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SEVENTY-EIGHTH YEAR The International Music-Record-Tape

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HOT 100 PAGE 58

TOP LP'S PAGES 55, 56

Studios: Payoffs In Nashville & Col Closes in LA

By ELIOT TIEGEL

LOS ANGELES—The recording studio business, already hit by de-mands for kickbacks from independent producers and engineers, has been slapped a major economic blow with the announce-ment by Columbia Records that it will close its major four-studio complex here Sept. 30.

Columbia thus becomes the first major label operating recording studios in this city to close them because of two factors in the market. One, many of its contemporary acts preferred to record at outside independent studios rather than use the Columbia facilities. And two, maintaining a staff of 28 engineers produced an untenable financial situation which was not offset by any rental business.

With over 200 studios in the Los Angeles County area, business for a time has been cut-throat. With

New \$, Problems For Pubs: Feist

NEW YORK-Music Publishers in the years ahead will face more challenges and problems, while at the same time they will have the opportunity of tapping new avenues of profit, according to Leonard Feist, executive director of the National Music Publishers Association. Feist noted that in some areas of publishing, problems remain constant. To illustrate, he pointed out that at a meeting 50 years ago the publishers' trade organization (Continued on page 62)

Buddah Bowing 'Rockomic' LP's

By SAM SUTHERLAND

NEW YORK - The Buddah Group is exploring the union be-tween rock 'n' roll and comic books with the unveiling of "Rockomics," a series of albums slated to combine rock music with epi-sodic narratives featuring promi-nent comic strip heroes. The debut release for the series, entitled "From Beyond the Grave," will feature the character of Spider Man as created by Stan Lee for

Marvel Comics.
Produced by Barbara Gittler and (Continued on page 43)

operation, only RCA and Capitol remain as majors with studios available for custom clients. Such details as what happens to the 28 engineer-members of the International Brotherhood of Elec-trical Workers (IBEW), what hap-

and who moves into all the space in the CBS complex on Sunset Blvd. are yet to be worked out.

Other Studios

Columbia's local studios have been in operation since 1960. The company continues to operate stu-(Continued on page 43)

pens to all the 16-track equipment

AES: Calm & 3-Channel

By EARL PAIGE

NEW YORK-Recording technicians and hardware designers on both sides of the matrix vs. discrete 4-channel "battle" were surprisingly cordial to one another as the 49th Audio Engineering Society (AES) Convention opened here Sept. 12. Though not interpreted as a concession, RCA engineer J. James Gibson said his firm is proposing a "3-channel" broadcasting

Emil L. Torick, CBS Laboratories, chief backers of the SQ matrix system, set the tone of the initial opening panel. He said, "The discrete vs. matrix differences have now been pretty well categorized.
Discrete is a long-term program,"
he added, alluding to industry tests
and the Federal Communications
Commission study of discrete
(Continued on page 43)

FCC Seeks New Rules to Fight Payola Takers

WASHINGTON-A new kind of trap for disk jockeys who take payola, and a new way for the Federal Communications Commission to act directly against bribers of station programmers, may lurk in the commission's recent plans for heavier, and more uniform sanctions against violators of the Communications Act, in addition to those now covered.

The FCC has asked Congress to enact legislation authorizing them to impose far-reaching sanctions against all violators of FCC rules and laws, in addition to broadcast and common carrier and other li-

The FCC wants maximum fines against broadcast licensees for a single offense put at \$2,000, and for multiple violations at \$20,000, doubling the present amounts. It also wants more time to act, extending the limitations period for issuing notices of liability for broadcasters to one year, or the current license term, whichever is

The present antipayola section 317 of the Communications Act gives the commission itself the gives the commission itself the right to levy fines against station licensees, or penalize with short-term renewals, when the owner fails to practice "reasonable diligence" in controlling payola or conflict of interest situations on his station. The law requires that any whind of payment for program any kind of payment for program material aired must be announced, and the sponsor identified.

The nonlicensee, the disk jockeys, the programmer, et al, are covered under Section 508, which requires "disclosure" to the licensee of any and all payment for airing records or other program material. Section 508 is a criminal statute and can (Continued on page 43)

Imported & Domestic LP Duplications **Provide Collectors With a Dual Choice**

By BOB KIRSCH

LOS ANGELES-Will the real original album please stand up? This is the question facing many record buyers today. Do they want a domestic or imported version of an LP?

The growing number of imported recordings now available in this country, running from rock to ethnic to classical and often amounting to exact duplications of domestic releases, is creating strong new

popcorn

"Hearing them may prompt you to move the Stones back a notch or two." (Bud Scoppa in the September 14 issue of ROLLING STONE). Foghat (BR 2077) including the single, "I Just Want to Make Love to You" (BSV 0008) on Bearsville Records and Tapes. Distributed by Warner Bros. Records Inc. Aw g'wan, Foghat.

marketing outlets for the retailer and buying oppor-

tunities for the record collector.

Imported recordings are not a new phenomena, particularly in the classical field. Deutsche Grammophon Gesellschaft is one example of a label that has been available for years with a strong classical catalog. But the label has been available for so (Continued on page, 43)



The single "POPCORN" by the Hot Butter Group on Musicor, has melted the hearts of record buyers all over the world. An International hit. Now comes the album with more Hot Butter Hits headed right up the charts!

London Promo Policy Change

By PAUL ACKERMAN

NEW YORK—In a policy shuffle, London Records has reshuffled its entire promotional wing with a series of personnel additions and changes affecting the branch, independent distributor and regional segments of the (Continued on page 43)

EMI, Roulette In Latin Deal

By JIM MELANSON

NEW YORK—Sabor Records, a newly formed firm, has signed a long-term licensing agreement with EMI for exclusive manufacturing and distribution rights for EMI's Latin product in the U.S. and Puerto Rico.

(Continued on page 62)

(Advertisement)



is hot on its heels.



Formerly lead singer with Edgar Winter's White Trash, Jerry La Croix is off and running on his own.



One of the best known bands in rock and roll. The odds are in their favor with their first Epic album.



Redbone picks another winner as their "Fais-Do" single pulls out front.



His first American performances

DAVID BOWIE CONCERT ITINERARY

- September 22 Cleveland, Ohio,
- September 24 Memphis, Tennessee,
- September 24—Memping,
 Ellis Auditorium

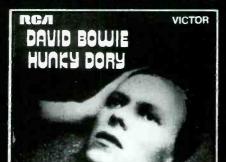
 September 28—New York, Carnegie Hall

 September 29—Washington, D.C.,
 JFK Center for the Performing Arts

 October 1—Boston, Massachusetts,
 Music Hall

 October 7—Chicago, Illinois, Chicago
 - **Auditorium**
 - October 8 Detroit, Michigan, Fisher Theater
 - October 20 Santa Monica, California, Santa Monica Civic Auditorium

Music Hall



DAVID BOWIE

THE RISE AND FALL OF **ZIGGY STARDUST** AND THE SPIDERS FROM MARS

RCA

LSP-4702 P8S/PK-1932

LSP-4623 P8S/PK-1850

RC/I Records and Tapes

Setting 4-Channel Equipment With Disks Hit at Federated

By BOB KIRSCH

LOS ANGELES-Putting hardware and software under the same roof is providing a major boost for 4-channel disk and tape sales at Federated Electronics.

"It's a great help to have the hardware and software together," says record buyer Chuck Fishbein, "particularly with a relatively new configuration such as 4-channel. When a consumer buys the hardware, he's generally excited enough to want something to play on it right away. We can provide him with this service."

Fishbein also feels that it's important for the hardware outlet to handle a full line of software, "not just the top 20 and whatever else can be picked up. This is what we would like to aim for.

"We started a record department several months ago to see if people buying systems were interested in

software at the same locations, and they seem to be. We'd like to make this a real record store within a hardware outlet, kind of a sound supermarket. We're looking at this as an experiment and if the two match it will be great.

"When you look at it," he con-nues, "it's kind of silly to have to buy hardware in one place and software in another if there is room in one location for both."

Federated is finding that this theory is working particularly well in 4-channel.

"There's a lot happening in 4-channel disks and tape now," Fishbein says. "We're selling a good amount of material in both configurations, with middle of the road music showing the best re-sults. Fishbein feels this trend reflects several things, primarily the material available and the type of consumer purchasing 4-channel. He added, however, that rock and

classical music are doing well.

Fishbein also feels that 4-channel is "here now," and there is not as large a problem as many seem to feel in obtaining satisfactory software and hardware. "There are a lot of titles around," he said, "and most 4-channel equipment is

compatible with stereo.
"I think you can sell 4-channel now if you promote it, which is what we're doing. We have a full bin of 4-channel records, demo rooms for the equipment and we advertise both in the newspaper. The big thing is to let people know

that the configuration is here."
Fishbein thinks that "People are not afraid of spending money if they know something is ready. We emphasize that a new stereo system that is compatible with 4-channel will not become obsolete and that 4-channel is not in the future, it's now. I think that the more people



A HAPPY SCENE, a rush on the register with amplifier, disk sales.

realize this, the more it will convince software and hardware manufacturers to produce 4-channel material."

