Bert Sommer.

Sicilia has acquired the services of Howard Stein's Capitol Theater staff, including stage manager Keith Kevan, who will handle the sound and lighting.

Laurie Productions Forms Film Dept

NEW YORK—Laurie Productions has formed a film division to be known as Laurie Films. In executive capacities will be Richard Hauschild, producer, and Nikanor, director.

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PATTI PAGE is joined by Irwin Steinberg, president of Mercury Records, after her opening at the Persian Room of the Hotel Plaza, N.Y. Miss Page recently rejoined the Mercury label.

JEFFERSON AIRPLANE BUDDY GUY-JR. WELLS WELLS BAND

Fillmore East, New York

Jefferson Airplane, better than ever, gave a long, full first set at Fillmore East Nov. 27, the second of three weekend days in the auditorium. The variety of material offered in the better-than-two-hour set produced only one regret: The growth of the Airplane has reached the point where they should have had the whole show.

The new Buddy Guy-Jr. Wells Band had little opportunity, in their short opening set, to catch fire despite the unit's fine musicianship. Guy, one of the most exciting young blues guitarists around, seemed especially restricted by the time structure. Wells handled all the set's vocals as well as playing harmonica. There were four other

Intl Management Tie With Bernstein on Hand Dates

LOS ANGELES — International Management Combine has associated with Sid Bernstein to present IMC's new act, Edwards Hand, in concert situations in the East.

Damnation Touring In Tie With LP

NEW YORK—Damnation of Adam Blessing, United Artists Record group, has undertaken a round of in-person dates in conjunction with the release of their LP, "The Second Damnation," and single, "Back to the River."

The group will be making its debut at the Whiskey A Go Go in Los Angeles Jan. 5-10. Liberty/UA Records is planning a reception there to introduce the group to the local press.

Bernstein will present George Martin's newest group in Carnegie Hall Feb. 21.

IMC has just brought the group here from London and it is rehearsing prior to beginning its first American tour. Its debut LP, "Stranded," has just been released by RCA, which will promote the act in cities where concerts are held, according to IMC's co-owner Lenny Poncher.

Edwards Hand consists of Rod Edwards and Roger Hand who have been playing together in England for nearly six years. Martin worked on the LP five months. Martin plans to come to New York to conduct a 27-piece orchestra for the act's Carnegie Hall concert. Hand has been booked into the Troubadour Dec. 22. Other dates are being worked out.

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Ansley Dunbar	Miles Davis	Kaleidoscope	Roxy
Argent	Delaney & Bonnie	Kinks	Santana
Ars Nova	Derek & The Dominos	B. B. King	Savoy Brown
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The Band	Doors	Albert King	John Sebastian
Beautiful Day	Dr. John The Night Tripper	Led Zeppelin	Sea Train
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Chuck Berry	Electric Flag	Lothar & Hand People	Nina Simone
Big Brother	Elizabeth	H. P. Lovecraft	Small Faces with Rod Stewart
Elvin Bishop	Fairport Convention	Mandrake Memorial	Sons of Chaplin
Black Pearl	Fifth Dimension	Manfred Mann	Southwind
Blodwyn Pig	Flamin' Groovies	Hugh Masekela	Spirit
Blue Cheer	Fleetwood Mac	John Mayall	Spooky Tooth
Booker T & The MGs	Flock	MC5	Staple Singers
Arthur Brown	Good News	Lee Michaels	Steppenwolf
Jack Bruce	Grand Funk Railroad	Joni Mitchell	Cat Stevens
BS&T	Grassroots	Moby Grape	Sweet Nothin'
Tim Buckley	Grateful Dead	Moody Blues	Sweet Stavin' Chain
Eric Burdon and War	Group Image	Van Morrison	Taj Mahal
Burrito Brothers	Hammer	Mother Earth	James Taylor
Paul Butterfield	John Hammond	Mothers of Invention	Ten Years After
Byrds	Hard Meat	Mott The Hoople	Three Dog Nite
Cactus	Tim Hardin	Mungo Jerry	Traffic
Caldwell-Winfield Blues Band	Wilbur Harrison	Nazz	Jethro Tull
Canned Heat	Richie Havens	New York Rock & Roll	Ultimate Spinach
Catfish	Isaac Hayes	NRBQ	Vanilla Fudge
Cat Mother & The News Boys	Jimi Hendrix	Laura Nyro	War
Chambers Brothers	Holy Modal Rounders	Phil Ochs	Muddy Waters
Ray Charles	Humble Pie	Pacific, Gas & Electric	Watts 110th St. Rhythm Band
Chicago	Incredible Stringband	Peanut Butter Conspiracy	Wax
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Churls	Insect Trust	Pilt	Johnny Winter
Eric Clapton	It's A Beautiful Day	Pink Floyd	The Who
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It is with deep consideration and regret that we close our ballroom—"THE ELECTRIC FACTORY," located in our home town of Philadelphia, Pa. The reasons are long and varied. We have, however, for public record won our court case pressed by the city fathers. We cannot mire in the past but must look to the future for other avenues in which we are currently involved.

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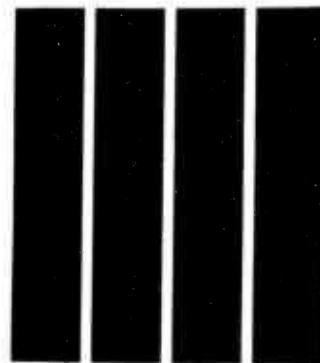
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From The Music Capitals of the World

DOMESTIC

SAN FRANCISCO

Sly and the Family Stone are at Winterland Friday (11). . . . Merle Haggard and Gene Vincent will be at the Oakland Coliseum Saturday (12). . . . That same evening The Grateful Dead and the New Riders of the Purple Sage play at the Santa Rosa Fairgrounds.

Freda Payne at the Fairmont's Venetian Room. . . . The Moody Blue's only Bay Area appearance

was at Stanford University Dec. 3.

Dan Hicks and His Hot Licks and Vince Guaraldi played at the Family Dog's 350th Mayflower Reunion Festival on Thanksgiving.

The Fifth Dimension made their first San Francisco appearance since 1967 along with the Carpenters at the Civic Center Dec. 4.

The Congress of Wonders is in town for several weeks recording a comedy album for Fantasy.

The Whispers, who were on Soul Clock, are now recording for Janus. . . . The title of Janis Joplin's unfinished album has been changed from "Full Tilt" to "Pearl," as she was known to her friends.

Stoneground finished their first album at London's Trident Studios. The group will return to San Francisco just before Christmas and begin a U.S. tour the first of the year.

Streetsinger David Lannan, recording his second album while travelling across the country, sang to the Tennessee State Police via one of their car radios when caught in a speed trap near Cookeville.

Pharoah Sanders is here for three to four weeks. He will be appearing at the Both/And. . . . Thelonious Monk is recuperating from a long illness at Langley Porter Hospital. Ike and Tina Turner's week-long engagement at Basin Street received heavy media coverage. The Sunday night show was carried live by KMPX and another performance was videotaped by KPIX for future airing.

Basford Company threw a press party for Cotillion recording artist Mylon Le Fevre, promoting his album "Mylon." He begins work on his second LP, to be produced by Jerry Wexler, in January.

Redwing has finished their first album, produced by Clint Wilson and Russ Gary. Fantasy has shown interest in the group in the form of a large advance royalty offer. Recorded at Wally Heider's, this is the first album produced jointly by Wilson and Gary who are forming a company that will work with artists on new product from concept through the final stages of promotion. **MARY TURNER**

NEW YORK

Parrot's Savoy Brown, Epic's Poco and Metromedia's Gypsy play Bill Graham's Fillmore East Friday (18) and Saturday (19). Also performing at the late show each night will be Atlantic's Jo Mama.

Columbia's Eloise Laws, who opens a three-week engagement at the Rainbow Grill beginning Monday (14), will tape a "Mike Douglas Show" in Philadelphia Thursday (17). . . . Warner Bros. Bobby Scott appears on the "Dick Cavett Show" Tuesday (15). . . . Metro-media's Him He & Me open a 20-week engagement at the Hilton Inn, Clearwater Beach, Fla., Dec. 21.

Alan Lorber's "The Groupies" LP documentary, is available for distribution. Interested record companies should contact Alan Lorber Productions of New York.

Ampex's Aliota Haynes opens a six-night stand at Paul Colby's Bitter End Wednesday (16). . . . Work on Danny Meehan's album (artist and producer of his compositions) began after an after-hours party Nov. 30 Meehan and Bobby Scott also are working on a new Warner Bros. album. . . . Thunderbird's Brad Swanson appeared on his second "Polka Variety Show" on Cleveland TV Dec. 20. Personal appearances in Cleveland-area department stores are slated for December and January.

The N.B. Ward Graphic Design and Art Studios have moved to new quarters at 525 Lexington Ave. Threshold's Moody Blues give a Carnegie Hall concert Monday

(14). . . . Ann-Margret will star in A.M./P.M., a musical revue designed especially for her, for a four-week run at Las Vegas' International Hotel beginning Feb. 24.

Decca's Karen Wyman opens a two-week stint at the Persian Room, beginning Wednesday (9).

Lon Ritchie leaves this week on a 30-city tour to promote his second album on the Riparia d'Oro label. Featured is Gladys Shelley's "Clown Town." . . . Frank Fontaine and the PJ's entertain at the annual Christmas Party for Hartley House Dec. 22 at the Delsomma Restaurant.

FRED KIRBY

LOS ANGELES

Kris Kristofferson will co-produce Joan Baez's next Vanguard LP, probably in Nashville. Kristofferson is currently filming his first Columbia release, "Dealer."

Neil Diamond will be Glen Campbell's first guest of the new year on Jan. 3 over CBS-TV. . . . Joe Cocker is cutting his fourth A&M LP in Muscle Shoals. Cocker's band has signed with the label as a separate entity. . . . When Casey Anderson returns from a 21-city State Dept. sponsored tour of East European countries, he will play his 25th engagement at the Ice House in Pasadena. The opening date is Dec. 22.

MicroDramas Co. has leased a recording studio in San Bernardino. The new firm is MacroSonic Productions, with Gene Lawrence the technical director and Jory Sherman the producer. The local office for the company is 1680 Vine St.

Cat Stevens did the artwork on his second A&M LP, "Tea for the Tillerman". . . . Pentagram is sending out caricatures of its staffers to broadcasters. The cartoons are drawn by Nancy Priddy, wife of one of the owners, Bobby Applegate.

Jackie Mills will score "Wind-splitter," an independent film. . . . 16 Capitol album covers have been honored during the past year. Eight were picked for the annual show of the Society of Illustrators and the other eight were chosen by the Swiss magazine Photographis.

Chartwell Artists has opened two publishing firms, Chartwell Music and Wellchart Music, with Boyd Grafmyre and Robert Gerber overseeing both firms. . . . 14 French composers are spotlighted in a forthcoming UA LP "The Best of France." Eddie Adamis, UA's French producer put the package together. . . . "Live Traffic," the group's new in-person LP features bassist Rich Grech, a new addition to the group. . . . Leroy Holmes will arrange and conduct a song written by Chelique Sarabia for UA vocalist Chucho Avellant at the first Onda Nueva World Festival in Caracas Jan. 28-30.

Vocalist C. Shears is working the China Trader in Toluca Lake through Dec. 24. . . . The Firesign Theater is planning a movie which they'll write themselves. It will eventually come out as a Columbia LP also. . . . Danny Moses, Audio Arts new singer, opened at the Gregar Dec. 2.

Morey Alexander and Alan Atkins have formed Al-At Records for comedy packages. First release is "Spiro Agnew, About Face." Distribution will be through independent sources for the \$4.98 line. Tapes will sell at \$6.98. . . . Channel 28 and KPPC-FM teamed to present a one-hour stereo special starring Leon Russell and friends. The show was aired on Dec. 2 and Dec. 5. The show was taped during a six-hour open jam session and featured: Chuck Blackwell, Joey Cooper, Don Preston, Kathi McDonald, Claudia Jo Lennear, John Gallie, Jim Horn, Don Nix and Furry Lewis.

The Film Factory is producing song featurettes for Eric Burdon and Ike and Tina Turner.

Herb Alpert and the Tijuana Brass, the Beach Boys, Everly Brothers, Stevie Wonder, Eydie Gorme, Bobby Vinton, Dion and the Four Seasons are among the acts being shown in Dick Clark's Warner Bros. feature "The Years Of Rock"

(Continued on page 30)

Talent In Action

• Continued from page 24

Day Man," the last tune he did alone. Then Miss King joined him at the piano for "Blossom" and drums and bass were added for "Walkin' on a Country Road." The addition of these three instruments forced Taylor's voice up a bit (a crack of emotion even appeared) and his new ditty, "Ridin' on a Railroad" and "Night Owl" were a bit sassy. "Highway Song" provided an opportunity for him to play chords on the piano while Miss King carried the melody.

ELIOT TIEGEL

SANDLER & YOUNG

Americana, New York

Capitol Records' Tony Sandler and Ralph Young began a two-week engagement at the Americana's Royal Box Nov. 27, and for little more than an hour kept the audience in a comfortably pleasant mood. Sandler's suave approach and Young's vocal and visual antics struck a perfect balance as they sang and cavorted through a program that ranged from a rousing "Put On a Happy Face" to a sensitive treatment of "I Believe," interpolating "Ave Maria." They offered a series of counterpoint medleys that included everything from "Al Di La" and "Wagon Wheels" to "Dominique," then gave a beautiful interpretation of "Both Sides Now." They have all the class and finesse to control an audience, and they were successful in having diners sing along to "Shine On, Harvest Moon." Their closer, "Applause," brought on just that, and they returned to encore with a few more numbers.

JOE TARAS

INCREDIBLE STRING BAND

Fillmore East, New York

The Incredible String Band are an acquired taste, and their quality cannot be defined in terms of anything but themselves. They give an uncanny impression of being strangely foreign, as if their music was part of an authentic folk culture that nobody else has ever heard of, or remembers, or has yet discovered. These Elektra Records artists actually comprise the smallest distinct ethnic group in the world.

In a special holiday concert at the Fillmore East Nov. 29, the String Band used their mystique and unusual music to win real concentration from an appreciative audience. The stage was full of instruments: violin, kazoo, piano, organ, guitar, drums, mandolin; and the instrumental line-up changed for each song so that before long, everybody had played everything, and quite excellently. Certainly the pauses between songs were unnecessarily long, but the String Band give the feeling that wherever it is they learned their folk songs, concerts are lengthy and relaxed affairs, so you can't really take offense.

NANCY ERLICH

MAY BLITZ

Ungano's, New York

May Blitz, a powerful British trio, was strong at their Ungano's opening, May 2. The group effectively uses instrumental solos without dragging them on. And in drummer Tony Newman and lead guitarist James Black, May Blitz has musicians who can easily shine in solos. Bass guitarist Reid Hudson was exceptional throughout.

There also was some inventiveness as in "Virgin Waters" and "Fire Queen," both on the May Blitz' initial Paramount album. The former utilized spoken sections as well as vocals by Black for dramatic effect. Newman instrumentally led at the opening.

Then, Hudson turned to harmonica with Black on tambourine. Black next turned to a mallet-struck instrument called "Roto Tymp," while Hudson went to tambourine.

Newman, apparently much freer then when he was with the Jeff Beck group, was a tower of strength in "Fire Queen" and all other numbers. He's certainly one of the better rock stickmen.

FRED KIRBY

BLOSSOMS

Fairmont-Roosevelt, New Orleans

The Blossoms—three fine, attractive black singers who have worked mainly as a back-up group for the last seven years—seem finally to be coming into their own. In their three-week engagement at the Blue Room they are demonstrating that their potential is virtually unlimited.

Their sound is not solely in a Supremes-pop-rock vein; they offer a fuller, broader spectrum in their stylings, even dipping into a '40's vein with some of their harmony (as in "When I Fall in Love").

They register most powerfully with "Bridge Over Troubled Waters," and the theme from "Exodus," which is combined with "Climb Every Mountain."

New lyrics to "King of the Road" turn the Roger Miller song into a neat Women's Lib satire while the Beatles' oldie "All My Lovin'" is a departure point for some saucy comedy that makes points and gets the laughs.

Each of the girls—Jeannie King, Fanita James and Darlene Love—is a distinct individual; no one here handles backup chores, although Miss King has several featured spots. They record for the Bell label.

DAVID CUTHBERT

TONY BOOTH

Palomino Club, Los Angeles

Tony Booth, backed by outstanding performances from his lead guitar player and his steel guitar player, started off his last set Nov. 20 at the Palomino Club here with an emotion-packed drum-driven version of "Night Life." He followed that up with a soultinged "Kansas City" that featured exciting guitar (bass and lead) work, and came through with a slower paced "15 Years Ago" for dancing. The packed house was mostly young adults and the country-rock flavor of his show went over with enthusiasm.

Also on the bill was Jerry Inman, who varied his show between hard-rock type tunes and slow danceable tunes such as "Faded Love." When he started his 1 a.m. set, he was a little too relaxed on "Honky Tonk Angel," even going a little risqué on the lyrics. But by the time he got down to "Danny Boy" in his show he was working hard and creating quite an audience impact. Tommy Thomas owns the club.

CLAUDE HALL

GRATEFUL DEAD, NEW RIDERS OF THE PURPLE SAGE

Syndrome, Chicago

It was a religious experience of the Third World Church with Pigpen presiding as high priest. The Grateful Dead offered a post-Thanksgiving mass here Nov. 27, with the help of the New Riders of the Purple Sage, a country music offshoot of the Dead.

The Dead's show was more of a religious happening than a concert. The group's fans started dancing and shouting from the first chords of "Casey Jones," and didn't slow down until the final shouts from vocalist Pigpen on "Turn On Your Lovelight," which one person aptly described as the "closest pos-

(Continued on page 30)

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Big Talent Agencies Not Tuned in To Artists Needs, Asserts Heller

By ELIOT TIEGEL

LOS ANGELES—The talent agency business as it relates to music acts is undergoing a "splinter movement." "Today's young musicians will not stand for the impersonal kind of representation they've been getting at the big agencies," said Jerry

Heller, who recently spun off from Chartwell Artists with Don Fischel to form their own contemporary music firm, the Heller Fischel Agency.

"The same thing happened to the major film studios will happen to the major talent agencies," Heller added, "because they've lost direct communication with their young music clients."

Heller and Fischel believe agents at the major shops who are deeply committed to contemporary music will be leaving to form their own companies.

"The big agencies don't understand the contemporary music people and they don't like the music, so they pay people a lot of money to act as buffers between them and the pop groups," Fischel said. "Men in their early 40's don't relate to rock and they don't adopt to today's music. The key is to develop a family type of relationship with your artists."

Heller, 30, handles the booking of concerts and club dates while Fischel, 35, covers the television area.

Both agents attack the policy of the major agencies of signing an act because of its manager or record company affiliation. Heller and Fischel only work with acts they believe in artistically, they claim.

One of their new groups is Morning, a contemporary band with roots in country and jazz which records for Vault. Heller has placed the band on some upcoming dates with Spencer Davis and Peter Jamieson and the Guess Who.

As part of its "family concern," the agency will not let the band play in public before it is all together as a concert attraction.

Among the new acts which it represents are Gypsy, Emitt Rhodes, Dunn and McCashen, Morning, Sunday's Child, Truk, Gary Wright, Carp, plus such established names as the Guess Who, Grassroots, Lee Michaels, Spiral Starecase and Smith.

In order to keep in touch with contemporary music, the two are frequent visitors to this city's rock clubs. Fischel's background includes six years at William Morris and two at the former Bernard-Williams-Price agency. Heller was with ABC for three years. They receive a 15 percent commission on one-nighter engagements (anything three days or less is considered a one-nighter) and 10 percent on a location booking which is anything over four days.

One factor in their "family attitude" they claim is not taking any commission from an act which is "starting out and trying to pay its rent."

Fox Plays Bach in Right Keys: Sharp and Brilliant

NEW YORK — Virgil Fox came to Fillmore East, Dec. 1, and he scored a resounding triumph. The eminent organist, playing an all-Bach program at the East Village rock palace, packed them in, drawing consistent attention and cheers. Even after his fourth encore, the audience shouted for more.

Fox was aided by the Rogers Touring Organ, a 140-speaker electric concert organ, which

resembled a regular organ in sound and keyboard appearance, and Joe's Lights, the successor to the Joshua Light Show at Fillmore East. The lights effectively supported and added to Fox' brilliant virtuosity.

In soft choral works and intricate contrapuntal pieces, Fox was superb. "Have Mercy on Me, O Lord," was reverent and breathtaking. It preceded the "Passacaglia and Fugue in C Minor," one of the most difficult of all organ compositions and an admirable finale for the regular part of the program.

Throughout, Fox' pedal work, his keyboard artistry were stunning. Fox' elaborate introductions and descriptions of the works also were a key part of the evening, adding to an air of informality. His dedication was contagious. Fox will return to Fillmore East, Monday (14) and will probably do more dates. The mixed audience of regular concert goers and youths who had never heard an organ recital before proved a new and receptive audience. And Fox' artistry was a smash!

FRED KIRBY

Signings

The Four Freshmen, formerly with Capitol, signed with Stylist Records of Denver. . . . Blue Thumb's Arthur Lee & Love and Polydor's Odette to Zell Enterprises for coverage in all areas. Also to Bell: Herbie Hancock, Black Oak, Arkansas and John Manning. . . .

Mariano, pianist, joined Kapp, where Bobby Paris will produce his first single, "The Bitter and the Sweet." . . . Marilyn Michaels signed with the Joe Scandore office for personal management and Gurtman-Brown Associates for public relations. . . . Silverrock, seven Cherokee Indians, to Capitol. . . . The Singsmiths, an all-girl choir, to Jag Records, North Hollywood. Mel Winters Productions will produce. . . . Mike Settle, formerly of the First Edition, signed with Amos Records as a singer and Amos Productions as a writer. . . . Fanny, an all-girl rock group, to Creative Management Associates for representation in all fields. . . . Larry Johnson joined Rain, with his initial disk, "World of Tuxedos," arranged by Mike Melvojn, is slated for January distribution through Bell. . . . Moses signed with Murbo Records with "Take This Load Off My Back," their first single. . . . Stax's Staple Singers to the Robert Stigwood Organization for management. . . . Writer Byron Walls joined Mother Music.

Medley & His Managers Form Mgt Company

NEW YORK — Bill Medley and his managers, Mike Patterson and Jim West, have formed a personal management company, Patterson, West & Bill, to manage and set recording deals for new acts.

Medley & His Managers Form Mgt Company

NEW YORK — Bill Medley and his managers, Mike Patterson and Jim West, have formed a personal management company, Patterson, West & Bill, to manage and set recording deals for new acts.

The first act signed by Patterson, West and Bill is Road Home, a self-contained hard rock group that is currently working in Newport Beach. Medley is working on a deal with MGM Records to release Road Home's first album.

The new firm will not be representing Medley, and will not in any way conflict with his current personal management agreement.

Circle nitery here and last week hopped to Oakland, Md., to cut an album with the Blue Ridge Quartet on location. Jewel's remote facilities, including 8-track equipment, is being used in WLW-T's studios by producer-director Bob Heath for an upcoming TV special starring Dee Felice. Rusty and his associate producer Gene Lawson will handle all the audio for the show. BILL SACHS

Talent In Action

Continued from page 28

sible thing to nirvana." The Dead's "congregation," nearly 6,000 strong for the show, freaked and frolicked for four hours to music by the Warner Bros.' sextet, easily the most underrated rock band in the world.

The New Riders, featuring Jerry Garcia and Micky Hart from the Dead, opened the show with some nice country sounds. Much of the material is original, but the group still borrows from the established country artists like Merle Haggard. The highlight of the New Riders' set was a country version of "Honky Tonk Woman," which left the crowd screaming for more.

GEORGE KNEMEYER

GRINGOS

Mr. Lucky's, Phoenix

Continuing the kind of brassy jazz rock sound which is keyed for as Vegas lounge-type establishments, Bob Sikora brought the Gringos into his King's Den lower level room at Mr. Lucky's Nov. 17 for a seven-week stay.

Though the name—the Gringos—has been around Arizona for several years, this band banded together only six months ago. The eight-member aggregation features attractive girl singer Donna Byrd (she once soloed on MGM Records). She has her own style, sounding like a much-better-controlled Janis Joplin with traces of a Streisand influence. Once she learns more graceful movements around the mike, Miss Byrd will be out-of-sight and lead the group into the record deal it deserves.

The other seven are fine musicians who abound in visual vitality. Sounding sometimes like the Tijuana Brass, they're effective in harmony and effortlessly project their dedicated blending of voice and instruments to keep the non-dancers tapping their digits on the tables. The funky chicken-and-frag fans are too busy to tap. PHIL STRASSBERG

From The Music Capitals of the World

DOMESTIC

Continued from page 28

UA is releasing a soundtrack LP by Raphael titled "Sin Un Adios" from a film bearing his name. ELIOT TIEGEL

CHICAGO

Talma's Smokey Robinson and the Miracles gave one concert at the Auditorium Theater recently for 22nd Century Productions. . . . Atlantic's Aretha Franklin and Curtis Mayfield gave two shows recently at the Auditorium. . . . Vanguard's Mimi Farina, Tom Jans and Jim Glover were at the Quiet Night recently, as was Doc

Watson, his son Merle and Carolyn Hester. . . . Dakar's Major Lance and Hi's Ann Peebles were at the Burning Spear. . . . Jan Brenner and the World's Fair are appearing at the Four Torches. . . . The Quiet Knight recently celebrated its first anniversary and had the Siegel-Schwall Blues Band play for the celebration. It was also Siegel-Schwall's first anniversary of playing every Tuesday night at the Quiet Night. . . . General Crook has released his second record on the Down-To-Earth label, "Do it for Me." It was produced by Le-Mar Productions. . . . Cotillion Records recently held a press party here to celebrate the release of the first Young-Holt Unlimited LP on the label. GEORGE KNEMEYER

CINCINNATI

Gwen Conley, black songstress from Columbus, Ohio, who was vocalist with the Dee Felice Trio on James Brown's 1969 tour, last week joined Bob Braun's "50-50 Club" on WLW-T and affiliate Avco Broadcasting stations as a regular. Other recent newcomers on the WLW-T singing staff are Bob Reider and Randy Weidner. Braun introduced his new album on the Wrayco label, "The Many Moods of Bob Braun," to local one-stoppers, radio, TV and music men at a cocktail session at the Lookout House, Covington, Ky., Tuesday (24). The affair was hosted by A&I Record Distributing. Wrayco president Lewis B. Chitty flew in from Baltimore for the event.

Rusty York's Jewel Recording Studio is spreading itself into the on-location recording scene. Rusty recently recorded Cincinnati Reds catcher Johnny Bench at the Inner

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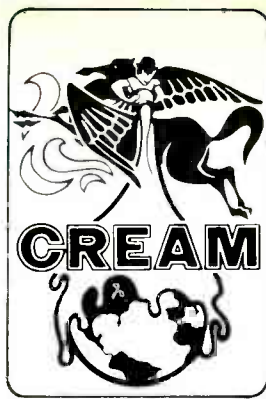
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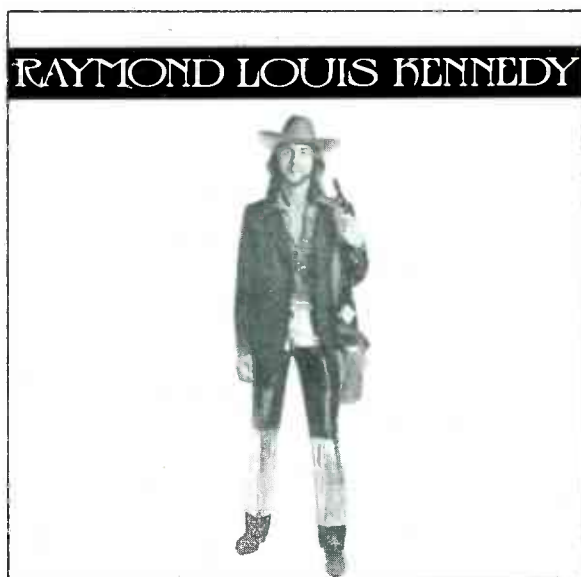
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This is Ray's album, which contains the single plus several other important contemporary music and lyric statements. It will be available December 26.

EXAMINATION:

1. THE 8TH ANNUAL
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2. IT IS:

- A. Authoritative
- B. Endorsed by College Talent Buyers.
- C. Concise
- D. Effective
- E. All of above

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- C. Student union directors (who book talent)
- D. All of above

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FEB. 20, 1971

ISSUE DATE

MAR. 20, 1971

ANSWERS: A, E, D, E

Campus News

'Drug Traffic' Cancels All Miami U. Major Concerts

CORAL GABLES, Fla.—A report alleging drug violations during University of Miami concerts has forced the cancellation of major concerts on that campus. The report, filed by the Coral Gables police department, was given to the university administration by Coral Gables city commissioner and University alumnus Keith Phillips.

"I acted as a catalyst in this situation," commented Phillips. "I was concerned over the reports given by the police commissioner and made Dr. Henry King Stanford, university president, aware of these reports. I told him I did not want to release these to the press. I do not think that President Stanford was aware of the extreme extent of the violations.

The reports dealt mainly with alleged drug trafficking and alleged usage of everything from marijuana to heroin. The concerts were designed for the city population, according to Jim Yasser, past student body president and chairman of the student entertainment committee. They were originally held on the University's soccer field and financed by the students through an activity fee voted on in a student referendum.

Yasser recognized the problems in the beginning. "We all knew about the alleged drug trafficking," he said. "And we attempted to take steps to prevent it. We originally opened the concerts to everyone who wanted to come. Finally we began restricting attendance to the university students, but we had many gate crashers. It was unavoidable. I offered to establish a student marshaling system to patrol the concert grounds. I offered all co-operation in all areas. We generally left the field clean and dealt with most of the problems ourselves. I think we did a pretty good job too. But I feel that, as in the past, the governments of the cities involved did not want large congregations of young people."

Park Closing

An attempt is being mounted to close at sunset one park lo-

cated in Coconut Grove. It is a park where many of the young people from the university as well as the community gather. Many shop owners in the area would like to see it closed early. The young people, however, feel that this would be an infringement on their rights and they have mounted a campaign to keep the park opened.

Alternative concert sights include the Miami Hi Li Fronton, where Sly and the Family Stone will appear, and the Miami Marine Stadium, where a Joan Baez concert originally scheduled for the UM soccer field, is being planned. The students are appealing the Baez concert on the grounds that she does not qualify as a rock act because she uses only an acoustic guitar to accompany her voice.

Another Site

Another alternative site was the University Union patio, but this was rejected by Yasser because it was not large enough for the expected crowds at any given concert. "Can you imagine a free concert with the Jefferson Airplane in an area about one-fifth the size of the soccer field?" asked Yasser. "They really gave us no alternatives. The Fronton is not really near the campus and transportation has been a problem. The same goes for the Marine Stadium, which is a great place to hold a power boat race."

Yasser has resigned as student entertainment committee chairman, effective as soon as the new student body president can find a replacement. "I have received nothing but opposition and negativism. We, as the student body, attempted to offer one cultural aspect to the citizens of Miami. Our attitude was come and see for yourself. We could not satisfy the powers that be and that's that."

On the other hand, according to reports in the student newspaper, the Hurricane, union program officials claim they received no help from the student entertainment committee. Jim Fishel, entertainment editor of the Hurricane, said that the program officials, including Kay

Whitten, Bill Sheeder and Howard Winniman, received almost no thanks and most of the grief for the concerts. "I am not saying that they should not receive part of the blame for the cancellations, but with co-operation between them and the students some middle ground might have been attained and our concert series might have been saved."

The final comment came from Yasser. "These people in the Coral Gables city government are the same ones who banned the movie 'Woodstock.' Not only that, but to my knowledge, there was never an arrest for drug violations at any of the free concerts."

Campus Dates

Dreams, Columbia Records artists, appear at Lycoming College, Williamsport, Pa., Thursday (10). **Charlie Byrd**, who also records for Columbia, performs at Towson State College, Baltimore, Md., Saturday (12).

The **Paul Butterfield Blues Band**, Elektra recording group, appears at California Polytech, Pomona, Friday (11). At the University of Alabama, Tuscaloosa, **Mountain**, Windfall Records artists, and **Bloodrock**, who record for Capitol, appear Thursday (10).

Dick Gregory, Poppy Records artist, appears at the University of Richmond, Richmond, Va., Wednesday (9); and the University of Delaware, Newark, Del., Thursday (10).

What's Happening

By BOB GLASSENBERG

Here is a list of record companies and contacts to whom you may want to write to publicize your campus radio station and receive record service. Every one of these people should be on your mailing list. Use this in conjunction with the suggestions in the What's Happening column of Dec. 5.

A&M Records—Lance Freed, 1416 N. La Brea Ave., Hollywood, Calif. 90028

ABC Records—Larry Ray, 8255 Beverly Blvd., Los Angeles, Calif. 90048

Bell Records—Fred Ruppert, 1776 Broadway, New York, N.Y. 10019

Colossus Records—Steve Schulman, 1855 Broadway, New York, N.Y. 10019

Douglas Records—Neil Illiano, 145 W. 55, New York, N.Y. 10019

Elektra Records—Bob Brownstein, 15 Columbus Circle, New York, N.Y. 10023

Mercury Records—John Sipple, 35 E. Wacker Drive., Chicago, Ill. 60601

Metromedia Records—Stan Montero, 1700 Broadway, New York, N.Y. 10019

MGM Records—Sol Handwerker, 1350 Ave. of Americas, New York, N.Y. 10019

Poppy Records—Morty Wax Associates, 1650 Broadway, New York, N.Y. 10019

Polydor Records—Larry Heller, 8733 Sunset Blvd., Hollywood, Calif. 90069

Rare Earth & Motown Records—Alan Di Noble, 2457 Woodward Ave., Detroit, Mich. 48201

Roulette Records—Ed Kerwin, 17 W. 60, New York, N.Y. 10023

Warner Bros. Records—Ron Goldstein, 4000 Warner Blvd., Burbank, Calif. 91503

Another list will follow as soon as contact can be made at other record companies. Remember to write to these people on your radio station's letterhead. Keep a copy of all correspondence.

The Head Count

(Editor's note: The first in a series surveying Head shops throughout the country.)

The Electric Fetus in Minneapolis sells "records, clothes and assorted headgear," said Dick Rushton, store manager. They have set prices compatible to the five other head shops in the Minneapolis-St. Paul area. These prices are lower than the other stores in the area serving the same products but with no community consciousness. Rushton's object is to serve his community, primarily students at the University of Minnesota and the community of young people which the university fosters. Rushton also mentioned that he has received over 500 phone calls for Apple Records' new George Harrison LP which was shipped Wednesday (2). The 10 best selling albums at his shop are:

1. "Stephen Stills," Steve Stills, Atlantic.
2. "American Beauty," Grateful Dead, Warner Bros.
3. "Question of Balance," Moody Blues, Threshold.
4. "New Morning," Bob Dylan, Columbia.
5. "Jesus Christ Superstar," various artists, Decca.
6. "Layla," Derek and the Dominos, Atlantic.
7. "Leo Koltke," Leo Koltke, Symposium.
8. "The Worst of the Jefferson Airplane," Jefferson Airplane, RCA.
9. "Indianola Mississippi Seeds," B.B. King, BluesWay.
10. "Washington County," Arlo Guthrie, Warner Bros.

DECEMBER 12, 1970, BILLBOARD

Outlook for 1971 Michigan Blues Fest Is Termed Dim

ANN ARBOR, Mich.—The outlook for the third Annual Ann Arbor Blues Festival in 1971 is dim. The head of the last two festivals, John Fishel, is pulling out because of financial losses incurred from the Aug. 7-9 event. "The event was artistically successful but a financial disaster," said Fishel. "There were plenty of people for the festival but we still did not make our money back." The main reason, according to Fishel, was because of the gate crashers which no one really had the heart to stop.