Fishbein finds that many of his 4-channel consumers are those who are getting rid of standard stereo systems and want to become involved in the new configuration. These are the people buying compatible hardware. He finds it hard to pinpoint a specific age group, except to say that few teenagers are buying.

Federated plans to expand its 4-channel record and tape displays in the future, with records divided by artist and company. The store carries 4-channel disks in discrete and matrix.

Informal Country Meeting



ATLANTIC IS LINING up country acts for its entry into this market. Jerry Wexler, the label's executive vice president (second from the right), has been responsible for finding the artists and songs. Above he holds informal discussion in Austin, Tex., with Tony Jo White, Jim Franklin of the Armadillo and Doug (Sir Douglas) Sahm, who has joined the roster as an artist and will also be producing.

Quaker City lazz Fest

PHILADELPHIA—Fifth annual Quaker City Jazz Festival will bring together an impressive array of jazz instrumentalists. Lineup for the two nights (Sept. 23-24) at The Spectrum will be Miles Davis, Maynard Ferguson, George Benson, Weather Report, Carmen Mc-Rae, Stan Getz, Ahmad Jamal and the Giants of Jazz including The-

NEW YORK — Neil Diamond will broaden his vistas to include

a children's TV special, writing a Broadway play and the writing of a symphony. Diamond, here for a concert engagement at the Winter Children Stated that he'll children's TV special, writing a

Garden Theater, stated that he'll begin work on these projects after

performances. The sabbatical will

enable him to devote his time to

writing songs for his new Colum-

12-month sabbatical from live

lonous Monk, Sonny Stitt, Dizzy Gillespie, Art Blakey and Urbe Green.

Sid Marks, local deejay, will emcee the offerings, promoted by Larry Magid and the Spivak Brothers. Tickets scaled \$4.50, \$5.50 and \$6.50 for the 17,000-

4 Tops Doing Own Writing

LOS ANGELES—The Four Tops, whose signing with ABC/Dunhill was officially announced only this week, have actually been in the studio with staff producers Dennis Lambert and Brian Potter for nearly two months. The ex-Motown stalwarts are recording a concept album dealing with urban ghetto tensions and, for the first time in their careers, have written the bulk of the songs themselves.

The Four Tops, who began making hits for Motown in 1965, are the first act to leave the label with all its original personnel.

MGM Readies Bennett's Album

LOS ANGELES — Tony Bennett's debut LP for MGM/Verve is titled "The Good Things in Life" and it will be released to coincide with his Oct. 12 opening at the Fairmont in San Francisco. A single with the some title will be seen. gle with the same title will precede the LP. Bennett cut the LP him-self and MGM will promote his joining the family with a major promotion in San Francisco when

Bennett's joining MGM's growing roster of name middle of the road artists severs a 20-year relationship with Columbia, for whom he has always recorded. And with whom he produced a string of gold stringles, and albume. singles and albums. A m o n g MGM's name power acts are Steve Lawrence and Eydie Gorme and Sammy Davis Jr. The Osmond Brothers are the top youth-oriented attraction.

Polydor Bookings Boost Record Sales-Noonan

NEW YORK-Polydor Records, believing that working acts produce significant chart and retail action, is continuing active support for the booking of many of its artist, according to Tom Noonan, director of marketing.

He stated that Polydor has realized that when the consumer has the opportunity to see performers live it is, in most cases, reflected in the immediate sales report with-in the area of performance, as well as in future chart placements.

Noonan cited James Brown and his revue, currently doing onenight concerts throughout the East, as one of the "best" examples of booking and sales. Brown's single, "Good Foot," is also currently in the national charts.

Included in Polydor's list of

working artists being backed by bookings and promotion are Rory Gallagher on a two-month U.S. tour, Roy Buchanan, having completed concerts in New York, Chi-cago, Philadelphia and Pittsburgh, Roy Ayers booked for a tour of jazz clubs throughout the country, Slade winding up a two-month tour in Boston, John Mayall in a tour in Boston, John Mayall in a tour covering Portland, Seattle, San Francisco, Hollywood, Milwaukee, Detroit, Boston, New York, Miami, Atlanta, Chicago, Las Vegas and Phoenix, Joe Simon on tour of the South, and Mandrill involved in a European tour.

Noonan added that all Polydor sales and promotion personnel, throughout the country, are coordinating future plans to continue

WB Lands Chrysalis U.S. Distribution

LOS ANGELES — England's Chrysalis Records, with Jethro Tull and Procol Harum topping the roster, will be distributed in the U.S. and Canada under a joint venture arrangement with Warner Bros. The deal means that Procol Harum will no longer that Procol Harum will no longer be released in America by A&M, after an upcoming reissue of the group's first album, containing "Whiter Shade of Pale" which had criginally been released here by London Records.

The Chrysalis label, owned by Terry Ellis and Chris Wright, is five years old. It is distributed in England by Island and by various licensees throughout the world. The record company is an offshoot of Chrysalis Artists, one of the of Chrysalis Artists, one of the biggest music agencies in Europe, with other Ellis-Wright subsidiaries for personal management, publishing and concert promotion. They also own the 3,000-seat Rainbow Theater in London.

Other Chrysalis artists to be re-leased by WB are Wild Turkey, Steeleye Span, Tir Na Nog, Frankie Miller, Cottonwood and UFO. "Chrysalis will open an of-fice in Los Angeles as well as keeping its present office in New York," said Ellis. "We'll hire a general manager, and national progeneral manager, and national promotion men based on each coast." In charge of Chrysalis U.S. activi-

ties is Derek Sutton.
While not actively seeking American artists for their roster, Chry-

salis will keep the door open for U.S. acts which all parties con-cerned agree can be handled best on their label. Chrysalis manages most of the artists on the label as well as many other major English

weil as many other major English groups such as Ten Years After, signed here to Columbia.

"The U.S.A. is the last important market we've come into with Chrysalis as an individual entity," says Ellis. "We took our time to make sure we had everything just the way it should be."

Decca-France Pressing Up PARIS-The British Decca

PARIS—The British Decca France pressing plant at Tourouvre will increase its capacity to 20 million disks a year, the firm's president, L.W. Pelgrims de Bigard, told the firm's annual conference. He said that the AREACEM plant, almost completely renovated after being destroyed by fire three years ago, would thus become "almost certainly the second biggest in tainly the second biggest in France.

De Bigard revealed that Decca turnover last year creased by 88 percent over 1970 and that the frist six months of 1972 had shown a 10 percent rise on the corresponding period in 1971. Autumn prospects, he said, were excellent, especially with such foreign artists in the roster as Gilbert O'Sullivan, Terry Dactyl. Canadian performer Georges Dor,

and Tom Jones.

He added: "Now all our efforts must be turned to French product

which remains the weak point in our catalogs as a whole." In fact, during the past year. Decca has completely overhauled its French roster and has attempted to attract independent artists and producers to the company. New a&r managers have also been ap-

De Bigard noted that the company's continued growth in the classical area, particularly since the Grand Prix awards that were won by French opera star Regine Crespin and conductor Georg Solti who will later this year conduct the Orchestra de Paris. Modifications have been made to presses at Tourouvre to ensure the highest quality classical pressings, he said.

For More Late News See Page 62

Diamond to Broaden Media Scope

By ROBERT SOBEL

bia Records album, according to Diamond, due in 1973.

Diamond said the respite from live dates will begin after his run at the Winter Garden is concluded on Oct. 21—a run which is already sold out for eight of its 20 performances. Other tickets are reportedly selling at a brisk pace.

The Oct. 7 performance will be shown live to Europe via satellite

and the BBC. And it's understood that Diamond and WNBC-TV are holding exploratory talks for a special featuring an in-depth study of the artist and his work.

Diamond's decision to take the sabbatical marks a redirection for the performer and one in which, ne said. "I can give complete concentration to the creative experience of writing tunes for the rec-

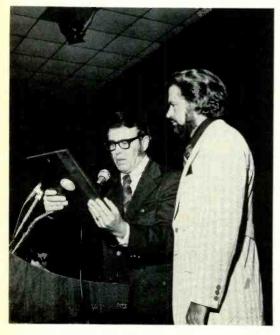
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PART OF THE PANEL at the Sam Phillips testimonial in Memphis sponsored by the Nashville chapter of NARAS. Left to right, Billboard's Bill Williams, Phillips, Billboard's Paul Ackerman, Atlantic's Jerry Wexler, and Wesley Rose, national president of NARAS.



KEMMONS WILSON, left, president of Holiday Inns, tells Sam Phillips stories at a NARAS testimonial for Phillips at the Rivermont in Memphis. Others are Bill Williams, Billboard, who wrote and produced the show; Phillips, and Billboard's Paul Ackerman, who also took part in the presentation.





FRANK JONES, (above) Columbia executive and president of the Nashville chapter of NARAS, presents a plaque of appreciation to Sam Phillips during a testimonial dinner for Phillips in

SAM PHILLIPS (left) displays the plaque which was given to him at a testimonial dinner in Memphis. It reads: To Sam Phillips, who persevered and planned and produced and pioneered and put his creativity to work and became a legend in his and other times and carved his own name in music immortality, making it possible for other names to be carved as well." Paul Ackerman and Jerry Wexler look on.

Musical Isle Promotes Oldies LP's

SAN FRANCISCO — Musical Isle of America and Art Laboe's

Isle of America and Art Laboe's Original Sound label have launched a saturated "Oldies But Goodies" album and tape product promotion throughout Northern California and Nevada running one month through October 8.

The "Oldies But Goodies" product push will encompass 12 original rock 'n' roll LP's and according to Musical Isle Vice president and general manager Vern Cupples is the most concentrated and extensive in terms of promotion extensive in terms of promotion dollars ever initiated by the North-

ern California rack jobber.
All of Musical Isle's chain locations throughout this market will participate along with most of their independent outlets. Chain loca-tions include all area Macy and Emporium stores, all Rhodes and Liberty Houses, all Long's and Raley Drug Centers and all Gottschalk's Department stores. In addition, 45 Grand Auto stores will carry "Oldies But Goodies" 8-track and cassette tapes.

A heavy radio and TV time buy has been set to run concurrently with the month long promotion tieing in the renaissance interest in the rock 'n' roll music of the 50's and early 60's. Many of the radio stations were selected because of their regular programming of this type of product. All radio and TV advertising will feature the theme of "table of memories," a suggested dealer display merchandiser. All participating MIA ac-

counts have been supplied with a large variety of in-depth and dis-tinctive point-of-sale display ma-terial to be spotted throughout heavily trafficked areas. Special displays have already been set-up on the main floors of the San Francisco Macy and Emporium stores and at the Rhodes store in Oakland. All "Oldies But Goodies" product included in the promotion will be offered at discount during the one month period. At the conclusion of the merchandising effort a gold record will be presented to the top stores.

Much of Original Sound's decision in selecting this Northern California MIA branch for their "Oldies But Goodies" product push was predicated on the growing sales demand that has been created for nostalgia rock as a result of the abundance of radio stations in this market now exposing this type of

Agent Sees Rock Artists Developing Theatrical Act

LOS ANGELES—"Rock is going back to show business because audiences are tired of simply seeing musicians stand up and play their sets."

And, according to Marshall Reznick of the Reznick-Bernstein office, the public wants an "entire theatrical presentation, like they're beginning to get from artists like Alice Cooper or Neil Diamond." Reznick feels that with proper

representation, any workmanlike music act should be able to tour for two years on the basis of one hit record.

The small agency recently booked Diamond eight dates within 24 hours after the singer decided he wanted to keep working en route between Los Angeles' Greek Theatre and an upcoming

According to Reznick, a factor in successful agentry is intimate knowledge of clubs and auditoriums across the country. "If the physical factors aren't right the sound, seating atmosphere, security and even ticket pricing any act can feel miserable or put on a bad show. And once an act has run out of cities to bomb in, that's the end of its career.

Reznick and his partner Ben Bernstein both brought 15 years experience in agentry into their one-year-old firm. Their client roster includes Sam Neely, David Ackles, Jackie DeShannon, the Association and Diamond.

Executive Turntable

Jerry Sharell and Ron Weisner named vice presidents of the Buddah Group. Sharrell joined Buddah two years ago to head national promotion and now oversees all general record and artist promotional activities for the company. He was previously promotion man for Mainline Records, Cleveland, Ohio. Weisner was formerly associated with MGM Records, joining Buddah three years ago to establish a total artist relations department. He also serves as right-hand man to co-president Neil Bogart of Buddah. Cecil Holmes, Buddah vice president, is named general manager of all r&b operations for the company, and taking over as national r&b promotion director for Buddah is Johnny Boyd, formerly southern operations director for the company. He is based in Atlanta. Rocky G. named national LP director, r&b product for Buddah. He was affiliated with Music Merchant Records and is a former program director with WWRL, New York. Charles Fox appointed to handle r&b promotion for Buddah out of Chicago.

Charlie Smith named manager, national country sales, RCA Records. He was previously with RCA for the past three years in field sales in the Memphis, New Orleans and Little Rock areas. Prior to this he was an independent distributor in Memphis. .. Ira F. Beal named vice president law, Polygram Corp., having been for the past two years in private practice representing show business interests. He was formerly associated with the CBS News Division as counsel, NBC and the Legal Aid Society.

Ron Oberman named assistant director of information services, Columbia and Epic Records. He was previously with Mercury Records. Karin Berg, chief writer and senior publicity representative with the company, named East Coast manager, Columbia publicity. Betsy Volck, writer and publicist for CBS appointed East Coast manager, Epic and Columbia custom labels publicity. . . . Kathleen Nelson named creative assistant, special projects, Warner Bros. Records. She was previously special assistant to Bob Glassenberg, head of campus promotion and merchandising.

(Continued on page 62)

Non-Musical LP Projects

LOS ANGELES-Record companies have become increasingly bold in experimenting with offbeat nonmusical releases and in many cases are reaching surprising

The whole area of "Theater of the Mind" spoken-word recordings is becoming more acceptable to

the public, many indications show.

A number of stories have already pointed out that revivals on disk and tape of classic radio series such as "The Lone Ranger," "Fibber McGee and Molly" or "Inner Sanctum" are drawing wild rating response as regular features on a wide variety of music stations.

And a fastgrowing national hobby unheard of a few years ago is the collecting of these Golden Age radio shows on cassette.

The growing climate of sales acceptance for records that don't fit into any standard programming categories is demonstrated when a company as successfully market-oriented as A&M will release a live concert album of Groucho Marx and "God Save the Queens," a pro Gay Liberation comedy LP by Sandy Baron.

The whole area of spoken-word recordings has clearly become commercial once more, after a hiatus of several years. This is demon-strated by the gold record sales of

Samuel Clark To Retire From **Broadcast Post**

NEW YORK-Samuel B. Clark,

comedy albums again, by performers ranging from Cheech & Chong to George Carlin.

Probably the closest existing records to the potential disk drama of the future being sketched here are the six Columbia albums by the Firesign Theater. Most of the group's comedy routines are or-ganized into free-form playlets with titles like "Don't Crush That Dwarf, Hand Me the Pliers." These sketches abound with esoteric wordplay straight out of James Joyce and scene after scene of physical impossibility which could only be performed on a nonvisual medium.

One might not have expected the heavily avant-garde Firesign approach to sell significantly, but the fact is that their album sales have averaged 150,000 apiece and are consistently growing.

Buddah has emerged as one of (Continued on page 62)

58, senior vice president of American Broadcasting Companies, Inc., in charge of all Non-Broadcast Operations, and a member of the corporation's Board of Directors, will retire on Jan. 19, 1973. However, his function as corporate officer and board member will cease on

Sept. 29, 1972.
Elton H. Rule, president and chief operating officer, will assume Clark's responsibilities, which include ABC Theatres, ABC Rec-(Continued on page 43)

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THE SOUNDTRACK ALBUM OF THE YEAR. FROM THE TELEVISION SPECIAL OF THE YEAR.



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Letters To The Editor

Hurray for Women

Dear Editor:

It was interesting to note your September 2nd edition, which featured a front page story that re-

ports on the successful use of women as store managers.

Long before "womens liberation," we used this approach in our two Dayton outlets. Although we are primary an automotive operation, we strongly believe that alert, knowledgeable women, reinforced by an attractive appearance and good personality can do as well, or even better, than most

It is a simple and understandable approach. Women have as good a mind as men-but, they happen to appeal more to male customers.

Yours truly, Paul Flacks Seat Cover Jack's Ohio Auto Sound Inc.

Hurray for You

Dear Editor:

My congratulations for a very successful Billboard Convention. I'm sorry my schedule wouldn't permit my attending more sessions. However, the ones on animal husbandry and the governmental spaying of record promoters were certainly well received.

There was an oversight during my speech at the luncheon that I feel badly about. I failed to men-tion the great job done by Jeff Bates and Don Ovens of your staff. It was obvious they worked their fannies off. (We noticed this when they tried to sit down.)

Naturally I was very moved by the standing ovation given me after my talk. It gives a fella a large lump in his throat when a peer group will do that for you. It was really heartwarming!

Thanks again for what you and Billboard's staff are doing for our great radio industry.

Cordials, Gary Owens KMPC 5858 Sunset Blvd. Hollywood, Calif.

Corrected Quote

Dear Editor:

Upon reading the September 9 Billboard, I find I have been mis-

quoted.
On page 25 of that issue, in the radio programming session 12 cap-tion, I did not at any time make a statement pertaining to tip sheet people as "monsters." My question on the floor was "Were there any people in the audience who had an people in the audience wno nad an opinion on tip sheets, and, don't you think the business could, or should, be back in the hands of the promotion people? It was in the form of a question to stimulate some interest in the meeting, and it did! and, it did!