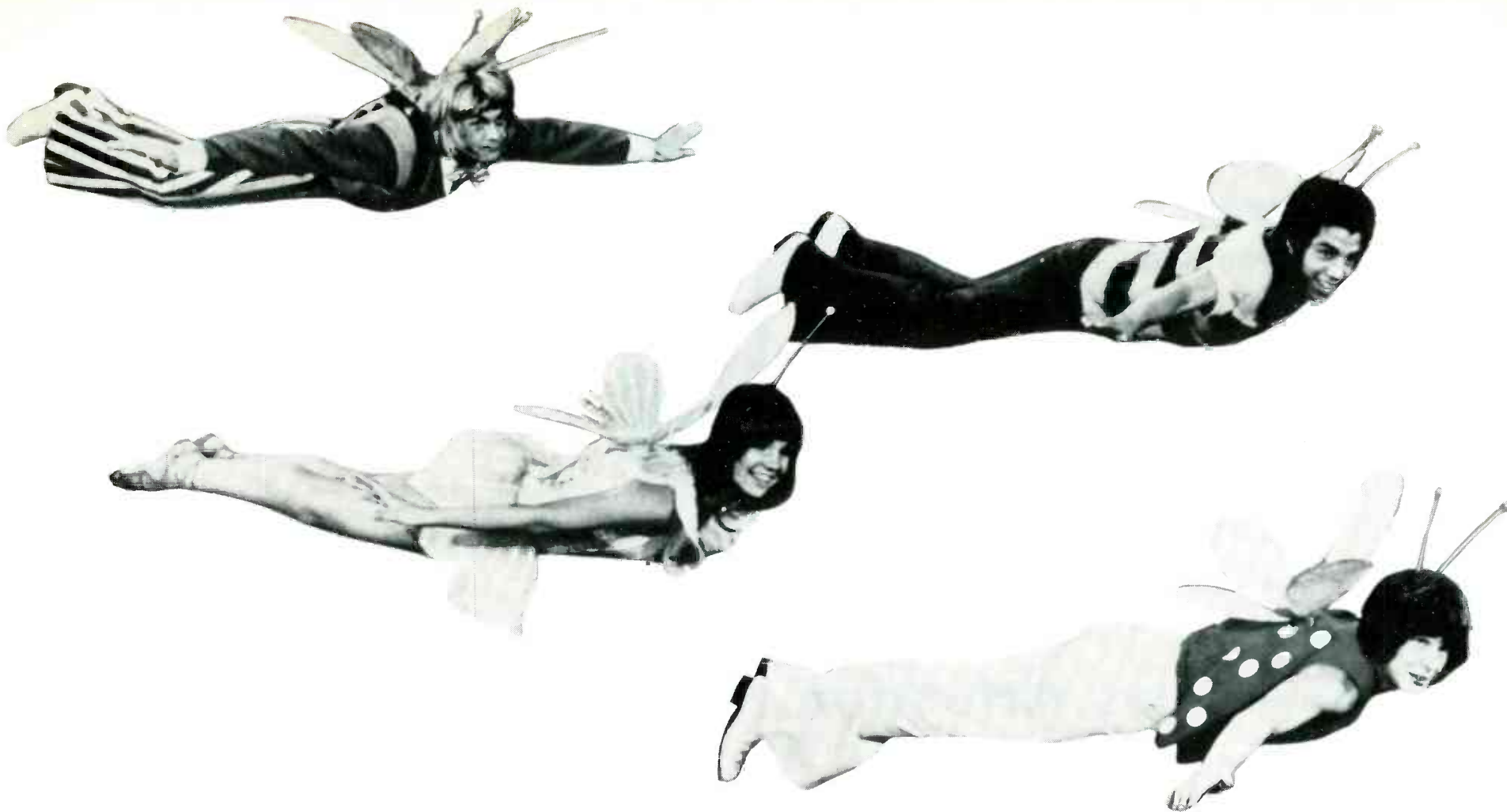
To help remedy the financial burden still remaining from the August event, a group of artists in the blues and rock field

donated their time and talent for a benefit held Sunday (6).

"They offered their talent, I think, to insure that a true American art form, the blues, will continue to have a platform from which it may be heard and enjoyed for the years to come," Fishel commented.

Artists on the bill include Otis Rush, Johnny Winter, Luther Allenson, and Junior Wells. "We cannot release all of the names of the performers due to prior contractual agreements of the artists," said Fishel.

Tickets for the event, which took place at the University of Michigan Events Building, ranged from \$3.50-\$5.50, with a limited amount of patron tickets at \$10.



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Radio-TV programming

FCC's Lee Unveils 'More Stereo' Bid

By MILDRED HALL

WASHINGTON—In a talk before Georgia broadcasters recently, Federal Communications Commissioner Robert E. Lee said there had not been nearly enough exploitation of stereo possibilities on FM radio. He said the tremendous market for stereo cartridges and cassettes indicates the public isn't receiving what it wants from the FM broadcaster. Only about 33 percent of FM stations now broadcast in stereo.

Lee scolded AM-FM broadcasters for not providing more independent FM programming, and suggested that he could not back compulsory all-channel set legislation for radio until more separate programming was available.

This brought angry repercussions from John L. Richer of WFIL-FM, Philadelphia, and president of the National Association of FM Broadcasters who

accused Lee of "turning his back" on the all-channel radio bill long pending in congress. Lee replied that he had never actually endorsed the legislation.

In his talk to the Georgia broadcasters, he had warned that the government should not force people to buy FM reception at a time when much of it is available on their AM radios. (FCC ruled some time ago that 50 percent of AM-FM programming be non-duplicate in larger markets.)

Lee also urged broadcasters to look into new aspects of
(Continued on page 40)



CHUCK BRINKMAN, left, air personality at KQV, Pittsburgh, accepts a gold record from Nick Albarano, director of marketing for Janus Records. Janus Records claims KQV to be the first station to break the million seller "In the Summertime," by Mungo Jerry. The group is currently on the charts with their first LP.

Philly Good Music Station Bows 'Original Hits' LP

PHILADELPHIA — WFIL-FM, easy listening station programmed by Dave Klahr, has moved into high gear in both programming and promotion. One of the current projects is an oldies album titled "The Nicest Music, Vol. I" which will feature 14 original hits such as Oliver's "Jean," Dion's "Abraham, Martin and John," and Stan Getz' "Girl From Ipanema."

Columbia Records' custom division did the pressing; Marnel will distribute the record locally; WFIL-FM will promote heavily in spots.

WFIL-FM, using Gates automation equipment, features two instrumentals an hour, usually

hits; six oldies an hour, and two LP cuts from a feature album which is used as a promotional giveaway, and the rest current easy listening tunes. Klahr estimated that the station is playing about 75 percent of Billboard's Easy Listening chart. Production, handled by an engineer, is very tight . . . "when one tune fades, the engineer brings up the next cartridge." Air personalities used on the station are some of the heaviest in the business. Klahr uses Jay Cook, program director of WFIL; and WFIL personalities J. J. Jeffries and Tom Tyler to intro the tunes on cartridge. WFIL is the sister Top 40 station in Philadelphia.

WFIL-FM just recently cut down commercials from four clusters per hour to only three clusters per hour.

WFIL-FM occasionally varies its format with radio specials for the weekend. Recently, the station featured "A Day with Tom and Engelbert," running three of their records each an hour. This special on Tom Jones and Engelbert Humperdinck drew some 4,500 cards and letters from listeners. The station has featured specials on female singers, the Beatles, and Academy Award winners, among others.

Pays Attention to New Disks

BUFFALO—A radio station cannot over-identify a new record, according to WYSL program director Hal Martin. "If you think a new record is viable enough to play, you should set it up in such a way that listeners will know what it is. We try to give the listener a reason for listening to a new record." WYSL not only sandwiches a new record in between two familiar records but the air personality on duty identifies the new record at the beginning and at the end of its play.

This approach, as well as the other programming tactics used on WYSL are "the best things of many stations," said Martin. "I didn't invent them . . . I'm just trying to implement them effectively."

Martin works with a personality staff that includes Roger Christian 1-6 a.m., Chuck Morgan 6-10 a.m., himself 10 a.m.-noon, George Hamberger noon-3 p.m., Jim Brady 3-6 p.m.,

Kevin O'Connell 6-10 p.m., Rufus Coyotee 10 p.m.-1 a.m., and Robin Gallagher weekends.

'No Non-Hits'

Admitting that he was very careful to avoid playing too many new records, Martin said the reason was that in a competitive situation, it is very important to not play non-hits. "Listeners can rest assured that if they don't like a tune, they'll like the one we played before that or the one coming up," Martin said.

Martin, who worked at CKLW in Detroit a year before coming to WYSL, has been largely responsible for taking a so-called Drake type station out of the doldrums. "The station had been trying a Drake concept," Martin said, "but not cutting it." Claiming that because of his "good fortune" to work with some good people at CKLW in Detroit such as Paul Drew and people like Jimmy Rabbitt and Ken Dowe at KLIF in Dallas, Martin said he "got a good taste of quite a few aspects of programming from various people. I learned promotion from the McLendon people . . . and I learned how to structure a radio hour in the Drake setup at CKLW . . . I especially learned how to handle people from Ken Dowe and Paul Drew."

WYSL may add as many as

eight new records during a week, but may add or drop any given record at anytime during the week. The station constantly "samples" the market on music via telephone requests and record store checks. Martin prefers to move the music fairly fast up or down on the chart.

The station has a library of some 2,500 oldies and features a "Million Dollar Weekend" every week. On some shifts, the deejays may play only two oldies during an hour, but during the housewife times this ratio may go as high as five oldies for the hour. In certain time periods, certain records are restricted from airplay; the deejays pull the music for their own shows within certain guidelines. However, new records are on regular rotation to make sure they get proper exposure.

WYSL comes out of the news into a hit record. All patter by air personalities should spring from a musical derivation, he felt.

Custom Fidelity Steps Up Special LP Production

LOS ANGELES—Custom Fidelity is deep into production of special albums sold by Top 40 and country music stations. KBBQ, in the Burbank suburb, will shortly release an album, "K Bar BQ Country Classics." Top 40 stations in Phoenix; Anaheim, Calif., and Salt Lake City are selling on the air a double LP set for "24 All Time Great Hits." Carson Schrieber produced the country set; Rick Donovan produced the rock LP set.

In Salt Lake City, KCPX has sold over 10,000 copies of the rock set, according to Schrieber. Twelve of the tunes on the rock set are through a special deal with Liberty/UA records. The rock set includes artists such as Tommy James and Canned Heat; the country LP includes Henson Cargill, George Jones and others. Other LP's are planned.

WLW Breaks 80% of New Disks in Mart

CINCINNATI — WLW, 50,000-watt easy listening giant, is breaking "probably as much as 80 percent of the new singles in this market because the local Top 40 station is slow on records," said program director Cliff Hunter. "We're playing seven-to-nine new singles a week, both the new rock stuff and the new easy listening records."

WLW uses local sales to determine its playlist and also pays close attention to listener requests. "The rocker in town may dominate singles sales, but they lean on what other stations in other markets are playing; we're willing to play the new singles first," Hunter said. Between 6 a.m.-7 p.m., the station has a 30 record playlist which consists
(Continued on page 40)

Decca Staffers Push Crescendo

NEW YORK — Decca Records, in a unique promotion stunt to build up action on artist Don Fardon, is servicing a British Crescendo Records single to U.S. radio stations. The Crescendo single—"Indian Reservation"—is currently a hit in England. Decca in the U.S. has an album featuring Fardon called "I Paid My Dues." Herb Gordon, director of national promotion for MCA Manufacturing Corp., has instructed all Decca promotion men to promote the Crescendo single along with the Decca LP, feeling that if Fardon comes up with a hit U.S. single it'll enhance sales on the Decca LP.

LP's a Must in Daily Top 40 Planning: KCBQ's Allyn

SAN DIEGO—Albums have become a must in daily Top 40 programming, according to KCBQ program director Gary Allyn. The station has been scoring well with an album countdown on Monday night, playing the best cuts from each of the 30 best-selling albums in San Diego. These become the cuts the station also plays during the week, conforming the various

cuts to the best time periods. Audience reaction has been excellent, Allyn said.

The station has been inserting LP cuts into its regular programming the past three months and using the slogan "KCBQ, the Long Play Station." The station features an LP of the week and gives away 25 copies of this LP in promotions. LP gold cuts from earlier progressive rock groups are also programmed.

DON IMUS FINDS FUSS WITH 'EXCLUSIVE' DISK

CLEVELAND—Don Imus, morning air personality at WGAR here, went on the air Nov. 25 claiming he had an "exclusive" on Bobby Darin's "Queen of the Hop" on Atco Records. He whispered over the top of the record such old-time radio tricks as: "A WGAR exclusive" and "You heard it first on WGAR."

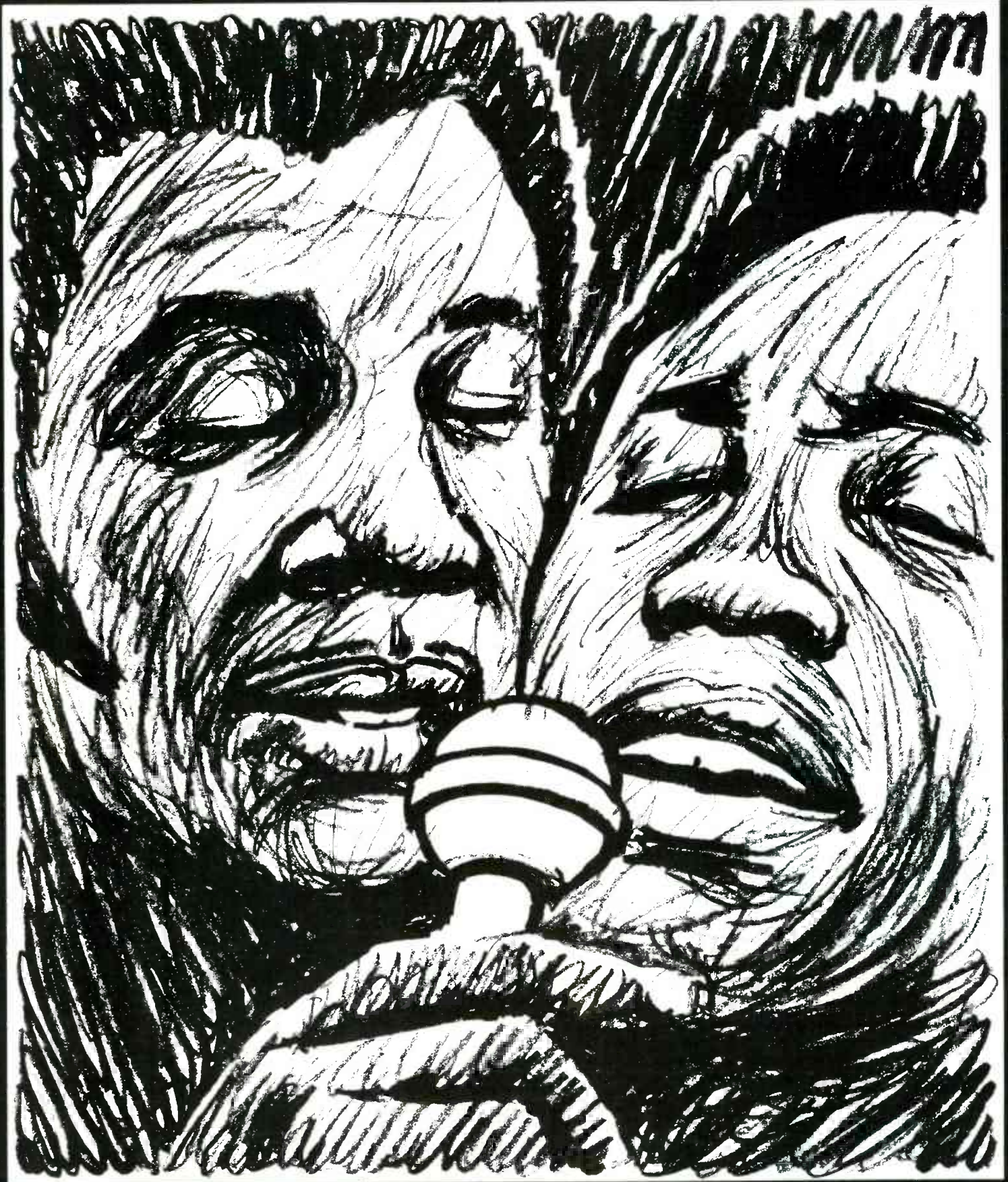
Then the phone calls began to flood in from irate listeners protesting that the record wasn't new. Imus put them on the air with him via phone and argued that the record was a new one. One guy called up and said the record was "pretty good . . . just like those old records several years ago . . . has a beat." And Imus said: "Yeah . . . that record goes back to the roots of rock 'n' roll just like the Creedence Clearwater Revival is doing. It's gonna be a hit."



JOSE FELICIANO, RCA Records artist, with guitar in hand, serenades KFRC air personality Dave Diamond with a song he wrote for Dave. While at the station, Feliciano also played a song he wrote for Bill Drake, it's also his latest RCA release "Feliz Navidad."



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Gavin Conference Scenes



BILL GAVIN introduces FCC Commissioner Nicholas Johnson at a special press conference before his opening speech at the fifth annual Bill Gavin Radio Program Conference in Los Angeles Nov. 20-22 at the Century Plaza Hotel. Johnson is behind desk to left of Gavin.



KEN DOWE, national program director of the McLendon Stations, moderates session from behind three radio executives. From left: Dowe, KJR general manager Pat O'Day; WFIL program director Jay Cook; KILT program director Bill Young.



MAJOR RECORD EXECUTIVE winners were Columbia Records for record company of year and Ron Alexenburg, now head of Epic Records, for promotion man of year. From left: Alexenburg, Gavin, and Clive Davis, president of Columbia Records.



MAJOR RADIO EXECUTIVE winners of the annual Gavin Awards were, from left, Pat O'Day of KJR in Seattle, Top 40 manager of the year; Kent Burkhardt, vice president of Pacific & Southern, group ownership executive of year; Gavin; Bill Drake, Drake-Chenault, radio program consultant of year; Russ Barnett, KMPC, Los Angeles, non-rock program director of year; Bill Young, program director of KILT in Houston, whose station was cited as radio station of year by Gavin.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

records that will definitely make the group. Jeff Barry produced. Best cuts are "Lady Love" and "If You Can't Be a Clown." Sensational music! Their LP has just been shipped: "Lady Love" could easily be a million seller, the music bridges all age groups and the group is for real, they can juggle and Irwin Tarr, Frank Mancini, Vito Blando and Buzzy Willis are strong on the group; the Klowns are all-around entertainers, live and on record. . . . "Scott's Place," hosted by Scott Ellsworth on KFI, Los Angeles, has become a fairly important showcase for recording artists. Shelly Manne to guest with Ellsworth Nov. 22 and a series of other musicians are slated. So, KFI, and especially Scott Ellsworth, receives the Claudius Seal of Approval this month.

★ ★ ★

John Garry left his position as operation director of WGH in Norfolk, Va., to become program director of WIST in Charlotte, N.C., on Dec. 2. He writes: "I've been told it's a tough market to crack, what with Mr. Kaplan and all, but I'm sure we'll find WAYS. A little humor there. Besides, it's closer to Texas, a place you may have heard of." So, I got on the phone with a couple of friends and one of them speculates Garry is moving to Charlotte for the challenge. Well, it's obvious, at any rate, that WAYS had better get themselves a program director fast! And they'd better get a good one. The easy times are over in Charlotte.

★ ★ ★

After an extended absence with the Navy, Larry Glenn of Mobile and Birmingham is now at work on WORJ-FM, a progressive rock station in Orlando, Fla., and needs albums desperately. Also says: "Due to the overwhelming acceptance of WORJ-FM, our AM affiliate, WORJ, recently switched from an MOR format to a modified progressive rock format." . . . The lineup at KNOK in Dallas includes Irv Jackson, formerly national program director of the James Brown Stations, plus Eugene Burns, Gene McIntyre, Bill Willis, Gerald Hardgraves and Bob Stewart. Bill Thomas is the national program director of the chain.

★ ★ ★

A letter from WTHE general manager Richard Winslow, Mineola, L.I., N.Y.: "In the Nov. 14 number in your blurb on the WJR station, you state that the station will probably change formats, leaving New York, the world's largest radio market, without a country music station." WTHE is in its fifth year as a major factor in the market as a full-time country and western music station. Although WTHE is licensed to the village of Mineola, a brief glance at the enclosed coverage map indicates, however, that our powerful voice blankets the metropolitan New York market. WTHE is very active in the country and western field as a strong promoter and merchandiser of country and western music. I would appreciate very much your acknowledgement of the fact that New York, the world's largest radio market, does indeed have a country and western music station, active and strong, to serve the hundred of thousands of devotees of this increasingly popular form of American music. First, Mr. Winslow, it's just country music. Unless, of course, you're devoting a lot of time and consideration to the Sons of the Pioneers and Riders of the Purple Sage, who're sort of western. Next, as much as I'd like to encourage you, I've never been able to hear your station, neither in Manhattan nor in Westchester. Sorry about that.

Bob Goode is going to WSAI in Cincinnati and will do a 7-midnight slot. . . . John Christy and Danny Clover seem to be the latest leaving WIFE in Indianapolis. . . . John Wailin has left WWOI in Buffalo, and program director Jerry Adams is looking for a good personality.

Dean Kane at WIRK in West Palm Beach, Fla., is looking for a man or two; pay is \$140-170. . . . KGO-FM in San Francisco will be changing call letters in the next month to KSFX-FM and the staff now includes Tommy Saunders, Allan Pierce doing a talk show produced by Mary Turner, Dave Hermann on tape, Lita Elisea, Tony Pigg and Murray Roman on tape. . . . Ray Gardella has been appointed general manager of WIXZ, Pittsburgh, he'd been president of Cine-Vox Corp.

★ ★ ★

Larry Douglas, expert record promotion man and a raconteur of touch football, says he'd walk through New York naked to bring home "Amos Moses" by Jerry Reed. The RCA record has gone top 10 at such stations as WROV in Roanoke, WAIL in Baton Rouge, KEEL in Shreveport and WKLO in Louisville and even No. 1 on WAKY in Louisville. "Trouble is, how to find the key to make it break on all Top 40 stations." Okay, this is hereby declared as Be Kind to Larry Douglas Week. Everybody play the record in one fell swoop—coast to coast in all formats—as a favor to Larry Douglas, a nice guy (besides that, he's a personal friend of Ken Dowe). Larry likes the record. Let's see if two weeks of pop can make it happen as a big pop hit.

★ ★ ★

Bob Allen, program director, KDKO, Box 418, Littleton, Colo., needs black MOR and jazz vocal albums and guarantees airplay in housewife time. . . . Owner Bob Hubert and general manager Marge Hubert have added progressive rock to their programming on WTWC-FM, Champaign, Ill., 9 p.m.-2 a.m. Station is MOR during day. Deejays on the progressive shows are Roy Filson and Chuck Schwartz, two ex-students at the nearby University of Illinois.

★ ★ ★

WNEW-FM in New York will tape a Christmas "Music Special," a radio event that the AM counterpart has made heavy use of during the past years. Like the AM station, WNEW-FM will tape the show live at a fancy nitespot, inviting agency and clients to attend and booze. . . . Ratings for Raleigh, N.C., show WKIX with 39.6 in 18-49 age group between 7-10 a.m., 32.5 between 10 a.m.-3 p.m., 48.2 from 3-7 p.m., and 37.5 from 7-midnight; this according to the May Hooper. WPTF had 33.6, 34.28 and 24.3 in those same time periods Monday through Friday. Next station would be WLE with 8.9, 8.3, 9.7, and no night rating, while WRNC had a 6.8, 5, 4.1 and 10.3. So, it looks like I owe WKIX program director Pat Patterson a big fancy story.

★ ★ ★

Joey Reynolds is out of WIBG in Philadelphia. . . . Here's the Oct./Nov. Hooper for Milwaukee: WOKY 26.7 from 7-10 a.m., 21.9 between 10 a.m.-3 p.m., 24.7 from 3-7 p.m. and 20.2 from 8 a.m.-7 p.m. Saturday. In the same time periods, WTMJ had 21.3, 21.4, 16.8 and 13.2. WISN had 17.9, 10.2, 8.5 and 11.3. WEMP had 14.4, 17.2, 13.6 and 10.4. WRIT had 5.6, 5.9, 11.1 and 17.6. Program director of WOKY is Skip Broussard, music director is Tex Meyer.

★ ★ ★

Went to an RCA Records party recently and saw a new group that knocked me out—the Klowns. They were on a TV special Sunday (15) on network, but it's their

Mike Van Dorn, music director at KOVO and KFMC-FM, Provo, Utah, defends MGM president Mike Curb for stand against drug groups. . . . Bertha Porter, once queen of music directors in the nation when she worked at WDRC in Hartford, has joined Transcontinental distributing. . . . This Mike Van Dorn thing is good; got to reprint a part of it: "True, for the radio, television, and music industries to make money we must give those we serve a fair amount of what they want. But you will never convince me that the listening and buying public makes or breaks a record . . . in the same light, I can't believe that drug-oriented music can't influence those who listen and, if you will, participate. You may say that the music is only comment, but it is in fact more. It motivates. I think that we who more or less control music broadcast and distribution should be aware of the situation we have been partners in creating. It is hard to walk away from human beings whose lives have been cut short by the use of drugs and not feel a little responsible. After the glamour of the music is over and the statistics tabulated, users come out short or dead more often than right, mystic, or normal. So, again, it is with pleasure that I see someone, even though some may say it is for publicity and \$\$, take a stand against a true villain. Drugs have been the plastic hero for too long and it may take several years before the impact is felt completely. It is a hard job for music directors to decide which music to air. Much of today's music lies in the grey area between a society standard and ethic builder and society's excuse and justification for doing the things which caused all former great civilizations to fail, and believe it—people find justification in the fact that 'everyone's doing it.' What more-trusted source of such information than the broadcast media. . . . I think we owe it to ourselves as 'the public' to be the encouraging force: to promote the things which have historically made previous civilizations great. For broadcasters, it begins at home with changing and screening music selected for airplay. If we are to endure, music lets be great, is there any other choice?" Right on, Mike!

★ ★ ★

Tom Dooley and Dan Clayton are joining Top 40 station KRIZ in Phoenix as soon as Doubleday Broadcasting takes over the station, which is awaiting the go-ahead from the FCC. Dooley had last been at WORD in Spartanburg, S.C., and Clayton had previously been at WPOP in Hartford as program director. May I point out that Clayton is a heavyweight. . . . A note from Jerry Thompson, KSFO, San Francisco: "Part-time temporary, vacation relief or unemployed Jerry (Choo-Choo) Thompson has been dropped back to his usual once every-other-week relief job on KSFO in San Francisco, losing a Saturday night program that he did for eight weeks. His comment, as the axe was falling, 'I have the feeling this has happened before.' Management did get some mail on the change, but decided to burn it rather than read it. The permanent replacement on the Saturday night show is Norm Davis, ex-KYA, KIX, KCMO disk jockey."

★ ★ ★

Bob Ray, new program director of WSAR in Fall River, Mass., called up to report that Richard Ruiz is joining the station from KRNO in San Bernardino (which is supposed to be changing call letters to KBON, by the way) and Dick (Bob Lawrence) Downs is joining WSAR from WSVP in Providence, R.I.; Skipper Ross of WSAR has just left to become production manager and air personality at WAAB in Worcester.

(Continued on page 42)

Selling Sounds

By BOB GLASSENBERG

On Apple, now or soon to be released: **Radha Krishna Temple** with **George Harrison's** guidance; a new LP by **Mary Hopkin** who has her own television show on BBC; an LP by **Doris Troy** with a little help from Harrison, **Jackie Lomax**, **Steve Stills** and **Ringo**.

★ ★ ★

Creedence Clearwater Revival's new LP was recorded at Cosmos Factory, the CCR studio located in an old warehouse in Berkeley, Calif. The LP is due on the Fantasy label Monday (14). CCR has also done a TV special for National General which will be aired next year.

★ ★ ★

A live **Traffic** LP, recorded with the help of Fedco Audio Labs, will be out on United Artists Records soon. A little mixing is being done.

★ ★ ★

Seatrain is recording their first record for Capitol, after a two-year absence from the studio and a number of personnel changes. Their previous LP was on A&M Records. They are now in England recording for a late December release. **George Martin** is producing the LP. This is the first U.S. rock group Martin has produced.

★ ★ ★

Also returning to the studio is the **New York Rock Ensemble**. They are at the Columbia Studios, being produced by **John McClure**.

★ ★ ★

At Aura Recording, New York, Musical Persuasions, Inc., has completed a 60-second spot for Ford Dealers. The original tune is entitled "Something for Nothing," and was produced for MPI by **John Franklin** of JWT. **Larry Goodman**, who recently joined MPI, wrote the music and sang with the **Bragani Brothers**.

★ ★ ★

Gavin and Wolshin, Inc., continue recording spots for Elektra Records. They have just completed two radio spots for the new **Doors** LP, "13," and two spots for **Judy Collins** LP, "Whales and Nightingales."

★ ★ ★

Irving Spice has recorded the theme from the UA film, "Pieces of Dreams." **John Abbott** arranged it for the Mohawk Record label. The new LP from Spice is called "A Little Bit of Old, A Little Bit of New, and Lots of Spice."

★ ★ ★

David Perry has just returned from the West Coast, where he recorded four new radio spots for Kodak. Arranging the spots were **Bill Holman** and **Bob Alcivar**, the team responsible for many of the arrangements for the Fifth Dimension. The spots were recorded at A&M studios, Hollywood. Musicians included **Hal Blaine**, drums; **Joe Osborne**, bass; **Larry Knechtal**, piano, and **Dennis Budmir** on

(Continued on page 64)



BUCK RHEINGOLD, Buddah Records East Coast operations manager, left, chats with some of his friends, left to right, Ed Charles, Buddah's New York promotion man; Pearl Jackson, WABC music library staffer; Lou Christie, whose single "Indian Lady" is the object of the meeting; and Rick Sklar, program director, WABC. The lady at right is the object of Sklar's oogles.

Letters to the Editor

Denial

Dear Sir:

In the first paragraph of your story on page 36 regarding the Gavin Conference, a quote is attributed to me in which I am alleged to have commented that "drugs were being taken by young people as a means of relating to and coping with this troubled world of today. The industry should be trying to expand people's minds creativity, he felt."

First of all, I never said it. Second of all, it isn't English.

What I said was that we are letting drugs expand some people's minds rather than expanding their horizons by creative and innovative programming.

Anyone reading the quote as presented, especially in the lead paragraph, would think I'm some kind of an idiot to have made such a comment. I did not make that comment and I'm sure the tapes of the Gavin Conference, which are in the possession of my studio in L.A., will back me up.

Therefore I would appreciate a boxed correction in the next issue of Billboard.

Sincerely,
Jac Holzman
President
Elektra Records

Work's Answer

Dear Sir:

Let this be the final word in the controversy over the guy who quit radio because he couldn't make enough money.

You wanta make money in this business? Then, dammit, work for it! Learn your profession! You start out as an "announcer" (I use the term loosely). And if you think all there is to "making it" is to walk in the control room five minutes before air time and play a stack of records while the air sparkles with your great "ad libs" about the time, the temperature and the weather, then you're not even in this profession.

You wanta make money like Lee Davis, program director at WMAQ; Jim Gearhart at WNEW New York; Jack Frost at KOA and other guys who've worked for me? Then do what they did when they were in markets like Roanoke, Va., and Evansville, Ind. Forget about the hours you're being paid to work, and work for yourself. Every minute you put in developing

your techniques, your execution (known what that means?), your creative (if any) ability, is future bucks in your pocket. Every time you go on the air, put on the best show you can muster. The guys I know who command big salaries carry a briefcase full of "material" with them when they come in the station to go on the air. And it's not the Bob Orben funny books, either. It's stuff they've developed on their own. They know their town, they know their audience, they know their station and its product and which way it's going. They don't fight the station "system" simply because they disagree with company policy. They learn to work within the system, and develop their talents. They research and research every bit of what they do on the air and off the air! There's a valuable cliché about this: Put in four hours of preparation for every hour on the air! And, fellow, if you're not preparing for your on-air shot, then you have no gripes coming. You're not worth two bucks an hour to me or any other radio station anywhere!

And when you think you're ready to move to a bigger market for more bread, know how to apply. Put together a 10-minute audition tape—and I mean produce it as you would a sales presentation, because that's what you're doing—you're trying to sell a manager on the idea of hiring you. He wants to know what you can do for his station—news (about 2 minutes)—production (commercials you wrote and produced)—and how you sound on the air. (The type music doesn't make any difference.) Put it on a new tape, labeled with your name. Send a neatly typed resume of experience and references. Give a realistic figure of your expected salary. And don't send me a time-temperature-intro-the-record audition. Put on that tape the best you can do, regardless of what you are doing on the

air at the moment. Don't apologize for anything on the tape or its quality. I want positive-thinking people and so does every other manager. If you're as good as you think you are—then make me know it.

When you're hired, don't come in wanting to change the whole station. Find out the philosophy of the station and learn from everyone there. You may start in the night show. If you do a good job there, you'll be moved up. But if you dog it because you think you don't have any listeners—you won't have any listeners—and no job either.

Last of all—don't tell me or most old pros how tough you have it or had it. I worked my first year in radio for nothing—the second two years, seven days a week for 50 cents an hour. I've been fired from fifty-dollar-a-week jobs and \$20,000 a year jobs. I've lost \$40,000 in a radio station, and I've moved 14 times in 25 years from Athens, Ga., to Spokane, Wash., by way of such markets as Winston-Salem, Charlotte, Kansas City, El Paso, Little Rock, Los Angeles. I've worked 20-hour days, been shot at, threatened, intimidated, and popped an ulcer. I've been broke, hungry and in debt, and I've been fat and happy. But I don't knock my profession—and I take greatest pride in being a pro. You should, too!

Jon A. Holiday
General sales manager
and program manager
KXLY
Spokane

Yesteryear's Country Hits

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

POP SINGLES— 10 Years Ago

1. Are You Lonesome Tonight?—Elvis Presley (RCA)
2. Last Date—Floyd Cramer (RCA)
3. A Thousand Stars—Kathy Young & the Innocents (Indigo)
4. Wonderland by Night—Bert Kaempfert (Decca)
5. North to Alaska—Johnny Horton (Columbia)
6. Sailor (Your Home Is the Sea)—Lolita (Kapp)
7. He Will Break Your Heart—Jerry Butler (Vee Jay)
8. Many Tears Ago—Connie Francis (MGM)
9. Poetry in Motion—Johnny Tillotson (Cadence)
10. Exodus—Ferrante & Teicher (United Artists)

SOUL SINGLES— 5 Years Ago

1. I Got You (I Feel Good)—James Brown (King)
2. I Hear a Symphony—Supremes (Motown)
3. Ain't That Peculiar—Marvin Gaye (Tamla)
4. Rescue Me—Fontella Bass (Checker)
5. Seesaw—Don Covay (Atlantic)
6. Don't Fight It—Wilson Pickett (Atlantic)
7. Hole in the Wall—Packers (Pure Soul)
8. Hang On Sloopy—Ramsey Lewis Trio (Cadet)
9. A Lover's Concerto—Toys (DynoVoice)
10. My Baby—Temptations (Gordy)

POP SINGLES— 5 Years Ago

1. Turn! Turn! Turn!—Byrds (Columbia)
2. I Hear a Symphony—Supremes (Motown)
3. Let's Hang On—Four Seasons (Philips)
4. I Got You (I Feel Good)—James Brown (King)
5. Over & Over—Dave Clark 5 (Epic)
6. I Can Never Go Home Any More—Shangri-las (Red Bird)
7. 1-2-3—Len Barry (Decca)
8. A Taste of Honey—Herb Alpert & the Tijuana Brass (A&M)
9. Rescue Me—Fontella Bass (Checker)
10. I Will—Dean Martin (Reprise)

COUNTRY SINGLES— 5 Years Ago

1. Make the World Go Away—Eddy Arnold (RCA)
2. May the Bird of Paradise Fly Up Your Nose—"Little" Jimmy Dickens (Columbia)
3. Buckaroo—Buck Owens & His Buckaroos (Capitol)
4. If I Talk to Him—Connie Smith (RCA)
5. It's Another World—Wilburn Brothers (Decca)
6. Giddyup Go—Red Sovine (Starday)
7. Livin' in a House Full of Love—David Houston (Epic)
8. More Than Yesterday—Slim Whitman (Imperial)
9. Take Me—George Jones (Musicor)
10. Sittin' on a Rock—Warner Mack (Decca)

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*Featuring Sharon Scott
and the Beautiful New Born
Children of Southern California*

*Words and Music by
JERRY GOLDSTEIN
and WAR*

There's a feeling shared today,
By the people whose freedom has been taken away,
And as in the past, when times were wrong,
The common folks come together in song.
How will we win . . . with what will we fight,
We hope with this song . . . our world we will unite.

Oh there's one thing that I'm sure,
It's so proud and it's so pure.
And it comes from deep within,
It's got no hair, it's got no skin.
And as we travel far and near,
We bring the word for you to hear.
And the message that we bring,
Is alive in the words we sing.
And no matter how bad you feel,
We got something they can't steal.
No they can't, no they can't,
No they can't take away our music, no,
No they can't, no they can't,
No they can't take away our music.
In the ghetto it gets cold,
But we got something to warm our souls.
Like the blanket of our faith,
Keeps us covered when we shake.
Though they take my brother's life,
And deny his given rights.
Yes the message will be heard,
As the poets spread the word.
And our spirit they can't break,
Cause we got the power to communicate,
No they can't no they can't,
No, they can't take away our music,
No they can't no they can't,
Say they can't take away our music,
No they can't, no they can't,
Say they can't take away our music,
They can take away our lives,
But they can't take away our music . . .

PRODUCED BY JERRY GOLDSTEIN
FOR FAR OUT PRODUCTIONS



DISTRIBUTED BY
MGM RECORDS



FROM THE ALBUM *THE BLACK-MAN'S BURDON*. SE-4710-2

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WBCI to Change Its Programming, Letters

WILLIAMSBURG, Va.—Instead of separating the programming of the FM station, WBCI will split off and change the call letters of the AM side. On Jan. 1, WBCI becomes WMBG and will go to a Top 40 format, according to Perry Lane, one of the AM personalities. Rest of staff of the Top 40 station will include Gary Stevens, Pat Collins and Larry Nelson. The station will launch its new call letters and format with three days of oldies, open house at the

remodeled studios, local TV spots and a trailer spot at the local theater, and a weekly printed playlist. New PAMS jingles will be used.

The FM station will retain the WBCI-FM call letters and its good music format broadcast in 50,000 watts stereo. Personalities will include Lee Richwine, Dow Jones, Bill Calder, John Heimerl, Bob Ravn and Marshall Conley. The Williamsburg station is located on the fringe of the Newport News-Norfolk market.

KONP Using Cassette Unit

• Continued from page 1

Besides using some of the singles of the station's playlist, KONP is also using cassettes for promos, ID's, public service announcement, local newscasts, commercials and special events broadcasts. Buck said that cassettes combine the advantages of cartridges and of reel-to-reel recorders . . . and claimed he's getting excellent frequency response with Scotch brand Dyna-range tape. The station is using three Wollensak 2515 AV cassette decks in the station's control room, plus two in the production room. For portable use, five Concord F-98 battery-operated cassette recorders are used. Buck said the system was not only flexible, versatile and inexpensive, but he felt that "cassettes will bring about a widespread transformation in recording practices in the broadcast industry."

WLW Breaks 80% of New Disks in Mart

• Continued from page 34

of Santana, the Jackson Five and similar groups, but also Engelbert Humperdinck and Tom Jones and the more-established MOR acts. At 7 p.m., artists added to the playlist—some 15 records in all—include acts like Smokey Robinson and the Miracles and the more-teen-oriented groups. WLW goes from a more-personality approach to a more-music approach. In the daytime the concept is information, at night, mostly music. And in the July/September Pulse, the station came up No. 1 in 12-plus people.

Hunter allows the air personalities to choose their own records, but they have to lead off the hour with a current hit from the top 25 on the list, then an oldie from the library of 1,700 available, then a current hit from the bottom five on the list, then an oldie, then a newer record. At night, Hunter estimated, 16-18 singles get played during the hour.

WLW air personalities include Jim O'Neill, Joe Kelly 10-noon and 1:30-3 p.m., Bob Braun simulcast from WLW-TV, Jim Labarbara, Bob Martin and Joe Martell. Weekends Friday 7 p.m. to Sunday 9 p.m. an oldie is featured every other record.

'More Stereo' Bid

• Continued from page 34

stereo FM, such as the use of quadrasonic sound—two stereo stations, each with two channels, broadcasting the same program. He noted that the current state of quadrasonic requires use of scarce 4-track program material. He suggested possible schemes such as using four or possibly 3 speakers and simulating the rear channel on a single stereo receiver, thus making use of conventional two-channel stereo programming material.

Campus Programming Aids

KCFR-FM, University of Denver, Colo.: "Elton John," (LP), Elton John, Uni; "Huntington Ashram Monastery," (LP), Alice Coltrane, Impulse; "Bach Album," Eugene Ormandy, the Philadelphia Orchestra, Columbia; "New Morning," (LP), Bob Dylan, Columbia; "Live at Fillmore," (LP), Miles Davis, Columbia. . . . WLVR-FM, Lehigh University, Bethlehem, Pa., Jim Cameron reporting: "Have You Seen the Light," (LP), Hello People, Mediarts; "A&M Bootleg Album," various artists, A&M; "Live!" (LP), Grand Funk Railroad, Capitol; "Ain't No Ambulances for No Niggers Tonight," (LP), Stanley Crouch, Flying Dutchman. . . . WSAP, St. Andrews Presbyterian College, Laurinburg, N.C., Craig Simmons reporting: "Love the One You're With," (LP, Stephen Stills), Steve Stills, Atlantic; "Stand by Me," David and Jimmy Ruffin, Soul. . . . WLSU, Louisiana State University, Baton Rouge: "Tears of a Clown," Smokey Robinson and the Miracles, Motown; "Strawberry Fields"/"Something," Pozo Seco Singers, Certron; "Timothy," Buoy, Scepter; "Flesh and Blood," Johnny Cash, Columbia.

★ ★ ★

WMOT-FM, Middle Tennessee State University, Murfreesboro: "Be a Brother," (LP), Big Brother and the Holding Company, Columbia; "Gypsy," (LP), Gypsy, Metromedia; "Stephen Stills," (LP), Steve Stills, Atlantic; "Your Song," (LP, Elton John), Elton John, Uni; "Tapestry," Don McLean, Mediarts. . . . KUGR, Washington State University, Pullman, Eric Kiddler reporting: "Do You Have a Clean Mind I & II," Gracious, Capitol; "Getting Straight," P.K. Limited, Colgems; "Your Song," Elton John, Uni; "Cold Water Morning," (LP, Tap Root Manuscript), Neil Diamond, Uni. . . . WGVU, University of Dubuque, Dubuque, Iowa, Mary Leicht reporting: "So Close," Jake Holmes, Polydor; "Cry Me a River," Joe Cocker, A&M; "Goddess of Love," Gentrys, Sun; "Stealer," Free, A&M; "Evil Ways," Johnny Mathis, Columbia; "Chestnut Mare," Byrds, Columbia. . . . WSHU-FM, Sacred Heart University, Bridgeport, Conn., Carl Rossi reporting: "Steppenwolf 7," (LP), Steppenwolf, Dunhill; "Elton John," (LP), Elton John, Uni; "Idlewild South," (LP), Alman Brothers Band, Atco; "Kiln House," (LP), Fleetwood Mac, Reprise. . . . WRMC, Moravian College, Bethlehem, Pa., Chris Weidner reporting: "Lonely Days," Bee Gees, Atco; "Jesus Christ Superstar," (LP), various artists, Decca; "Time and a Word," (LP), Yes, Atco; "Play It Loud," (LP), Slade, Cotillion; "British Archives, Vol. 1," (LP), various artists, RCA.

★ ★ ★

KBLA, California State at Los Angeles, Steve Resnick reporting: "It's All in Your Mind," Clarence Carter, Atlantic; "Revelation," Kin Vassy, Uni; "Can't You," Paul Davis, Bang; "Sing High-Sing Low," Anne Murray, Capitol. . . . WCSB, Gram Junior College, Boston, Mass., Ted Hayward reporting: "River Deep, Mountain High," Supremes and 4 Tops, Motown; "Brokett 2," (LP), James Brokett, Capitol; "Live!" (LP), Grand Funk Railroad, Capitol; "The Everly Brothers Original Greatest Hits," (LP), Everly Brothers, Barnaby; "Entrance," (LP), Edgar Winter, Columbia; "Jesus Christ Superstar," (LP), various artists, Decca. . . . WTCC, Springfield Technical Community College, Springfield, Mass., Bill Caldwell reporting: "Life Is a Beautiful Thing," Tension, Poison Ring; "J. Giels Band," (LP), J. Giels Band, Atlantic; "Stoned in Saigon," (LP, Fresh Today), Fresh, RCA; "We Gotta Get You a Woman," Runt, Ampex; "Isn't It a Pity," George Harrison, Apple. . . . WNIU, Northern Illinois University, De Kalb, Curt Stalheim reporting: "Ruby Tuesday," Melanie, Buddah; "Satin Red and Black Velvet Woman," Dave Mason, Blue Thumb; "Push and Pull," Rufus Thomas, Stax; "I'm Proud," Main Ingredient, RCA. . . . WKUL, Waynesburg College, Waynesburg, Pa., Wayne Andrew Gnatuk reporting: "Captain America," Three Rivers Blues Band, Buddah; "Easy Rider (Let the Wind Pay the Way)," Iron Butterfly, Atco; "So Easy to See," Proud as PUNCH, Stax; "Something in You," Manitoba, RCA; "River Deep and Mountain High," Supremes and 4 Tops, Motown.

★ ★ ★

WCPR, Stevens Institute of Technology, Hoboken, N.J., Ron Harris reporting: "American Beauty," (LP), Grateful Dead, Warner Bros.; "Magical Connection," (LP), Gabor Szabo, Blue Thumb; "Idlewild South," (LP), Alman Brothers Band, Atco; "Elton John," (LP), Elton John, Uni. . . . KSMU, Southern Methodist University, Dallas, Tex., Steve Rhea reporting: "Whales and Nightingales," (LP), Judy Collins, Elektra; "Stephen Stills," (LP), Steve Stills, Atlantic; "We Believe," (LP), Mylon, Cotillion; "Back to the River," Damnation of Adam Blessing, UA; "Stealer," Free, A&M. . . . WSUA, State University of New York at Albany; "Stealer," Free, A&M; "Gasoline Alley Bred," Hollies, Epic; "Had Me a Real Good Time," Small Faces, Warner Bros.; "Domino," Van Morrison, Warner Bros.; "Feel Like I'm to Die Rag," Pete Seeger, Capitol. WOWL, Southern Connecticut State College, New Haven, Dave Ortoleva reporting: "Bad Girl Songs," (LP), Tony Kosinec, Columbia; "Layla," (LP), Derek and the Dominos, Atlantic; "Ry Cooder," (LP), Ry Cooder, Reprise; "A Pause in the Disaster," (LP), Conception Corporation, Cotillion; "The Time Is Near," Keef Hartley Band, Deram. . . . KTSC-FM, Colorado State University, Pueblo, Jack Jennings reporting: "Black Sabbath," (LP), Black Sabbath, Warner Bros.; "Last Puff," (LP), Spooky Tooth, A&M; "Sunflower," (LP), Beach Boys, Brother; "When I Turn Out the Living Room Lights," Kinks, Reprise; "Cut Across Shorty," Rod Stuart, Mercury; "Ring of Stones," Magna Carta, Dunhill.

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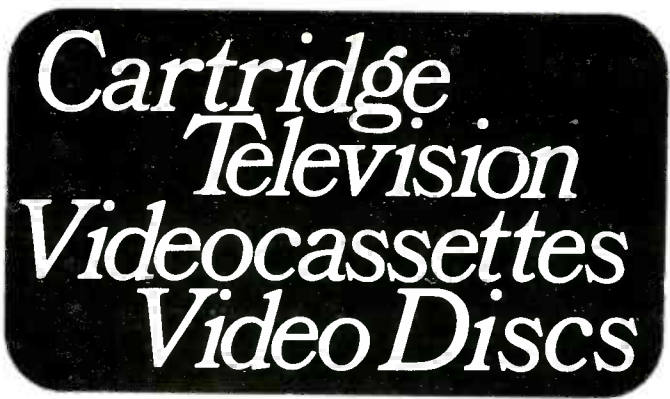
KBBQ Radio is accepting applications by qualified air personalities. Must have extensive background in Broadcasting and First-Class Ticket. Send photo, tape, and resume to: Bill Ward, KBBQ, 131 E. Magnolia Blvd., Burbank, Calif. 91502. de12

HELP WANTED

Country music personality who can double as a dynamic salesman for the radio division of a medium market, radio-TV combined. Good references and sales record a must. WHAG AM-FM-TV, Hagerstown, Md. Call: Mr. Smith (301) 797-4400. de12

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The Participants:

The conference enables hardware and software manufacturers, programmers and other professionals involved in all facets of cartridge television, recording and distribution to discuss trends, techniques and prospects on an international level.

The Program:

MONDAY, APRIL 19

9:00 a.m.-11:00 a.m.

Session 1

What Is the Unique Place of Cartridge TV in Entertainment and Education?

- Talk A. As seen from the U.S. Viewpoint
- Talk B. As seen from the European Viewpoint
- Talk C. As seen from the Japanese Viewpoint

Session 2

How Creators of Cartridge TV Programs View Their Function

- Talk A. The role of the film and TV company in entertainment programming
- Talk B. The role of the Educational film producing company
- Talk C. The stake of the Recording Organization
- Talk D. The Place of the Book and Magazine Publishing Company

TUESDAY, APRIL 20

9:00 a.m.-11:00 a.m.

Session 3

Evaluating the Characteristics and Plans of Principal Systems

This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have already been announced.

5:30 p.m.-7:30 p.m.

Session 4

How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?

- Talk A. Appraising the Market in Schools and Universities
- Talk B. Looking at Cartridge TV Use for Industry, Training and Information
- Talk C. Evaluating the Applications for Home Instruction
- Talk D. The Home Entertainment Market

WEDNESDAY, APRIL 21

9:00 a.m.-11:00 a.m.

Session 5

Distribution Patterns

- Talk A. Direct sales to the Educational and Corporate Markets
- Talk B. Problems and Profitability of Lease vs. Sale of Product
- Talk C. A report on the Japanese Experience in Selling Cartridge TV
- Talk D. What are the Most promising retail outlets for Product sale?

THURSDAY, APRIL 22

9:00 a.m.-11:00 a.m.

Session 6

Key Considerations for Companies Entering the Cartridge TV Field

- Talk A. How and why companies are setting up a separate Cartridge TV Department
- Talk B. Principal factors in developing a saleable product line for Cartridge TV
- Talk C. Deciding on the Duplicating Facility: where, how many, Company-Owned vs. Outside Facility?
- Talk D. The alternatives of Industry Standardization vs. Competing Systems

5:30 p.m.-7:30 p.m.

Session 7

Avoiding Legal Pitfalls in Copyright, and Royalty Matters

- Talk A. In U.S. and Canada
 - Talk B. In England and Western Europe
 - Talk C. In Japan and the Far East
- Followed by extensive roundtable discussions. This session will be continued on Friday.*

FRIDAY, APRIL 23

9:00 a.m.-11:00 a.m.

Session 8

Examples of Creative Product Required for Successful Programming

This session will show the types of audio-visual material that each of the following creative forces believes should be produced for consumer sale with an explanation of why and to whom the product will be sold.

- Talk A. The Contribution of the Film Directors
 - Talk B. The Output of TV and Independent TV Producers
 - Talk C. The Creative Product Produced by the Record Companies
- 11:15 a.m.-1:00 p.m.

Session 9

A Blueprint for Industry Action.

A Panel Summation of the results of the conference



INTERNATIONAL MARKET FOR VIDEOCASSETTE AND VIDEORECORD PROGRAMS AND EQUIPMENT

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CONFERENCE REGISTRATION FORM

THE FIRST INTERNATIONAL CARTRIDGE TV, VIDEOCASSETTE, VIDEORECORD CONFERENCE, PALAIS DES FESTIVALS, CANNES, FRANCE, APRIL 19-23, 1971
 Sponsored by BILLBOARD PUBLICATIONS and VIDCA

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Additional names can be sent in a separate letter.

Soul Sauce

BEST NEW RECORD OF THE WEEK:

"Who's Gonna Take the Weight."

KOOL & THE GANG (DeLife)



By ED OCHS

SOUL SLICES: Candi Staton made 750,000 believers with her "Stand By Your Man" hit, and is here to stay with her new one, "He Called Me Baby," from her new album. . . . **The Last Poets** backed out of their Fortune Theater date, returned their check, packed their instruments and went back to Harlem. They claimed the Fortune just wasn't the place to do their thing. But they'll get another chance when they play a benefit at Hunter College, Dec. 7, for the Soledad Brothers, with **Isaac Hayes** and **Harry Belafonte**. . . . The NAACP honored **Melvin Van Peebles'** music for the "Watermelon Man" movie as "top picture score." He's recorded two milestone LP's for A&M, who are looking to soul with **Merry Clayton's** version of "Lift Ev'ry Voice and Sing," on Ode. . . . New Yorkers who missed **Roberta Flack** at the Apollo, where she reigns till Dec. 8 with **Cannonball Adderley**, **Les McCann**, **Joe Williams**, **Letta** and **Gene McDaniels**, can catch her in concert at Philharmonic Hall, Dec. 26. . . . **James Brown's** Christmas message this year is all wrapped up in his "Hey America" album. He'll have a new single in mid-month. Meanwhile, **Bobby Byrd's** got a two-sider on King with "If You Don't Work You Can't Eat" b/w "You've Got to Change Your Mind." **Pat Lundy** is cookin on DeLuxe with "I Apologize." . . . **Johnny Thunder** is on United Artists with "Power to the People." Other changes find **Lloyd Price** back in action with Scepter, and **Steel**, four **Isaac Hayes** sidemen, joining Scepter, while **Big Mama Thornton** ready with her "Saved" LP on Pentagram. . . . **Barbara and the Uniques** are over 70,000 for Arden. . . . **Soul Sauce** picks & plays: **Isaac Hayes**, "Sweet Temptation" (San American); **Tony Owens**, "Confessin' A Feeling" (Soulin); **David T. Walker**, "Love Vibrations" (Zea); **Betty Wright**, "I Found That Guy" (Alston); **Fuzz**, "I Love You For All Seasons" (Calla); **Dells**, "Whiter Shade of Pale" (Cadet); **Cassietta George**, "Everything Is Beautiful" (Audio Arts); **Paul Kelly**, "Hot Running Soul" (Happy Tiger); **Arthur Conley**, "Nobody's Fault But Mine" (Atco); **Jackie Wilson**, "This Love Is Real" (Brunswick); **Total Eclipse**, "A Love Like Yours" (Right On); **Chuck Bernard**, "Deeper Than Eyes Can See" (Zodiac); **Temptations**, "Dance and Hum Along" (Gordy); **Carla Thomas**, "Hi De Ho" (Stax). . . . Scepter's jumped on a hot hand with "This Man" by **Wally Cox** on Wand and **Katie Love's** "It Hurts So Good," with **The Four Shades of Black**, a Muscle Shoals production. . . . Jubilee is picking up notice with "Mother Nature," by the **Executive Suite**. . . . Today's got the **Exciters** on the move with their double-sided comeback, "Life, Love & Peace" b/w "Learning How to Fly." Now they've got an album to go with it. . . . Faithful Virtue is lookin' good with "Love Child You're Blowing My Mind," by **Monopoly Ltd.** . . . **Yusef Lateef** comes to Slug's, Dec. 29-Jan. 3. . . . Congratulations to **Cecil Holmes** of Buddah, Gavin's "r&b promotion man of the year," who just happens to read Soul Sauce. Do you?



B.B. KING enjoys his climb to fame with a new suit and an in-store appearance for autographs at the Soul Shack record shop in Washington, King, whose latest ABC album, "Indianola Mississippi Seeds," features his "Chains & Things" hit, stars at the Apollo Theater Dec. 9-15 in a big "blues together" and makes a guest appearance on the "Flip Wilson Show" on Thursday (17).

BEST SELLING Soul Singles

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	THE TEARS OF A CLOWN Smokey Robinson & The Miracles, Tamla 54199 (Jobete, BMI)	8	26	26	I CAN'T GET OVER LOSING YOU Donny Elbert, Rare Bullet 101 (Lawton/Couey, BMI)	6
2	2	HEAVEN HELP US ALL Stevie Wonder, Tamla 54200 (Stein & Van Stock, ASCAP)	8	27	—	(Do The) PUSH & PULL (Part I) Rufus Thomas, Stax 0079 (East/Memphis, BMI)	1
3	3	SUPER BAD (Parts 1 & 2) James Brown, King 6329 (Cried, BMI)	10	28	28	CATHY CALLED Eddie Holman, ABC 11276 (Damian/ Virtu/Schooglebug, ASCAP)	5
4	4	ENGINE #9 Wilson Pickett, Atlantic 2765 (Assured, BMI)	11	29	44	PRECIOUS PRECIOUS Jackie Moore, Atlantic 2681 (Cotillion, BMI)	2
5	5	STONED LOVE Supremes, Motown 1172 (Jobete, BMI)	5	30	40	SOMEBODY'S WATCHING YOU Little Sister, Stone Flower 9001 (Daly City, BMI)	3
6	23	PAY TO THE PIPER Chairmen of the Board, Invictus 9081 (Gold Forever, BMI)	5	31	39	ARE YOU MY WOMAN Chi-Lites, Brunswick 55442 (Julio-Brian, BMI)	4
7	19	GROOVE ME King Floyd, Chimneyville 435 (Malaco/Roffignac, BMI)	10	32	34	SIMPLY CALL IT LOVE Gene Chandler, Mercury 73121 (Cachand, BMI)	5
8	8	5-10-15-20 (25-30 Years of Love) Presidents, Sussex 207 (McCoy/Interior, BMI)	12	33	46	WRAP IT UP Archie Bell & the Drells, Atlantic 2768 (East/Memphis/Pronto, BMI)	3
9	14	(Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO Curtis Mayfield, Curtom 1955 (Curtom, BMI)	3	34	—	YOUR TIME TO CRY Joe Simon, Spring 108 (Gaucho, BMI)	1
10	21	BORDER SONG (Holy Moses)/ YOU AND ME Aretha Franklin, Atlantic 2772 (James, BMI/Pundit, BMI)	3	35	37	ONE LESS BELL TO ANSWER Fifth Dimension, Bell 940 (Blue Seas/Jac, ASCAP)	3
11	11	ACE OF SPADES O.V. Wright, Back Beat 615 (Don, BMI)	10	36	47	I'M STILL HERE Notations, Twinnight 141 (Midday, BMI)	2
12	16	I CAN'T GET NEXT TO YOU Al Green, Hi 2182 (Jobete, BMI)	6	37	—	I GOT TO TELL SOMEBODY Betty Everett, Fantasy 652 (Roker, BMI)	1
13	13	(It's) ALL IN YOUR MIND Clarence Carter, Atlantic 2774 (Fame, BMI)	4	38	38	STAND BY ME David & Jimmy Ruffin, Soul 35076 (Progressive/Trio/Atd., BMI)	7
14	17	ALL I HAVE Moments, Stang 5017 (Gambi, BMI)	4	39	—	RIVER DEEP MOUNTAIN HIGH Supremes & Four Tops, Motown 1173 (Mother Bertha/Trio, BMI)	1
15	6	CHAINS & THINGS B.B. King, ABC 11280 (Pamco/Sounds of Lucille, BMI)	6	40	43	HELP ME FIND A WAY (To Say I Love You) Little Anthony & the Imperials, United Artists 50720 (Assorted, BMI)	4
16	10	I AM SOMEBODY (Part II) Johnnie Taylor, Stax 0078 (Groovesville, BMI)	9	41	42	WORKIN' TOGETHER Ike & Tina Turner, Liberty 56207 (Unart, BMI)	3
17	27	IF I WERE YOUR WOMAN Gladys Knight & the Pips, Soul 35078 (Jobete, BMI)	3	42	32	LEAD ME ON Gwen McCrae, Columbia 4-45214 (Lion, BMI)	6
18	15	STAND BY YOUR MAN Candi Staton, Fame 1472 (Gallico, BMI)	16	43	—	THIS LOVE IS REAL Jackie Wilson, Brunswick 55443 (Julio-Brian/Jadan, BMI)	1
19	18	BIG LEG WOMAN (With the Short, Short Mini Skirt) Israel Tolibert, Warren 106 (Carwar, BMI)	8	44	36	SPECIAL MEMORY Jerry Butler, Mercury 73131 (Butler/Chappell, BMI)	5
20	7	I'LL BE THERE Jackson 5, Motown 1171 (Jobete, BMI)	12	45	45	STEALING MOMENTS FROM ANOTHER WOMAN'S LIFE/IF IT AIN'T LOVE Glass House, Invictus 9082 (Gold Forever, BMI/Gold Forever, BMI)	5
21	9	I DON'T WANNA CRY Ronnie Dyson, Columbia 4-45240 (Betalbin, BMI)	7	46	—	THERE IT GOES AGAIN Barbara & the Uniques, New Chicago Sound 6971 (Jalyne, BMI)	1
22	22	TO THE OTHER MAN Luther Ingram, Koko 2106 (Klondike, BMI)	8	47	—	NOW I'M A WOMAN Nancy Wilson, Capitol 2934 (Assorted, BMI)	1
23	20	PART TIME LOVE Anne Peebles, Hi 2178 (Cireca/Escort, BMI)	13	48	48	SWEET WOMAN LOVE Geater David, House of Orange 2401 (Notes of Gold, ASCAP)	2
24	12	I'M NOT MY BROTHER'S KEEPER Flaming Ember, Hot Wax 7006 (Gold Forever, BMI)	7	49	49	LET ME BE YOUR MAN Tyrone Ashley, Phil-L.A. of Soul 342 (Dandelion, BMI)	2
25	25	KEEP ON LOVING ME Bobby Bland, Duke 464 (Groovesville, BMI)	4	50	50	I WANT YOU TO BE MY BABY Jyve Fyve, Decca 32736 (Bondola, BMI)	2

Vox Jox

• Continued from page 36

Mass. And this reminds me that **Jim Edwards**, program director at WSVP, which is actually located in East Warwick just outside Providence, is looking for an all-night personality.

★ ★ ★

Bernie Torres has been promoted to vice president for administration for American Independent Radio, one of the syndication and marketing wings of the Drake-Chenault organization. **Bill Watson** has been named a vice president in Drake-Chenault Enterprises, too. I don't know much about Torres, but **Bill Watson** is supposed to be a super radio

man, according to **Tom Rounds** and **Ron Jacobs**, both of whom still praise Watson highly even though they don't see much in a business way of him these days. . . . CKLG in Vancouver, Canada, recently sponsored a rock opera live featuring the Royal Winnipeg Ballet and Lighthouse. The Lighthouse is a 13-man Canadian rock orchestra and the station also presented their concerts recently at the University of Victoria and the University of British Columbia.

★ ★ ★

Jim Wegner has been named program director of WMEL, Pensacola, Fla., replacing **Tom Tolar**, who has become operations man-

ager of the station. **Ken Wiggins**, who was formerly a weekend man at the station, is now doing the 9-noon and 3-sign off shifts. **Tim Simmons** and **Ron Johnson** helps out on weekends now. . . . **Graham Wyllie**, who does a 10 a.m.-2 p.m. stint on WKES, Kingston, Ont., says that he has been using about 50 percent oldies on his show, including country music as well as Top 40 records, but "where can one get a hold of such memory makers as 'He's Got the Whole World in His Hand,' 'Teen Angel,' and 'Broken Hearted Melody'?" Surely there must be a deejay or two who would be willing to exchange copies or tapes of the
(Continued on page 43)



THE STAIRSTEPS celebrate their recent "Ooh Child" million seller with gold copies for, standing left to right, Clarence Jr., James, Aloha, Kenny, Dennis and manager Betty Sperber. Seated are, left, Papa Stairstep Clarence Burke Sr. and Cecil Holmes, Buddah vice-president and director of soul promotion. The group's latest album, "Step By Step," features their big disks.

Vox Jox

Continued from page 42

old gems in return for some I may have or on a contract deal for copies of Canadian releases before they are picked up by American companies for distribution in the U.S.

Marty Grove and wife **Margie** write in from British honeymoon: "Radio is not very good, though. Radio One is hardly as exciting as WABC! But the PAMS jingles sound great. Radio London, which just went on the air, is very dull, no music of its own at all as far as I can tell. Radio Luxembourg is just plain bad." He also said he was recording some cassettes for me to hear. **Fred Hardy Jr.**, former program director of WVOJ in Jacksonville, Fla., has joined PAMS as a sales representative for the Southeast.

Paul Todd, program director of WNOR, Norfolk, called to give me the new lineup, which includes **Todd**, **Robert B. Mitchell**, **Mark Stevens**, **Gene Loving**, **Boom Boom**, **Danny (Ziggy) Albus** and **John Walker**. Albus, I think, is the only real name: Walker, incidentally, is in the Navy at a local base, but had worked in Pennsylvania radio before the Navy. **KOYN** in Billings, Mont., needs some country artist intros and would appreciate tapes. The staff lineup is **Duane Hauge**, **Johnny Nystrom**, **Monty Wallis**, **C.R. Leverett** and **Dean Braughton**. I'll bet **Sonny James** and **Loretta Lynn** and **Jay Lee Webb** will help them; they're nice people. **Stan Martin**, **WPIX-FM**, New York personality, will host an easy listening show for Airline



ISAAC HAYES and his wife, **Emily**, show special feeling about the Beverly Hills/Hollywood branch of the NAACP naming the Enterprise artist "male vocalist of the year." Stax was also named company of the year, while Hayes also picked up the award as producer of the year. His "To Be Continued" album is one of the hottest albums in the country.

"In Flight" Entertainment, according to **Susan Schaber** at Media Concepts.

Pat Whitley, program director of WWDC in Washington, has cut some new jingles at PAMS in Dallas: the new set keys on familiar current hits such as records by the **Fifth Dimension** and the **Carpenters** and air personalities will come out of a like tune into one of the jingles starting around Jan. 1. Baseball player **Time Cullins** sat-in for vacationing **Johnny Holliday** and billed himself on the air as a "super sub." New on the air at WWDC (and not just temporarily) is **Dick Henby** from WQMR in Silver Spring, Md. **Pat Whitley** had been watching him from some while until he found a place for him on WWDC.

You would never guess who's doing the 7-midnight show on WWOK in Miami, a country music station, so I'll tell you—**Barney Pip**, late of WCFL in Chicago. And the original **Jack Gale**, until recently program director and morning air personality on WAYS in Charlotte, is going to sit in for vacationing **Mike Mallard** on WWOK for 10 days. So WWOK program director **Bill Wheatley** has some of the highest priced cats ever on his country music station. Funny thing. Pip once worked in a country music band and knows the field pretty well, so Wheatley says. **Chip (Chip Hobart) Taylor** is now at WOKY in Milwaukee; he'd been at WPOP in Hartford. **Don Dee**, music director at WQYK in Tampa (which just changed from the old WALT call letters), says he's going to play "Remember Bethlehem" by **Dee Mullins**; I guess this makes WQYK one of the first stations in the nation on the disk. The lineup at WQYK includes program director **Jeff Alexander**, **Rick Allen**, and **Gary Donovan**.

ABC-FM, New York, will change its call letters to WPLJ-FM, sometime after the first of the year.

George Boyce wrote to tell me that he is now raising collies in Verona, N.Y. In his spare time he does the 7-11 p.m. air shift on WKAL, Rome, N.Y., Monday and Friday. He says it's kind of a free format with basically rock music.

The new lineup at WLAP, Lexington, Ky., includes **Bill Crisp**, **Herb Kent**, **Chris Robbins**, **T. Terry McWright**; and on weekends **Joe Ewalt** and **Scott Hilary**. **Jim Allison** is the general manager. At KKGf, Great Falls, Montana, **John Walker** is back from his stint as a rock star in the group "Best of Six." He is now music phy is now on the air at night, 7

BEST SELLING Soul LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	THIRD ALBUM Jackson 5, Motown MS 718	11
2	3	SLY & THE FAMILY STONE'S GREATEST HITS Epic KE 30325	4
3	2	CURTIS Curtis Mayfield, Curtom CRS 8005	10
4	—	TO BE CONTINUED Isaac Hayes, Enterprise ENS 1014	1
5	5	ABRAXAS Santana, Columbia KC 30130	9
6	7	SEX MACHINE James Brown, King KS 7-1115	11
7	4	TEMPTATIONS' GREATEST HITS, VOL. 2 Gordy GS 954	11
8	9	STILL WATERS RUN DEEP Four Tops, Motown MS 704	37
9	6	CHAPTER TWO Roberta Flack, Atlantic SD 1569	15
10	11	EVERYTHING IS EVERYTHING Diana Ross, Motown MS 724	3
11	17	FREE YOUR MIND Funkadelic, Westbound WB 2001	6
12	8	INDIANOLA MISSISSIPPI SEEDS B.B. King, ABC ABCS 713	8
13	13	SPIRIT IN THE DARK Aretha Franklin, Atlantic SD 8265	13
14	15	WE GOT TO LIVE TOGETHER Buddy Miles, Mercury SR 61313	3
15	12	THE LAST POETS Douglas 3	25
16	10	POCKETFUL OF MIRACLES Smokey Robinson & the Miracles, Tamla TS 306	7
17	14	NEW WAYS BUT LOVE STAYS Supremes, Motown MS 720	7
18	18	IN SESSION Chairmen of the Board, Invictus SKAO 7304	4
19	21	SIGNED, SEALED, DELIVERED Stevie Wonder, Tamla TS 304	15
20	22	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	35
21	16	DION'T I (Blow Your Mind This Time) Delfonics, Philly Groove PG 1153	19
22	20	I AM MY BROTHER'S KEEPER Jimmy & David Ruffin, Soul SS 728	9
23	42	BOOKER T & THE MG'S GREATEST HITS Stax STS 2033	4
24	37	WORKIN' TOGETHER Ike & Tina Turner, Liberty LST 7650	3
25	26	BURNING Esther Phillips, Atlantic SD 1565	5

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
26	28	I (Who Have Nothing) Tom Jones, Parrot PAS 71039	2
27	23	(If You Let Me Make Love To You Then) WHY CAN'T I TOUCH YOU? Ronnie Dyson, Columbia C 30223	14
28	35	WILSON PICKETT IN PHILADELPHIA Atlantic SD 8270	13
29	29	SHIRLEY BASSEY IS REALLY "SOMETHING" United Artists UAS 6765	2
30	39	INTO A REAL THING David Porter, Enterprise ENS 1012	4
31	31	LEO ZEPPELIN III Atlantic SD 7201	6
32	24	BLACK TALK Charles Earland, Prestige PR 7758	28
33	19	SUPER HITS Marvin Gaye, Tamla TS 300	7
34	—	VERY DIONNE Dionne Warwick, Scepter SPS 587	1
35	27	THE MAGNIFICENT 7 Supremes Four Tops, Motown MS 717	7
36	47	A MOMENT WITH THE MOMENTS Stang ST 1003	4
37	—	GRAND FUNK LIVE Capitol SWBB 633	1
38	32	ECOLOGY Rare Earth, Rare Earth RS 514	22
39	30	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy 8402	17
40	41	PATCHES Clarence Carter, Atlantic SD 8267	11
41	45	DIANA ROSS Motown MS 711	22
42	48	JOHNNIE TAYLOR'S GREATEST HITS Stax STS 2032	2
43	44	THEM CHANGES Ramsey Lewis, Cadet LPS 844	8
44	34	BAND OF GYPSYS Jimi Hendrix, Buddy Miles & Billy Cox, Capitol STAO 472	30
45	46	ONLY FOR THE LONELY Mavis Staples, Volt V05 6010	7
46	49	WHATEVER Friends of Distinction, RCA LSP 4408	3
47	25	OLD SOCKS, NEW SHOES NEW SOCKS, OLD SHOES Jazz Crusaders, Chisa CS 804	6
48	33	CHANGING TIMES Four Tops, Motown MS 721	8
49	—	STEP BY STEP BY STEP Five Stairsteps, Buddah BDS 5068	1
50	—	SOMEBODY'S BEEN SLEEPING 100 Proof Aged In Soul, Hot Wax HA 704	1

director at the station, **Mike** Murmidnight, and **Jim Shaw** is the new program director. **David Reynolds** has gone to WFUN, Miami.

Since March, **Artie Payne** has been riding on Red River Round-up on KWKH, Shreveport, La. Artie says he has pulled in mail from as far away as Panama and Central America since joining the 50,000-watt station. Artie wants any and all artists to call him during his air shift from 10:15-p.m.-1 a.m. The phone number is 422-8714.

Our deepest condolences to the family of **C. Robert Thompson**, director and consultant of WBEN, Inc., and formerly general manager and vice president of WEBN, WEBN-FM and television. He died Nov. 17 after a lingering illness. He is survived by his widow, father, stepmother, a son, a daughter, four grandchildren, a sister and a brother.

(Continued on page 44)



JIMMY SMITH, organist great, right, welcomes singer **O.C. Smith** to a recent party in Los Angeles to celebrate Smith's new MGM album, "The Other Side of Jimmy Smith." Among the personalities attending were **Sarah Vaughan** and **Willie Bobo**. Club owner **Bill Jones** threw the party for Smith.

The charts tell the story —
Billboard has THE CHARTS

Coin Machine World

LA. JUKEBOX ASSN

Contest FBI Seizure of 2,000 Games

By GERALD HAMBLETON

ALEXANDRIA, La. — Jukebox operators in this state are seeking to restrain Federal Bureau of Investigation (FBI) agents from confiscating alleged gambling-type pinball machines following raids in late November resulting in the seizure of over 2,000 machines in Louisiana and Mississippi.

A hearing on suits filed in U.S. District Court in New Orleans seeking a temporary restraining order to halt seizures and for an order to return machines already seized set for Nov. 30 has been continued to an indefinite date.

The recently formed Louisiana Coin Machine Operators Association issued a statement to the press which read in part: "The recent confiscation of pinball machines throughout Louisiana was not the result of their lacking a federal license. They were licensed by the federal government. The simple reason they were picked up was that the owners did not register with the Attorney General in Washington as owners of pinball machines.

"It cost nothing to register. There was no ill will on the part of owners, no fraud or deliberate

neglect. . . . Due to the discrepancy between federal and state law, some few pinball owners did register, under protest in 1964, but upon advice of their attorneys, the few operators understood that to register once was sufficient."

John Thoman of the operators' organization said the seizure resulted because operators did not register every year.

The operators' statement continued: ". . . Had the owners been notified of such a simple requirement, they would have complied. What has happened is equal to eviction without notice, a type of legalism that cries out for justice and equality.

"We are confident that our rights will be restored for if the rights of a bona fide Louisiana industry are so easily ignored or destroyed are any rights safe?"

Thoman indicated that part of the operators' strategy will be based on the 8th Amendment to the U.S. Constitution in that the seizures based on the technicality represented "cruel and unusual punishment."

The machines in question are legal, according to state law, "so state's rights are also involved," Thoman added.

The Louisiana Legislature, in a turbulent session last spring, refused to pass a law outlawing gambling-type pinball machines in the state.

The coin machine operators, fearing the legislature might take action in the future similar to that in Texas several years ago when all pinball machines were outlawed, formed an organization to lobby against all such attempts but apparently too late to forestall federal action.

Internal Revenue Service agents seized more than 300 machines in Louisiana and Mississippi in July and October for alleged failure to comply with a federal law requiring that owners purchase federal gambling stamps for each machine.