Sincerely, Red Schwartz Director, Special Projects
UA Records Hollywood, Calif.

1965 'Candidate' Score in Reissue

LOS ANGELES - The 1965 soundtrack of the film "The Candidate" will be reissued by pro-ducer Maurice Duke through independent distribution. Originally the score was released on Jubilee.

The reissue coincides with the release of the movie, causing somewhat of a confusing situation since there already is a Warner Bros. film called "The Candidate" starring Robert Redford. But there is no soundtrack LP on WB. The 1965 "Candidate" features

music by Steve Karmen conducting a small band. The actors are Mamie Von Doren, June Wilkinson, Raechel Romen and Ted Knight. Duke is himself re-releas-ing the film this month in 11

EDITORIAL

Opening the Curtain

East and West can meet, as President Richard Nixon has admirably demonstrated via the successful conclusion of trade and agricultural deals with the Soviet Union and China.

Let us hope the administration goes one step further and seeks to achieve cooperation with the Soviet Union and several other countries on the matter of intellectual property.

We urge the President to take up this cause, for any positive action would greatly improve international cultural relationships and provide adequate compensation to deserving creative talents.



THREE VIEWS of UDC's recent national meeting involving UA, MGM, Polydor and members of their individual families of labels. At left: UA Corp. president David Picker opens the meeting. Above: a country music session involving Biff Collie, UA's country chieftain, Michael Stewart, UA Records president; Kelso Herston, country producer and artist Del Reeves. Below: MGM Records president Mike Curb congratulates Mike Lipton, newly named UDC president.





Herd, Dallas Orch Cut

DALLAS—Woody Herman and the Thundering Herd will record with the Dallas Symphony Orches-

tra during a concert planned for the Apparel Mart here Sept. 29. Featuring the music of com-poser-arranger Alan Broadbent, the album title will be "Woody Herman, the DSO and All That Jazz.

The date will mark the world premier of four Broadbent compositions: "Variations on a Scene,"
"Where Do You Go From Here,"
"The Children of Lima," and "Two Face."

Broadbent has been with the Herman group for 21/2 years. The 15 Herdsman will appear

with the symphony as part of its DallaSound series, a new venture into the pop field for the orchestra under the direction of Anshel Bursilow

According to Herman's manager, Hermie Dressel, they hope to distribute the LP, being produced by Thundering Herd Productions, through A&M Records.

SEPTEMBER 23, 1972, BILLBOARD



Coming off their trans-continental hit single, "Take Me Bak 'Ome," Slade really delivers with their dynamite new album, SLADE ALIVE! Pick up the album that's bringing people to their feet all over the world. SLADE is outrageous. And so are the sales.

SLAPEAUVE: PD 5508

- **Y?** We defy you to be unmoved . . . Turn the volume way up . . . blast yourself into a damn good time. **??** —*CASH BOX*
- TT Superhot British group should soon be equally popular in this country. 77 —BILLBOARD
- TT Slade now find themselves in a position which could be parallel to that of the Rolling Stones in 1964. TT — Chris Charlesworth, MELODY MAKER
- TT New Slade ("Slade Alive") is a killer. TT

 —Jon Tiven, NEW HAVEN ROCK PRESS
- Quitarist Dave Hill maintains an insane grin on his face while jumping on and off his speaker cabinets and scattering silver confetti around at regular intervals . . . a natural festival band. ?? —MELODY MAKER
- Going to see Slade live is like attending a drunken party. You can see what's happening but you don't believe it! 77 —Julie Webb, NEW MUSICAL EXPRESS
- This is definitely the album of the year...
 The louder you play it the better it sounds
 ... You'll know in the first three seconds
 as I did, when I found myself stomping and
 clapping along with the audience...??

 —Lillian Roxon, N.Y. SUNDAY NEWS
- **T Slade . . . They're fantastic performers and make very good records. They're everything a group should be. . . Slade take your choice from rumbustious, rollicking, rowdy, rude, rough. **T Mike Chapman & Peter Jones, RECORD MIRROR**

TEnergy, Flash and Fun. 77-DISC



Stratford Opens on Coast; **Eyes New Usage Markets**

LOS ANGELES—Stratford Mucic Corp., specialists in show and film scores, is making a bid into

moving?

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8

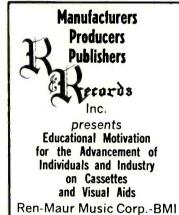
the television and commercials

The campaign is being spear-headed by Stan Styne, newly hired West Coast professional manager, who is also establishing a local office for the first time for the 12-year old Eastern based com-

The administration of Stratford continues to remain under the Chappell organization, with Styne's appointment the first made on the Coast by the firm jointly owned by Betty Comden, Adolph Green, Stephen Sondheim, Jule Styne and Leonard Bernstein

Styne will be working with Ben Baumer who runs Stratford's Man-hattan office. Styne will shortly open his own office, with his time initially spent in making contact seeking placement of the firm's material with TV producers and the commercials field

Stratford will publish the score for the forthcoming Carol Channing musical, "Loreli," which opens on Broadway next January. opens on Broadway next January. Its catalog consists of material from such productions as "Gypsy," "Billion Dollar Baby," "Hallelujah Baby," "Say Darling," "Bells Are Ringing," "Wonderful Town," "Bonanza Bound," "Do Re Mi," "Fade in Fade Out," "First Impressions," "Hazel Flagg," "Knickerbocker Holiday," "Living It Up," (Continued on page 43)



Representatives Publicity Distributors R&R Records, 666 Fifth Ave., New York, New York (212) PLaza 7-3638

R.R. Music-ASCAP

Off The Ticker

RCA has declared its regular quarterly dividend of 25 cents per

common share, payable Nov. 1 to shareholders of record on Sept.

18. . . . Marvin Josephson Associates, which had announced a 335,000 share secondary stock offering, then postponed it, has formerly canceled its plans. The company cited "market conditions" as reason to scrap the secondary. Warner Communications Inc. has registered a proposed secondary public offering of 791,247 common shares with the Securities and Exchange Commission. The offering has a current value of about \$30.8 million. . . . Securities now in registration are the following: Cas-sette-Matic Inc., Roslyn Heights, N.Y., producer of audio and video tape cassettes for educational, en-tertainment and institutional markets, has filed for 100,000 common with warrants to purchase 200,000 additional shares, to be offered in units of one share and two warrants; and Lease & License Ltd., Oceanside, N.Y., has filed for 312,500 common, with the offering expected in October. Lease & Licensee, a unit of NMC Corp., will use the proceeds to repay will use the proceeds to repay debts. . . Decca Ltd., London, reported record after-tax profits of about \$10.6 million for the fiscal year ended March 31, compared with \$4.7 million the previous year. Sales increased to about \$212 million in the fiscal year. . . RCA has sold its Memphis plant to two executives of Holiday Inns or \$9 million. Originally intended for million. Originally intended for consumer electronics production, RCA closed the facility in 1970.

Capehart Corp. has filed a registrative statement with the Capehart Corp. istration statement with the Securitie and Exchange Commission for a public offering of 643,000 common shares, of which 350,000 shares will be offered by the comshares will be offered by the company for debt repayment and to increase working capital. The majority of the remaining 293,000 shares will be offered by State Mutual Life Assurance Co. of America. . . . Major Electronics Corp., marketer of audio equipment, is planning to register with the Securities and Exchange Commission a proposed combination public ofa proposed combination public of-fering of 225,000 common shares. The company plans to sell 150,000 shares to repay debt and augment working capital. Certain selling stockholders will offer the remaining 75,000 shares. . . . Sony Corp., Tokyo, is increasing its earnings forecasts for the parent company to \$23.7 million from \$16.9 million in the second half ending Oct. 31 from a year ago. Earlier estimates had placed the second half at \$22.1 million. Sony expects the parent company's sales to climb to about \$357 million from \$263.6 million for the six-month period. Export volume, the company stated, will jump 28 percent from the year be-fore, to account for 54 percent of the company's sales. Audio equipment and video tape recorder sales will rise 36 precent from a year before, television sales will gain 18 percent and tape recorder sales will post a 10 percent increase.

Earnings

HANDLEMAN CO.

1st qtr. to July 31: 1972 1971 \$ 22,304,000 1,318,000

Year to June 30:	1972		1971
Sales \$ Net income	7,157,000	\$	6,354,000
Net income	194,000	,	54,000
Tax credit	78,000		37,000
b-Net income	272,000		91.000
Per share	a.27		a.08
a-Based on	income befo	те	tax credit.