That proved to be only a pre-

view of things to come, apparently as a result of activities of a federal anti-organized crime

(Continued on page 47)



MARVIN STEIN (center), president of Eastern Music Systems in Philadelphia, holds the City of Peace award presented to him at a recent State of Israel dinner held in his honor. With Stein (from left) are: Herbert F. Kolsby, officer of the Philadelphia Committee, State of Israel Bonds; William F. Adair, president of Seeburg Sales Corp.; Joseph Silverman, executive director of Amusements Machine Association, and David Schoenbrum, guest speaker.

Jukebox Assn Aids Mayor in PR Drive

MINNEAPOLIS—This city's mayor Charles Stenvig and the Music Operators of Minnesota teamed up recently in a public relations effort when the jukebox group donated a machine to the Salvation Army youth center.

Mayor Stenvig, a former police officer, wanted to improve his image and that of the police in the inner city area. "When those kids saw the mayor and the police bring in a jukebox set on free play, they were really impressed," said Norman Pink of the operators' group. He added, "It didn't hurt our image either."

Va. Vendors Explore Merger; May Link With Jukebox Assn

By RAY BRACK

RICHMOND, Va.—The Automatic Vendors of Virginia, which voted in September to disaffiliate with the National Automatic Merchandising Assn. (NAMA), is considering some form of union with active vending associations in North and

South Carolina. If unsuccessful, a merger with the jukebox in this state might be considered.

Industry spokesmen attending the annual Music Operators of Virginia convention here recently also reported that there is some talk of the Virginia vending group merging with the state music operators' group.

"That type of merger is just in the talking stages," a prominent Richmond operator said.

Relations between the two Virginia coin groups are good. Indeed, some firms—and subsidiaries of firms—hold membership in both associations.

The Automatic Vendors of Virginia have named a committee to explore the advantages of affiliation with the North and South Carolina associations in some manner. Neither of the Carolina groups is sanctioned by

(Continued on page 47)

Poor Data From Labels Causing Title Strip Jam

By EARL PAIGE

PITTSBURGH — Poor information input from record manufacturers to title strip printers is causing a 25 percent delay in the programming of jukebox records and is affecting—on the basis of annual sales—\$13 million worth of product, according to Star Title Strip Co. here.

Star Title general manager William Miller said the problem does not affect printed matter for rack jobbers because unlike jukebox programmers racks primarily use singles already entrenched on the charts. Star prints five items for rack jobbers.

"Jukebox programmers buy immediately on the basis of artists' names and they want the

title strips just as quickly—they often won't buy a single without strips.

"We receive a lot of advance copies from labels identifying only one side, because these are going to radio stations. We must have both sides identified in order to print a jukebox strip."

He said getting information fast from the labels is a "tremendous problem" and that delays up to three and four weeks occur before a rumored title can be traced down for printing purposes.

The fastest source of information is the business press, Miller said.

"We often receive only a par-

(Continued on page 48)

Jukebox Programmer Hits Stations' Push on LP Cuts

WINTER HAVEN, Fla. — Radio stations playing album cuts are frustrating jukebox programmer James Prather here who said he could use 100 copies of Aretha Franklin's "Try Mattys" if it were released as a single.

Prather, a programmer for over 15 years at Lawson Music Co., said there are cuts on the new Jackson 5 album being aired locally and that jukebox patrons and location owners often don't believe the songs are not available as singles.

"We have this problem all the time. We were getting a lot of requests for 'I Stand Accused'

before it was finally pulled off the Isaac Hayes LP. People don't understand this problem. I think that after a couple of drinks, people will even contend that they have heard 'Try Mattys' somewhere on a jukebox—it's impossible."

Prather said he is receiving requests for the Franklin song "all over four counties," indicating wide radio action.

He buys records from one or two distributors, from a local one-stop and from a mobile van traveling through. "We buy at least once a week, depending upon how much junk is released. It's a problem picking out good

(Continued on page 46)

MINNESOTA

Jukebox Assn Fighting Tax

MINNEAPOLIS—The Music Operators of Minnesota will again discuss among other problems that of having to pay double sales tax on the receipts of jukeboxes and other machines when they meet here Jan. 10 at a noon gathering in the Ambassador Motel. A number of prominent speakers are being sought, among them the state's governor Wendell Anderson.

Among other speakers will be Music Operators of America (MOA) president Les Montooth,

Peoria, Ill., or MOA executive vice president Fred Granger, Chicago. Minnesota attorney general Warren Spannus may speak if the governor is unavailable.

The growing Minnesota organization recently was successful in convincing the suburban city of Richfield not to ban free play games to those under age 16, president Norman Pink said. He hopes the group can finally solve the tax problem wherein some cities charge a 3 percent rate above the state's 3 percent.

Intl Jukebox Survey

PHILIPPINES

By OSKAR SALAZAR

SAMALOC, Philippines—Locally produced singles, making use of local material in English, tend to dominate the 80 or 100 entries in jukeboxes in the urban areas; while in provincial areas, the biggest percentage goes to local singles in the vernacular making use of foreign hit tunes.

The number of jukeboxes—old and latest imported models and locally assembled—are estimated to be from 8,000 to 10,000. About half are owned by big operators; the rest are individually owned (no accurate statistics are available).

In jukeboxes owned by big operators, records are changed twice a month—from two to four per change. Programming is categorized as pop (foreign and local English), vernacular and standard (latest and oldies). In areas near American bases, country, soul and rock are programmed. Requests for oldies come from location owners.

(Continued on page 46)

Executive Turntable

Samual Stern has been appointed executive vice president of the Seeburg Corp. of Delaware.



Stern has been in the vending and coin-phonograph field for more than 30 years. He is also chairman of the Williams Electronics division of Seeburg and will continue holding that position. Stern will assist Louis Nicastro, chairman of the company, in overseeing the manufacturing operations. He had been a principle stockholder of Williams Electronics when Seeburg acquired it in 1964.

★ ★ ★

Louis J. Griffin has been appointed director of marketing for National Rejctors Industries, a division of UMC Industries, Inc. In other appointments at National Rejctors: Edward W. Havey has been named vice president of finance, Norbert W. Orf has been appointed controller and Arthur R. Ruprecht has been appointed treasurer.



ROWE INTERNATIONAL, INC., has appointed Porvenir as its distributor in Puerto Rico. In the photo at left, Joe Barton (left), vice-president of marketing and distribution for Rowe, meets with Rafael Hanono and Baroush Behar (right), heads of Porvenir. In photo at right, the two meet with Lenny Baitler (left) of the Rowe Caribbean office and M.C. Bernard, vice-president of export sales at Rowe International.

Hit Radio Use Of LP Songs

Continued from page 45
 material—especially adult material.
 "I don't blame the one-stops for stocking just the top chart product. It probably doesn't pay them to handle adult material or fringe type items for jukeboxes."
 He changes five and sometimes as many as eight records each time a location is visited, has given up on Little LP's and said most boxes are priced at two songs for a quarter.

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Intl Jukebox Survey

Continued from page 45

Records are obtained directly from licensees and producers. Extended plays have become obsolete.

For municipal license, the quarterly fee is from \$1.25 to \$2.25 per machine. For mayor's permit, the fee is 50 cents per machine annually. The Filipino Society of Composers, Authors and Publishers (FILSCAP) is now compelling operators and owners to pay \$2.50 per unit annually for blanket license; but this has not materialized as of yet.

Play pricings are as follows: 1 cent per play in provincial areas; 2½ cents per play and two or three plays per 6 cents in Greater Manila; and 6 cents per play in areas near American bases.

Dollar restrictions on imported items, effected since early this year, hiked the cost of spare parts up to 100 percent. The rising cost of luxury goods and services is now prompting jukebox operators and owners to hike the play pricing—2½ cents per play in the provinces and two plays per 6 cents in the urban areas. Despite the rising costs of goods and services, however, the price of singles in the Philippines has remained stationary for the past 20 years—50 cents per copy—one of the lowest in the world.

IRELAND By KEN STEWART

DUBLIN, Ire.—Although jukeboxes still only account for a tiny percentage of record sales in Ireland, their influence is on the move. But times have changed and, where parents dictated the choice of music played a few years ago, it's the kids who are doing so today.

In keeping with this pattern, the country's leading operator, Michael Verrecchia here, who celebrates 21 years in the business this year, never chooses the disks on his boxes himself. Instead, he lets a panel of 16 youngsters, from 12 to 17, select titles from the new releases—and he says it's an infallible guide to commercial programming.

"In the last two years or so, machines have been updated," adds Verrecchia. "The trend today is towards 160-200 plays. The smaller machines just aren't big enough anymore because there are so many native Irish artists recording now. You'll find 50 Irish disks on a box at any given time. I find country and western comes second in popularity, then pop generally, from the Jackson 5 to Jethro Tull."

There are about 600 jukeboxes in the country. Records bought directly from the major wholesalers—or, in the case of smaller operators, from retailers—are changed every month.

A single play costs 6 cents or five for 24 cents and it's unlikely that the customers would be prepared to pay more. Operators pay the Performing Rights Society \$31 guineas a year per box. They pay 66 cents a record.

Little LP's and stereo 45's have yet to be featured on the market. Stereo, which had a bad launch in Ireland, remains rather neglected.

There are very few major Irish operators. A couple are members of the Amusement Trade Association in England, but there is no such organization in Ireland.

Regarding the outlook for the 1970's, Michael Verrecchia sees it as "fantastic." The increase in business in the last year has been an indication of things to come. We made a major breakthrough by breaking down a few barriers and getting jukeboxes accepted in new outlets, such as factories and department stores. I think this trend will thrive in the future."

Causes Title Strip Jam

Continued from page 45

tial title, or a title described in slang or a colloquialism, called in by a one-stop that has product on the floor that the label hasn't contacted us about.

"Labels often fail to mention the "A" (probable best side)

and they also 'flip' the record over on us after we've gone to press on a strip."

Miller estimates that the production of strips is delayed 25 percent because of the poor flow of identification. Estimates place the jukebox singles volume in America at \$52 million a year.

Christmas Jukebox Singles

PITTSBURGH—In a special effort to assist jukebox programmers, Star Title Strip Co. here compiled an exhaustive list of Christmas singles. William Miller of Star said title strips will be available. The following is a partial listing:

- ABC**
Paul Anka, "Rudolph, The Red Nosed Reindeer"/"It's Christmas Everywhere," 10169
- APOLLO**
Mahalia Jackson, "Silent Night, Holy Night"/"The Lord's Prayer," 750
- ATCO**
King Curtis, "The Christmas Song"/"What Are You Doing New Years Eve," 6630
- AUDIO ARTS**
Cassietta George, "Silent Night"/"The Greatest Gift," 6004
- BLUESWAY**
Charles Brown, "New Merry Christmas Baby"/"Rainy, Rainy Day," 61031
- BRUNSWICK**
Jackie Wilson, "Silent Night"/"O Holy Night," 55254
- CAMEO**
B. Rydell/C. Checker, "Jingle Bell Rock"/"Jingle Bell Imitations," 205
- CHECKER**
The Soul Stirrers, "I Know I'll Be Free"/"Christmas Joy," 5007
- CLARIDGE**
Van Trevor, "Christmas In Washington Square"/"Melting Snow," 305
- COLUMBIA**
Gene Autry, "Rudolph, The Red-Nosed Reindeer"/"Here Comes Santa Claus," 33165
Jimmy Boyd, "Thumbelina"/"I Saw Mommy Kissing Santa," 39871
The Orchids, "Christmas With Your Baby"/"It Doesn't Matter," 41475
Johnny Cash, "The Little Drummer Boy"/"I'll Remember You," 41481
Ray Conniff, "Christmas Bride"/"Silver Bells," 41481
Ed Kenney, "Kaalalea"/"Number One Day of Christmas," 41856
Mitch Miller, "Sleigh Ride"/"The Christmas Song," 42210
Mitch Miller, "Rudolph, The Red-Nosed Reindeer"/"Twelve Days of Christmas," 42211
Mitch Miller, "Jingle Bells"/"White Christmas," 42212
Mitch Miller, "Silent Night, Holy Night"/"Deck The Halls With Boughs of Holy," 42213
Mitch Miller, "God Rest Ye Merry, Gentlemen"/"Oh Come All Ye Faithful," 42214
Mahalia Jackson, "Go Tell It On The Mountain"/"Joy To The World," 42633
Andy Williams, "White Christmas"/"The Christmas Song," 42894
Temple Univ. Choir, "Little Drummer Boy"/"We Wish You A Merry Christmas," 43155
Frankie Yankovic, "Jing-A-Ling (Christmas Time)"/"There'll Always Be A Christmas," 43173
Doris Day, "Christmas Present"/"Be A Child At Christmas Time," 43174
Aretha Franklin, "The Christmas Song"/"Winter Wonderland," 43177
Patti Page, "Happy Birthday, Little Jesus"/"Christmas Bells," 43447
Ray Conniff, "The Real Meaning Of Christmas"/"Go Tell It On The Mountain," 43448
Jimmy Dean, "Yes Patricia There Is A Santa Claus"/"Blue Christmas," 43457
Andy Williams, "Some Children See Him"/"Do You Hear What I Hear," 43458
Carolyn Binkley, "I Want A Baby Brother For Christmas"/"All I Want For Christmas," 43468
Andy Williams, "The Most Wonderful Time Of The Year"/"The Christmas Song," 44709
Bob Morrison, "Santa Mouse"/"It's Christmas," 43786
Percy Faith, "Christmas Is"/"Silver Bells," 43846
Barbra Streisand, "Silent Night (Sleep In Heavenly Peace)"/"Gounod's Ave Maria," 43896
Stonewall Jackson, "Mommy Look Santa Is Crying"/"Blue Christmas," 43917
Brothers Four, "I'll Be Home For Christmas"/"Twas The Night Before Christmas," 43919
New Christy Minstrels, "O Holy Night"/"We Need A Little Christmas," 43940
Roy Meriweather Trio, "Jingle Bells Part 1"/"Jingle Bells Part 2," 43941
Jerry Vale, "Santa Mouse"/"Silent Night, Holy Night," 44280
Barbra Streisand, "Jingle Bells"/"White Christmas," 44350
Anita Bryant, "Do You Hear What I Hear"/"Away In A Manger," 44341
Barbra Streisand, "Have Yourself A Merry Little Christmas"/"The Best Gift," 44351
Barbra Streisand, "My Favorite Things"/"The Christmas Song," 44352
Barbra Streisand, "The Lord's Prayer"/"I Wonder As I Wander," 44354
Jim Nabors, "White Christmas"/"In A Humble Place," 44359
Cary Grant, "Christmas Lullaby"/"Here's To You," 44377
Andy Williams, "The Most Wonderful Time Of The Year"/"The Christmas Song," 44709
Robert Goulet, "Hurry Home For Christmas"/"A Wonderful World Of Christmas," 44710
Ed Sullivan, "Good King Wenceslas"/"Jingle Bells," 44720
Johnny Mathis, "Give Me Your Love For Christmas"/"Calypto Noel," 45035
Jim Nabors, "I Was A King At Jesus' Birth"/"O Holy Night," 45053
Chamber Bros, "Merry Christmas, Happy New Year"/"Did You Stop To Pray This Morning," 45055
Tommy Tucker, "Auld Lang Syne"/"Happy Birthday To You," 50035
Gene Autry, "Rudolph, The Red-Nosed Reindeer"/"Frosty The Snowman," 50075
Jimmy Boyd, "I Saw Mommy Kissing Santa Claus"/"Santa Claus Is Coming To Town," 50078
Ken Griffin, "Silent Night"/"Adeste Fideles," 50081
- C.U.R.**
Harlem Childrens Chorus, "Do You Hear What I Hear"/"Black Christmas," 3003
- DATE**
Popcorn Rebellion, "The Christmas Game"/"Dance To The Music Of The Christmas Game," 1632
- DEMAND**
The Uniques, "Merry Christmas Darling"/"Rockin' Rudolph," 2936
- DIAL**
Joe Tex, "I'll Make Every Day (Christmas For My Woman)"/"Don't Give Up," 4068
- DOLTON**
Vic Dana, "Little Altar Boy"/"Hello Roommate," 48
The Ventures, "Sleigh Ride"/"Snow Flakes," 312
- DOT**
Browning Bryant, "Little Alter Boy"/"They Stood In Silent Prayer," 17328
Fontane Sisters, "Silver Bells"/"Nuttin' For Christmas," 15434
Bonnie Guitar, "Blue Christmas"/"I'll Be Seeing You," 16968
Brian Hyland, "It's Christmas Time Once Again"/"Words On Paper," 17061
- EPIC**
Mike Douglas, "The First Christmas Carol"/"Touch Hands On Christmas Morning," 10089
- FERKO**
Ferko String Band, "Hello"/"Golden Slippers," 4501
- GALAXY**
Johnny Taylor, "Miracle Maker"/"Please Come Home For Christmas," 743
- GLO**
Joe Kock Orch., "Jingle Bells Polka"/"Sleigh Ride Oberek," 5226
Geo. Cullinan-J. Nickerson, "A Merry Christmas"/"The Bluebird," 5224
- GRAND**
Bobby Peterson, "Christmas Presents"/"Glory Glory To The New Born King," 162
- HEP**
Bud O.J.-Red Johnson, "Memoirs Of A Christmas Tree"/"Christmas In Heaven," 2934
- HI**
Ace Cannon, "Blue Christmas"/"Here Comes Santa Claus," 2084

(Continued on page 48)

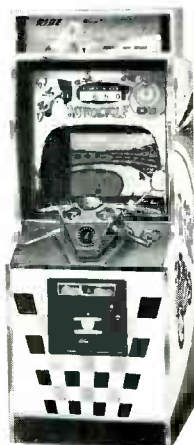
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MAX MURVICH, 69, prominent distributor in Birmingham, died recently. His death came almost a year after that of his brother, Harry. The two were popularly known as the "Golddust Twins" and operated Birmingham Vending here.

What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Alton, Ill.; Teen Location

Harry Schaffner, operator;
Helen Franklin, programmer;
Schaffner Music Co.



Current releases:

"I Think I Love You," Partridge Family, Bell 910;
"My Sweet Lord," George Harrison, Apple 2995;
"One Less Bell to Answer," Fifth Dimension, Bell 940;
"Knock Three Times," Dawn, Bell 938.

Ames, Iowa; Teen Location

Dee Ries, programmer,
K. D. Music Co.



Current releases:

"One Less Bell to Answer," Fifth Dimension, Bell 940;
"Games," Redeye, Pentagram 204;
"Black Magic Woman," Santana, Columbia 45270.

Baltimore; Soul Location

Jerry J. Eanet, programmer,
Evans Sales and Service



Current releases:

"If I Were Your Woman," Gladys Knight and the Pips, Soul 35078;
"Border Song," Aretha Franklin, Atlantic 2772;

Oldies:

"Didn't We," Gene Ammons.

La Crosse, Wis.; Adult Location

Jim Stansfield, operator;
Belle Southwick, programmer;
Jim Stansfield Novelty Co.



Current releases:

"Sunset Strip," Ray Stevens, Barnaby 2021;
"Christmas Goose," Stan & Doug, Golden Crest 550;
"Astronaut Polka," Norm Dombroski and the Happy Notes, Gold 109.

Manhattan, Kan.; Teen Location

Judy Weidner, programmer,
Bird Music



Current releases:

"One Man Band," Three Dog Night, Dunhill 4262;
"He Ain't Heavy . . . He's My Brother," Neil Diamond, Uni 55264;
"Indiana Wants Me," R. Dean Taylor, Rare Earth 5013.

Oldies:

"Eli's Coming," Three Dog Night.

North Bend, Neb.; Teen Location

Ed Kort, operator;
Louis Reginald, programmer;
Kort Amusement Co.



Current releases:

"I Think I Love You," Partridge Family, Bell 910;
"Cracklin' Rosie," Neil Diamond, Uni 55230;
"No Matter What," Badfinger, Apple 1822;
"One Man Band," Three Dog Night, Dunhill 4262.

Osceola, Ia.; Country Location

Jack Jeffries, programmer,
Jeffries Amusement Co.



Current releases:

"Fifteen Years Ago," Conway Twitty, Decca 32742;
"It's Only Make Believe," Glen Campbell, Capitol 2905;
"Thank God and Greyhound," Roy Clark, Dot 17335.

Oldies:

"Bouquet of Roses," Eddy Arnold;
"The Race Is On," George Jones.

Pierre, S.D.; Country Location

Darlow Maxwell, operator;
Mrs. Darlow Maxwell, programmer;
Maxwell Music Service



Current releases:

"The Taker," Waylon Jennings, RCA Victor 47-9885;
"Commercial Affection," Mel Tillis, MGM 14176;
"It's Only Make Believe," Glen Campbell, Capitol 2905.

Oldies:

"I Know You're Married," Red Sovine;
"Marty Grey," Billie Jo Spears.

Rochester, Ind.; Adult Location

George Pollock, programmer,
Pollock Music Co.



Current releases:

"Cracklin' Rosie," Neil Diamond, Uni 55230;
"Sunday Morning Coming Down," Johnny Cash, Columbia 45211;
"Harbor Lights," Art Castle, Kapp 108.

Winter Haven, Fla.; Soul Location

Wesley Lawson, operator;
James Prather, programmer;
Lawson Music Co.



Current releases:

"Precious Precious," Jackie Moore, Atlantic 2681;
"Groove Me," Pink Floyd, Chimneyville 435;
"Ace of Spades," O. V. Wright, Back Beat 615.

Coin Machine News

Contest FBI Seizure of 2,000 Games

• Continued from page 45

task force which has taken a nine-year lease on offices in New Orleans.

The recent seizing of more than 2,000 machines allegedly equipped with so-called "knock-off" devices were seized under authority of the 1962 Gambling Devices Act (the Johnson-Preston Act) which requires dealers in gambling devices to register all such devices they own or control with the U.S. Attorney General. Whether the devices had a federal gambling stamp did not matter.

No arrests were made in connection with any of the seizures. In most cases, the agents simply tagged the machines where they were for pickup and storage later. They were not destroyed but were placed under seizure as contraband and are to be held pending determination by the courts as to their final disposition.

Some 1,800 machines were seized in the two states Nov. 24 and another 700 pinball and slot machines were seized at Gulfport, Miss., the next day.

Louisiana cities where machines were seized included Alexandria, New Orleans, Baton Rouge, Shreveport, Lake Charles, Bossier City and Natchitoches, and machines were also picked up in a number of smaller communities.

Agents seized 49 machines in eight Central Louisiana parishes (counties) in and around Alexandria. They were taken in three places in Alexandria, two amusement companies and the American Legion home. Three machines were taken from the Legion home.

Other Central Louisiana towns where machines were seized include Natchitoches, Jonesville, Ferriday, Marksville, Mansura, Cottonport and Bunkie.

FBI agent David Buckley, interviewed in his office here, said the raids were directed by Roland C. Halstead, special agent in charge of FBI, New Orleans (top agent over Louisiana and some nearby states); John Wall, head of the "Louisiana Strike-Force" of the U.S. Dept. of Justice, and Donald Walter, U.S. Attorney for the Western Dist. of Louisiana, Shreveport.

Merger Explored

• Continued from page 45

the NAMA. They combine annually to conduct a "Southeast" vending trade show. Official NAMA state councils may not conduct such trade shows.

Some operators envision a merger of the three states and perhaps other groups later into a "Southeastern Vending Association."

The Virginia vendors will make their decision on the affiliation proposal in a Dec. 11 meeting here.

The vending group includes prominent music operating firms like O'Connor Vending Machine Co. and Minor's Music, both of Richmond. Blue-chip vending firms in the association include ARA Service, Berlo Vending Co., Macke Vending Co., National Vendors, Coca-Cola Co., Pepsi-Cola Bottling Co. and Seven-Up Bottling Co.

He added that agents from the FBI's Birmingham and Atlanta divisions assisted in the raids and noted that the raids are to continue in Louisiana.

Many of the machines seized contained money, according to Buckley, and it was also confiscated.

U.S. Atty. Gerald Gallinhouse told reporters in New Orleans that the raids in Louisiana constitute "one of the greatest blows ever dealt organized crime in the history of Louisiana." He was quoted as saying that four months' planning went into the raids.

Meanwhile, two suits have already been filed in federal court in New Orleans asking for a temporary restraining order to halt the seizures and for an order that the machines already seized be returned.

The suits were filed in behalf of three large New Orleans amusement firms, one for TAC Amusement Co., Inc., and Lucky Coin Machine Co. and the other for Kramer Amusement Co.

A hearing before U.S. Dist. Judge Alvin B. Rubin was continued indefinitely.

The Associated Press quoted

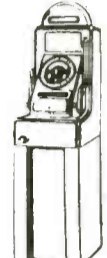
Sheriff Luther Patton of Harrison County, Miss. (Gulfport), as saying that he was glad to see the gambling devices confiscated, but replying to a question as to why he had not acted under state law, "For a long time many honest people and legitimate businessmen have wanted the machines to remain. They thought they were good for business."

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SURFER 260		APOLLO MOON SHOT 495
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ON BEAM 395		PARK LANE 395
WILLIAMS		MIDWAY
LUCKY STRIKE \$140		PREMIER \$215
TEACHERS PET 155		LITTLE LEAGUE 210
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Billboard TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

RANK	Wks. Ago				TITLE, Artist, Label & Number	Wks. On Chart
	1	2	3	4		
1	1	2	4	1	IT'S IMPOSSIBLE Perry Como, RCA 74-0387 (Sunbury, ASCAP)	8
2	3	5	5	3	STONEY END Barbra Streisand, Columbia 4-45236 (Tuna Fish, BMI)	8
3	23	25	—	3	CAN'T STOP LOVING YOU Tom Jones, Parrot 40056 (Felsted, BMI)	3
4	4	4	12	4	HE AIN'T HEAVY, HE'S MY BROTHER Neil Diamond, Uni 55264 (Harrison, ASCAP)	5
5	7	13	22	7	DOES ANYBODY REALLY KNOW WHAT TIME IT IS? Chicago, Columbia 4-45264 (Aurelius, BMI)	4
6	6	7	11	6	ONE LESS BELL TO ANSWER Fifth Dimension, Bell 940 (Blue Seas/Jac, ASCAP)	8
7	13	20	23	7	ROSE GARDEN Lynn Anderson, Columbia 4-45252 (Lowery, BMI)	5
8	18	—	—	8	MOST OF ALL B. J. Thomas, Scepter 12299 (Low-Sal, BMI)	2
9	2	1	3	9	YOU DON'T HAVE TO SAY YOU LOVE ME Elvis Presley, RCA Victor 47-9916 (Miller, ASCAP)	8
10	5	3	1	10	WE'VE ONLY JUST BEGUN Carpenters, A&M 1217 (Irving, BMI)	13
11	14	27	—	11	SILVER MOON Michael Nesmith & the First National Band, RCA 74-0399 (Screen Gems-Columbia, BMI)	3
12	21	38	—	12	KNOCK THREE TIMES Dawn, Bell 938 (Pocketful of Tunes/Jillbern/Saturday, BMI)	3
13	16	26	34	13	MR. BOJANGLES Nitty Gritty Dirt Band, Liberty 56197 (Cotillion/Danel, BMI)	6
14	15	15	15	14	WHERE DID ALL THE GOOD TIMES GO Dennis Yost & the Classics IV, Liberty 56200 (Low-Sal, BMI)	7
15	11	10	10	15	AND THE GRASS WON'T PAY NO MIND Mark Lindsay, Columbia 4-45229 (Stonebridge, ASCAP)	11
16	22	22	25	16	FOR THE GOOD TIMES Ray Price, Columbia 4-45178 (Buckhorn, BMI)	18
17	30	31	—	17	FREE TO CARRY ON Sandpipers, A&M 1227 (Almo/Paeon, ASCAP)	3
18	8	9	9	18	I THINK I LOVE YOU Partridge Family, Bell 910 (Screen Gems-Columbia, BMI)	9
19	38	—	—	19	MY SWEET LORD George Harrison, Apple 2995 (Harrisons, BMI)	2
20	19	14	14	20	I JUST DON'T KNOW WHAT TO DO WITH MYSELF Gary Puckett, Columbia 4-45249 (U.S. Songs/Blue Seas/Jac/Belinda, ASCAP)	7
21	12	12	2	21	IT DON'T MATTER TO ME Bread, Elektra 45701 (Screen Gems-Columbia, BMI)	10
22	20	16	13	22	SWEETHEART Engelbert Humperdinck, Parrot 40054 (Casserole, BMI)	11
23	9	6	8	23	JERUSALEM Herb Alpert & the Tijuana Brass, A&M 1225 (Almo, ASCAP)	8
24	17	19	21	24	SUNSET STRIP Ray Stevens, Barnaby 2021 (Ahab, BMI)	6
25	25	33	35	25	BE MY BABY Andy Kim, Steed 729 (Trio/Mother Bertha, BMI)	4
26	28	28	32	26	IF YOU WERE MINE Ray Charles, ABC/TRC 11271 (Tangerine, BMI)	6
27	27	40	—	27	MORNING Jim Ed Brown, RCA 47-9909 (Show Biz, BMI)	3
28	29	—	—	28	HOW ARE THINGS IN CALIFORNIA? Nancy Sinatra, Reprise 0968 (Mills, ASCAP)	2
29	10	8	7	29	FIRE & RAIN James Taylor, Warner Bros. 7423 (Blackwood/Country Road, BMI)	12
30	37	—	—	30	THINK ABOUT YOUR CHILDREN Mary Hopkin, Apple 1825 (Rak, BMI)	2
31	31	35	36	31	DO IT Neil Diamond, Bang 580 (Tallyrand, BMI)	4
32	34	37	39	32	CHERYLE MOANA MARIE John Rowles, Kapp 2102 (Rosebridge, BMI)	4
33	24	24	26	33	STONED LOVE Supremes, Motown 1172 (Jobete, BMI)	4
34	33	21	27	34	CHELSEA MORNING Sergio Mendes & Brasil '66, A&M 1226 (Siquomb, BMI)	6
35	35	18	18	35	MONTEGO BAY Bobby Bloom, MGM 157 (Unart/Cheezburger, BMI)	10
36	—	—	—	36	THE GREEN GRASS STARTS TO GROW Dionne Warwick, Scepter 12300 (Blue Seas/Craig, ASCAP)	1
37	—	—	—	37	SING HIGH SING LOW Anne Murray, Capitol 2988 (All Saints Crusade, BMI)	1
38	39	—	—	38	BLACK MAGIC WOMAN Santana, Columbia 4-45270 (Murbo, BMI)	2
39	—	—	—	39	FLESH & BLOOD Johnny Cash, Columbia 4-45269 (House of Cash, BMI)	1
40	40	—	—	40	CAROLINA IN MY MIND Crystal Mansion, Colossus 128 (Apple, ASCAP)	2

Billboard SPECIAL SURVEY For Week Ending 12/12/70

Harrison Hits 'Overly Long': Jukebox Poll

CHICAGO—Strong critic of overly long singles Wayne Hesch said the George Harrison hits "My Sweet Lord"/"Isn't It a Pity" are an example of the problem jukebox operators are confronted with and that he hopes a shorter jukebox version of the latter will be made available.

Hesch, A & H Entertainers in suburban Arlington Heights first heard the recording when a Capitol promotion man visited him with a one side runs 4:39 minutes and the other 7:10. Ironically, a shorter 4:46 minute version of "Isn't It a Pity" is on Harrison's new LP.

Hesch acclaimed the recent move by the Virginia jukebox organization, which moved to mail letters of protest to all record companies in order to call attention to the long single problem (Billboard, Dec. 5).

Robert Hesch, who is combining with his cousin in programming said the firm still isn't putting out the Harrison record.

Both men contend that lengthy singles dominate the critical peak play time in jukebox locations.

Mrs. Helen Franklin, Schaffner Music, in Alton, said she is using the Harrison record "but only in teen spots." She indicated that its length worried her also in regard to programming it more widely around the route.

On the other hand, James Prather, programmer for Lawson Music Co., Winter Haven, Fla., said he is not concerned about long singles. His gripe (see separate story) is that stations play cuts from albums that are not available as singles, creating a jukebox demand for them.

Coin Machine News

Christmas Jukebox Singles

• Continued from page 45

H-I-Q

John Lee Hooker, "Blues For Christmas"/"Big Fine Woman," 5018

HIT RECORDS

Bob Russel, "White Christmas"/"Silver Bells," 900
Bob Russel, "Rudolph, The Red-Nosed Reindeer"/"Here Comes Santa Claus," 901
William Randolph, "Silent Night"/"First Noel," 902
Music City Chorale, "Jingle Bells"/"Santa Claus Is Coming To Town," 904

HOLLYWOOD

M. Scott-J. Witherspoon, "Boogie Woogie Santa Claus"/"Hate To See Christmas Come," 1023
Johnny Moore, "Christmas Eve Baby"/"Christmas Everyday," 1045
L. Glenn/C. Brown, "Sleigh Ride"/"Merry Christmas Baby," 1021
Lowell Fulson, "Lonesome Christmas Part 1"/"Lonesome Christmas Part 2," 1022

JELL

Jimmy McGriff, "Soul Song Of Christmas"/"Chip, Chip," 503

JUBILEE

The Orioles, "Lonely Christmas"/"What Are You Doing New Years Eve," 5017

KENWOOD

Mahalia Jackson, "Silent Night, Holy Night"/"The Lord's Prayer," 750

KING

The Dominoes, "Christmas In Heaven"/"Ringin' In A Brand New Year," 1281
C. Brown-Amos Milburn, "Please Come Home For Christmas"/"Christmas Comes But Once A Year," 5405
Charles Brown, "It's Christmas All Year 'Round"/"Christmas In Heaven," 5530
Bob Kames, "The Night Before Christmas Pt. 1"/"The Night Before Christmas Pt. 2," 5531
Wilson Sisters, "Little Klinker"/"All I Want For Christmas Is My Two Front Teeth," 5724
Bob Kames & Dancing Mice, "Don't Wait Til The Night Before Christmas"/"Dance With Me The Christmas Tree," 5725
Charles Brown, "It's Christmas Time"/"Christmas Finds Me Lonely Wanting You," 5726
Hank Ballard Midnighters, "Santa Claus Is Coming"/"Christmas Time For Everyone But Me," 5729
Charles Brown, "Christmas Questions"/"Wrap Yourself In A Christmas Package," 5731
Galatians, "Birth Of The King"/"Great Joy," 5831
Charles Brown, "My Most Miserable Christmas Blues," 5946
Charles Brown, "Bringing In A New Year"/"Christmas (Come But Once A Year)," 5947
Bill Ward/Dominoes, "What Are You Doing New Year's Eve"/"O Holy Night," 6016
James Brown, "The Christmas Song Version 1"/"The Christmas Song Version 2," 6064
James Brown, "Sweet Little Baby Boy Part 1"/"Sweet Little Baby Boy Part 2," 6065
James Brown, "Make This Christmas Mean Something Pt. 1"/"Part 2," 6072
Charles Brown, "Merry Christmas Baby"/"Let's Make Every Day A Christmas Day," 6194
James Brown, "Santa Claus Goes Straight To The Ghetto"/"You Know It," 6203
James Brown, "In The Middle"/"Let's Unite The Whole World At Christmas," 6205
James Brown, "Christmas Time Part 1"/"Christmas Time Part 2," 6277

LIBERTY

David Seville, "The Chipmunk Song"/"Alvin's Harmonica," 55250
Canned Heat/Chipmunks, "The Chipmunk Song"/"Christmas Blues," 56079
The Chipmunks, "Rudolph, The Red-Nosed Reindeer"/"Spain," 55289
The Chipmunks, "Chipmunk Song"/"Rudolph, The Red-Nosed Reindeer," 54583

MERCURY

Ray Stevens, "Santa Claus Is Watching You"/"Loved And Lost," 72058
Johnny Mathis, "The Little Drummer Boy"/"Have Reindeer, Will Travel," 72217

M-RECORD

Webb Foley, "Extra Christmas"/"Littletown Christmas," 600

MUSICOR

George Jones, "My Mom And Santa Claus"/"Lonely Christmas Call," 1339

ORIGINAL SOUND

Little Bobby Ray, "Auld Lang Syne"/"Rockin' J' Bells,"

PEBBLE

Rainy Notrek, "Christmas Family"/"Come See Little One," 010

REPRISE

Dean Martin, "Blue Christmas"/"A Marshmallow World," 0542

RCA VICTOR

Spike Jones, "My Two Front Teeth"/"Rudolph, The Red-Nosed Reindeer," 447-0172
Harry Belafonte, "Mary's Boy Child"/"Venezuela," 447-0323
Elvis Presley, "Blue Christmas"/"Santa Claus Is Back In Town," 447-0647
Elvis Presley, "Blue Christmas"/"Wooden Heart," 447-0720
Mario Lanza, "O Holy Night"/"I'll Walk With God," 447-0777
Perry Como, "Silent Night"/"O Come All Ye Faithful," 447-0810
Perry Como, "I'll Be Home For Christmas"/"Christmas Feeling," 447-0811
Perry Como, "Home For The Holidays"/"God Rest Ye Merry, Gentlemen," 447-0812
Elvis Presley, "If Every Day Was Like Christmas"/"How Would You Like To Be," 447-8950
Hugo Winterhalter, "Blue Christmas"/"White Christmas," 447-0875
Mario Lanza, "Oh Holy Night"/"The Virgin's Slumber Song," 10-1582
Mario Lanza, "O Come All Ye Faithful"/"Oh Little Town Of Bethlehem," 10-3641
Perry Como, "No Christmas Like A Home Christmas"/"Beginning To Look Like Christmas," 10-4314
Eartha Kitt, "Santa Baby"/"Under The Bridges Of Paris," 10-5502
Eddy Arnold, "Christmas Can't Be Far Away"/"I'm Your Private Santa Claus," 10-5905
Perry Como, "Silk Stockings"/"Home For The Holidays," 10-5950
Hugo Winterhalter, "Rudolph, The Red-Nosed Reindeer Cha Cha"/"Sleigh Ride," 10-7642
The Browns, "Blue Christmas"/"Greenwillow Christmas," 10-7820
Chet Atkins, "Jingle Bell Rock"/"Jingle Bells," 10-7971
Jim Reeves, "An Old Christmas Card"/"Senior Santa Claus," 10-8252
Al Hirt, "Hooray For Santa Claus"/"White Christmas," 10-8478
Al Hirt, "Nutty Jinglebell"/"Santa Claus Is Comin' To Town," 10-8706
Jim Reeves, "Snow Flake"/"Take My Hand Precious Lord," 10-8719
Elvis Presley, "If Every Day Was Like Christmas"/"How Would You Like To Be," 10-8950
Kate Smith, "Happy Birthday Dear Christ Child"/"Christmas Eve In My Home Town," 10-9007
Eddy Arnold, "The First Word"/"The Angel And The Stranger," 10-9027
Archie Campbell, "Christmas Eve In Heaven"/"Christmas At The Opry," 10-9028
Willie Nelson, "Pretty Paper"/"What A Merry Christmas This Could Be," 10-9029
Hank Snow, "The Christmas Cannonball"/"God Is My Santa," 10-9030
Brook Benton, "Our First Christmas Together"/"Silent Night," 10-9031
Lorne Green, "Must Be Santa"/"One Solitary Life," 10-9037
Danny Thomas, "The First Christmas"/"Christmas Story," 10-9342
Perry Como, "Christmas Bells"/"Love Is A Christmas Rose," 10-9367
Eddy Arnold, "The World Of Ours (Cette Nutt La)"/"Jolly Old St. Nicholas," 10-9387
Bud Logan, "Sock It To Me Santa"/"(Old Man Winter) Here You Come Again," 10-9678
Perry Como, "Christmas Ever"/"There Is No Christmas Like A Home Christmas," 10-9683
Steve & Eydie, "Hurry Home For Christmas"/"Dedicated To Love," 10-9694
George Hamilton IV, "Natividad (The Nativity)"/"The Little Grave," 10-9775
Lorene Mann, "Indian Santa Claus"/"I Know My Man Too Well," 10-9776

RHEIMS

Robert Heims, "Silent Night"/"O Come All Ye Faithful," 101

ROJAC

Charles Bowens, "Christmas In Vietnam Vocal"/"Christmas In Vietnam Inst.," 111

SMASH

Roger Miller, "Old Toy Trains"/"Silent Night," 2130

DECEMBER 12, 1970, BILLBOARD

AVAILABLE SOON "M-O-R HITS 1970"

An alphabetical listing of over 200 Middle-of-the-Road OLDIES that hit the TOP 100 during 1970. Listed by TITLE, including ARTIST, RECORD NUMBER & LABEL, TEMPO, the DATE each OLDIE reached its NATIONAL PEAK and its NUMERICAL HIGHPOINT.

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Billboard

Country Music

'Complete' Production Studio Set Up; D. Davis Chairman, Wayne Manager

NASHVILLE — A complete production facility including a "completely modern sound studio" opened here last week with artist-producer Danny Davis as board chairman.

Nashville Audio Sound Studios, just east of the city's Music Row, will be managed by

Thomas Wayne, formerly with Music City Recorders, and a one-time artist who recorded a million-seller. He also will serve as chief engineer.

The studio will have 16 tracks, with facilities to go beyond that. "We will be able to produce any sort of session here," Davis

said. "The studio will be the first in Nashville with lead-filled dividers so there is absolutely no leakage."

Other stockholders are Thomas Swann, a contractor, Dr. Abe Schmerling, a gynecologist, and Stuart Vandervan, a former Utica, N.Y., newspaper publisher. Stock also was offered to a limited number of investors.

Davis said he would utilize the studio for all of his own production work other than that under contract to RCA. A long-time RCA producer, he went independent about a year ago. He is still under contract to RCA, however, as an artist with the Nashville Brass. And he still produces a number of RCA singers as well as those with other labels. Additionally, the group has been booked for a second five-week stand at the Landmark in Las Vegas.

"This will be a full production complex," Davis explained. "We will have everything here including, eventually, a publishing company."

He said this was the first completely independent studio in the Music Row area totally accessible to the music industry.

"It shows our own confidence in the Music Row area and in the music community in Nashville generally," Davis said.



MERCURY's TOM T. HALL reaches in a box to pull the winner of a new car, a promotion giveaway by WKDA. Country gentleman Mac Allen assists.

Owens Bows Yule Package

BAKERSFIELD, Calif. — Buck Owens Enterprises has prepared a Christmas package containing the new Buck Owens double album, "A Merry Hee Haw Christmas," and a 7-inch disk with several promo cuts by artists managed and recorded by Buck Owens Enterprises.

The cuts feature messages proclaiming such tidings as "Season's Greetings," "Happy Easter," "Happy 4th of July" and "Drive Safely Over Long Holiday Weekends."

Artists featured on the cuts include Owens, Susan Raye,

Buddy Alan, the Hagers and others.

The package will be available Dec. 15 and will be mailed to some 400 country radio stations, sent airmail for rapid delivery.

The double-album is a re-issue by Capitol of Owens previous two successful Christmas LP's, "Christmas Shopping" and "Christmas With Buck Owens and His Buckaroos."

The double-album is tastefully done with attractive inside and outside covers, and the package is combined in a Christmas envelope.

From The Music Capitals of the World

DOMESTIC

NASHVILLE

Bob Summers has signed with **Jim Wagner**, president of Royal Talent Agency. **Summers**, whose latest LP is entitled, "The Second Coming of the Bob Summers Revival," is the brother of **Mary of Peter, Paul and Mary**. . . . **Arthur Prysock** has been recording at the Starday-King studios in Nashville. Prysock has also been appearing at **Roger Miller's King of the Road Motor Inn**. . . . **The Flames**, a new group from South Africa, have a new release on the Brother Label entitled, "See the Light."

Diane Davidson, a new artist on the G.R.T. roster has been recording an LP at the Cinderella studios here. Session leader is **Mac Gayden**, production is by HLI productions. . . . **Paul Anka** has signed to record for **Barnaby Records**. . . . **Clifford Currey** introduced his new back-up group at recent shows in North and South Carolina. The group is known as the "Disciples."

The Gentrys of Sun records are planning a trip to England where they will be searching for new material. . . . **Nashboro Records** has signed a new group, **50 Fahrenheit**. Their first release, on the A-Bet label, is "Daddy's Home." . . . **John Hurley** has signed to an exclusive contract with **Royal Tal-**

ent. . . . **Rick Powell**, president of **Athena records** is back in Nashville to do overdubbing after a trip to Europe which included two weeks of recording.

The Opposite Sex, an all-female group on the SSS International label, recorded at the Woodland Sound Studios in Nashville recently. The session was produced by **Steve Singleton** with **Rick Horton** providing the engineering. . . . **Woodland's studio A** has been closed due to remodeling. Among other things, the control room was modified to handle quadrasonic sound. While the remodeling was taking place, **Jim Pugh**, technical engineer at Woodland, was in Washington looking over the studios' new 16-track console. . . . **House of Orange** made its debut into the record scene with two releases on the House of Orange label. The releases are "Sweet Woman's Love" by **Greater Davis**, and "Funny You Should Ask," by **Kitty Clark**. . . . **The Gentrys**, who recently returned from a trip to England where they spent several weeks talking to people on the British music scene, will begin a series of personal appearances this month. Their first date was Dec. 5 in Augusta, Ga., followed by an 11-day mid-western tour.

Gilley Buys A Ballroom

HOUSTON—Mickey Gilley, GRT artist who has appeared in local clubs here for many years, has purchased the **Belair Ballroom** and will appear here five nights a week.

Once a month, he will book in top talent from Nashville, a spokesman said. Gilley, formerly with **Paula Records**, recently joined GRT. A writer with **Hall-Clement Publishing**, he now is produced by **Bill Hall** and **Tommy Allsup**.

Gilley worked one club in Houston for 11 consecutive years and continued to bring in top crowds. He decided to purchase the **Belair**, which seats 900, keeping it country.

Utilizing a five-piece band, he will perform concerts and dances.

Sabre to Open In Nashville

NASHVILLE — **Sabre Productions** of San Antonio, Tex., has indicated long-range plans for opening an office here.

The firm operates six record labels, three publishing companies, and produces shows which appear 36 hours weekly on radio stations in 17 states.

E.J. Henke, owner of the firm, said the company has masters on such artists as **Rex Allen**, **Leon Payne** and **Ray Frushay**. The firm deals in all facets of music, including Latin-American.

Henke said there were many masters which probably would be leased in Nashville. In addition to the production company and other arms, the firm handles its own advertising agency.

Nashville Scene

A Bill Mack Day has been proclaimed in Fort Worth, Texas, by the mayor of that city. Bill recently was elected to the board of directors of the **Country Music Association** in the disk jockey category, the vote coming from his peers. . . . **Jerry Brock** of Knoxville has signed a management pact with **Earl Owens Management** of Nashville. His initial release for **Sugar Hill Records** is "Ashes in the Wind." . . . **Don Chappel** has formed a record company, based in Oklahoma City. . . . **The Roger Millers** have a new addition to the family.

The selection of **Wade Pepper** again as country music promotion man of the year has to be a popular one. He won the honor at the **Gavin conference**. . . . **Bob Luman** and his band, the **Honkey Tonkers**, are booked into a **San Juan, Puerto Rico**, club early next year. . . . **Jack McFadden** is quoted locally as saying **Buck Owens** is now worth \$5 million. . . . **Dolly Parton** and husband, **Carl Dean**, will build a new home in **Brentwood, Tenn.**

Bobby Goldshoro is undergoing nose surgery in Los Angeles to correct a broken bone from his baseball days. . . . **Jeannie C. Riley** has returned from Europe and is now being booked into the top supper clubs in this nation. . . . A new television show is in the making for **Webb Pierce**. . . . **Ed Bruce** is playing at the newly renovated **Biltmore**, and will continue to do so until January in Nashville. . . . **Dan Stevens** has joined the **Four Guys**, the quartet which backs up all singers on the "Grand Ole Opry" and does single-act work of its own. Now that **Richard Garratt** has rejoined the group, it sounds greater than ever.

Stringbean has the best-selling album of his career. . . . **Lonzo and Oscar**, just back from the Far East, now will go to Germany for 21 days. . . . **Roy Acuff** is spending one of his rare holidays at home. He's been going overseas to entertain servicemen at Christmas far beyond what any other entertainer has done. . . . **Audrey Williams**, now very much on the mend, has been discharged from the hospital and is resting at home. . . . **Stoney Cooper's** health also is much improved, and he and **Wilma Lee** just concluded a three week tour of Washington state. . . . **Stan Hitchcock** is back working again after a bout with bronchial pneumonia. . . . **Jimmy Hartsook**, an 11-year-old from **Lenoir City, Tenn.**, is a new discovery of the **Willis Brothers**. They had the youngster as their guest on the "Opry," and he got a tremendous ovation. . . . **Bill Carlisle**, daughter **Sheila** and **Marshall Barnes** have an Asiatic tour coming up. . . . **Jeannie Pruitt** has done a lot of filling-in. She subbed for **Jan Howard** on a **Bill Anderson** show, filled in at a **David Houston** show, then sang for **Jean Shepherd** on the "Opry" when the latter developed throat trouble.

Gordie Tapp, the fine comedian from Canada, has two pilot TV shows set for January, one for the **Canadian Broadcasting Company**, the other a 90-minute talk show with **Grandpa Jones** in Nashville. . . . Artists **Sammi Smith**, **Harold Lee**, **Olin Bingham** and **Bobby Harden** helped salvage the fire department at **Gainesville, Ga.**, by donating goods to an auction and by making on-the-air appeals. . . . **Lorene Mann**, after several bouts with surgery, is looking better than ever. . . . **Jimmy Wheeler** made a series of appearances in the east-

(Continued on page 53)

Glaser Studio Movie 'Star'

NASHVILLE — The **Glaser Brothers** recording studio will show up in the movie "Dead Head Miles" as a surrealistic radio studio.

The movie, being filmed in Nashville, features **Alan Arkin**, **George Raft**, **Ida Lupino** and **Allen Garfield**. It is directed by **Vernon Zimmerman** and produced by **Tony Bill**.

Glaser Brothers' writer Bill Littleton, who has a part in the movie, told the movie officials of the unusual board in the **Glaser studio**, with its 16 tracks, 20 channels and some 1,000 lights. The producer, **Bi-Plane Motion Pictures**, was looking for an "out of the world" radio studio. They decided the control panel and surroundings,

plus a studio audience, was the most ultramodern ever seen, and they filmed it.



CAST MEMBERS of the movie, "Dead Head Miles," perform in the studios of the **Glaser Brothers** in Nashville.



DAVID BRIGGS and Norbert Putman, studio musicians in Nashville, sit at the console of their **Quadrafonic Sound Studio**. Originally **Muscle Shoals** musicians, they now are doing custom work for major labels.

take off
from work
and get down
to business
...with pleasure

IMIC-3

MONTREUX, SWITZERLAND

JUNE 6-12, 1971

Come Together. For the most significant event in the International Music Industry. The Third International Music Industry Conference. Enabling businessmen from all over the world, all phases of the industry, to meet, discuss, exchange views, learn, prepare for new industry developments, help each other... and enjoy.

In only two years, IMIC has established itself as the world-wide communication seminar for individuals involved in the international music business—records, publishing, personal management, law, performing arts, mechanical licensing and performing rights societies, radio, TV, audio-video technology. In 1969, 600 music men participated in the first international music industry conference on Paradise Island, Bahamas. The second conference in Palma, Mallorca drew 900 registrants. IMIC has become a vital element in the successful workings of the international music industry. Over 1,200 participants are expected to convene in Montreux, Switzerland for IMIC 3 in June. Register now.

TOGETHER, FOR BUSINESS

Program Formal and Speech Translations. Sessions will be held every morning 0900-1200, Monday through Friday. Speeches in the plenary sessions will be translated into English, French, German, Italian and Spanish.

Company and Association Meetings. IMIC 3 affords organizations an excellent opportunity to hold special meetings with executives from principal countries, with licensees and sub-publishers, associations and other companies. After the stimulation of the morning conference sessions, the afternoons are a perfect time to hold company meetings and seminars. Complimentary rooms will be provided for any of these meetings. Secretarial help as well as audiovisual equipment is available. Write: Meeting Coordinator, IMIC 3, Suite 900, 300 Madison Avenue, N.Y. 10017.

Registration Fees. Because of the growing attendance at IMIC conferences, participants should register early.

Special pre-registration fee: If you take advantage of this first announcement of the IMIC 3 conference and register NOW, the fee for the entire conference is \$210 per person. The fee includes attendance at all sessions, opening cocktail party, closing dinner dance and all work materials. (It does not include hotel rooms.) A check made out to the International Music Industry Conference should accompany registrations. Please use the coupon below or send the requested information on your letterhead. A check made out to the International Music Industry Conference should accompany registrations. Regular fee: \$235 per person. Effective after January 1.

TOGETHER, FOR PLEASURE

Hotels. Early registrants have their choice. IMIC 3 registrants will enjoy accommodations at the five leading hotels of Montreux: Eurotel, Excelsior, Swiss, National and Palace. A special rate has been arranged for the Music Industry Week from Sunday night, June 6th until Saturday, June 12th. A limited number of suites and single rooms are available. Hotel and room choices will be allotted on a first-come basis. Meals can be included at your option. The IMIC 3 Conference Office in Montreux will write each registrant to determine individual needs.

Ladies Invited. Last year, 250 women attended. Different tours are available each morning. In addition, IMIC 3 will have an opening cocktail reception on Sunday evening and closing dinner dance on Friday night. Registration fee: \$30 per person. This registration fee does not include the women's attendance at the conference sessions.

Travel and Transfer Arrangements. SWISSAIR will be jetting you to IMIC 3. Registrants traveling by plane will be contacted by Swissair and offered the services of their worldwide organization. Special schedules have been arranged for IMIC 3 registrants to facilitate travel. Buses from the Geneva Airport to Montreux have also been set up specifically for IMIC registrants.

PROGRAM

THIRD INTERNATIONAL MUSIC INDUSTRY CONFERENCE

Sponsored by Billboard, Record Retailer, Discografia Internazionale

June 6-12, 1971 Montreux, Switzerland

There will be two different types of meetings at IMIC-3: the Conference sessions on Monday, Wednesday and Friday and the seminars on Tuesday and Thursday. Both type of meetings will be held from 0900 to 1315. Note, also, the optional session on Tuesday from 1700 to 1830.

In the **plenary sessions**, talks will be given to the entire audience, translated simultaneously into five languages. Following the talks in one session, the audience will divide into five rooms. The rooms will be divided by language. In each room, the talks will be discussed for 45 minutes as they relate to the countries represented in the room. Questions will be developed for the speakers. For the final 30 minutes of the session all groups will then reassemble in the plenary room to hear the questions and answers of the speakers.

In the **seminars**, each registrant will select one on Tuesday and one on Thursday in which to participate in discussion. There will be no speeches. The registrants in each seminar will exchange their ideas and experiences—good and bad—on a list of questions, related to the seminar subject area, made up in advance by the seminar chairman and his panel. The seminars offer a unique, and perhaps unparalleled, opportunity for each person to participate and to hear the views of worldwide industry leaders about ways 1) to deal with the day to day problems of the music business 2) to learn how new developments should be anticipated and can be successfully handled.

Monday, June 7—Plenary Sessions

Session 1—Significant Developments of Industry-wide Implications

Talk A—What Can Companies Do To Stop Illegal Duplication of Recordings: A Progress Report

Talk B—The Promise For Music Companies of Improved Relations With East European Countries

Talk C—Impending Changes In the Common Market and Their Sales Implications For the Music Industry

Session 2—The Music Industry and the Cartridge/Cassette TV Field

Talk A—A Realistic Look At the Potential Opportunity For Profits In Cartridge/Cassette TV

Talk B—Analyzing the Principal Systems and Their Marketing Plans

Talk C—What Are the Markets That Offer the Most Promise and What Are Their Needs For Product

Talk D—How Can Music Companies Play An Important Role In the Industry Future

Tuesday, June 8—Concurrent Seminars

1. The Chief Executive Seminar
2. The Publishers Seminar
3. The Legal Seminar
4. The Promotion and Advertising Seminar
5. The Distribution Seminar
6. Finance, Credit, and Cash Flow Seminar
7. International Collecting Procedures Seminar
8. The Recording Studio Seminar
9. The Classical Music Seminar
10. Italian Language Seminar
11. French Language Seminar

Optional Session 1700 to 1830

How To Survive In The Music Business

This informal session will be a self-critical examination of industry attitudes and practices in all areas of the international music business: creative contributions and rewards; company investment vs. profit return.

There will be no speeches. The entire session will be devoted to a give and take, no-holds barred discussion between the panel and the audience. A limited number of tickets will be available for this meeting.

Wednesday, June 9—Plenary Sessions

Session 3—Legal Developments and Their Impact on Management Decisions

Talk A—A Proposed International Clearing House for Obtaining Worldwide Publishing Rights

Talk B—Adjusting Licensing Agreements to Needs of Local Countries

Talk C—Negotiating Terms of Contracts with Artists and Authors For the Cartridge TV Age

Session 4—Changing Imperatives In Effective Marketing

Talk A—The Revitalized Growth of the In-Depth Record Store

Talk B—Developing More Effective Ways To Reach the Consumer Market

Talk C—Controlling the International Dumping of Records

Thursday, June 10—Concurrent Seminars

There will be a **different** outline from the Tuesday seminar and **additional** subjects discussed in each of the following seminars:

1. The Chief Executive Seminar
2. The Publishers Seminar
3. The Legal Seminar
4. The Promotion and Advertising Seminar
5. The Distribution Seminar
6. Finance, Credit, and Cash Flow Seminar
7. International Collecting Procedures Seminar
8. Personal Management and Talent Relations Seminar
9. Italian Language Seminar
10. French Language Seminar

Friday, June 11—Plenary Sessions

Session 5—Impact on the Record Industry of Growth In Tape Cassette and 8 Track Cartridge Sales

This panel of four people will analyze, for their region, the comparative sales growth of cassette and 8 track tape and forecast the growth in the future. They will give an analysis of automobile and home sales and the potential sales effect of newer technological developments such as four channel sound.

Talk A—In Europe

Talk B—In South America

Talk C—In Japan and Australasia

Talk D—In U.S. and Canada

Session 6—Youth and Music

Talk A—The Meaning For Music Companies of the Changing Life Styles of Youth

Talk B—The Universal Problem of Drugs: What Can the Music Industry Do?

Talk C—The Rock Festival: Should It and How Can It Be Saved?

Talk D—The Increasing Role of Music In Youth-Oriented Films

SWISSAIR—Official Carrier for IMIC-3



ADVANCED REGISTRATION FORM, FOR BUSINESS AND PLEASURE

The Third Annual International Music Industry Conference.

Sponsored by Billboard, Record Retailer and Discografia Internazionale.

Advanced Registration Fee: \$210 (£87-1s.) per person. \$235 (£97-2s.) after January 1, 1971.

Fee includes attendance at all sessions, work materials. It does not include hotel accommodations. Please make your check payable to the International Music Industry Conference. Check must accompany your registration.

If check is in dollars, send to:
International Music Industry
Conference — Ninth Floor
300 Madison Avenue
New York, New York 10017

If check is in sterling, send to:
International Music Industry
Conference — Record Retailer
7 Carnaby Street
London, W.1, England

Please register the following people to attend the IMIC. Check is enclosed for all registrants. Additional names can be sent in a separate letter. PLEASE PRINT THE FOLLOWING INFORMATION.

Name of Each Registrant _____ Title _____ Address _____

Your Name and Title _____

Full Address _____ Company _____

Wife's name _____

Please enclose \$30. for each woman registered.

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"MOVE TWO MOUNTAINS"

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DAVE PEEL

Yonah Music, Inc.

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Nashville, Tenn. 37203

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 12/12/70

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	ENDLESSLY Sonny James, Capitol 2914 (Vogue, BMI)	9	38	51	THE WONDERS YOU PERFORM Tammy Wynette, Epic 5-10687 (Chestnut, BMI)	3
2	2	COAL MINER'S DAUGHTER Loretta Lynn, Decca 32749 (Sure-Fire, BMI)	7	39	49	BED OF ROSES Statler Brothers, Mercury 73141 (House of Cash, BMI)	4
3	5	I CAN'T BE MYSELF/ SIDEWALKS OF CHICAGO Merle Haggard, Capitol 2891 (Blue Book, BMI/Tree, BMI)	10	40	58	SWEET CAROLINE Anthony Armstrong Jones, Chart 5100 (Stonebridge, BMI)	4
4	7	ROSE GARDEN Lynn Anderson, Columbia 4-45252 (Lowery, BMI)	6	41	36	I CRIED (The Blue Out of My Eyes) Crystal Gayle, Decca 32721 (Sure-Fire, BMI)	13
5	4	15 YEARS AGO Conway Twitty, Decca 32742 (Peach, SESAC)	10	42	33	HOW I LOVE THEM OLD SONGS Carl Smith, Columbia 4-45225 (Acuff-Rose, BMI)	11
6	10	MORNING Jim Ed Brown, RCA Victor 47-9099 (Show Biz, BMI)	8	43	52	THE TEARS ON LINCOLN'S FACE Tommy Cash, Epic 5-10673 (Gallico, BMI)	4
7	6	WHERE HAVE ALL OUR HEROES GONE Bill Anderson, Decca 32744 (Stallion, BMI)	8	44	59	(Don't Let the Sun Set On You) IN TULSA Waylon Jennings, RCA Victor 47-9925 (Barton, BMI)	2
8	3	SHE GOES WALKING THROUGH MY MIND Billy Walker, MGM 14173 (Forrest Hills, BMI)	8	45	50	MY JOY Johnny Bush, Stop 380 (Window, BMI)	6
9	12	I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Dang Town) Buck Owens and the Buckaroos, Capitol 2947 (Blue Book, BMI)	6	46	48	I STAYED LONG ENOUGH Billie Jo Spears, Capitol 2964 (Gallico, BMI)	3
10	21	A GOOD YEAR FOR THE ROSES George Jones, Musicor 1425 (Chestnut, BMI)	4	47	47	SOMEWAY Don Gibson, Hickory 1579 (Acuff-Rose, BMI)	10
11	16	COMMERCIAL AFFECTION Mel Tillis & The Statesiders, MGM 14176 (Cedarwood/Sawgrass, BMI)	6	48	31	JOLIE GIRL Marty Robbins, Columbia 4-45215 (Beijo, BMI)	14
12	27	ANOTHER LONELY NIGHT Jean Shepard, Capitol 2941 (Dixie Jane Twig, BMI)	6	49	55	BEER DRINKIN' HONKY TONKIN' BLUES Billy Mize, United Artists 50717 (Acuff-Rose, BMI)	5
13	8	AFTER CLOSING TIME David Houston & Barbara Mandrell, Epic 5-10656 (Algee, BMI)	11	50	28	SUNDAY MORNING COMING DOWN Johnny Cash, Columbia 4-45211 (Combine, BMI)	15
14	11	I CAN'T BELIEVE YOU'VE STOPPED LOVING ME Charley Pride, RCA Victor 47-9902 (Blue Crest, BMI)	12	51	53	EARLY IN THE MORNING Mac Curtis, GRT 26 (Post, ASCAP)	9
15	32	WILLY JONES Susan Raye, Capitol 2950 (Blue Book, BMI)	5	52	—	GUESS WHO Slim Whitman, United Artists 50731 (Michelle, BMI)	1
16	22	SOMETHING UNSEEN/ WHAT'S THE USE Jack Greene, Decca 32755 (Tree, BMI/ Half Clement, BMI)	5	53	72	OLD ENOUGH TO WANT TO (Fool Enough to Try) Norro Wilson, Mercury 73125 (Newkeys, BMI)	3
17	13	IT'S ONLY MAKE BELIEVE Glen Campbell, Capitol 2905 (Marielle, BMI)	13	54	67	WHAT ABOUT THE HURT Bob Luman, Epic 5-10667 (Jack & Bill, ASCAP)	3
18	19	AMOS MOSES THE PREACHER & THE BEAR Jerry Reed, RCA Victor 47-9904 (Vector, BMI)	8	55	—	SHE WAKES ME EVERY MORNING WITH A KISS Naf Stuckey, RCA Victor 47-9929 (Hill & Range/Blue Crest, BMI)	1
19	43	WAITING FOR A TRAIN Jerry Lee Lewis, Sun 1119 (Peer International, BMI)	4	56	57	YOU DON'T HAVE TO SAY YOU LOVE ME Elvis Presley, RCA Victor 47-9916 (Miller, ASCAP)	2
20	18	SOMETHING TO BRAG ABOUT Charlie Louvin & Melba Montgomery, Capitol 2915 (Tree, BMI)	8	57	—	JOSHUA Dolly Parton, RCA Victor 47-9928 (Owepar, BMI)	1
21	25	COWBOY CONVENTION Buddy Alan Don Rich, Capitol 2028 (Peer Int'l, BMI)	6	58	62	TELL ME AGAIN Jeannie Seely, Decca 32757 (Champion, BMI)	2
22	24	FOREVER YOURS Dottie West, RCA Victor 47-9911 (Husky, BMI)	7	59	75	WHEN HE TOUCHES ME Lois Johnson, MGM 14186 (Painted Desert, BMI)	2
23	23	GONE GIRL Tompall & Glaser Brothers, MGM 14169 (Jack, BMI)	8	60	56	IT TAKES TWO Connie Eaton & Dave Peel, Chart 5099 (Jobete, BMI)	6
24	9	RUN WOMAN RUN Tammy Wynette, Epic 5-10653 (Algee, BMI)	14	61	61	SITTIN' BULL Charlie Louvin, Capitol 2972 (Sure-Fire, BMI)	3
25	20	I'M ALRIGHT Lynn Anderson, Chart 5098 (Stallion, BMI)	7	62	—	GENERATION GAP/MY MAN Jeannie C. Riley, Plantation 65 (Cedarwood, BMI/Shelby Singleton, BMI)	1
26	14	THANK GOD & GREYHOUND Roy Clark, Dot 17355 (Window, BMI)	12	63	—	PROMISED LAND Freddie Weller, Columbia 4-45276 (Arc, BMI)	1
27	42	SUSPICIOUS MINDS Waylon Jennings & Jessi Colter, RCA Victor 47-9970 (Press, BMI)	5	64	—	APRON STRINGS Peggy Sue, Decca 32754 (Coal Mines, BMI)	1
28	15	GOIN' STEADY Faron Young, Mercury 73112 (Central Songs, BMI)	10	65	71	I'M HOLDING YOUR MEMORY Jimmy Newman, Decca 3270 (4 Star, BMI)	3
29	30	DAY DRINKIN' Dave Dudley & Tom T. Hall, Mercury 73139 (Newkeys, BMI)	5	66	66	MAMA BAKE A PIE (Daddy Kill a Chicken) George Kent, Mercury 73127 (Newkeys, BMI)	2
30	26	I WAKE UP IN HEAVEN David Rogers, Columbia 4-45226 (Window, BMI)	9	67	64	THE SOUL YOU NEVER HAD Jan Howard, Decca 32743 (Stallion, BMI)	5
31	46	LET ME GO Johnny Duncan, Columbia 4-45227 (Wilderness, BMI)	7	68	70	CALIFORNIA GRAPEVINE Freddie Hart, Capitol 2933 (Blue Book, BMI)	4
32	29	TOO LONELY TOO LONG Mel Tillis, Kapp 2103 (Sawgrass, BMI)	9	69	69	MY OLD KENTUCKY HOME (Turpentine & Dandelion Wine) Osborne Brothers, Decca 32746 (January, BMI)	2
33	37	MARY'S VINEYARD Claude King, Columbia 4-45248 (Rose Bridge, BMI)	6	70	—	FANCY SATIN PILLOWS Wanda Jackson, Capitol 2986 (Dixie Jane, BMI)	1
34	38	DRAG 'EM OFF THE INTERSTATE, SOCK IT TO 'EM, J. P. BLUES Dick Curless, Capitol 2949 (Country Sound, ASCAP)	4	71	73	BIG RIVER Johnny Cash, Sun 1121 (Hi-Lo, BMI)	2
35	17	SO SAD (To Watch Good Love Go Bad) Hank Williams Jr. & Lois Johnson, MGM 14164 (Acuff-Rose, BMI)	11	72	74	BLUES SELLS A LOT OF BOOZE Hugh X. Lewis, GRT 28 (Gallico, BMI)	3
36	40	I JUST CAN'T HELP BELIEVING David Frizzell, Columbia 4-45238 (Screen Gems-Columbia, BMI)	7	73	—	IF YOU SEE MY BABY Johnny Carver, United Artists 5713 (Jat, BMI)	1
37	39	NICE 'N' EASY Charlie Rich, Epic 5-10662 (Shaw, ASCAP)	8	74	—	MISTER PROFESSOR Leroy Van Dyke, Decca 32756 (Wilderness, BMI)	1
				75	—	IF YOU'RE LOOKING FOR A FOOL Tommy Overstreet, Dot 17357 (Crazy Cajun, BMI)	1

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 12/12/70

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	FOR THE GOOD TIMES Ray Price, Columbia C 30160	15
2	3	THE FIRST LADY Tammy Wynette, Epic E 30213	8
3	4	FIGHTIN' SIDE OF ME Merle Haggard, Capitol ST 451	20
4	2	GOODTIME ALBUM Glen Campbell, Capitol SW 493	11
5	6	THE JOHNNY CASH SHOW Columbia KC 30100	5
6	7	CHARLEY PRIDE'S 10th ALBUM RCA Victor LSP 4367	21
7	8	HELLO DARLIN' Conway Twitty, Decca DL 75209	25
8	5	LIVE AT THE INTERNATIONAL, LAS VEGAS Jerry Lee Lewis, Mercury SR 61278	15
9	15	#1 Sonny James, Capitol ST 629	3
10	11	SNOWBIRD Anne Murray, Capitol 579	11
11	12	THE WORLD OF JOHNNY CASH Columbia GP 29	28
12	9	I NEVER PICKED COTTON Roy Clark, Dot DLP 25980	18
13	13	DOWN HOMERS Danny Davis & the Nashville Brass, RCA Victor LSP 4424	6
14	14	ONCE MORE Porter Wagoner & Dolly Parton, RCA Victor LSP 4388	15
15	10	BEST OF GEORGE JONES Musicor MS 3191	8
16	23	15 YEARS AGO Conway Twitty, Decca DL 75248	2
17	18	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	59
18	17	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	67
19	16	ME & JERRY Chet Atkins & Jerry Reed, RCA Victor LSP 4396	10
20	22	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	47
21	19	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia CS 9978	29
22	20	ALL MY HARD TIMES Roy Drusky, Mercury SR 61306	3
23	24	SINGER OF SAD SONGS Waylon Jennings, RCA Victor LSP 4418	3
24	21	BEST OF JERRY LEE LEWIS Smash SR5 67131	33
25	27	A TRIP IN THE COUNTRY Roger Miller, Mercury SR 61297	9
26	—	A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD (Or My Salute to Bob Wills) Merle Haggard, Capitol ST 638	1
27	37	I WOULDN'T LIVE IN NEW YORK CITY Buck Owens & His Buckaroos, Capitol ST 628	3
28	30	ELVIS' WORLDWIDE 50 GOLD AWARD HITS, VOL. 1 Elvis Presley, RCA Victor LPM 6401	16
29	25	WONDERS OF THE WINE David Houston, Epic BN 30108	14
30	31	LORETTA LYNN WRITES 'EM & SINGS 'EM Decca DL 75198	23
31	34	ONE NIGHT STAND Susan Raye, Capitol ST 543	7
32	29	TAMMY'S TOUCH Tammy Wynette, Epic BN 26459	30
33	28	GREAT WHITE HORSE Buck Owens & Susan Raye, Capitol ST 558	9
34	36	SKIDROW JOE—Down In the Alley Porter Wagoner, RCA Victor LSP 4386	3
35	—	LIFE TO LEGEND Hank Williams, MGM SE 4680	1
36	39	BEAUCOUPS OF BLUES Ringo Starr, Apple SMAS 3368	3
37	26	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	43
38	32	ON STAGE—FEBRUARY 1970 Elvis Presley, RCA Victor LSP 4367	24
39	35	COUNTRY FAIR Various Artists, Capitol SW 562	9
40	33	THIS IS EDDY ARNOLD RCA Victor VSP-6032	6
41	—	GEORGIA SUNSHINE Jerry Reed, RCA Victor LSP 4381	12
42	42	MY LOVE/YOU KEEP ME HANGIN' ON Sonny James, Capitol ST 478	21
43	41	WORLD OF TAMMY WYNETTE Epic BN 503	27
44	44	BEST OF DOLLY PARTON RCA Victor LSP 4449	2
45	—	THIS IS CHET ATKINS RCA Victor VPS-6030	1

Country Music



Carlton Haney announces plans for a Bluegrass Hall of Fame in North Carolina.

Nashville Scene

• Continued from page 49

ern states. Now he's doing another record session. . . . Music City Recorders' **Scott Moore** is producing a new single and album by Metromedia's **Jerry Foster**, featuring all old **Elvis Presley** tunes. Moore was the original Presley guitarist. He joined others on this session who were original Presley musicians. . . . **Dave Peel** of Chart Records is the latest member of that label to get married. Others were **Connie Eaton** and their joint producer, **Cliff Williamson**. **Johnny Bush and the Bandoleros**, along with **Crash Stewart** at Alamo Promotions, will present their annual Christmas dance in San Antonio.

Buddy Lee has added three more artists to his incredibly large list of talent. Those now under contract include **Jimmy Newman**, **Linda K. Lance** and **WHO's Mike Hoyer** of Des Moines. . . . **Hank Williams Jr.** is back from a hunting trip in Montana, ready to return to work. . . . The Music By Earl-E Publishing Co. has signed eight new writers. They are **Chip Williams**, **O. Hendry Parker**, **David Owens**, **Jerry H. Owens**, **Doug Lavalley**, **H.B. Owens**, **Bo McCampbell** and **Owen Oliver**. . . . **Charlie Louvin** has just finished a new LP for Capitol. . . . On New Year's Eve, **Tommy Overstreet** will play a date in El Paso for KAGY, sponsored by **Charlie Russell** and **Jim Phillips**, and booked by the **Jimmy Klein** agency. . . . **Tiny Harris** has done so well at the Golden Nugget in Las Vegas he'll be signed as a regular member of the club's talent roster.

Peggy Little, despite her recent operations, managed to do both the "Hee Haw" and the "Hugh X. Lewis" shows. . . . **Tom McConnell** is back from a promotion tour of the southwest where he pushed "Ding-A-Ling Christmas Bells," the **Lynn Anderson** seasonal hit. The song, written by **Jerry Foster** and **Bill Rice**, already is getting pop play and may be recorded quickly by some pop artists. And they've already written new Christmas songs for next year.