Market Quotations

NAME	1972	1	Week's Vol.	Week's	Week's	Week's	Net
NAME	High	Low	in 100's	High	Low	Close	Change
Admiral	27	8	545	1 43/4	14	14	- 1/
ABC	811/2	25	873	733/4	71	731/2	+ 13
AAZ Corp.	153/8	67/8	46	123/8	111/2	115/8	- 1
Ampex	257/8	6	960	63/8	6	61/8	- i
Automatic Radio	141/4	5	43	61/8	55/8	53/4	- i
Avco Corp.	207/8	121/2	271	16	15	151/a	- 3,
Avnet	155/8	81/4	580	123/4	121/8	123/8	+ 1
Bell & Howell	733/8	321/8	318	65	61	62	- 31/
Capitol Ind.	217/B	61/4	49	81/4	73/4	8	+ 1/
CBS	63	301/8	582	583/8	561/2	57	- v
Columbia Pictures	173/8	65/8	165	101/2	10	10	- i
Craig Corp.	9	25/8	75	51/2	51/8	53/8	- i
Creative Management	173/4	75/8	26	11	10	103/8	- 3/
Disney, Walt	2013/4	77	846	181	1733/8	1793/a	- 1/
EMI	6	3	124	43/8	41/B	41/8	- y
General Electric	701/4	527/8	1485	671/8	641/4	65	- 13
Gulf + Western	443/4	19	936	351/4	33	333/4	- 11/
Hammond Corp.	14	81/2	369	14	125/8	127/8	- 7
Handleman	47	103/4	1758	131/2	103/4	131/8	+ 21/
Harvey Group	87/a	31/8	86	55/8	43/4	5	- 3/
nstruments Systems Corp		37/8	258	43/8	4	41/8	- 1
TT	673/ ₈	457/8	5146	547/8	515/a	521/8	- 23/
Lafayette Radio Electroni		313/4	81	371/2	35	355/8	- 13/
Matsushita Electric Ind.		161/4	1494	241/4	231/4	237/8	+ 1/
Mattel Inc.	521/4	123/4	1515	145/8	123/4	143/8	+ 7/
MCA	353/4	173/4	142	251/8	231/8	231/2	+ 13/
Memorex	791/2	165/8	746	173/8	161/a	161/4	,
MGM	267/a	151/2	205	213/8	207/8	211/4	+ 1/2
Metromedia	39	173/4	204	361/4	34	34	- 2½
3M	853/4	743/4	1357	793/4	751/4	791/8	- / .
Morse Electro Products	405/8	373/8	246	393/8	373/8	373/a	$\frac{-1}{2}$
Motorola	1297/8	511/2	1066	1161/4	111		
No. American Philips	393/4	217/a	89	365/8	355/8	1151/2	+ 1/2
Pickwick International	511/2	32	228			353/4	
Playboy Enterprises	251/8	161/2		451/2	441/4	441/4	- 1/
RCA	45		118	187/8	181/4	185/8	+ 1/
Sony Corp.		26	1770	357/8	333/4	333/4	– 2
	481/8	141/4	2475	44	421/2	431/2	+ 1
Superscope	325/8	91/8	119	141/4	131/2	133/4	+ 1/4
landy Corp.	49	303/8	666	36	341/2	343/4	- 7/
Telex	223/8	61/8	500	75/8	7	7	- V
Tenna Corp.	111/2	41/4	416	71/8	6	63/4	- 1/4
Transamerica Trianal	221/2	137/8	1158	177/8	17	171/2	- 1/
Triangle	223/4	143/8	36	161/8	155/8	16	+ 1/4
20th Century-Fox	17	75/8	8482	107/8	101/4	103/4	+ 1/4
Viewlex	127/8	55/8	243	67/8	61/2	61/2	- 1/
Warner Communications	501/4	257/8	1065	401/2	38	391/2	+ 5/
Wurlitzer	201/4	101/B	29	177/8	173/8	173/8	- 3/
Zenith	547/8	363/8	544	461/8	441/8	445/8	- 7/1

OVER THE COUNTER*	Week's	closing Week's Low	Week's	September 14, 1972 OVER THE COUNTER	Week's ' High	Week's Low
ABKCO Ind.	7	61/4	61/4	Integrity Entertain. Koss Electronics	4	3
Bally Mfg. Corp. Cartridge TV	513/4 281/2	48 26	513/ ₄ 27	Magnetic Tape Eng.	33/8	3
Data Packaging	57/8	53/4	53/4	Mills Music NMC	121/ ₂ 87/ ₈	121/2 81/2
Gates Learjet GRT	145/8 33/4	13 25/8	145/8 33/4	Recoton Schwartz Bros.	35/8 67/8	31/2 63/4
Goody, Sam	61/4	61/8	61/4	Telecor Inc.	243/4	22

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

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Insiders Report

WASHINGTON—The Securities and Exchange Commission's July summary of insider transactions reports trading by officers and directors and other holders of stock in the following companies of direct or related interest to Billboard subscribers. Unless otherwise noted, transactions are in common stock, and Exchange stocks are reported first, followed by over-the-counter. The SEC report is no longer identifying types of indirect holdings, but simply reports everything not held personally as "indirect."

Admiral Corp—R.D. Siragusa sold 4,500 shares held indirectly, leaving him 122,268 shares held indirectly, and none held person-

Avco-A. Kantrowitz sold 5,000 shares, leaving him 11,750.

Bell & Howell-W.B. Graham bought 2,000 shares, giving him 10,000 shares held personally, 500 indirectly.

CBS—J.A. Schneider sold 4,000 shares, leaving him 14,249.
Columbia Pictures—A. Schneider sold 6,000 shares held indirectly, leaving him 1,628 in this category, and 205,075 shares held personally.
Walt Disney Prods. — D.A. Escen exercised option to buy 1,126 shares, giving him 2,170.
V.H. Jefferds bought 3,216 shares, giving him 7,509. giving him 7,509.

General Electric-The following exercised option to buy: M. Bart-lett Jr. 1,296 shares, giving him 2,634; J.F. Burlingame 1,000 shares, giving him 1,120; H. Cross,

2,200 shares, giving him 3,680; W.D. Dance 1,300 shares, giving him 4,020; O.L. Dunn 2,666 shares, giving him 11,737; R.H. Jones 3,872 shares, giving him 11,120; M.F. Kent 1,106 shares, giving him 13,500; C.G. Meloun 1,826 shares, giving him 4,657; B.O. Roberts 370 shares, giving him 858, and H.L. Weiss Jr. 2,178 shares, giving him 11,224.

shares, giving him 11,224.
Gulf & Western—C.G. Bluhdorn reported holdings of 469,464 shares reported holdings of 469,464 shares held personally, and buy of 55,229 shares by private transaction for indirect holdings, giving him 572,315 shares held indirectly. E.W. Kelley reports disposal of 7,925 warrants leaving none held personally, and 2,000 held indirectly. Harvey Group—M.E. Gellert reported buy of 14,453 shares for indirect holdings, giving him 99,953 in this category and 2,500

953 in this category and 2,500 held personally. M.N. Kaplan acquired 334 shares giving him 3,334. H.F. Sampson Jr. bought 17,000 H.F. Sampson Jr. bought 17,000 shares, giving him 16,523 held personally, and 77,553 shares held indirectly. directly.

In over-the-counter stocks: Cartridge TV—T. Kolle Jr. re-

Cartridge TV—T. Kolle Jr. reported zero personal holdings, but interest in Hornblower & Weeks Hemphill Noys trading account, which reported April and May buys in the amount of 134,955 shares, sales of 140,796, coming up short 429 shares in May.

Data Packaging — G. Mathus exercised option to buy 3,376 shares, giving him 6,750 held personally, and 1,023 shares held indirectly.

directly.

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THIS WEEK-BILLBOARD 89 1!





Talent

U.K. Musicians **Get Session Hike**

By RICHARD ROBSON (Staff Member, Music Week)

LONDON-Studio musicians in the U.K. are to be paid an extra \$7.50 for a general recording session under a new deal with the British Phonographic Industry completed last week by the Musician's Union. Under the agreement, which lasts until at least the end of next year, musicians' rates per three-hour session (maximum recording time, 20 minutes) will be increased from \$30 to \$37.50—the full amount the union was asking.

The rate for a two-hour session (maximum recording time, 10 minutes) has also been increased, from \$22.50 to \$28.10—the MU asked for it to be raised to \$30 per session. Overtime rates also go up from \$3.75 to \$4.40 per 15 min-

General recording classifies ses-

****** LITTLE ELMO

And he taketh his crystal ball in his hands and while his thoughts floweth through as sunshine unto thy planet he sayeth unto me - "It is time returneth, for they have discovereth false gods and are ready for the new age."

I hath been made to walk thy desert sands and my lips hath been parched and ye hath offered me water and as I reacheth out ye hath poureth it unto the sand, and in my thirst I have felt compassion and as ye have been taught to fear that which you do not understand ye maketh me carry thy cross to thy hill where ye have seen with thine own eyes an example of thine own ignorance.

Oh man of earth . . . in my offense to thee wouldst thou again crucify he who bringeth the word of God and again sayeth, "In God We Trust."

Then with His words I bringeth thee mathematical formulas to universal powers.

Yea in lessons to come ye shall know that ye need not be afflicted as for every chemical structure there is but another to change it.

This is the dawning of the new age and I sayeth unto thee -in the beginning He giveth thee matter as in its interwoven magnetic fields lie the pattems of kinetic energies bringing identity to His image.

And as His current floweth through and oft times thy bodies seem but rivers of genetics born of universal impulse - thou art his children-and thine is the kingdom, the power, and the glory of God - giver of life - as thy heart beareth on and taketh thee along the divine path of evolution.

Hello. My name is Elmo. Prologue from the book, "Introductions" Printed with nermission of Little Elmo Publications ***********

10

sions outside the sphere of symphony, opera, ballet and chamber orchestra work for which new rates were negotiated on a two-tier system effective from March 1, with a further increase due on Jan. 1, 1973.

The new general rates come into effect immediately irrespective of whether sessions have already been booked and replace a previously negotiated agreement which expired at the end of June. Consequently, commented Geoffrey Bridge, director of British Phonographic Industhe agreement in effect lasts for 18 months—a compromise between the two-year deal BPI was seeking and the one-year agreement the union was hoping to

Bridge added that the BPI Ad Hoc committee will be meeting informally with the MU during the next few weeks to discuss general recording topics. Independent producers are invited to contact Hugh Mendl of British Decca, a member of the Ad Hoc committee.

SAM NEELY

Troubadour, Los Angeles

Every now and again a new performer makes his major club

debut and displays a quality of a future superstar. Such was the case of Capitol Records find, Sam

Neely, in his initial performance at

the Los Angeles Troubadour. Neely at this early stage possesses

a magnetic and dynamic drive dur-

ing his performing, that strengthens

his meaningful original song material. His writing runs the gamut from the sensitive mood of his hit ballad, "Loving You Just Crossed My Mind" to the thought-provok-

my Mind" to the thought-provoking "Every Day Is the Same as Today" to the rhythm ballad, "Long Road to Texas." His "Blue Time" is also a standout.

Neely's patter is held to a minimum and effectively so. He's a true troubadour of his day and it is obvious he will swiftly build into an important record concert and

an important record, concert and

club act, as evidenced by the strong audience reaction.

DON OVENS

TONY BENNETT

LOS ANGELES

PHILHARMONIC

Hollywood Bowl, Los Angeles

lad style melded beautifully with the orchestra's violins and cellos

which provided him with a rich undercoating for his melodies Wednesday (30).

chestra's pension fund and for many in the house, it was the first

time they had seen the Philhar-monic work with as prestigious a name as pop balladeer Bennett. In fact, Bennett was rewarded

with a rousing, standing ovation. He did two encores and then left

audience

more. The result: reaffirmation of

his communicative skill and his

strong following which turns out to see him work in person.

The first half of the program presented Zubin Mehta conducting

the old war horse, Beethoven's "Symphony No. 5 in c minor, Op. 67" and this delightful work set

up the mood for Bennett's em-

phasis on soft, slow tempo tunes. He sang 17 numbers during his

one hour set, smiling and vamping

around the stage and thoroughly enjoying himself despite his sing-

ing numbers which have been his

demanding

The concert benefited the or-

Bennett's smoothly flowing bal-

Talent In Action

Signings

Marjoe has been signed to a long-term recording contract with Chelsea Records, according to his manager, Norman Weiss. Wes Farrell, president of Chelsea, will produce Marjoe's first LP under the label, with a release date set for late October. Following the recording sessions in Chelsea's West Coast studios, Marjoe will embark on a 20-city tour. Whole Oats. on a 20-city tour. . . . Whole Oats, with Daryl Hall and John Oates, have signed a long-term, exclusive contract with Atlantic Records. The group Casper has been signed by Richard Talmadge of Musicor Records to a record contract. Their first LP is due for a fall release.

British group If has signed with Metromedia Records and will debut their first LP late in September Explanation. debut their first LP late in September. Following the release of the album, the group will begin a U.S. promotion tour. The Four Tops have signed with ABC/Dunhill Records. Steve High has signed a long-term contract with Bruce Patch Productions of Boston. He was the lead singer of Brother Fox on Capitol Records. Ida Sands has been contracted Ida Sands has been contracted by LuRay Records and will embark on a 20-city promotion tour

(Continued on page 14)

Repertoire-wise, "I Want to Be Happy" opened the program and established the trend and then the

gears shifted way down slow to allow for "Theme From Summer of '42," "Something," "Maybe This Time," "Smile," "Once Upon a Time," "Catch The Wave," "For Once in My Life," and "I Can't Give You Apythic But Leve!

Give You Anything But Love."
Bennett's pianist John Bunch and
his rhythm section laid down some

jazz flavored backings behind sev-

eral of the tunes as a contrast to the large orchestral colorations.

There were some flashy, up-tempo tunes like "Mimi," and "What the World Needs Now Is Love," with the inevitable "I Left My Heart in San Francisco" ac-companied by film clips from a former TV special. "If I Ruled the World" was the closer, and the tune which sparked the crowd to

the World was the closer, and the tune which sparked the crowd to demand and demand, but Tony had asserted that he did indeed rule the Bowl and that was enough.

ELIOT TIEGEL

From The Music Capitals of the World

DOMESTIC

NEW YORK

Carmita Jimenez will begin a headline appearance at the Chateau Madrid Thursday (21). Los Muchachos de San Juan will join her on the bill. . . . Quincy Jones and Roberta Flack will appear in concert at Carnegie Hall Friday (22) and Saturday (23).... The Jimmy Damon Show, with Pat Kiefer and Pam Corrigan, reopened the Persian Room, now under a new management policy, Friday (15). . . The Winter Gar-den opened its doors two weeks earlier than expected to handle the sale of tickets for Neil Diamond's 5-21 appearances. Grateful Dead will close the Garden State Summer Music Festival at Roosevelt Stadium in Jersey City Tuesday (10) City Tuesday (19). monic Hall's Fall series of popular music will include Dayton Clayton Thomas Oct. 15, Randy Newman (20), Seals & Croft (27), Loggins & Messina (29), Tom Rush Nov. 17, Gordon Lightfoot (24), Kris Kristofferson Dec. 3, Harry Chapin Dec. 10 and Eric Anderson Jan. 6.

Diana Lynn performed at the Diana Lynn performed at the Inn on the Campus in Rochester, N.Y., Sept. 11-16. . . . Tony Cabot and his orchestra will celebrate his eleventh year at the finals of the Harvest Moon Ball Friday (21).

Joining Cabot as headline entertainers will be Bob Hope and Eddy Arnold. David and Deanna Lucas can be heard as the featured vocalists in a domestic wine commercial. ... Richie Wach and Mike Michaels have finished and Mike Michaels have finished scoring an animated package for Sesame Street. Loudon Wainwright III will be appearing at Max's Kansas City Sept. 20-24. ... "Jacques Brel Is Alive and Well and Living in Paris," with Elly Stone and Joe Masiell, opened a limited engagement on Broadway. limited engagement on Broadway at the Royale Theater Friday (15).... The Meyer Davis Organization

will handle the music and enter-tainment coordination at the Stat-ler Hilton hotels in New York and Washington. . . . Melanie will embark on a ten-nation tour for the benefit of UNICEF Friday (22). ... Joanne Peretta and Kenneth Bichel will end an engagement at Gerdes Folk City Monday (18).

The First Moog Quartet have been booked by Sol Hurok for a three-week national tour, com-Bremers will appear at the Jewish Guild's benefit for the blind Oct.

1. . . Folk-singer Tommy Makem has been appearing at Kenny's Castaways.

JIM MELANSON

Joey Heatherton has all the

JOEY HEATHERTON Waldorf-Astoria Hotel, N.Y.

attributes—a fine voice, a pretty face, sex appeal and taste. She displayed them all most generously at her opening Sept. 12. Her voice had range and power, matched by accuracy and command. She puts these vocal skills to the best of use, adding her high-voltage energy and her dancing routines which were not all routine-into 50 minutes of exciting entertain-

The MGM Records changes costumes five times, all showing her "body power" to its best advantage. During these interludes she received excellent support from two male dancers who work alone, then with Miss Heatherton. Her singing was at its best with gutsy songs such as "Candy Man," "Then I'll Be Happy" and "Gone," her hit single. Tommy Oliver conducted.