. . . **Bill Anderson's Po Boys** have three dates set in December for doing an album for Decca. . . . **Tammy Wynette** will tape the "Johnny Cash Show" just before Christmas. On Dec. 12, she'll play an anniversary show for WWVA, Wheeling, celebrating the station's first year in the Capitol Theater building. . . . **Chuck Rogers** has signed as an exclusive writer with Ensign Music, a division of Famous. . . . **Lew Wade** at WKEG, Washington, Pa., has sent out an urgent request for country, bluegrass and gospel recordings. It's a new station. . . . The Texas Association of Broadcasters announced that KBOX Radio is the first-place winner for the best 1970 public service project among the state's big-city stations.

LORETTA remembers



coal miner's daughter

DECCA 32749

Watch for Loretta Lynn's new album 'Coal Miner's Daughter'

Sure Fire Music

Billboard Album Reviews

DECEMBER 12, 1970



POP
ISAAC HAYES—
To Be Continued.
Enterprise ENS 106 (S)

Isaac Hayes has his own special groove, and like a hip Johnny Mathis can churn out a soulful spell of song, music and backgrounds that's hard to beat. Tender love and care are like's recipe, as that "Hot Buttered Soul" sound this time unravels "Our Day Will Come," "You've Lost that Lovin' Feelin'," and "Runnin' Out of Fools" into soft, sensitive streams of contemplative soul. No place to go but up.



POP
THREE DOG NIGHT—
Naturally.
Dunhill DSX 50088 (S)

Consistency has been the keynote for Three Dog Night, consistency in live performance and chart performance and this latest album should follow the other successes. Including the current Hot 100 hit, "One Man Band," this glows throughout. "Heavy Church" is one of their strongest numbers yet and could wind up as a single. "Liar" and "I Can Hear You Calling" are other gems.



POP
TEN YEARS AFTER—
Watt.
Deram XDES 18050 (S)

Ten Years After is one of the hottest rock groups around today and this new LP shows why it continues to stay on top. Such cuts as "Sweet Little Sixteen," recorded live at the Isle of Wight Festival, and such Alvin Lee songs as "I Say Yeah," "Gonna Run" and "Think About the Times" are standout performances of the rock genre.



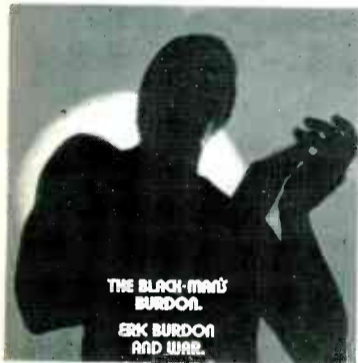
POP
VAN MORRISON—His Band
And The Street Choir.
Warner Bros. WS 1884 (S)

A rock original, Van Morrison's got the aura and momentum to join rock's biggest names. His "Moon Dance" was popular and influential, his band has since grown tighter, and now his most homegrown effort comes along with more surprises, visions and catchy melodies. "Domino," "Blue Money" and "I've Been Working" are top-notch rock-blues and bound to become often-played favorites from Morrison's happiest album yet.



POP
JUDY COLLINS—
Whales & Nightingales.
Elektra EKS 75010 (S)

This has got to be acknowledged as one of Judy Collins' finest and most beautiful albums ever, and sales figures are sure to prove that point. She is brilliant in her treatments of Jacques Brel's "Marieke" and "Sons of," as well as Bob Dylan's "Time Passes Slowly" and her Joan Baez' "Song for David." A must for all who insist on the very best in music.



POP
ERIC BURDON & WAR—
The Black-Man's Burdon.
MGM SE 4710-2 (S)

Eric Burdon has really gotten things together with his group War, and this second LP by the group proves that. The familiar items in the two-record set are "Paint It Black" and "Nights in White Satin," but the originals "Bare Back Ride," "Out of Nowhere" and their current single release, "They Can't Take Away Our Music" are exceptional. Rack this one up as a top chart item.



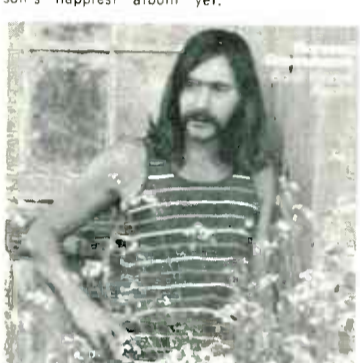
POP
KINKS—Lola Versus Powerman
The Moneyground.
Reprise RS 6423 (S)

An album that is arranged in the form of a story, basically autobiographical and telling of the adventures of chief Kink Ray Davies in the music business or the "Moneyground" as one track has it. As per usual Davies gets some quirky lyrics wrapped round the tune—"Top of the Pops" is a good example. Included is the "Lola" hit.



POP
GINGER BAKER'S AIR FORCE 2—
Alco SD 33-343 (S)

More of the Baker ensemble (14 in all) with Graham Bond (on organ and vocal) and Denny Laine (guitar and vocal) sharing the limelight. The affair is a mixture of style and influence—"Gates of the City" should appeal to the astrologically, numerically oriented fans, with Bond doing his Ray Charles piece. Altogether a more controlled and arranged album than the last.



POP
NORMAN GREENBAUM—
Back Home Again.
Reprise RS 6422 (S)

That "Spirit in the Sky" man is back home again after going sky-high on the charts with his single, and Greenbaum is still turning out that good-time rock, enhanced by Erik Jacobsen's impeccable production and titles like "Canned Ham," "Miss Fancy," "Lucille Got Stoleed" and "I.J. Foxx." Musical friends like Jerry Yester, Dan Hicks and Norman Mayell can't hurt, and Greenbaum's homey sound's got the spirit.



POP
TEEGARDEN & VAN WINKLE—
Westbound WB 2003 (S)

With both their recent smash, "God Love and Rock and Roll," and the current chart climber, "Everything is Going to Be Alright," included, the powerful duo can't miss top sales with this dynamite package. Other items include the long and interesting treatment of the Beatles' "Eleanor Rigby," and the unique reading of Merle Haggard's "Okie From Muskogee."



POP
LAURA NYRO—Christmas and
The Beads of Sweat.
Columbia KC 30259 (S)

Laura Nyro has achieved more fame as a composer, but she is currently proving her own worth as a performer also with her "Up on the Roof" hit single (included here). It's the only number that she did not write, but of those that she did, "Brown Earth" and "Been on a Train" are the standouts. Miss Nyro has won a large following, and that alone should bring her top sales and chart activity.



POP
RAY CONNIFF AND
THE SINGERS—
We've Only Just Begun.
Columbia C 30410

Consistent chart winners, the Conniff Singers come up with another strong, commercial package of current hit material... performed the Conniff way. From the opener, "Snowbird" to the closing, "We've Only Just Begun," it's all solid, hot material and certain to prove a heavy programming and sales item.



POP
PAUL KANTNER—Blows
Against the Empire.
RCA Victor LSP 4448 (S)

The many-talented Jefferson Airplane hits another high here in this album featuring guitarist-singer Paul Kantner. His support billed as "Jefferson Starship," is a list of underground music luminaries, including Grace Slick, Jerry Garcia, David Crosby, Graham Nash, Jack Casady, Bill Kreutzmann and Joey Covington, newest member of the Airplane, "Starship" and "Hijack," both extended, are among the together cuts.



POP
CHARLIE BYRD—
The Stroke of Genius.
Columbia C 30380 (S)

This album is more or less the kind of programming that Byrd uses during his club in person appearances—the group behind him features trumpet and flute mainly and the material ranges from the familiar "Everybody's Talkin'," through the blues and into Paganini's "Sonatina." Byrd's guitar is quietly impeccable throughout.



SOUNDTRACK
SOUNDTRACK—Love Story.
Paramount PAS 6002 (S)

The best seller has been transformed into a hit motion picture and that combined with a beautiful score penned by Francis Lai is sure to insure the success of this LP. The main theme is heard in four varying moods, and sets the basic feel of the album, and the use of Mozart and Bach selections is a pleasant addition. The production work by Tom Mack is first rate.



ORIGINAL CAST
ORIGINAL CAST—Bob and Ray/
The Two and Only.
Columbia S 30412 (S)

Bob Elliott and Ray Goulding, whose delightful comedy has brightened radio and TV for many years, have a resounding Broadway success, which is here brought to disk—a real comedy treasure. Here are Wally Ballou, Gabe Preston, the McBeebe Twins, and more of the comic characters of Bob & Ray. Every sketch sparkles with wit and humor. This album is one of the year's comedy highlights.



CLASSICAL
MY FAVORITE ENCORES—
Van Cliburn.
RCA Red Seal LSC 3185 (S)

Van Cliburn's name is a sales lure that can't be beat. His piano virtuosity is also of the highest order, so when it's matched with compositions by Chopin, Debussy, Scriabin and Rachmaninoff big selling results are the outcome.



CLASSICAL
BIZET: CARMEN (Selections)—
Horne/Royal Philharmonic
(Lewis).
London Phase 4 SPC 21055 (S)

Miss Horne gives a fresh approach to these often-done selections, and, furthermore, her phrasing and dramatic talents perfectly match the role she plays here. She entices and provokes, and provides the listener with pure excitement. The Royal Philharmonic, under Henry Lewis, supplies the able accompaniment.



CLASSICAL
R. STRAUSS: ARIADNE
AUF NAXOS—Various Artists/
Bavarian Radio Symphony
(Boehm).
DGG 2703 033 (S)

Here's a very appealing, technically flawless interpretation, enclosed in a turquoise box and accompanied by an attractively covered libretto. Boehm shows he's the master throughout, giving this reading much force and the benefit of his knowledge. Principals who shine are Hillebrecht, Fischer-Dieskau, Jess Thomas and Franz Stoss. A three-LP set.



COMEDY
STANLEY MYRON HANDELMAN—
Earle Doud Presents Spiro T.
Agnew Is a Riot!
Cadet/Concept CXC-1 (S)

Casting Stanley Myron Handelman as Spiro T. Agnew is an inspired piece of work as is the rest of this Earle Doud comedy creation. Handelman's speechmaking a la Agnew is lots of fun, and the David Frost interview with Harold Oblong in the part of "Jack Frost" is quite funny, too. Rich Little as Nixon and Brinkley adds a lot to the general joviality of the LP.

BLOW → A
HEAD → M

NT (-

6:35 MAU-MAU (AMERIKON)
(Kantner Slick Corrugator)

1:42 THE BABY TREE
(Sorrells)

4:11 LETS GO TOGETHER
(Kantner)

6:15 A CHILD IS COMING
(Kantner Slick Corrugator)

→ Δ → 74 :: 7

gainst The Empire"

LSP-4448, P8S-1654
PK-1654, TP3-1064

NOW

AGAINST THE EMPIRE
L O E E N N V L R

JEFFERSON STARSHIP

PAUL KANTNER
GRACE SLICK
JERRY GARCIA
BILL KREUTZMANN
MICKEY HART
JOEY COVINGTON
JACK CASADY
DAVID CROSBY
GRAHAM NASH
DAVID FRIEDER
HARVEY BROOKS
PETER KAUKONEN
Phil SAWYER
Bill THOMPSON MGR.
Ron DUDLEY
TOMY

courtesy WARNER BROS.

courtesy Atlantic

court. Capitol

snow people

? ~ Δ ∞ ↗
BLOWS AGAINST THE EMPIRE

1:54 SUNRISE (Slick)

9:18 HIJACK (Kantner Slick Balin Blackman)

:37.2 HOME (Kantner Sawyer Nash)

3:42 HAVE YOU SEEN THE STARS TONITE (Kantner Crosby)

1:22.2 X.M (Kantner Sawyer Garcia) (Kant)

7:07 STARSHIP (Kantner Slick Balin Blackman)

COVER: CCCP

BOOKS: PATTI LANDRES

SPACE: JIM GOLDBERG

DESIGN: PAUL KANTNER JIM GOLDBERG

ALL THE WORKS: JIM GOLDBERG/TITLE: TONY NAGAKUMA

PRODUCED BY PAUL KANTNER

ENGINEERING ALLEN ZENTZ

PAT IERACI → MAURIKEMAN
MASTER OF THE MACHINES - SIR REAL -
MASTER OF THE RAZOR LAZER

Graham Nash

David Crosby

Phil Sawyer

Bob Shoemaker

PHR Studio

WALLY HEIDER Recording

Thank you

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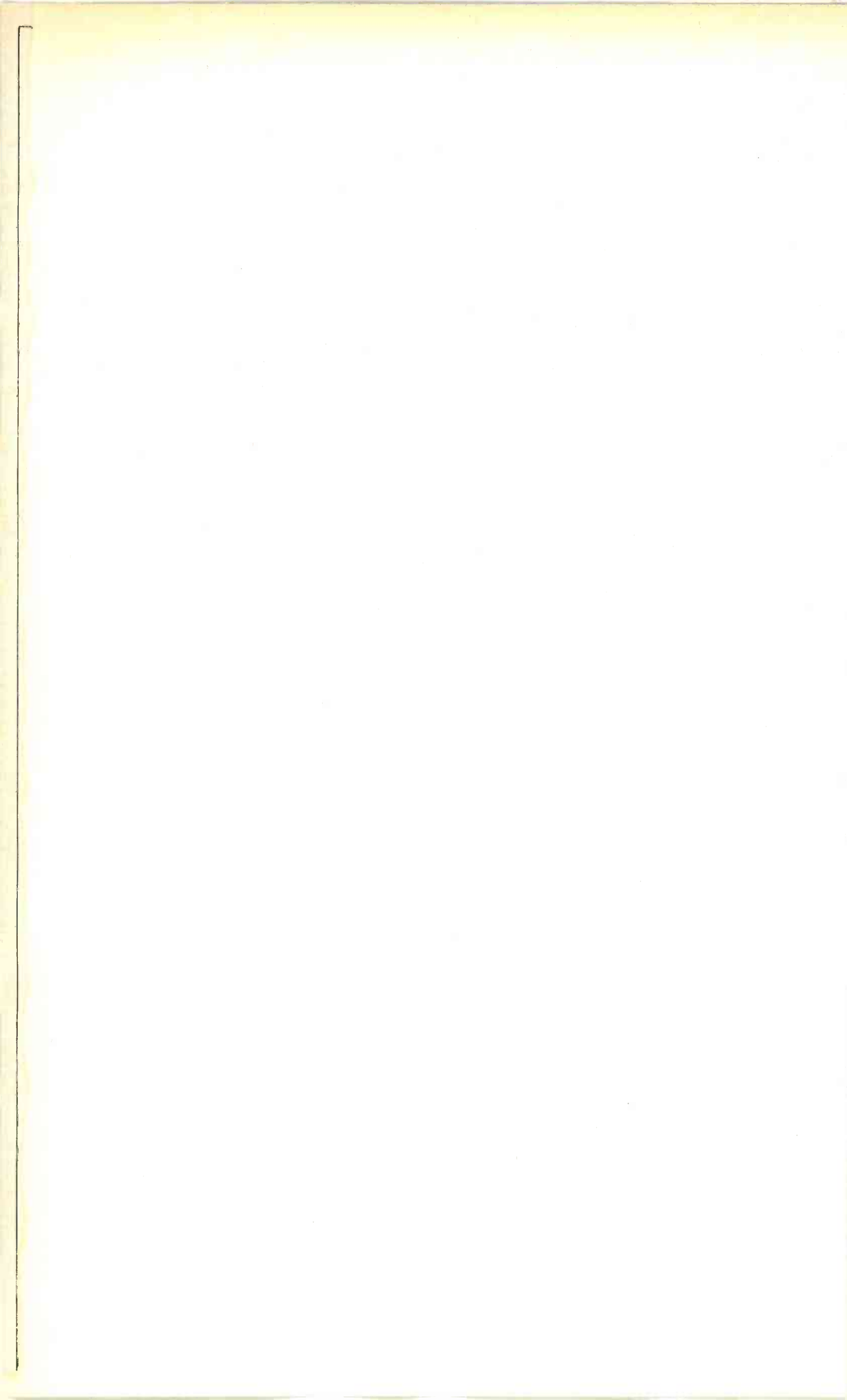
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Printed in USA

Shipping

RCA Records and Tapes

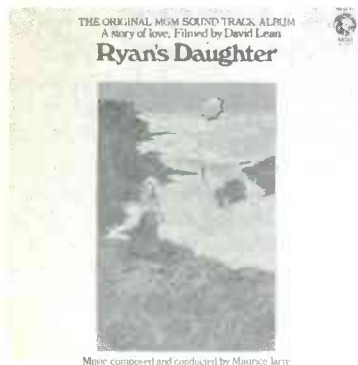


"Blows A



Billboard Album Reviews

DECEMBER 12, 1970



THE ORIGINAL MGM SOUNDTRACK ALBUM
A story of love, filmed by David Lean
Ryan's Daughter

Mus. composed and conducted by Maurice Jarre

SOUNDTRACK
SOUNDTRACK—
Ryan's Daughter.
MGM 15E-27 ST (S)

Maurice Jarre has written a lush score for "Ryan's Daughter" and there's a rich musicality to it that's strong enough to stand up on its own. The "Main Title" has the romantic melodic quality that makes it a natural for easy listening play. The film is a big MGM-David Lean product that should have lots of people flocking to it, and in turn, to the album.



POP
THE FANTASTIC SOUND OF GUITARS UNLIMITED—
London Phase 4 SP 44147 (S)

Another outstanding package of entertainment from the Guitars Unlimited. Included here are "House of the Rising Sun," "Bridge Over Troubled Water," and "Come Together," as well as "A Whiter Shade of Pale." Easy Listening stations will find this LP a programming treasure. Producers were Tony D'Amato and Ray Richardson.



CLASSICAL
COPLAND: BILLY THE KID/ APPALACHIAN SPRING—
Philadelphia Orch. (Ormandy).
RCA Red Seal LSC 3184 (S)

More homage to Copland with "Billy the Kid" the Brooklyn Cowboy getting the featured action. But "Appalachian Spring," composed in 1943-44 shows off the strength, beauty and nationalism of Copland's work. Pastoral, it preaches about a land before ecology entered the dictionary.



LOW-PRICE CLASSICAL
RACHMANINOFF PLAYS CHOPIN
—Sergei Rachmaninoff.
RCA Victorla VIC 1534 (M)

Chopin tunes here were originally recorded by Rachmaninoff during the years 1920 to 1930. And they show the talented performer in some of his best musical form, giving out with taste in his unique way of playing. A rich opening to his musically spirited past. In monaural.



SPIRIT
THREE DREAMS
BY DR. SARDONICUS

POP
SPIRIT—Twelve Dreams of Dr. Sardonicus.
Epic E 30267 (S)

Always popular Spirit continue to live up to their name with more space-age music-logue polished to a high gloss and sewn together by David Briggs, the producer with the touch of rock today. This outing for Randy California, Jay Ferguson and Friends is made for lasting listening and features top chart material in "Nature's Way," "When I Touch You" and "Soldier." One of rock's most listenable groups.



POP
BALLIN' JACK—
Columbia C 30344 (S)

A youthful rock-soul-jazz group with that sound of success built into dynamic vocals and jumping instrumentals, Ballin' Jack seems destined for stardom in Columbia's specialty. Luther Rabb and Jim Walters are the voices of the loose pop gang, with swinging support from the tight-knit group on all fronts. The new creative duo lead the smooth, tasteful jamming on "Found a Child," "Festival" and "Carnival." Top material for top of the charts action.



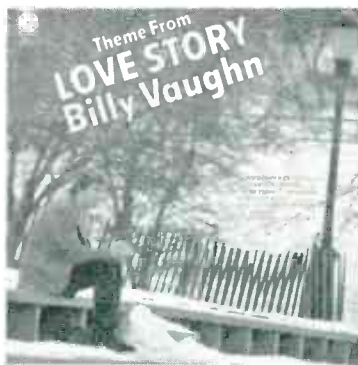
CLASSICAL
HANDEL: TAMERLANO—
Various Artists/Chamber Orch.
Of Copenhagen (Moriarty).
Cambridge CRS B2902 (S)

"Tamerlano," a key Handel opera (written between "Giulio Cesare" and "Rodelinda"), comes to disk in this fine four-record package from Cambridge. John Moriarty understandingly conducts the fine soloists (including Gwendolyn Killebrew, Alexander Young, Carole Bogard and Joanna Simon) and the Chamber Orchestra of Copenhagen.



JAZZ
JOE HENDERSON QUINTET AT THE LIGHTHOUSE—
Milestone MSP 9028 (S)

Henderson is a tenor saxist of great merit who has been coming along quietly and tastefully for several years, playing with top groups and in top sessions. Now his new quintet, with an aggressive Woody Shaw on trumpet is caught live and well in a set that goes back to modern roots ("Round Midnight") to the contemporary title tune, which stomps right on.



Theme From
LOVE STORY
Billy Vaughn

POP
BILLY VAUGHN—
Theme From Love Story.
Paramount PAS 5032 (S)

Vaughn wisely latches quickly onto a sure winning picture with his interpretation of the title song, a tender and endearing theme. And more than that, the other tunes represent a fine cross-section that's perfect for middle of the roaders. All pop hits that will get more popular because of Vaughn.



CLASSICAL
BERLIOZ: HAROLD IN ITALY—
Philadelphia Orch. (Ormandy).
Columbia M 30116 (S)

"Harold in Italy" is Hector Berlioz' romantic interpretation of Byron's "Childe Harold." The latter is part of our literary heritage, and the former is part of our musical heritage. And now Eugene Ormandy's interpretation of the Berlioz work, with a superb solo viola by Joseph de Pasquala, becomes part of our recording heritage.



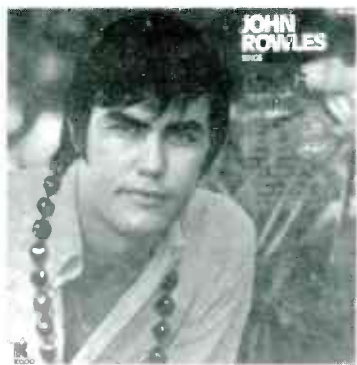
CLASSICAL
CAMARATA/KINGSWAY SYMPHONY—Bizet Spectacular.
London Phase 4 SPC 21047 (S)

The music of Bizet is extraordinarily well-suited to the stereo sound treatment offered by Phase 4. In this recording the Bizet works come across forcefully and excitingly as Camarata whips the Kingsway Symphony Orchestra into a high-powered performance.



COMEDY
SATIRE OF THE CONCEPTION CORPORATION—A Pause in the Disaster.
Cotillion SD 9031 (S)

The irreverent humor of the Conception Corporation is timely and sharp. The usual subjects such as religion, politics, sex, marijuana, race are satirized, but the treatment is unusual. Most successful routines are "Astronaut on Mars," "Black For a Day," "Your Teacher and Your Friend," and the zany "To Be Announced" series.



JOHN ROWLES

POP
JOHN ROWLES—
Cheryl Moana Marie.
Kapp KS 3637 (S)

Young Rowles, a native New Zealander, now exploding in Hawaii as well as in Vegas, comes up with his second LP for the label. With super Don Costa arrangements, Rowles leaves the Humperdinck comparison as he comes into his own style and sound witnessed in such beauties as his own ballad, "Cheryl Moana Marie" and Bacharach-David's "A House is Not a Home."



CLASSICAL
STRAVINSKY: PETRUSHKA/ FIREBIRD SUITE—
New York Philharmonic
(Bernstein).
Columbia MG 30269 (S)

Leonard Bernstein and the New York Philharmonic make this pairing of two Stravinsky works an especially appealing album. His deft conducting of the complete "Petrushka" and the "Firebird Suite" is first rate, and the bargain price of the two-record set should make it a must for holiday giving.



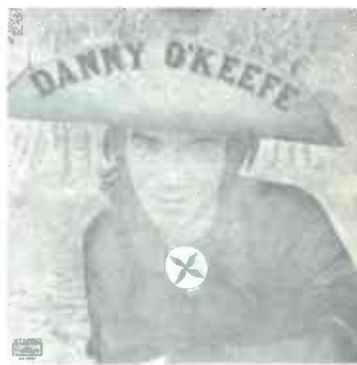
CLASSICAL
RAVEL: GASPARD DE LA NUIT/VALSES NOBLES ET SENTIMENTALES—Alicia de Larrocha.
Columbia M 30115 (S)

Here's a flawless reading of three Ravel works. The highlight is "Gaspard de la Nuit," on side two. Here her pianistic prowess shines as she displays range and technique which have made her such a grand and great favorite throughout the years. The "le Gibet" is especially effective.



CHILDREN'S
VARIOUS ARTISTS—
The Aristocats.
Disneylanc 3995 (M)

The Walt Disney studios have come up with another film winner that should prove equally successful on records. The delightful score features Phil Harris and other members of the film cast, and the infectious selections include the title tune along with "Everybody Wants to Be a Cat" and "Thomas O'Malley Cat." This storyteller album, also features a fine narration by Sterling Holloway.



POP
DANNY O'KEEFE—
Cotillion SD 9036 (S)

A vastly different LP in many ways, with the emphasis on lyric rather than on music (though the music is quite well handled). "Good Time Charlie's Got the Blues" is very good and could be played on progressive rock and Top 40 stations. "Steel Guitar" is a cut for evening play on country music stations. "Rev. Stone" and "Canary" are both interesting cuts.



CLASSICAL
SAINT-SAENS/LALO/FAURE—
Rose/Philadelphia Orch.
(Ormandy).
Columbia M 30113 (S)

Leonard Rose has chosen selections that beautifully complement each other for this album outing. Accompanied by Eugene Ormandy and the Philadelphia Orchestra, he offers subtle and sensitive performances of Lalo's "Cello Concerto in D Minor," Faure's "Elegie for Cello and Orchestra," and Saint-Saens' "Cello Concerto in A Minor."



CLASSICAL
ROBERT MERRILL AND THE PRIMA DONNAS—Tebaldi/Sutherland/Price.
London OS 26183 (S)

Merrill is surrounded by some of the top women in the opera business, in this LP, namely Sutherland, Tebaldi and Price. With Miss Sutherland he sings "Appressati, Lucia"; with Miss Price he does "Ciel! mio padre!" both outstanding performances. A grand way to mark Merrill's 25th year with the Met.

ALBUM REVIEWS

BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS

★ ★ ★ ★ Albums with sales potential within their category of music and possible chart items.

International News Reports

Track to Keep Low Plan on Its Singles

• Continued from page 1

cents has paid off in sales of more than 200,000.

In reply to criticism leveled at Track and its distributor Polydor for reducing the mark-up on the record, Lambert pointed to the results of a poll among 15 London dealers on the reasons for the heavy Hendrix sales. Half indicated that the price was the chief factor for the appeal of the record, with 10 agreeing that sales were three times as great as would have been expected on a normal-price single. It is Track's contention that by selling two and a half times as many singles at the lower price, the dealer is making more profit than at the regular price.

Lambert admits that the Hendrix name and the timing of the release played a significant part in sales but considers that airplay has not been a contributory factor, the record having been poorly supported by the BBC. He is now looking to the new Thunderclap Newman single, "Wild Country," released in a color sleeve to prove the accuracy of his theory.

He further admitted that since the initial success of Newman's "Something in the Air," the act has not experienced comparable sales. "It's a test case," said Lambert, "the results of which will prove whether price is really a sales incentive on singles." But, added Lambert, even if the Newman single is not a hit, Track's policy will remain unchanged.

DJ, Discotheque Mgr Assn Set

ESSEN — West German disk jockeys and discotheque managers have combined to improve standards, morals and image promotion. An Organization of German discotheque operators has been founded—the DDU (Deutsche Discotheken-Unternehmer Organisation).

The DDU is to create a central register of disk jockeys which will be at the disposal of all discotheque operators who require personal information. The basic aim is to enable discotheques to find the disk jockeys who best suit them.

Furthermore, the DDU will arrange purchase of disks at wholesale price and will also promote tours featuring up and coming German artists.

Aussie Talent Encouraging

SYDNEY—Following a world trip Essex Music's Australian managing director Barry Kimberly said that "recent world interest in Australian music and artists had been more than encouraging." He traveled with his professional manager, John Brommell.

"England and the U.S. will be releasing some of our Australian product during the next six months while the European market is wide open for Australian talent." Kimberly took with him three Australian albums by the Flying Circus (who will be touring the U.S. in 1971), Tully and Taman Shud. "We appeared to have secured a number of overseas releases on the Flying Circus and Taman Shud albums, and the experience that John gained in overseas studios will help Essex Australia to produce product more suitable for international recording standards."

Essex are now setting up a record production unit titled Genesis Products that will concentrate on searching out, signing up and recording original material.

Lambert claims to be backing his ideals with the action taken over the Who's "See Me, Feel Me" single. This has been deleted, having sold 12,000 copies, and reissued as an EP, retailing at \$1.14 with the addition of two extra tracks. The offer is being made to any dealers still holding stocks to return the single to Track and exchange it for an EP.

Lambert indicated that there are plans to make a special low pricing for a new single to the Who to be released in the New Year.

He added that in a further effort to keep down costs, Track was doing research into the cost of sleeve production in EFTA countries and planned to install its own printing machinery before the end of 1971.

"I'm not suggesting that what we are doing with singles is right for all companies," said Lambert. "It is right for Track, but not necessarily for a major. We have the close personal relationships with management, producers and artists which make this possible, but which would be difficult for a really big company to maintain."

Island, Invictus To Festival

SYDNEY — Festival Records, Australia's major independent record company, has retained the rights for Island Records in Australia and New Zealand and secured the Invictus and Hot Wax labels.

The establishment of Warner Bros. in Australia some three months ago meant that Festival lost the rights to the powerful Atlantic label. Island was also considering reviewing their international distribution arrangements and if Festival had lost this label as well their powerful position in the Australian industry would have been greatly weakened.

Part of the deal that helped Festival secure the Island rights again was that the Island material would be issued in Australia on the Island label (previously it went out as Festival), and that all Island releases would be accompanied by a vigorous advertising and promotional campaign.

CBS Raises Retail Price on Several Album, Tape Lines and on Singles

By BRIAN BLEVINS

LONDON—CBS Records is raising the retail price on several of its album and tape lines as well as singles, effective Dec. 28. Certain prices have been altered to accommodate the switch to decimalization in February, but most of the increases come as a result of increased costs.

Marketing director Maurice Oberstein explained that the cost of raw material such as vinyl, sleeve material and printing labor has increased considerably, and the Musicians' Union rates have climbed by a third, while expenses in all areas of operation have gone up sharply.

"Although turnover has risen substantially," Oberstein said, "the rate of costs has been so high that savings in volume alone have not been able to absorb them. It should also be noted that five shillings (60 cents) on the retail selling price, purchase tax at 55 percent wholesale takes up 1s 4d (16 cents)."

Should manufacturers be successful in their efforts to have the sales tax on records decreased, CBS would likely lower prices accordingly, Oberstein said.



BARCLAY Records chief Eddie Barclay, right, after signing seven-year renewal of contract with Charles Aznavour. Barclay Records is working on a heavy promotion campaign for Aznavour product in the U.K. and Scandinavia.

S. African Disk For U.S. First

JOHANNESBURG — For the first time in South African recording history, a locally written and produced record will be released in the U.S. before it is released in South Africa.

The record is "Bad River," written and recorded by local group Impi.

Arnold Golembo, chief of Gramophone Record Company, said tapes of the number were sent to CBS America. He later received a cable to say that the song had tremendous potential and would be released soon.

Saint Martin Licensing Deals

MILAN—Saint Martin Records has recently concluded licensing agreements for the distribution of three national labels. Kansas Records, Scoka (just founded by Sergio Censi) and the folk and children tales-oriented Sonor.

Kansas was previously distributed by Clan Celentano together with a certain number of other Italian and foreign catalogs, now all handled by the CBS Sugar Group.

Saint Martin already distributes foreign catalogs as Colossus, Prophecy, Heritage, Calla, Gamble and Lolo, besides Italian Sidet, Boom and Ecofina (tapes).

The price changes do not affect the company's trading terms, and 5 percent returns are retained on both single and album product.

In the new price structure, singles increase from \$1.14 to \$1.20. Full-price popular albums increase from \$4.79 to \$5.26. Broadway cast and other show albums increase from \$5.40 to \$5.98 while the full-price classical albums climb from \$5.40 to \$5.74. Double albums change from \$5.99 to \$7.18 with the exception of Bob Dylan double-album product which will sell at \$8.38. Double albums on the Straight label change in price from \$7.80 to \$8.38. Two and three-record classical boxes are also in for an increase, with new prices set at \$11.98 and \$16.78 respectively, although there are some exceptions.

Tape product also figures in the increases. Popular cassettes climb from \$5.70 to \$5.98 and show and classical cassettes go from \$5.99 to \$6.46. New prices on cartridge product will be \$6.94 and \$7.18.

The CBS move to increase

STIGWOOD ENTERS RADIO CONSULTANCY COMBINE

LONDON—The Robert Stigwood Organization is now part of a consortium of U.K. interests involved in the formation of a commercial radio consultancy and supply group.

RSO and Canadian G. Norris Mackenzie each hold 37.5 percent of the equity of Local Radio Services, which is not planning to apply for broadcasting franchises. Other shareholders are John Witney and Philip Waddilove, both with a 12.5 percent stake. Managing director is Basil Bicknell.

LRS will be available to advise local groups on the formation of consortia, the preparation on applications and the organizational and practical problems in setting up a station. Later the company plans to function in supplying centralized news, program syndication and central advertising sales.

A recent survey into the financial aspects of commercial broadcasting, published by Local Radio (Communications), suggested that to equip, operate and maintain a commercial station over a two-year period would require an investment of \$600,000. Local Radio (Communications) is a group seeking contracts in Scotland, Tyneside, Merseyside and London.

Pye Sets Up Minimum Order Plan on Lines

LONDON—Pye has introduced minimum orders on Marble Arch and mainline product and also abolished the existing surcharge arrangements on orders of less than \$24.

In its place will be a requirement for dealers to order not less than 25 Marble Arch albums at a time and on other product the invoice value has to be not less than \$24, excluding purchase tax.

Coinciding with the changes will be a rescheduling of call cycles, which will be the responsibility of area managers to implement but which will, according to sales director Tom Grantham, mean that "some dealers will be visited less regularly and some not at all."

Further changes in Pye's marketing tactics from Nov. 30 include the introduction of the separate sales force to handle budget product. This will comprise 10 men, formerly members of the conventional sales team, covering the whole of the country and reporting to two area supervisors, themselves reporting to divisional manager Roy O'Dwyer. With the exception of central London the budget force will sell direct from vans.

But changes are also taking place in the whole concept of Pye's van-selling, now under pressure from the sheer volume of product, parking restrictions and one-way traffic schemes in major cities.

Next year some of the vans will be replaced by salesman in cars with orders being handled direct from the Mitcham depot, but Grantham emphasized that the changeover will be a gradual affair, geared to the rebuilding program at Mitcham, under which new stores will be constructed and should be ready for full occupation in summer 1972.

It is also anticipated that fairly early next year Pye will discontinue its Golden Guinea line. When launched it virtually revolutionized the low-price market, but in recent years has become used almost exclusively for Scottish material. When Golden Guinea, a name which has no relevance in a decimal currency market, is phased out, chances are that it will be replaced by a \$2.38 label covering all types of music.

Polydor, MGM U.K. Deal Set

LONDON — Polydor, having signed its three-year licensing deal with MGM for the U.K. market, will make available the existing MGM catalog, currently with EMI, from the new year. Polydor managing director John Fruin said that at present no price structure had been fixed.

Polydor has also recently concluded a deal for the European rights to the U.S. Sire label, previously with British Decca. First release through the deal is "Right On" by the Strange Brothers Show.

Voce del Padrone Cassette Promo

MILAN—To promote its own products among international artists and record men, Voce del Padrone, publishing company associated with EMI Italiana, has launched the first "Eureka VdP" cassette, to be sent foreign companies.

This is a special cassette in English, presenting 12 compositions published by Voce del Padrone and performed by Italian and well-known foreign artists.

Most of the songs contained in the "Eureka VdP" cassettes have been on national chart.

DISCHI, SIF DISTRIB TIE

MILAN—Effective immediately, Dischi Ricordi will handle the distribution of SIF Records, the licensor of the Barclay Group (Barclay, SIF, Rare, Riviera) in Italy. The newly signed contract is for three years.

Canadian News Report

GRT, Century to Open A Recording Studio

By RITCHIE YORKE

EDMONTON — Plans for the establishment of a recording center in the north country were revealed here this week at a reception hosted by GRT of Canada and Century II Productions of Edmonton. Century II — which hitherto had been heavily involved in commercial production—will enter the recording business via a new 16-track studio being constructed here.

Financing for the studio, which is expected to be completed within five months, has been arranged with James L. Martin, president of Ithacan Development Corp., Ltd., a local investment company.

GRT will have first option on all material recorded at the studio, which is to be managed by Tommy Banks and Keith James. The first album by Banks, with singer Judy Singh, has already been released.

Century Two has signed a number of other acts, including the veteran blues singer Clarence (Big) Miller (who lives in Edmonton), and will act as GRT's exclusive representative for talent, a&r and

production for the province of Alberta.

The new studio, to be located in downtown Edmonton, will have both stereo and quadrasonic mixing capabilities. A leading North American independent audio consultant, Welton Jetton, of Memphis, has been hired to oversee the electronic installations in the new studios.

Jetton was one of the founders of Pepper Sound Studios in Nashville, and most recently was involved in the mastering of the Led Zeppelin III album.

The Century II party was attended by about 200 Edmontonians, and also included Claire Kelly of Vancouver's Kelly-Deyong Sound Corp., independent producers Wes Dakus and Gary McDonall, sound consultant Dan Barabash and members of the Lighthouse group. GRT's Ed LaBuck and Harry Hrabinsky felw in from Toronto.

The Century Two recording complex will be the first major operation between Toronto and Vancouver — a distance of some 3,000 miles.

From The Music Capitals of the World

TORONTO

London has pulled "Time" from the rock opera, "The Naked Carmen," the track features **Melba Moore** singing. . . . Another new London single is "Help for My Waiting" by the **Dorinas**, a group from Kingston, Ont. . . . **Frank Zappa** and the new **Mothers** sold out at Massey Hall this week. . . . another sellout was the **Van Morrison**—Crowbar concert. . . . The new **Gordon Lightfoot** single, "If You Could Read My Mind," is being rushed out this week. The track is from the "Sit Down Young Stranger" album and Lightfoot flew to Los Angeles to add a vocal overdub prior to its release. KJR Seattle was the first station on the disk. . . . **Tom Northcott** and the **Crosstown Bus** opened at Isy's Supper Club on Nov. 23. . . . **U.S. Capitol's Dick Asher** in for meetings with Capitol Canada executives this week. . . . "Immigrant Song" has been rushed out as the new **Led Zeppelin** single. . . . Growing trade dissension about radio station production companies. . . . Likely next **Ronnie Hawkins** single—"One Too Many Mornings."

The "Proper Stranger" single by **Privilege** is catching a lot of airplay in Western Canada. The title is an old Guess Who track, produced by **Wes Dakus** at RCA Studios in Chicago. Privilege is promoted by **Don Barabash** of Harmony Kids. . . . **Nana Muskouri** appeared on the Elwood Glover TV show. . . . **Pierre LaLonde's** French TV show, "Jeunesse d'Aujourd'hui" was rated No. 1 in a recent survey—this is the fourth successive year in which the CFTM-TV show has drawn an average of one million viewers weekly. . . . Capitol is rushing out the **George Harrison** single "My Sweet Lord." . . . Daffodil plans to release the first **Crowbar** album "Bad Manors" (without the King Biscuit Boy) on Jan. 15. . . . CKFH's **John Donahie** is in Los Angeles for two weeks. . . . Capitol's **Tommy Graham** visited Montreal this week for a press party and an appearance on the "Like Young" TV show—promotional visits are also planned to Vancouver and Calgary.

Van Morrison unimpressive at Massey Hall. . . . Warner Brothers

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SNOW BIRD GOLD AWARD

TORONTO — Capitol Records presented Anne Murray with a gold record for sales of her "Snow Bird" single.

The reception was held at the Royal York Hotel, where Miss Murray opened this week.

"Snow Bird" was recently certified as a U.S. million seller, making Miss Murray the first ever female Canadian artist to qualify for a gold disk in Canada and the U.S. Her new single, "Sing High, Sing Low," is making rapid moves up the nation's charts.

Daffodil in 1st Foreign Leasing

TORONTO — Daffodil Records has concluded its first overseas leasing deal with Hispavox Records of Madrid for the release of "Sinfonias," an album by Waldo de los Rios and the Manuel da Falla Orchestra. Waldo de los Rios was responsible for the international million seller by Miguel Rios, "A Song of Joy," which broke worldwide in Canada.

Daffodil is rushing out an instrumental version of "A Song of Joy" for seasonal single programming. The "Sinfonias" album also includes movements from symphonies by Mozart, Haydn, Dvorak, Schubert and Brahms. Both the album and single are chart items in Spain, according to Daffodil's vice president, Frank Davies.

Herschorn to Own Publishing

VANCOUVER—Jack Herschorn, has resigned from Studio 3 Productions to launch a new music publishing firm. Herschorn was managing director of Studio 3, and will continue to be one of its major shareholders.

The new publishing company is Jack Herschorn Music, and one of its major functions will be to negotiate recording contracts for new artists. Herschorn was responsible for Studio 3's recently announced \$600,000 agreement with MCA. The new company now publishes the material of London Records' Christian, London's Nancy, and GRT's Songbird.

The firm has also signed Glenn Miller (of Chilliwack) and Wayne Schreiner, a new writer from Saskatoon.

With Tom Northcott, Herschorn launched New Syndrome Records and Jack and Jill Music in 1966. Studio 3 was an outgrowth of this original operation.

'Tiny Tony' Re-Released

TORONTO—GRT has released a Christmas single by Bob Bradburn of C.J.C.A. Edmonton, entitled "Tiny Tony." The disk was originally issued last Christmas in the province of Alberta. GRT has released the single nationally, and is planning an album.

Bradburn has reportedly been contacted by the Walt Disney Studios in Hollywood regarding the cartoon potential of his Tiny Tony character.

WRSI, WJIT, WRAI and WHOA. Other stations follow with the remaining 4.7 per cent of the rating.

ANTONIO CONTRERAS

SANTO DOMINGO

Fausto Rey (Montilla) won a gold medal for third place at the First International Central American and Caribbean Festival in Panama with "La Gente Necesita Amor" (People Need Love) by Dominican composer Danny Leon. Rey participates in the Third Dominican Song Festival Nov. 26-28. Manager **Marcos Garcia** from New York is booking concert dates for Rey for the end of the year in New York City which will coincide with the release in the U.S. of Rey's first LP on the Montilla label. . . . After his successful tour of Washington, Boston and New York, Dominican artist **Johnny Ventura** is recording two LP's for Kubaney, one of which contains Christmas themes.

Liberated Lamarque, Argentinian singer and film artist on RCA Victor, was booked for performances at the Embassy Club of the Hotel Embajador. She has recorded a new LP titled "Tangoe En Todo El Mundo" which she will later record in English. . . . **Maria Luisa Guell** (Gema) Cuban singer from Madrid, played engagements at the Chantilly and Meson De La Cava nightclubs and was presented on RAHINTEL-TV channel 7.

Seven international judges for the Third Dominican Song Festival include two from Mexico, three from Venezuela and two from Puerto Rico. Also a team of local judges include musical directors, musicians, composers and radio program directors. AMUCABA (Association of Musicians and Singers) have invited 12 international guests comprising of composers, representatives of entertainment production, record and publishing (Editora Musical Latinoamericano de Mexico and Peer International) firms. . . . Dominican artist **Tirso Guerrero** (Kubaney), living in Puerto Rico, had dates at "La Cumbre" nightclub and on Felix del Rosario's TV show "Los Magos en El Sabor" on channel 4. . . . **Felix del Rosario** (Borinquen) group is play-

has reservised a **Neil Young** single, "Oh Lonesome Me."

Guess Who's "Share the Land" close to gold record mark in Canada, as many stations begin to flip the disk to go on "Bus Rider."

Fastest moving single at CKLW is **Gladys Knight and the Pips** "If I Were Your Woman."

The new **Miguel Rios** single is "Like an Eagle." . . . **Wayne Bryant** is the new music director at CHED. He also handles a nighttime progressive rock show. . . . The Moms and Dads will play Lethbridge on Dec. 5. The act comes from Spokane, Wash., and has had two large selling albums in Western Canada—"The Rangers Waltz" and "In the Blue Canadian Rockies." . . . RCA is releasing a country album by **Louis Armstrong**.

Lighthouse sold out two concerts with the Edmonton Symphony Orchestra in Edmonton this week. . . . **Engelbert Humperdinck** broke all existing box-office records in recent O'Keefe Centre engagement—final week saw total box office over \$145,000. He was supported by the **Carpenters**. . . . New **Guess Who** single expected to be "Hang On to Your Life" from the "Share the Land" album.

RITCHIE YORKE

JOHANNESBURG
Billy J. Kramer arrived Nov. 22 for a two-week cabaret engagement at the Wedgewood Room. . . . Local artist **Virginia Lee** has formed her own independent label, Dominant. The label, which has been formed to promote local artists, will be distributed through Trutone. Her first release on the label is "Change Your Mind." . . . Johannesburg pop group **Sound Reason** has had an LP of the same name released in the U.K.

PETER FELDMAN

SAN JUAN
Marco Antonio Muniz (RCA), Mexican singer, breaking all attendance records at Club Caribe of the Caribe Hilton Hotel where he will appear until Dec. 23. This is Muniz's fifth stint at this room for the Christmas season and his eighth appearance in Puerto Rico. He will also do a daily noon time (Puerto Rico prime time) TV pro-

Executive Turntable

Bert Shaw, has joined Century II Productions Edmonton to handle marketing of radio and TV commercial products and industrial training and documentary films. Shaw was one of the original Shamrocks, a group popular in Edmonton over a ten-year period. He has also had sales experience with Medical Services (Alberta) Inc. and the Great West Life Insurance Co.

Maple Leaf System Votes

TORONTO—The results of this week's Maple Leaf System vote were: "Help Me Free Me"—Brutus—Yorkville, 4.7; "Musical Friends"—Bruce Cockburn—True North, 3.6; "Sing High, Sing Low"—Anne Murray—Capitol, 7.8; "Things Ya Say"—Tommy Graham—Capitol, 5; "Other Side of Life"—Christian—London, 3.6; "Help for My Waiting"—Dorians—London, 3.9.

A Gold Disk Guess Who

TORONTO — Canada's Guess Who received another gold disk this week. During a three-day appearance at San Francisco's Winterland Ballroom, the Guess Who was awarded a U.S. gold disk—the sixth for the group—for the "Share the Land" album which has sold in excess of 750,000 units in the U.S. and Canada.

Following the San Francisco appearance, the Guess Who flew to Europe for TV work and press conferences in England, Germany, Belgium, France, Italy and Spain. On their return, the group will take a two month break from concerts before returning on a full-scale U.S. tour in February.

ing at the Habana San Juan nightclub in New York. . . . Argentinian Latin-pop group, The Sound & Company (Musichall) played at the Boite Montecarlo and Hotel Corona in Santiago and at the Embassy Club in Santo Domingo. **Fernandez Casado** (Gema) participated in the VI International Song Festival in Miami Nov. 22 and was chosen by Philips to represent the Dominican Republic at the Iberoamericano Song Festival in Madrid Nov. 28 with a composition by Dominican composer Rene del Risco. During his visits in Miami and Madrid, Casado will record his first LP on the Kubaney label.

Anibal de Pena (Borinquen) will represent the Dominican Republic at the First Caribbean Song Festival to be held in Coro, Venezuela, on December 4-5. Pena has released a new single, "Se Me Fue" (She Left Me). . . . **Francis Santana**, Dominican singer formerly with **Rafael Solano**, has formed his own group and signed with Montilla for the recording of his first LP. Santana made his debut in "Bazar de la Suerte" on RAHINTEL, channel 7, and substitutes the previous orchestra on two weekly TV shows on channel 7. . . . The musical motion picture "El Gitano" (The Gypsy) featuring **Sandro** (CBS), Argentinian singer, opened simultaneously at three different theaters, two in Santo Domingo and one in Santiago. . . . Radio HIN is producing a special weekly program, "Un Sonido Especial," featuring top rock albums with commentaries; e.g. "Tommy" by **The Who**, "Abraxas" by **Santana**, "Benefit" by **Jethro Tull**, **Joe Cocker's** Mad Dogs & Englishmen, "Get Your Ya Yas Out" by the **Rolling Stones**, and "Question of Balance" by **The Moody Blues**.

FRAN JORGE

(Continued on page 68)

Mews' Martin Urges Closer Pub Links With Europe

By MICHAEL WAY

PARIS—It is in the "vital interest of British publishers" to forge closer links with Europe, said Phil Coulter, joint chief, with Bill Martin, of the British publishing firm Mews Music.

Coulter, speaking at the offices of Max Amphoux's Allo Music,

with which he has close contact, insisted there was not enough attention paid to Europe by the British industry. "Too many in Britain just send over new songs and demos to France, for example, without finding out what makes a record sell in the country."

It was "significant," he said, that there were not many British record and publishing executives seen in France. Since the successes of Cliff Richard's "Congratulations" and Sandie Shaw's "Puppet on a String," Coulter is a frequent visitor to France, Holland, Germany and Belgium, in particular.

He admits that much of the success of these two songs—"Congratulations," which came second in the 1966 Eurovision contest, selling 5,000,000 copies worldwide, and the 1967 winner "Puppet on a String," with 6,000,000 sold—was due to the wide popularity of both original and cover versions in Europe.

"There is an obvious potential in Europe for the British popular song—apart from groups like the Beatles and Rolling Stones—and the U.K. industry must make itself aware of this," he added.

Mews worked on a title-by-title basis with France and had scored some successes with "Julietta," by Sheila, and "Lassie," by Herbert Leonard. Mews itself took an option on "Marie Blanche," sung by Guy Bonnet at the last Eurovision contest. It has been recorded in Britain by Matt Monro.

The market in Britain for foreign material was not in "trendy" imitations of the English pop scene, but original melodies, which were definitely "sellable," Coulter insisted.

He was also surprised at the approach to France by the British industry on another count—"I like the way they do business here, there is more contact. I do good business over here—it doesn't necessarily show over the short-term period, but I am building up valuable contacts all the time. I have also a great respect for French writers."

Coulter also recounted how "Puppet on a String" sold so well in the U.S. It was first on an album by orchestra leader Paul Mauriat (Philips) called "Mauriat Plays Puppet on a String" until the U.S. market discovered the "Love Is Blue" hidden in the background. After considerable airplay of "Love Is Blue," the album was withdrawn and retitled "Paul Mauriat Plays Love Is Blue"—leaving "Puppet on a String" to share that world success.

He also announced that on the production side he was working on a new English title for Barclay artist Mireille Mathieu (distributed by Columbia in Britain). The title, written by Coulter himself, is called "Can a Butterfly Fly?" and it will be released in January.

Lib U.K. Plans CCR Promotion

LONDON—Liberty-USA, U.K., the British licensee for Fantasy Records, anticipates the new Creedence Clearwater Revival album, as yet untitled, to be the group's biggest-ever release in this country.

The firm will release the album in a deluxe double-fold sleeve in its "Jumbo" series, to retail at \$5.40, and has made arrangements to have tapes and film sent immediately to attempt a simultaneous release in Britain and the U.S.

Arrangements have also been made with sleeve and disk manufacturers here to cope with initial pressing of 100,000 for both home and export sales, with release date scheduled for late November or early December.

In Depth Dealer Opens in England

LONDON—Supermarket trading in records arrived in London last week with the opening of the Keith Prowse Record Centre of London in Edgware Rd. The store occupies 60,000 square feet and contains an estimated 200,000 albums.

The premises also house Prowse's wholesale and administration activities and at the rear of the ground floor a "cash 'n' carry" section for dealers.

Commenting on the "cash 'n' carry" facility, KP's managing director Paul Ellis, said, "We shall be offering dealers discounts for bulk orders and the idea is to provide them with pleasant surroundings where they can browse through stock and discuss their problems with us."

Philips U.K. Inks Doonican

LONDON—Philips U.K. has signed singer Val Doonican in a worldwide deal for three years, with a one-year option. His recordings will be released on the Philips label internationally, with the exception of the U.S. where they will be on Mercury.

Doonican, formerly with Decca and Pye, becomes a Philips artist at a significant time, when the Pye parent ATV is readying his first television series for U.S. screening.



MANAGING DIRECTORS of various European Philips record companies meet in Hamburg to examine local problems and discuss general policy. From left to right, Jack Haslinghuis, general manager of Phonogram, Holland; Macleod, adviser to Philips and DGG, Alain Trossat, general manager of Phonogram Italy; Dr. Werner Vogelsang, general manager of Phonogram, Hamburg; Coen Solleveld, president of Philips and Dr. J. van der Velden, Philips administrative manager.



IN A UNIQUE promotion aimed at drawing the attention of West German record dealers to its latest repertoire, Electrola, the EMI company in Cologne, hired a German Railways coach and made a four-week rail tour throughout West Germany. The coach was stocked with 20,000 albums, and more than 600 record dealers visited the train during its stops in 18 towns. The dealers were able to catch up on the latest repertoire and could place orders on the spot. Stocks were regularly renewed and kept up to date. The tour ended in Cologne with a special concert by the Golden Gate Quartet and a press reception. The tour was organized by Electrola's special service department for imported records.

Saada in New Moves

PARIS—Norbert Saada's independent firm, La Compagnie, has obtained French rights for the U.S. Prestige, Tonsil, the Shelby Singleton Sun and S.S. labels, and U.K. outlet Carnaby, to add to the MCA acquisition already announced.

Swiss EMI in Floyd Drive

ZURICH—EMI Switzerland mounted an unusual promotion operation for Pink Floyd, who are on the Harvest label, distributed by EMI.

Taking advantage of the fact that the group was performing in Montreux on Nov. 21, EMI invited more than 100 salesgirls and salesmen from all over Switzerland to the event, along with the most important Swiss press and radio people. All expenses were paid, including fares, food, hotels and concert tickets.

After the concert—organized by Clauce Nobs—EMI gave away 2,000 copies of the new "Handle With Care" sampler LP, which consists of tracks of bands such as the James Gang, B.B. King, Freecom and others.

BASF-Konzern To Start Firm

LUDWIGSHAFEN, West Germany—Contrary to reports which have circulated in West Germany, BASF-Konzern, based at Ludwigshafen, will start its own BASF Records company in February next year.

No exact details are available from BASF as preparations for the record company are not yet complete. But already an original soundtrack LP of the ice revue, "Maske in Blau" (Mask in Blue) has appeared on the market. This production was the work of BASF Music Producers—which has nothing to do with BASF Records.

Dutch Assn Gives Awards

AMSTERDAM—Five Golden Harp awards were presented at the annual meeting of CONAMUS, the Committee for Dutch Amusement Music, which is subsidized by BUMA, the Dutch Copyright Office. The meeting was held in Amsterdam on Nov. 16.

The Golden Harp awards were given to Dutch composers Jack Bulterman, Robbie van Leeuwen (Shocking Blue), composers/lyricists Pieter Goemans and Jelle de Vries and lyricist Lennaert Nijgh.

Silver Harp awards were made to the duo Saskia and Serge, and to Hans Bouwens and Jan Visser of the George Baker Selection.

Saada, who is also moving into the French film score business, said these new acquisitions were aimed at broadening the scope of his firm, which is distributed in France by the Barclay affiliate, CED.

He said he may announce new developments, possibly concerning expansion in the U.S. and the U.K., at the 1971 MIDEM in January. Meanwhile his Christmas promotion—dominated by MCA product—comprised of three special collections—"Segovia Jubilee" (three disks), "Satchmo" and "Golden Age of Jazz" (both four disks). La Compagnie is also reissuing the 23-album "Pioneers of Jazz" and a 12-disk "Best of . . ." series, the latter featuring Ella Fitzgerald, Billie Holiday, Glenn Miller, Benny Goodman, etc. Finally from MCA, a 16-album classical catalog—11 disks, featuring the New York Pro Musica Orchestra, and five with harpsichordist Sylvia Marlow.

Some Dealers In Oslo Don't Stock Singles

OSLO—Some record retailers here—and elsewhere in Norway—do not stock single records in their racks. "Sales of singles have been decreasing," claimed Helge Hurum, store manager at the Schlagerforlaget. "Therefore, we have seriously considered not selling singles any more—excepting children's records and recognized hit material. The work required, keeping files and catalogs up to date, is taking too much time and energy and is too expensive. Furthermore, it seems to me that the record-buying public is more interested in LP's. Too many of the single issues have sold in very small quantities, so we have decided to sell out at reduced prices."

"We cannot stock them—they take too much space on the shelves, which is too expensive for us. We need that space for new material."

The price of an LP today, commented Hurum, is only about 50 percent more than a single. This has also meant considerable sales for LP's. The single costs around \$1.40; LP's range from \$2.10 to \$7. The average price for a new LP is \$6.

In addition, Hurum said, the sales of prerecorded tape are increasing—especially in the cassette configuration because this system permits people to record at home. Tapes and LP's will take over from singles, predicts Hurum. "Sooner or later, the single record will disappear altogether in Norway."



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Classical Music

CMS Classical LP's Act As Music Educators

• Continued from page 4

The pressings also are available in specially-priced six-LP sets. The "Biography in Words & Music" series' initial disks are devoted to Liszt, Mozart, Schubert, Beethoven, Mendelssohn, Haydn, Tchaikovsky, Bach, Chopin, Brahms, Schumann, and Debussy. Other composers will be added in future releases.

In addition to music education, CMS is involved in three other areas: social studies, international, folk tale legends sung and read; basic literature; and solid documentaries of current events. Occasionally, titles in this last category pose pressing problems, according to Golovner. Curiously, these problems stem from objections not only to an album on Mao Tse-Tung, but to a set of the inauguration of President Richard M. Nixon.

The latest LP in this area contains poetry of Ho Chi Minh. Golovner, noting that most of the poetry included is non-political, thinks Ho would have been a poet of note had

he not been a political leader.

In the folk tale and legend series, CMS has a new set with material from China and another on the Pacific Islands. Another album is the second volume of Virgil's "Aenid." Another literature LP has Leonard Wibberly reading excerpts from his "The Mouse That Roared." This pressing includes commentary by Wibberly on writing the book and the production of the film.

New Area

CMS also is experimenting in another new area for them with a two-LP set of John Gary's "The Beggar's Opera." Golovner noted there were many other "musical pieces," including morality plays, that could follow. This would be in keeping with CMS tackling areas virtually ignored by disk.

The company also is commissioning material for children more advanced than current "kiddie" records. Golovner, also referring to the music education series, said "Sesame St." has awakened many people to the receptiveness of children to

more advanced material than that usually associated with "kiddie" records.

CMS also is continuing its policy of not deleting any disks. All 130 titles issued are still available. Aided by experience gained from Chesterfield Music, an associated mail order operation, CMS' business continues to increase despite difficulties in other areas of the record industry, according to Golovner.

Arts Grants Total 2.7 Mil

NEW YORK — The New York State Council on the Arts has made new grants of almost \$2.7 million to 172 arts organizations. Gov. Nelson A. Rockefeller said that the latest grants brought the total to 70 percent of the 850 organizations that had requested \$65 million under the program.

The latest funds came from the \$18 million emergency appropriations for the arts approved earlier this year by the state legislature. Previously, 134 organizations had received almost \$13 million.

Among the major grants were \$336,940 to the New York Philharmonic Society, \$200,000 to the New York City Opera, \$140,000 to the Associated Councils of the Arts, \$110,000 to the Eastman School of Music in Rochester, and \$100,000 to the Urban Arts Corps.

Houston Gets \$200G Grant

HOUSTON — The Houston Symphony has received a \$200,000 grant from Houston Endowment to help erase the orchestra's deficit and meet its \$2 million Ford Foundation grant. The Houston Endowment also has given the Houston Grand Opera a \$25,000 grant. The first \$5,000 of this grant will meet the deficit on one student matinee of Carl Orff's "The Moon."

The orchestra's grant consists of \$100,000 applied to a \$300,000 deficit and \$100,000 towards the matching funds for the Ford Grant, which are currently just under \$1.6 million.

are currently appearing at the Met.

The Soviet pianist Sviatoslav Richter appears in two new disks, playing Prokofiev with Wirtold Rowicki and the Warsaw Philharmonic and Schumann with the same forces coupled with a Prokofiev cello concert featuring Mstislav Rostropovich. Pianist Shura Cherkassky is the soloist in a Liszt program with Herbert von Karajan and the Berlin Philharmonic.

Arroyo Stars On DGG LP

NEW YORK—In conjunction with Martina Arroyo's current Metropolitan Opera appearances, Deutsche Grammophon Records is issuing a highlights album of Handel's "Samson" featuring the soprano, Helen Donath, Shelia Armstrong, Norma Procter, Thomas Stewart, Alexander Young, Jerry J. Jennings and Ezio Flagello, with the Munich Bach Choir and orchestra, Karl Richter conducting. Stewart and Flagello also

Decca Ltd's 'Tannhauser'

VIENNA — British Decca finished recording the complete version of Wagner's "Tannhauser" at the end of October. Taking part in the recording

were the Vienna Philharmonic, conducted by Georg Solti, with Rene Kollo, Helga Dernesch, and Christa Ludwig as soloists.

Also, by the end of last month, Decca had completed the recording of "Boris Godonov" with Herbert Von Karajan conducting the Philharmonic, and with Nicolai Ghiauruv and Martti Talvela in the leading roles.

Both operas were recorded in the Vienna "Sphiensale." The Decca recording team was headed by producer Ray Minshull, and the recordings will be issued in the U.K. next year.

Stern, Rose in Mozart LP

NEW YORK—In conjunction with the current Beethoven piano trio series being performed by the Stern-Istomin-Rose Trio at Carnegie Hall here, Columbia Records is featuring two members of the trio, violinist Isaac Stern and cellist Leonard Rose, in a recording of Mozart's complete flute quartets. The pressing also features flutist Jean-Pierre Rampal and violinist Alexander Schneider.

A Sibelius coupling by Leonard Bernstein and the New York Philharmonic includes a first recording of "Luonnotar," a cantata with orchestral setting. Soprano Phyllis Curtin is the soloist.

Several first listings are included in a Charles Ives chamber music set with violinist Paul Zukofsky and the New York String Quartet. Igor Kipnis has an LP of Bach harpsichord and clavichord music.

From The Music Capitals of the World

• Continued from page 66

LONDON

Although the MGM link with Polydor here does not officially get under way until the beginning of January, Polydor is hastening the release of the soundtrack album to the David Lean film, "Ryan's Daughter." The film premiered this week. Meanwhile, Polydor is preparing for the takeover of the existing MGM catalog from EMI which will be available through Polydor distribution in the New Year. . . . Dick James' DJM label is taking a series of six seven-second spots on commercial television here to promote Elton John's current album, "Tumbleweed Connection" and the "Groovin' With Mr. Bloe" album. On the publishing front, James has acquired

ance to what he calls, "the increasing number of smaller record and production companies being formed which seem to lack any financial direction." . . . Arne Bendiksen of Oslo has secured distribution rights for all Scandinavian territories of the independent Ad-Rhythm label. Negotiations for the deal originally started in January at MIDEM. PHILIP PALMER

RIO DE JANEIRO

Henry Jessen, managing director of Industries Electricas e Musicais Fabrica Odeon, named director of all Odeon companies in Latin America. Jessen is also secretary general of the Latin American Confederation of Phonographic Manufacturers. . . . Samba singer Jair Rodrigues will represent Brazil at MIDEM. . . . Brazilian group Mutantes appeared at the Olympia in Paris and are set to produce an album for Philips on their return. . . . Heitor Vila Lobos Week was celebrated with concerts by the National Symphony Orchestra, conductor Isaac Karabchevsky and pianist Sonia Maria Strutt, the composer's ward. . . . Ivan Lins is preparing an album to include his song, "Love for My Country." . . . Fabio, artist-composer, has moved from RCA to Philips. . . . Carlos Machado, producer, has selected the song "Mocoto" as the theme for a new TV show, "Nobody Can stop Mocoto." . . . Interest in Brazilian North Eastern regional music has been sparked by a CBS issue, "Procurando Tu" by the Trio Nordestino. . . . Eliana Pittman appeared at the Camino Real Hotel, Mexico City, and has now signed with Odeon in Brazil. . . . Singer Elis Regina (Philips) appeared at the Boite De Monaco. . . . Traditional samba singer, Elizete Cardoso booked at the Sambao in Copacabana.

Bandleader Erlon Chaves has been suspended from public appearances for 30 days following an incident at the Rio Song Festival. . . . Wallace Collection from Belgium followed up their Rio Song Festival appearances by recording "A Casa de Santa Branca" by Brazilian composer Ruy Mauriti. They also appeared in Porto Alegre and Sao Paulo. . . . Odeon has signed Luiz America, Reinaldo Rayol and the Tanio Trio. . . . Nara Leao has an album of bossa nova material, "Ten Years After" released by Philips. It was recorded in Paris with backing added in Rio. . . . Philips also has product by Joao Gilberto recorded in Mexico and Edu Lobo recorded in Los Angeles. . . . U.K. singer Vince Hill is seeking the rights to "Pedro Nadie" (Pedro Nobody) which, sung by Piero, won the Rio Song Festival. Hill wants to cut an English language version. Rights to Festival songs are held by Augusto Marzagao. . . . Rio's carnival will include a new song by Brazilian composer Noel Rosa who died 30 years ago. His widow found the words in one of the composer's notebooks—Hamilton Sbarra wrote the music. . . . U.S. pianist Freddie Feld who worked in Rio was murdered following a robbery in his apartment. . . . Philips held their annual meeting in Rio. Executives attending included John Buining, commercial director, Baarb, Horst Schmolzi, general manager, DGG, Hamburg; Michael Von Winterfeld, Philips-Polydor in the U.S. HENRY JOHNSTON

Nashboro in Line Expansion

• Continued from page 18

Marketing Co. of Bergenfield, N.J., to handle sales and promotion of its product in the East, Midwest and Southwest. Ray Lawrence Ltd., of Los Angeles, Calif., distributes the label's product in the West.

The one that Webster missed . . .

Wax, Morton D. (waks, mōrtōn d.) 1. U.S. public relations/promotion executive 2. Head of firm of same name. 3. Expert at image-building for Artists, Independent Producers, Music Publishers, Labels, Managers, etc. 4. Located at 1650 Broadway, N.Y., N.Y. U.S. 10019 (212-247-2159)

Syn. Talent, Originality, Verve

Harold Shampans Filmusic company and through the deal has formed a new company with Shampans called Jamsham Music. . . . Tigon Film Music, the publishing subsidiary of Tigon Pictures, has acquired a controlling interest in Inferno, the management firm recently formed by Barry Holt and Barry Taylor. Inferno manages several acts including the Harvest group, Mark-Almond. . . . Bobby Weiss, vice president and director of the international division of Monument, married Majorie Brace, who previously worked at Keith Prowse Music.

Cyril Shane has picked up the administration for the world to Christabel Music, the publishing company formed by Jeff Christie of the Christie group. Through the deal, Shane acquires the group's first two hits, "Yellow River" and "San Bernardino" and tracks on the group's debut album. . . . Reflection, the independent label headed by producer Andrew Cameron Miller, has set a distribution deal for the German market with Beltona. The label has also recently assigned its Andwella act to Dunhill for the U.S. . . . Apple's triple album set by George Harrison has now been released following a week's delay owing to the nonavailability of the special boxes for the package which have been manufactured in New York. The set is retailing at about \$12 in the U.K. . . . During his recent trip to the U.S., Elliot Cohen of the Red Bus company concluded a deal for the Our Music company to represent material by the Potliquor act in the U.K. and Europe. The group will have its first product issued here on the Dawn label in January.

U.K. dealer Laurie Krieger has acquired two additional shops for his Harlequin Records chain. Krieger bought the shops from the EMI HMV chain. Harlequin is now trading in 26 stores.

York Records, the recently launched label offshoot of Yorkshire Television and which is partnering Record Retailer in a dealer window display competition, has signed Gracie Fields. The label will release its first album by the singer early in the new year. . . . Ian Gillespie, the former general manager of finance at RCA, is planning to set up a business advice service. Through the new company, Gillespie wants to offer financial and business planning guid-

Spotlight Singles

NUMBER OF
SINGLES REVIEWED
THIS WEEK

120

LAST WEEK

131

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

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

ERIC BURDON & WAR— THEY CAN'T TAKE AWAY OUR MUSIC (4:57)

(Prod. Jerry Goldstein) (Writers: Goldstein-War) (Far-Out, ASCAP/Goldstein, BMI)—Their "Spill the Wine" took them to the Top 10. This driving infectious rhythm ballad with a powerful lyric line has all that potential and then some. Has it to go all the way. Flip: "Home Cookin'" (3:59) (Far-Out, ASCAP). MGM 14196

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

JAMES BROWN—HEY AMERICA (3:42)

(Prod. James Brown) (Tan Soul, BMI)—Brown swings back to his message lyrics and this one is set to a driving rock beat loaded with Hot 100 and Soul chart potency. Much of the potential of his recent "Super Bad." Flip: (No Information Available). King 6339

CHARLES WRIGHT & THE WATTS 103rd STREET RHYTHM BAND—SOLUTION FOR POLLUTION (2:55)

(Prod. Charles Wright) (Writer: Wright) (Music Power/Warner-Tamerlane, BMI)—Wright follows his "Express Yourself" smash with another funky beat swinger with a message. Much of the sales and chart action of the recent hit here. Flip: "High As Apple Pie" (4:17) (Warner-Tamerlane, BMI). Warner Bros. 7451

JR. WALKER & THE ALL STARS— HOLLY HOLY (2:57)

(Prod. Johnny Briston) (Writer: Diamond) (Prophet, BMI)—The Neil Diamond classic gets a soul treatment that is headed right for the top of the Soul chart and will prove a pop chart topper for their recent "Do You See My Love (For You Growing)." Flip: "Carry Your Own Load" (2:58) (Jobete, BMI). Soul 35081 (Motown)

GRASS ROOTS—TEMPTATION EYES (2:35)

(Prod. Steve Barri) (Writers: Price-Walsh) (Trousdale, BMI)—Culled from their "More Golden Grass" LP, their fifth release for the year will prove a heavy chart topper for "Come On and Say It." Solid rock item. Flip: "Keepin' Me Down" (4:52) (Brother Duck, BMI). Dunhill 4263

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

*JOE SOUTH—Rose Garden (2:46) (Prod. Joe South) (Writer: Joe South) (Lowery, BMI)—Joe South's rhythm ballad, currently riding up the country, Hot 100 and Easy Listening charts is finally released by the composer and offers chart potential as well. Top performance. Capitol 3008

*VOGUES—Since I Don't Have You (2:30) (Prod. Dick Glasser) (Writers: Rock-Martin-Beaumont-Vogel-Versharen-Lester) (Southern, ASCAP) — The Skyliners ballad hit of the fifties gets a smooth easy beat treatment by the Vogues, and it's sure to bring them to the Hot 100 and easy Listening charts. Reprise 0969

TOMORROW'S CHILDREN—Wild World (Prod. Richard Khouri) (Writer: Stevens) (Island/Freshwater, ASCAP)—From the pen of Cat Stevens comes a potent rock ballad with a heavy commercial reading. . . the initial entry for the group cut in Kingston, Jamaica. London 144

*BERT KAEMPFERT & HIS ORCH—Sweet Caroline (Good Times Never Seemed So Good) (3:27) (Prod. Milt Gabler) (Writer: Diamond) (Stonebridge, ASCAP)—The Neil Diamond smash gets a solid middle of the road treatment that should garner much in airplay and sales. Fine vocal work by the Kaempfert group. Decca 32772

*KEITH TEXTOR SINGERS—Games People Play (3:15) (Prod. Scott-Textor Prod.) (Writer: South) (Lowery, BMI)—Unique and clever treatment of the Joe South classic is strong followup to the group's initial chart item, "Measure the Valleys." Well performed. A&R 502

BROTHERHOOD—Hey, Good Lookin' (2:56) (Prod. Larry Sharp & Joe Gannon) (Writer: Williams) (Rose, BMI)—The Hank Williams classic gets a solid rock treatment by the group and it has all the commercial ingredients to bring it to Hot 100. First rate production by Sharp & Gannon. Columbia 4-45268

*BACHELORS—Love Is All (3:40) (Writers: Reed-Mason) (Felsted, BMI)—Beautiful Les Reed ballad that should bring the "Diane" group back to the Hot 100 and Easy Listening charts. Vocal performance and production work are first rate. London 20063

*ARNOLD GOLAND SINGERS—Hey Girlie (3:14) (Writers: Rodgers-Charnin) (Williamson/Morris, ASCAP)—Beautiful new rhythm ballad from the score of Broadway's "Two By Two," penned by Richard Rodgers, gets a powerful vocal treatment by the Goland Singers, and it should prove an Easy Listening must with good Top 40 airplay and sales potential as well. New label handled by London. New Age 30002

70

TOP 20 COUNTRY

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

CONNIE SMITH—WHERE IS MY CASTLE (2:39)

(Prod. Bob Ferguson) (Writer: Frazier) (Blue Crest, BMI)—The consistent Top 20 winner, Miss Smith can't miss going right to the top again with this Dallas Frazier ballad beauty. Title tune of her current LP, a top performance. Flip: "Clinging to a Saving Hand" (2:40) (House of Cash, BMI). RCA 47-9938

BUDDY ALAN— LOOKIN' OUT MY BACK DOOR (2:26)

(Writer: Fogerty) (Jondora, BMI)—Alan came up with a winner last year with his country reading of the Creedence Clearwater pop hit "Lodi." This fine rhythm number, another pop smash for Creedence, will prove another Top 20 country smash for Alan. Hot followup to his "Cowboy Convention." Flip: "Corn Liquor" (2:28) (Blue Book, BMI). Capitol 3010

PORTER WAGONER— THE LAST ONE TO TOUCH ME (3:01)

(Prod. Bob Ferguson) (Writer: Parton) (Owepar, BMI)—A sure-fire chart topper for his recent "Jim Johnson" in this exceptional ballad material penned by Dolly Parton. Flip: "The Alley" (2:22) (Owepar, BMI). RCA 47-9939

ARLENE HARDEN— COMING HOME SOLDIER (2:32)

(Prod. Billy Sherrill & Frank Jones) (Writers: Vinto-Allen) (Feather, BMI)—A powerful followup to her recent hit "Crying" is this fine country treatment of the past Bobby Vinton hit. Compelling lyric line should move it right into the Top 20. Flip: "Funny Familiar Forgotten Feeling" (2:42) (Acuff-Rose, BMI). Columbia 4-45275

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

BOBBY G. RICE—Lover Please (1:52) (Lyn-Lou, BMI). ROYAL AMERICAN 27
BUCK OWENS' BAKERSFIELD BRASS—Act Naturally (2:29) (Blue Book, BMI). CAPITOL 3011