BOB SOBEL singing

JOSE FELICIANO

Palace Theater, New York

Jose Feliciano, playing before a full and highly receptive audience, carried the evening, both vocally and instrumentally, in professionalism and a quality sound. Interlacing his one-man show (Continued on page 13)

LOS ANGELES

Those long-rumored negotiations, by the same basic group of L.A. music men who opened the successful Rainbow Bar, to start a new rock nitery are still in progress. But now more possible sites have en-Almond filed suit to bulwark their resignation from Blue Thumb Records and joins the Joe Cocker tour this month. . . . It's actor Rip Torn as "Long John Silver" in the Jefferson Airplane album posters. . Lou Adler got back his \$1 million bond from the Bambu Co. of Spain when it was shown that Cheech & Chong's use of their logo for the "Big Bambu" album didn't damage reputation or sales of the cigarette paper manufac-

Rick Nelson named favorite son of the Sacramento Chamber of Commerce for his California State Fair efforts. . . Bizarre Records' fantastic softball winning streak over UA, Capitol and Tower was ended in a tight stready with ended in a tight struggle with Warner Bros. . . Grunt Records got out six albums their first year. Who and Osibisa available via

MCA. . . Heywoods closed the show in New Orleans so the Osmonds could get on their bus for the next stop. Crowd of 18,000 stayed in the rain to hear the supporting act.

'Motorcycle Mama" contest on KKDJ giving away a Harley. . . . Engelbert Humperdinck fans got 100,000 signatures petitioning a new TV series for their main man.

... Playboy launching mammoth U.S. campaign to make Bjorn & Benny as big here as they are in Sweden and Japan. First step is a look-alike contest.

Dillards into Troubadour Sept. 19 and hope to have their new single out in time. . . . Warner releasing the Beaver & Krause album market-by-market. Electronic music duo's "All Good Men" out in San Francisco and I A so out in San Francisco and L.A. so far. . . . Black Oak Arkansas far. . . Black Oak Arkansas filming a 30-minute promo documentary for airing in conjunction with tour dates.

Leon Russell's tour will gross \$2.8 million... New T. Réx English album collects 20 recent unissued tracks. Pink Floyd unissued tracks. . . Pink Floyd carrying its own backdrop film clips on next tour. . David Cassidy on his first European tour.

Macondo, Gladstone and

Freddie Kink due at the Whisky. ... Elektra rush-releasing a Ronee (Continued on page 14)

3 Dog Night's Continent Tour

NEW YORK—The Three Dog Night, following a record U.S. tour which grossed over \$5,750,000 and drew more than 1,500,000 people, will begin a three continent. 26-concert tour Tuesday (26).

Scheduled dates include a taping of a BBC television special Oct. 2, the Sundown Theater, London (6), the Alexandria Palace (7), Manchester (8), Zurich (10), Mannheim, West Germany (12), Munich (16), Stuttgart (17), Frankfurt (18), Rome (20), Milan (23), Auckland, N.Z. Nov. 28, Brisbane, Nov. 30, Dec. 1, Sidney (3), Md. Nov. 30-Dec. 1, Sidney (3), Melbourne (5-6), Adelaide (8-9), Perth (12) and Japan, with concerts in Budo Comp. Tokyo, Magoi, Kilto and Osaka, Dec. 16-22.

T. BREWER'S **1ST LIVE LP**

LAS VEGAS-The Amsterdam label will record singer Teresa Brewer live during her appearance at the Frontier here. Supervising the recording will be Reice Hamil.

It will be Miss Brewer's first

live recording.



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Campus News

What's Happening

By SAM SUTHERLAND

Service Station: Clinton Community College in Plattsburgh, N.Y. is organizing a campus station. WCCC will service that community, and, while details for that operation are yet to be finalized, the station has already announced a staff including Oreg Eccles as program director and Sandy Burnell as operations director. Further information about the station and its plans for the future may be obtained from Eccles and Burnell at the station, c/o Clinton Community College, Bluff Point, Plattsburgh, N.Y. 12901. . . Neil Monastersky, general manager for WRCC at Rockland Community College in Suffern, N.Y., notes that that station "needs service desperately, except from our man of the week, Frank Shargo of Columbia." While Shargo is no longer handling campus for CBS, Monastersky would appreciate hearing from other labels.

Campus Gold: Ray Caviano of London Records has offered news of one excellent example of the potential power of campus airplay. A campus programmer has been awarded a gold record for his role in breaking an important single for that label.

The prigrammer is Jay Meyers of WKDU and WKDU-FM at Drexel University in Philadelphia. Meyers has been distributing his own tip sheet for some time, and one record that received continued support was "Alone Again (Naturally)," Gilbert O'Sullivan's millionselling MAM single.

For his persistence, Meyers has received a gold record that certainly suggests that college support is indeed vital.

* * * Shapes of Things

Campus folk are now returning to the playing fields of Eton, Cambridge, Kalamazoo and, quite probably, Tierra del Fuego. That means increasing activity between stations and record companies, student promoters and booking agencies, student film operations and distributors. It also spurs the Campus Editor to note that Billboard's Campus News section will return to its expanded form with the next issue.

At this point, it might be useful to note that some changes are in store: the triple-play summer format has proven somewhat more useful, and that coverage will be continued while radio folk pick up steam for the coming semester. Hence, correspondents should send at least three picks, fully identifying station (call letters, school, and location, along with the reporter's name) and record (title, artist, label). Where necessary, stations will be included on a rotating basis to provide maximum coverage.

At the same time, that format is being re-evaluated, and sug-

gestions are always welcome.

With next week's page, film news will begin its run as a separate feature on this page. Campus concert life will also be examined extensively.

PICKS AND PLAYS: SOUTH—Tennessee—WRVU-FM, Vanderbilt University, Nashville, Mike Anzek reporting: "Speak To The Sky," Rick Springfield, Capitol; "I'll Be Around," The Spinners, Atlantic; "Teenage Heaven," (LP), Daddy Cool, Reprise. . . . Georgia—WVVS-FM, Valdosta State College, Valdosta, Bill Tullis reporting: "Volume Four," (LP), Black Sabbath, Vertigo (Import); "Close To The Edge," (LP), Yes, Atlantic. . . Texas—KSMU, Southern Methedist U., Dallas, Ben Morton reporting: "Band of Angels," (LP), Alan Parker, Decca; "Strange Affair," (LP), Help Yourself, United Artists; "Super Fly," (LP), Curtis Mayfield/Soundtrack, Curtom. . . . Kentucky—WEKU-FM, Eastern Kentucky U., Richmond, Hal Bouton reporting: "Music Is the Message," (LP), Kool and the Gang, Delite; "Black & White," Three Dog Night, Dunhill; "Sundown Lady," (LP), Lani Hall, A&M. . . . Maryland—WMUC, U. of Maryland, College Park, Mark Kernis reporting: "Break Another Heart," Cass Elliot, RCA; "California Man," The Move, United Artists; "Casey Kelly," (LP), Casey Kelly, Elektra. . . . WJHU, Johns Hopkins U., Baltimore, George Wicke reporting: "Supersonic Rocket Ship," (LP cut, Everybody's in Show Biz), The Kinks, RCA; "The Blues I Play For You," (LP), Albert King, Stax; "Black Kangeroo," (LP) PICKS AND PLAYS: SOUTH—Tennessee—WRVU-FM, Van-Blues I Play For You," (LP), Albert King, Stax; "Black Kangeroo," (LP), Peter Kaukonen, Grunt.

EAST-New York-WAER-FM, Syracuse U., Syracuse, Tony Yoken reporting: "My Time," (LP), Boz Scaggs, Columbia; "Offering," (LP), Larry Coryell, Vanguard; "Best of Otis Redding," (LP) Otis Redding, Atom Atco. . . . WOCR, S.U.C. at Oswego, John Kraus reporting: "Baby, Don't Get Hooked On Me," Mac Davis, Columbia; "Don't Do It," The Band, Capitol: "Are You Sure," Staple Singers, Stax... WNTC, S.U.C. at Potsdam, Lee Maisler reporting: "Geronimo's Cadillac," Michael Murphy, A&M; "The Mosquito," The Doors, Elektra; "La Croix," (LP), Jerry La Croix, Epic... WSUA, State U. at Albany, R. Cohen reporting: "Foghat," (LP), Foghat, Bearsville; "Valerie Simpson," (LP), Valerie Simpson, Tamla; "Winds of Change," (LP), Peter Framnton. A&M

Pennsylvania—WKDU WKDU-FM Peter Frampton, A&M. . . . Pennsylvania—WKDU, WKDU-FM, Drexel U., Philadelphia, Jay Meyers reporting: "Walk On, Don't Look Back," The Four Seasons, MoWest; "Forgotten Child, Forgotten Man," Bobby Arvon, MGM; "I Ain't Never Seen A White Man," Wolfman Jack, Wooden Nickel. . . WRCT, Carnegie-Mellon U., Pittsburgh, Brad Simon reporting: "Mar y Sol Festival," (LP), Various artists, Atlantic; "Rocky Mountain High," (LP), John Denver,

(Continued on page 22)

Talent **Action**

• Continued from page 10

with Feliciano standards, "Light My Fire," "California Dreamer,"
"High Heel Sneakers" and selections from his new RCA LP, "One
More Mile" and "Once There Was a Love," he reflected an artist who has it "down" in "a" sound but who is still moving out in creative directions.