BOBBY BRADDOCK—Revelation (4:17) (Tree, BMI). COLUMBIA 4-45265

STONEY EDWARDS—A Two Dollar Toy (2:40) (Central Songs, BMI). CAPITOL 3005

GUY HOVIS—Nashville Lady (2:27) (Bresnahan, BMI). RANWOOD 887

SUE THOMPSON—Take a Little Time (2:44) (Acuff-Rose, BMI). HICKORY 1587

JOHNNY BOND—Here Come the Elephants (3:01) (Swagrass, BMI). STARDAY 916

TOP 20 SOUL

SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING SOUL SINGLES Chart

JAMES BROWN—HEY AMERICA (See Pop Pick)

CHARLES WRIGHT & THE WATTS 103rd STREET RHYTHM BAND—SOLUTION FOR POLLUTION (See Pop Pick)

J. WALKER & THE ALL STARS—HOLLY HOLY (See Pop Pick)

JACKIE WILSON—THIS LOVE IS REAL (See Pop Pick)

BRENDA & THE THE TABULATIONS—
A CHILD NO ONE WANTED (3:15)

(Prod. Gilda Woods & Van McCoy) (Writers: McCoy-Cobb) (One Eye Soul/McCoy, BMI)—Group follows up their Top 20 winner, "Don't Make Me Over" with an equally potent chart contender in this blues ballad with moving lyric line. Pop appeal as well. Flip: "Scuse Uz Y'All" (2:30) (One Eye Soul/Dandelion, BMI). Top & Bottom 406

MERRY CLAYTON—LIFT EV'RY VOICE AND SING (Black National Hymn) (2:56)

(Prod. Lou Adler) (Writers: Johnson-Johnson) (Marks, BMI)—The "Gimme Shelter" gal comes on strong with the "Black National Hymn," a minor success for Kim Weston, that should prove a big chart item this time out. Pop appeal as well. Flip: (No Information Available). Ode '70 66011

KATIE LOVE and the Four Shades of Love—
IT HURTS SO GOOD (3:30)

(Prod. Roger Hawkins & George Soule) (Writer: Mitchell) (Muscle Shoals Sound/Cotillion, BMI)—Cut in Muscle Shoals and with equal potential for the pop chart, this potent ballad delivered in a wailing soulful style will hit hard soul and move over pop. Fine discovery. Flip: "Don't Let It Go to Your Head" (2:14) (Muscle Shoals Sound/Cotillion, BMI). Scepter 12304

CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

KOOL & THE GANG—Who's Gonna Take the Weight (Part I) (3:30) (Delightful/Stephanye, BMI). DE-LITE 538

CHAMBERS BROTHERS—Funky (2:48) (Chambro, BMI). COLUMBIA 4-45277

LOVE, PEACE & HAPPINESS—Don't Blame the Young Folks (For the Drug Society) (3:10) (Rui-Tri, BMI). RCA 74-0402

ALVIN CASH—Saddle Up (2:51) (Petmar/Cash & Dollars, BMI). CHESS 2098

DECEMBER 12, 1970, BILLBOARD

BEST OF THE NEW CHRISTMAS SINGLES LIST

JACKSON 5—Santa Claus Is Comin' to Town (2:31) (Feist, ASCAP). Motown 1174

JAMES BROWN—Santa Claus Is Definitely Here to Stay (4:21) (Tan Soul, BMI). King 6340

DONNY HATHAWAY—This Christmas (3:05) (Kuumba, ASCAP). Atco 6799

IRISH ROVERS—The Marvelous Toy (2:34) (Cherry Lane, ASCAP). Decca 32775

STAPLE SINGERS—Who Took the Merry Out of Christmas (2:29) (East Memphis, BMI). Stax 0084

JERRY ROSS SYMPOSIUM—Oh to Have Been (2:27) (Legacy/Spoondrift, BMI). Colossus 132

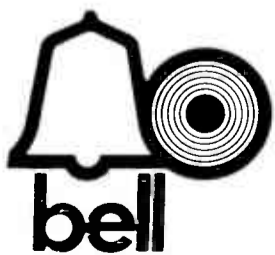
LITTLE ALFRED & THE LINDEN BLACK YOUTH CHOIR—I'm Dreaming of a Black Christmas (2:45) (Seabird/Spoondrift, BMI). Wizdom 1983

DAVID FROST & BILLY TAYLOR—Joy to the World (3:18) (Bungay, ASCAP). Bell 950

EMOTIONS—Black Christmas (2:44) (Perv's, BMI). Volt 4053



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POPULAR TOPS

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
1	1	SANTANA Abraxas Columbia KC 30130	10
2	3	LED ZEPPELIN III Atlantic SD 7201	8
3	2	CARPENTERS Close to You A&M SP 4271	13
4	4	JAMES TAYLOR Sweet Baby James Warner Bros. WS 1843	40
5	6	SLY & THE FAMILY STONE Greatest Hits Epic KE 30325 (Columbia)	6
6	5	JACKSON 5 Third Album Motown MS 718	12
7	8	STEPHEN STILLS Atlantic SD 7202	3
8	11	GRAND FUNK RAILROAD Live Album Capitol SWBB 633	2
9	7	BOB DYLAN New Morning Columbia KC 30290	5
10	10	JESUS CHRIST, SUPERSTAR Various Artists Decca DXSA 7206	4
11	12	THE PARTRIDGE FAMILY ALBUM Bell 6050	7
12	9	CREEDENCE CLEARWATER REVIVAL Cosmo's Factory Fantasy 8402	21
13	13	NEIL YOUNG After the Gold Rush Reprise RS 6383	13
14	30	ISAAC HAYES To Be Continued Enterprise ENS 1014 (Stax/Volt)	2
15	17	NEIL DIAMOND Tap Root Manuscript UNI 73092	4
16	16	CHICAGO Columbia KGP 24	44
17	15	WOODSTOCK Soundtrack Cotillion SD 3-500 (Atlantic/Atco)	28
18	18	DEREK & THE DOMINOS Layla Atco SD 2-704	4
19	19	ROLLING STONES Get Yer Ya-Ya's Out! London NPS 5	9
20	14	GUESS WHO Share the Land RCA Victor LSP 4359	9
21	23	JOE COCKER Mad Dogs & Englishmen A&M SP 6002	15
22	20	STEPPENWOLF 7 ABC/Dunhill DSX 50090	4
23	24	TOM JONES I (Who Have Nothing) Parrot XPAS 71039 (London)	5
24	21	NEIL DIAMOND Gold Uni 73084	17
25	28	ELTON JOHN Uni 73090	11
26	22	WHO Tommy Decca DXSW 7205	65
27	27	BOBBY SHERMAN With Love, Bobby Metromedia KMD 1032	8
28	29	CURTIS MAYFIELD Curtis Curton CRS 8005 (Buddah)	11
29	59	JUDY COLLINS Whales & Nightingales Elektra EKS 75010	2
30	26	MOODY BLUES A Question of Balance Threshold THS 3 (London)	14
31	32	B. B. KING Indianola Mississippi Seeds ABC ABCS 713	9
32	25	GRAND FUNK RAILROAD Closer to Home Capitol SKAO 471	23
33	36	BLACK SABBATH Warner Bros. WS 1871	16
34	37	BADFINGER No Dice Apple ST 3367	3
35	31	TEMPTATIONS Greatest Hits, Vol. II Gordy GS 954 (Motown)	12

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
36	34	CROSBY, STILLS, NASH & YOUNG Deja Vu Atlantic SD 7200	37
37	33	ARLO GUTHRIE Washington County Reprise RS 6411	6
38	40	ALLMAN BROTHERS BAND Idlewild South Atco SD 33-342	8
39	41	SUGARLOAF Liberty LST 7640	18
40	—	JEFFERSON AIRPLANE Worst of RCA Victor LSP 4459	1
41	42	BYRDS (Untitled) Columbia G 30127	9
42	44	BLOOD, SWEAT & TEARS 3 Columbia KS 30090	22
43	35	BAND Stage Fright Capitol ST 425	15
44	39	FREE Fire & Water A&M SP 4268	15
45	45	JAMES BROWN Sex Machine King KS 7-1115	14
46	49	TRAFFIC John Barleycorn Must Die United Artists UAS 5504	23
47	47	JOHNNY CASH SHOW Columbia KC 30100	5
48	43	DIANA ROSS Everything Is Everything Motown MS 724	4
49	38	JIMI HENDRIX, BUDDY MILES & BILLY COX Band of Gypsies Capitol STAO 472	33
50	51	SAVOY BROWN Looking In Parrot PAS 71042 (London)	9
51	46	ISAAC HAYES Movement Enterprise ENS 1010 (Stax/Volt)	35
52	56	RAY PRICE For the Good Times Columbia C 30106	14
53	53	BUDDY MILES We Got to Live Together Mercury SR 61313	5
54	57	SIMON & GARFUNKEL Bridge Over Troubled Water Columbia KCS 9914	44
55	48	FOUR TOPS Still Waters Run Deep Motown MS 704	36
56	58	JOHN MAYALL U.S.A. Union Polydor 24-4022	8
57	50	ROBERTA FLACK Chapter Two Atlantic SD 1569	16
58	55	GYPSY Metromedia M2D 1031	10
59	60	BLOODROCK 2 Capitol ST 491	6
60	52	GLEN CAMPBELL Goodtime Album Capitol SW 493	11
61	65	BUDDY MILES Them Changes Mercury SR 61280	23
62	54	ANNE MURRAY Snowbird Capitol ST 579	11
63	—	ELVIS PRESLEY That's the Way It Is RCA Victor LSP 4445	1
64	67	PINK FLOYD Atom Heart Mother Harvest SKAO 382 (Capitol)	6
65	66	ELVIS PRESLEY Almost in Love RCA Camden CAS 2440	4
66	73	JAMES TAYLOR Apple SKAO 3352	11
67	63	NEIL DIAMOND Shilo Bang 221	14
68	62	JAMES GANG Rides Again ABC ABCS 711	21
69	69	FLEETWOOD MAC Kiln House Reprise RS 6408	7
70	61	RARE EARTH Ecology Rare Earth RS 514 (Motown)	23

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
71	78	OTIS REDDING/JIMI HENDRIX EXPERIENCE Reprise MS 2029	13
72	—	GRATEFUL DEAD American Beauty Warner Bros. WS 1893	1
73	79	JOAN BAEZ The First 10 Years Vanguard VSD 6560	4
74	75	BEATLES Let It Be Apple AR 34001	28
75	—	EMITT RHODES Dunhill DS 50089	1
76	199	NANCY WILSON Now I Am a Woman Capitol ST 541	3
77	—	TEN YEARS AFTER Watt Deram XDES 18050	1
78	—	THREE DOG NIGHT Naturally Dunhill DSX 50088	1
79	70	ARETHA FRANKLIN Spirit in the Dark Atlantic SD 8265	14
80	83	YOUNGBLOODS Rock Festival Warner Bros. WS 1978	7
81	—	DIONNE WARWICK Very Dionne Scepter SPS 587	1
82	82	SUPREMES New Ways But Love Stays Motown MS 720	8
83	86	ANDY WILLIAMS SHOW Columbia KC 30105	5
84	—	FIFTH DIMENSION Portrait Bell 6045	25
85	81	THE SESAME STREET BOOK AND RECORD Original TV Cast Columbia CS 1069	21
86	71	WHO Live at Leeds Decca DL 79175	29
87	64	IRON BUTTERFLY Metamorphosis Atco SD 33-339	16
88	90	NITTY GRITTY DIRT BAND Uncle Charlie & His Dog Teddy Liberty LST 7642	2
89	89	CHARLEY PRIDE 10th Album RCA Victor LSP 4367	22
90	94	CHICAGO TRANSIT AUTHORITY Columbia GP 8	83
91	80	WILSON PICKETT In Philadelphia Atlantic SD 8276	11
92	88	SANTANA Columbia CS 9781	66
93	76	RARE EARTH Get Ready Rare Earth RS 507 (Motown)	53
94	77	BREAD On the Waters Elektra EKS 74076	19
95	72	KENNY ROGERS & THE FIRST EDITION 7 Tell It All Brother Reprise RS 6412	7
96	85	THREE DOG NIGHT It Ain't Easy Dunhill DS 50078	33
97	92	CANNED HEAT Future Blues Liberty LST 11002	14
98	93	MELANIE Leftover Wine Buddah BDS 5066	12
99	84	RINGO STARR Beaucoups of Blues Apple SMAS 3368	9
100	68	SMOKEY ROBINSON & THE MIRACLES 8 Pocketful of Miracles Tamla TS 306 (Motown)	8
101	104	IKE & TINA TURNER Workin' Together Liberty LST 7650	2
102	102	STEPPENWOLF Live Dunhill DS 50075	35
103	105	FIFTH DIMENSION Greatest Hits Soul City SCS 33900 (Liberty/United Artists)	31
104	96	VENTURES 10th Anniversary Album Liberty LST 35000	10
105	108	LED ZEPPELIN II Atlantic SD 8236	58

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

"Two By Two' is a musical to be loved, to be cherished."

—John Chapman, N.Y. Daily News

He went on to say, "There is a magnificent portrayal of Noah by Danny Kaye which goes deep into one's heart."

It's the old story of Noah and the ark. But it's more than just 40 days and nights in a floating zoo. And a tale of a 600-year-old man's first cruise.

It's Danny Kaye's first Broadway role since 1941. It's Richard Rodgers' 38th Broadway musical. And it's a new Original Cast album.

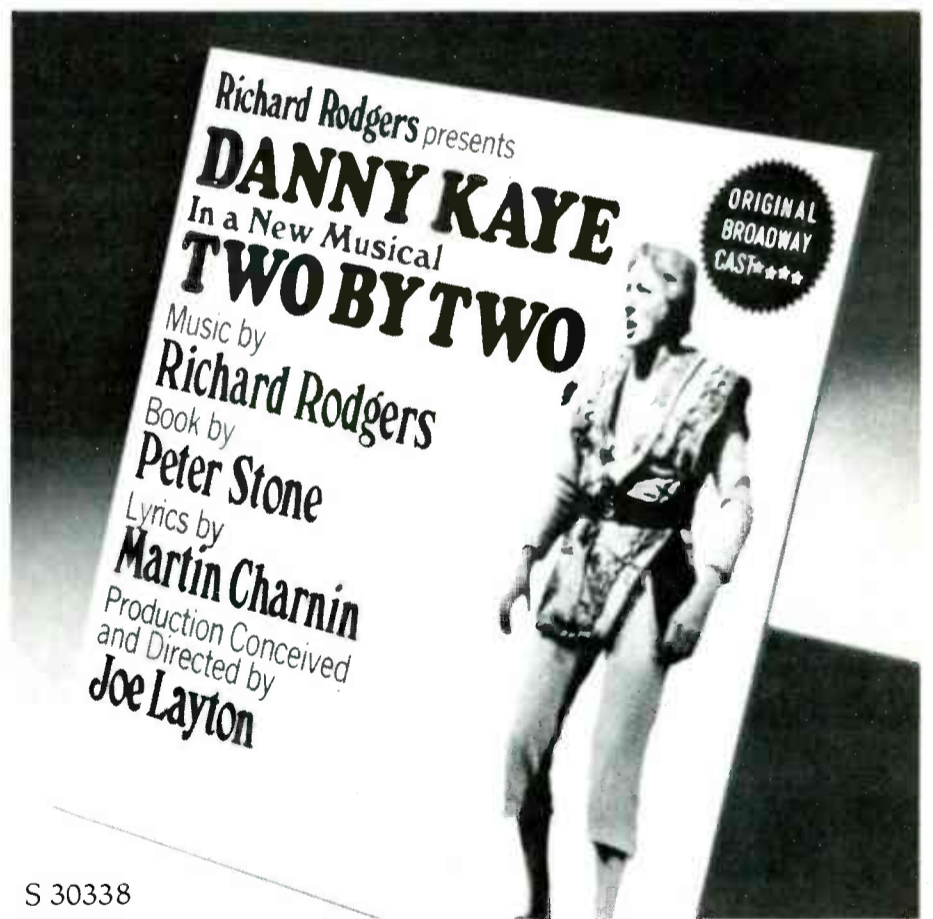
It's not only historical theatre. It's theatrical history.

"Richard Rodgers can still write a ballad better than anyone around...it is Mr. Kaye's show...a continual and continuous delight...the man's energy is amazing." —Clive Barnes, *The New York Times*

"One of Richard Rodgers' finest musicals. Danny Kaye is merely magnificent in a show for anyone, rich in comedy, full of melody and that rare

ingredient—heart. Among the songs, there are at least eight which ripple with that infectious magic which Richard Rodgers has been dispensing for a half century." —William Glover, *Associated Press*

Danny Kaye meets Richard Rodgers forever on the Original Cast album of "Two By Two."



S 30338

'Two By Two' On Columbia Records and Tapes

Billboard

TOP LP'S

TOP LP'S A-Z (LISTED BY ARTIST)

• Continued from page 74

POSITIONS 106-200

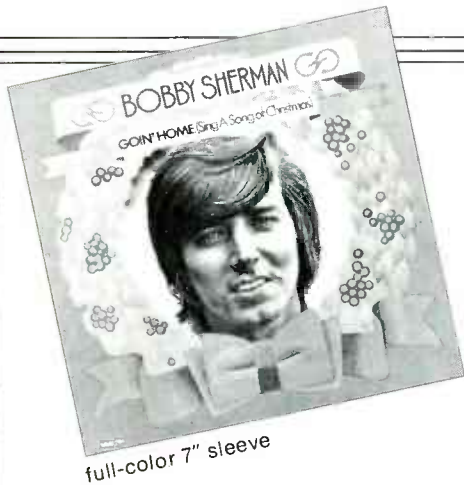
THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
106	107	MERLE HAGGARD & THE STRANGERS	Fightin' Side of Me Capitol ST 451	21
107	109	ELVIS PRESLEY	Elvis' Worldwide 50 Gold Award Hits, Vol. 1 RCA Victor LPM 6401	17
108	101	ERIC CLAPTON	Atco SD 33-329	21
109	91	JACKSON 5	ABC Motown MS 709	28
110	103	PAUL McCARTNEY	McCartney Apple STA0 3363 (Capitol)	32
111	118	ENGELBERT HUMPERDINCK	We Made It Happen Parrot PAS 71033 (London)	23
112	115	BUTCH CASSIDY & THE SUNDANCE KID	Burt Bacharach/Soundtrack A&M SP 4227	55
113	95	NEIL YOUNG & CRAZY HORSE	Everybody Knows This Is Nowhere Reprise RS 6349	58
114	122	BEST OF THE ARCHIES	Kirshner KES 109	3
115	100	NEIL DIAMOND	Greatest Hits Bang 219	9
116	113	SHIRLEY BASSEY	Is Really Something United Artists UAS 6765	9
117	87	QUICKSILVER MESSENGER SERVICE	Just for Love Capitol SKAO 498	17
118	74	THE LAST POETS	Douglas 3 (P.I.P.)	26
119	112	BURT BACHARACH	Make It Easy on Yourself A&M SP 4188	67
120	106	FUNKADELIC	Free Your Mind Westbound WB 2001 (Janus)	7
121	125	CROSBY/STILLS/NASH	Atlantic SD 8229	77
122	171	SLY & THE FAMILY STONE	Stand Epic BN 26456 (Columbia)	86
123	123	FRANK ZAPPA	Chunga's Revenge Bizarre/Reprise MS 2030	4
124	120	FOUR TOPS & SUPREMES	The Magnificent Seven Motown MS 717	9
125	127	RONNIE DYSON	(If You Let Me Make Love To You Then) Why Can't I Touch You? Columbia C 30223	15
126	117	LINDA RONSTADT	Silk Purse Capitol ST 407	8
127	124	BLOOD, SWEAT & TEARS	Columbia CS 9780	98
128	110	FOUR TOPS	Changing Times Motown MS 721	9
129	130	JETHRO TULL	Benefit Reprise RS 6400	32
130	114	STEVE MILLER BAND	Number 5 Capitol SKAO 436	21
131	121	BOBBY SHERMAN	Here Comes Bobby Metromedia MD 1028	36
132	134	TAMMY WYNETTE	The First Lady Epic E 30213 (Columbia)	7
133	133	GRAND FUNK RAILROAD	Grand Funk Capitol SKAO 406	46
134	137	BIG BROTHER & THE HOLDING COMPANY	Be a Brother Columbia C 30222	3
135	135	GRATEFUL DEAD	Vintage Dead Sunflower SUN 5001 (MGM)	7
136	136	CHAIRMEN OF THE BOARD	In Session Invictus SKAO 7304 (Capitol)	3
137	139	FLIP WILSON	The Devil Made Me Buy This Dress Little David LD 1000	42

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
138	131	BEATLES	Abbey Road Apple SO 383 (Capitol)	61
139	147	SEALS & CROFTS	Down Home TA 5004 (Bell)	7
140	132	THREE DOG NIGHT	Was Captured Live at the Forum Dunhill DS 50068	55
141	145	TEMPTATIONS	Live at London's Talk of the Town Gordy GS 953 (Motown)	17
142	138	LIVINGSTON TAYLOR	Capricorn SD 33-334 (Atlantic/Atco)	19
143	141	PETER, PAUL & MARY	10 Years Together Warner Bros. BS 2552	26
144	98	DIANA ROSS	Motown MS 711	23
145	144	GARY PUCKETT & THE UNION GAP	Greatest Hits Columbia CS 1042	23
146	146	DREAMS	Columbia C 30225	3
147	152	JIM NABORS	Everything Is Beautiful Columbia C 30129	15
148	151	GUESS WHO	American Woman RCA Victor LSP 4266	44
149	149	CONWAY TWITTY	Hello Darlin' Decca DL 75209	24
150	150	CHARLEY PRIDE	Best of RCA Victor LSP 4223	59
151	143	HAIR	Original Cast RCA Victor LOC 1150 (M); LSO 1150 (S)	124
152	155	MOODY BLUES	On the Threshold of a Dream Deram DES 18025 (London)	80
153	111	DELANEY & BONNIE	To Bonnie From Delaney Atco SD 33-341	10
154	140	DANNY DAVIS & THE NASHVILLE BRASS	Down Homers RCA Victor LSP 4424	7
155	154	GRATEFUL DEAD	Workingman's Dead Warner Bros. WS 1869	25
156	128	DONOVAN P. LEITCH	Janus J'28 3022	5
157	176	CHARLES EARLAND	Black Drops Prestige PRST 7815	4
158	159	ISAAC HAYES	Hot Buttered Soul Enterprise ENS 1001 (Stax/Volt)	75
159	160	DIONNE WARWICK	I'll Never Fall in Love Again Scepter SPS 581	33
160	163	MELANIE	Candles in the Rain Buddah BDS 5060	32
161	97	STEVIE WONDER	Signed, Sealed, Delivered Tamla TS 304 (Motown)	16
162	162	IRON BUTTERFLY	In-a-Gadda-Da-Vida Atco SD 33-250	126
163	129	DELFONICS	Didn't I (Blow Your Mind This Time?) Philly Groove PG 1153 (Bell)	18
164	172	GRASS ROOTS	More Golden Grass Dunhill DS 50087	8
165	148	MARVIN GAYE	Super Hits Tamla TS 300 (Motown)	6
166	166	MERLE HAGGARD & THE STRANGERS	Okie From Muskogee Capitol ST 384	41
167	167	HEINTJE	Mama MGM SE 4739	2
168	164	CREEDENCE CLEARWATER REVIVAL	Green River Fantasy 8393	66
169	119	DOORS	Absolutely Live Elektra EKS 9002	19

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
170	170	DAVE MASON	Alone Together Blue Thumb BTS 19 (Capitol)	24
171	161	DEEP PURPLE	In Rock Warner Bros. WS 1877	14
172	178	AL MARTINO	My Heart Sings Capitol ST 497	3
173	180	CREEDENCE CLEARWATER REVIVAL	Willy & the Poor Boys Fantasy 8397	53
174	174	EASY RIDER	Soundtrack Dunhill DXS 50063 (Tapes: Reprise 8RM 2026)	67
175	179	BEST OF BUFFY SAINTE-MARIE	Vanguard VSD 3/4	6
176	165	JOHNNY CASH	World of Columbia CP 29	28
177	184	FRIJID PINK	Defrosted Parrot PAS 71041 (London)	7
178	—	B. J. THOMAS	Most of All Scepter SPS 586	1
179	—	MILES DAVIS AT FILLMORE	Columbia G 30038	1
180	181	ON A CLEAR DAY YOU CAN SEE FOREVER	Soundtrack Columbia S 30086	21
181	99	CLARENCE CARTER	Patches Atlantic SD 8267	12
182	189	THE GENE CHANDLER SITUATION	Mercury SR 61304	7
183	116	QUINCY JONES	Gula Matari A&M SP 3030	15
184	—	KLOWNS	RCA Victor LSP 4438	1
185	153	JAKE HOLMES	So Close, So Very Far to Go Polydor 24-4034	5
186	126	BOBBY BLOOM	MGM SE 1035	3
187	142	FLOCK	Dinosaur Swamps Columbia C 30007	9
188	188	FERRANTE & TEICHER	Love Is United Artists UAS 6771	2
189	158	LIZA MINNELLI	New Feelin' A&M SP 4272	3
190	—	SOUNDTRACK	I Walk the Line Columbia S 30397	1
191	191	KEEF HARTLEY	The Time Is Near Deram DES 18047 (London)	3
192	—	REDEYE	Games Pentagram PE 10003	1
193	—	100 PROOF AGED IN SOUL	Somebody's Been Sleeping Hot Wax HA 704	1
194	194	MYSTIC MOODS ORCHESTRA	English Muffins Philips PHS 600-247 (Mercury)	3
195	193	CHAMBERS BROTHERS	Greatest Hits Vault 135/2	2
196	—	RAY STEVENS	Unreal! Barnaby Z 30092 (Columbia)	1
197	197	FARQUAHR	Elektra EKS 74083	2
198	—	LAWRENCE WELK	Candida Ranwood 8083	1
199	—	STAIRSTEPS	Step By Step By Step Buddah BDS 5068	1
200	—	CHRISTIE	Yellow River Epic E 30403	1

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The continuing success story of Bobby Sherman...

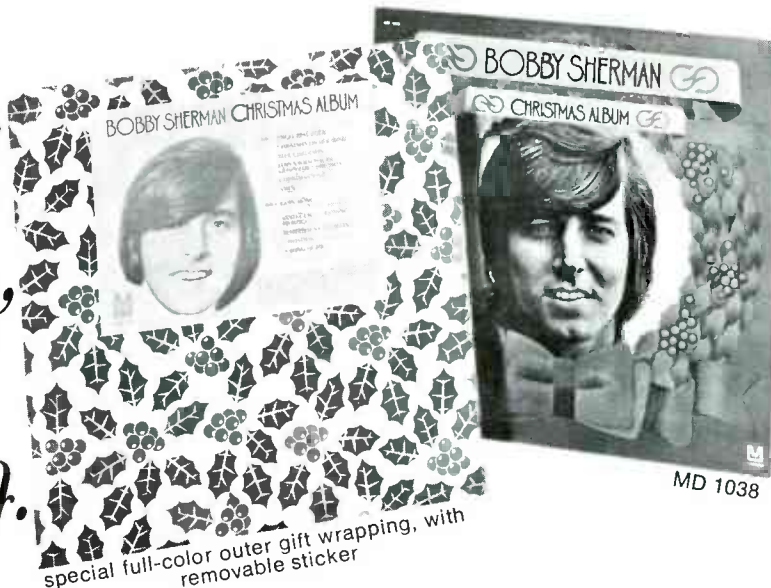


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For the next chapter
follow the charts!



Live Dates Give Germany's Local Acts a Chance Without Promotion

By BOB GLASSENBERG

NEW YORK—Conventional promotion through the media in Germany is not as effective for a local group as live dates, declared Eckart Rahn, Germany's only independent record label owner. Rahn owns Coo Coo Records.

"It used to be that the German audience found it easier to appreciate new American or British talent before they would appreciate their own local German talent," said Rahn. "The scene is changing, however, and now the local German groups are getting more exposure. For the first time in German record history, the audience has a real choice."

Major Problem

"The major problem that we face today is the lack of understanding about progressive product on the studio engineer level and sometimes on the executive level at the record companies," Rahn commented. "The engineers have great equipment to work with. The studios are no larger than eight tracks, but the problem is that these engineers have been working with the conventional European pop product for so long that they have not yet developed an ear

for progressive music. We, therefore, have trained one engineer, Thomas Klempt, to rock music and its subtleties. Studio time in Germany costs \$25-30 per hour for an eight track session, but the engineers are the problem. None of my groups record without Klempt. He is really one of the few engineers with a genuine understanding of the music."

As an independent label owner, Rahn concentrates on good product from a few groups. "We try to get as much coverage in the media as possible for each of our groups. The problem in Germany is the television, which has always played the game with established talents. This is natural but I think it is changing. There is at least one hour of rock programming per day. It is by far easier to break a progressive LP than a progressive single in Germany so we concentrate on the LP's. Actually, we exist to take care of the situations that arise between the large record company which handles distribution of the label, and the talent. We are the go between. We get the coverage and the live dates for the groups. Promoting is the main purpose."

Rahn predicted a new wave of talent and new music from Continental Europe within the next two years. "The continental musicians have their own heritage of music. They have their own styles. This, I feel, is important and will breathe new life into the music industry everywhere."

Rahn will be releasing his first record in the U.S. "Empty Hands," by Ihre Kinder (Your Children), after the first of the year, on the London Sire Label. It is a German group singing in English.



JOHNNY BIENSTOCK, left, sales manager of Cotillion Records, shows his Woodstock plaque along with, left to right, Ken Rosenblum, account executive for Shorewood Packaging, the packagers of the three-record set; Neshui Ertegun, executive vice president of Atlantic Records; and Eric Blackstead, producer. The Shorewood Packaging Corp. presented the plaques to the three Atlantic executives in recognition of their contribution to the million-selling album.

Promotion Parties Popping

• Continued from page 1

splurge is the flock of new acts who need introductions to the press and disk jockey contingent. As an adjunct to the bar-pour and grocery-spread, the record companies manage to squeeze in some showcase time for the act. It's all racked under promotion and exploitation.

The party-giving has grown to such an extent that companies have been bucking each other for "R.S.V.P.'s" by throwing parties on the same day and at the same time. A few weeks ago, RCA Records had a party for the Klowns at the Lambs Club at the same time Columbia Records was hosting a party for Dreams at the Rainbow Room and Capitol Records feted the Bob Seger System at Ungano's; so RCA attempted to lure guests to its affair by offering a free limousine service. It's gotten so confusing that one industryite suggested the appointment of a party traffic manager to keep everything in order.

The party crush comes into special focus this week with an onrush of pre-Christmas bashes. Atlantic Records will kick off the week on Monday (7) with a salute to Esther Phillips at the Hotel Plaza, and introduced in Greenwich Village the same night will be "the first New York appearance" of Fantasy at the Village Gate. On Tuesday (8) Polydor Records will take over the Village Van-

guard to introduce Roy Ayers Ubiquity. Paramount and Steed Records will clash with Vanguard Records on Wednesday (9) with conflicting parties. Paramount and Steed will salute Robin McNamara at Ungano's while Vanguard was introducing its new duo, Baldwin and Leps, at the Bitter End.

The previous week saw parties for Sally Eaton (Paramount) at the Hotel Plaza; May Blitz (Paramount) at Ungano's; Mike Hurst (Capitol) at Shepheard's in the Hotel Drake; Edwards Hand (Capitol) at Ungano's; TV's "The Changing

Scene" (MGM) at the Four Seasons; and Mayor Carl B. Stokes (Flying Dutchman) at the Hotel Algonquin. On Saturday (5), Buddah Records took the trade "dud-ranching" in upstate New York to "get back to the roots" with its act Michael Brewer and Tom Shipley.

And not to be outdone by the party-giving mood, the Creedence Clearwater Revival is flying a group of New York tradesters to San Francisco for a weekend (11-12-13) to showcase their new Fantasy album and showcase their new recording complex.

Chicory Finds Denver to Be A Choice New-Talent Area

LOS ANGELES — Year-old Chicory Productions has found Denver to be its main source of new talent. The Frank Slay-Dennis Ganim owned company found Sugarloaf, its current Liberty/UA hot act, plus Rainy Daze, and Boenzee Cryque in that area.

Slay goes to Denver every two months to talent-scout and to watch local band developments. Slay handles production, Ganim promotion and merchandising.

The firm has trimmed its artist roster down to less than 10 acts because Slay finds it now takes upwards of six months to produce an LP. The two find Denver is an untapped area, with most of the local produc-

tion firms searching out new acts in this area.

In addition to Sugarloaf, the two handle Sweet Pain for Liberty/UA. They have an agreement with the label whereby they determine where the advertising and merchandising moneys will be spent on their acts.

Sugarloaf's next LP will be an "ecological statement in a box," Ganim said. This promotional package will go to Liberty/UA's special mailing list and encompasses printed material, a wall poster, cubes of sugar, a space ship and a record inner sleeve scented in pine.

Slay, who cut Uni's first chart single, "Acapulco Gold," is getting away from cutting new groups in overdub sessions. "Trying to get the sound as close to realism is the idea," Slay said. "A producer's job is to reflect accurately the best of what a group puts down."

Barnyard Prod Firm Is Formed

GOLD HILL, Ore. — Barnyard Productions has been formed here for country music development. First act is the Stagehands, whose LP was cut in San Francisco. Label president is Richard Faltersack. A publishing company is also being formed. Some limited rock music will be recorded.

when answering ads . . .
Say You Saw It in
Billboard



MANITOBA, new rock group on RCA Records, relax between takes in the RCA recording studios with a&r producer Eddie Jason, seated right. The group has just completed their first album, "Manitoba, Featuring Joe Downen." Downen, the group's lead singer, is seated next to Jason.

Billboard Award Is Set

• Continued from page 1

tionally televised program in the U.S.

The awards, to be made to the top male country performer, top female country performer and top country group, will be presented at the Festival. Only artists who have performed outside the U.S.A. will be eligible.

In association with Billboard, its sister weekly paper, Record Mirror, will inaugurate awards for the best recordings of country songs by a British male singer, a British female singer and a British group. These will also be presented at the Festival and, if possible, arrangements will be made to feature the winning artists in the Wembley program.

Evidence of the growing importance of country music in Britain is the fact that next year's Festival will be a two-day event—April 10 and 11.

Already booked for the Festival are Waylon Jennings, Hank Snow, Tompall and the Glaser Brothers, Roy Acuff, George

Hamilton IV and Loretta Lynn. Negotiations are under way to add Tammy Wynette, George Jones, Merle Haggard, Conway Twitty and Roy Rogers.



STEPPING INTO high gear with plans to spread the word of the Memphis Sound around the world are founding members of the newly created Memphis Music Inc. From left, standing: Dunbar Abston Jr., Memphis Orchestral Society; Willie Mitchell, Hi Records; Doyle Blackwood, Blackwood Brothers Inc.; Al Bell, Stax Records; Stan Kessler, Sounds of Memphis; B.B. Cunningham, House of Cunningham; Larry Rogers, Lyn-Lou Music; Jim Kingsley, Commercial Appeal newspaper; and David W. Cooley, Memphis Area Chamber of Commerce. Seated, from left, Jim Stewart, Stax Records; Marty Lacker, American Recording Studios; Lyman Aldrich, First National Bank; Knox Phillips, Sam Phillips Recording Studio; Bob Taylor, Local 71, American Federation of Musicians. Lacker is vice chairman of the new group, Phillips is secretary-treasurer.



Billboard

Up front

Playing to over 38,000 music industry influentials around the world. Enjoying the most profitable screening in recording history. Through Billboard's December 26th spectacular: Talent in Action.

It's your show

Talent in Action is the indispensable guide for leading talent buyers and promoters. Listing recording artists around the world—their personal managers, booking agents and all pertinent information to increase your bookings and enable promoters and buyers to reach you easily.

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Get into the act now!

Talent in Action

Ad deadline: December 7

Publication date: December 26

Something New!

This issue of Billboard highlights the accomplishments of all recording artists that had records on the Billboard Charts. The unique, capsuled easy to read style will be a biographical reference to any Talent in Action.

Here is a sample, as it will appear in the exciting new Talent in Action issue dated December 26.

FIFTH DIMENSION (Vocal Group—5), Bell

Records: Age of Aquarius—Soul City (PLP, SLP, RIAA); Blowing Away—Soul City (H, E-TT); The Declaration b/w Medley: A Change Is Gonna Come/People Got to Be Free (H, E); The Girl's Song—Soul City (H, E-TT); Greatest Hits—Soul City (PLP-TT, SLP-TT); The July 5th Album—Soul City (PLP); One Less Bell to Answer (H, E); On the Beach (H, E); Portrait (PLP, SLP); Puppet Man (H, E); Save the Country (H, S, E-TT).

PA: Caesars Palace (Las Vegas), Greek Theatre (Los Angeles), Philharmonic Hall (New York); Expo '70 (Osaka); campus dates & fairs.

TV: Glen Campbell Goodtime Hour, Fifth Dimension Special & Odyssey in Cosmic Universe of Peter Max, They Said It Couldn't Be Done.

Awards: NARAS (Record of the Year & Best Contemporary Vocal Performance By a Group—Aquarius/Let the Sunshine In); First Annual Stellar Award.

BA: Fred Fields, Michael Gurse—CMA.

PM: Marc Gordon.

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