Two high points of the evening, among many, were the theme song from "Shaft," with Feliciano on the electric guitar, and Paul Williams' "We've Only Just Begun," sung ever so delicately by Feliciano.

Balancing his vocal prowess with his musicianship, he played the Puerto Rican quartro, "Zorba the Greek," the acoustic guitar for many of his standards, as well as some classical pieces, and the electric guitar, for the remaining material. He is a solitary figure on stage, but quite complex with talent. JIM MELANSON

DAVID **CLAYTON-THOMAS** SYREETA

Troubadour, Los Angeles

David Clayton-Thomas' first appearance since his New Year's Eve farewell performance with Blood, Sweat & Tears established conclusively that the mellow, laidback element of his writing and singing talents is equally as compelling as the high-intensity gut-booming style he stressed with

Clayton-Thomas is an artist changing to a new and broader approach and it will take some time before he's totally comfortable with it and before his audience is educated to it. But with his outstanding back-up musicians, the Sanctuary Band, Clayton-Thomas showcased his new songs

Syreeta is a young MoWest artist with a remarkably strong, wideranging voice. Her set, backed by some of Motown's super session corps, was technical perfection and lacked only that final patina of distinctiveness to move her performance from promising to awe-some. NAT FREEDLAND

LEON RUSSELL SHOW **NITZINGER**

Forum, Los Angeles

In a heavy long weekend of Los Angeles concerts which saw Rod Stewart, the Jackson 5, Chicago and the Kinks coming through on successive nights, Leon Russell's traveling revival show was by no means the weakest package on the list. Russell gave the packed Forum nearly two hours of high-voltage drive music, after a brief voltage drive music, after a brief but powerful opening set by Nitz-inger. And for the last 25 minutes or so, he had the 18,000 audience on its feet, jumping and clapping. This is unique to Southern Cali-forn a concerts forma concerts.

Imagination and creativity were the hallmarks of Russell's construction of an evening's music. Rev. Patrick Henderson and his soul sister trio were integrated into the full presentation, provid-ing second piano and back-up voin the solo spotlight every four or five songs.

Wolfman Jack introduced the set and for a special treat, Russell brought out the remarkable preacher-conman-filmstar Marjoe for a fast five-minute sermon. The evening ended with D.J. Rogers, a soul shouter, taking over as cheerleader and exhorting the crowd to sing "A Song for You" to Leon. Earlier, Russell had leaped onto the top of his grand piano to play a guitar solo. His pacing never let down as one super-energetic ar-rangement followed another.

NAT FREEDLAND

Studio Track

By SAM SUTHERLAND

On a high, bald New England mountain top, producers Harry Bee and Chuck Hancock spent many hours tackling one of the more unusual remote recording jobs: Ward McCain's Wind Harp, a sculptural instrument McCain had designed to create music on the wind while serving as a rugged work of art.

Bee and Hancock now have that job behind them, with the first album from the Wind Harp al-ready being distributed by United Artists, but, in recounting their experiences in capturing the unique personality of that instrument, they offered a glimpse of one remote job that should make Heider, Location Recorders, Fedco, Metro and just about any other truck operation thankful indeed for those wheels.

When a Nagra had proven clearly unworkable for the situation, Bee and McCain elected to lug a massive Ampex tape machine, a variety of microphones, several hundred feet of assorted cables and leads, and a gaspowered generator to the top of the hill. Once a suitable location for the machine had been found, they were faced with a few more natural obstacles.

The harp had been placed atop that hill to provide exposure to the wind, but the wind itself reprewind, but the wind fisch repre-sented quite a problem: wind noise during all p hases of recording would pose problems in mike placement, but, with wind speeds running up to as much as 80 knots, there were certainly many days when recording was out of the question. Conventional windscreens were often virtually useless, forcing the producers to resort to such measures as socks pulled over each mike.

"We also discovered that white athletic socks are generally more effective than Argyles," Bee noted.

Months later, the duo had over Months later, the duo had over 30 usable hours of tape, reflecting the variety of timbres and harmonics the harp produces under varying wind conditions at different times of the year. Those tapes were taken to Aengus Recording Studios near Framingham, Mass., for mixing for mixing

The results: an album, and quite possibly, some distinction for handling one of the most timeconsuming remote jobs conceivable.

From Sara Lane at Criteria Recording Studios, we have a wrap-up of activity at that Miami fa-cility. Ron and Howie Albert handled engineering duties for Stephen Stills during recent ses-sions there. Stills set what may well stand as a record for non-stop recording: 96 hours in the studio, with just half an hour off for

Atlantic's Joe Hinton worked there with artist Albhy Galutin, while Apple Records brought in

Bobby Lowen from Freeport, Grand Bahama, to work with producer Nigel Husselby.

Meanwhile, Criteria taped one session with Ma Bell: Miami Beach Symphony conductor Alain Lom-bard asked the studio to tape an overseas phone call, slated for use in dedication of new buildings for the symphony.

More recently, Atco's Mac Rebennack, the infamous Dr. John, has been cooking up more gumbo, gris-gris and whatever else we might need, assisted this time around by producer and fellow native of New Orleans, Allan Toussaint. The Rolling Stones also dropped by the studio during their recent tour, while Black Oak Arkansas is in the studio working on their next Atlantic Records production with Tom Dowd.

Sunset Sound Recorders in Hollywood continues to hum with additional session activity. Bill Robinson reports a variety of projects, ranging from commercials for Disneyland to some good old rock 'n' roll. John Haeny is working on an album for Englewood Productions for an unnamed artist; as well as on Paul Williams' next A&M work, produced by Michael Jackson; and Ned Doheny's first outing on Asylum, where Haeny will be assisted by Ric Tarantino on the engineering side.

"Uncle Jim" has been in for Kapp Records, with Al Schmitt en-gineering, assisted by Wayne Daily. Schmitt also engineered Tommy LiPuma's productions of Arthur Adams' Blue Thumb sessions, with Kent Nebergal assisting.

* * * At Capricorn Studio in Macon, Ga., Mike Hyland reports that that brand new facility has a brand new chief engineer, Ovie Sparks, and, apparently, he does, for the number of sessions appears to be mounting.

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From The Music Capitals of the World

DOMESTIC

Continued from page 10

Blakely single to support her Funky Quarters booking. . . Jim Croce to tour with Woody Allen. . . . Billy Eckstine at Hong Kong Bar. Poupee Bocar opens new Rebel club in Valley. Bobby Whitlock touring. . . Danny O'Keere plays Central Park. . Fanny extended in Germany. . . . Paul Williams debuts his new album ma-Troubadour. Country Gazette at Disneyland.
NAT FREEDLAND

DENVER

Marlene Dietrich will appear here

Sept. 20-23 courtesy of Robert S. Garner. In her only U.S. appearance, she will perform with a 30piece orchestra. . . Neil Diamond performed before a sellout crowd Sept. 1 at the Red Rocks Amphi-theatre. . . . A week-long perfor-mance of the musical "1776" ended recently at Elitch's Amusement

Rod Stewart and the English rock group Faces appeared along with John Kay at the Denver Coli-seum. They were presented by Barry Fey, who also presented the Carpenters at Red Rocks Aug. 18 in conjunction with radio station KTLX. . . . The Staple Singers and Eddie Kendricks performed at Red Rocks several weeks ago. . . . Signpost recording artist Danny O'Keefe performed with comedian Jackie Vernon Aug. 14-19 at Marvelous Marv's. Freddie King and Sam Neely appeared at the club last week.

Capitol recording artists Spider finished their engagement at the Piccadilly two weeks ago.

Steph & the Hudson Bay, new RCA artists, are performing nightly at the LeCabaret. . . Concert Ventures will present the Grateful Dead for a five-hour concert at the University of Colorado Sept. 3. . . . Michael Bloomfield and Eriends awed student crowds at

Friends awed student crowds at Tulagi's in Boulder last week. . . . Headlining the Colorado State Headlining the Colorado State
Fair in Pueblo are Glen Campbell,
Charley Pride, Rex Allen, and
Ray Price. . . . KFML and the
Denver Folklore Center sponsored
Joan Baez at Red Rocks last
month. KFML also sponsored a
live broadcast by Bobby Whitlock
recently from Summit Studios.

ALAN FELYK, DANIEL MILES

MEMPHIS

Proceeds from a teen-age back-to-school dance held by WDIA went to the Memphis Police public relations department's Community Service Centers. On the program: Rufus Thomas and David Porter of Stax, Willie Mitchell of Hi, The Tempres, The Newcomers and Otis Clay. A 90-minute special edition of WMC-TV's "Face to Face" zeroes in on the Memphis music industry. One topic discussed was the Memphis Music Hall of Fame, which continues to be that potential but unbuilt big tourist attraction. On the panel were Squire Billy Ray Schilling, Mrs. Gwen Awsumb of the city Council and Jim Stewart, president of Stax.

Comedienne Jackie (Moms) Mabaye and the pale was the school of the city Council and Jim Stewart, president of Stax.

ley cut an album at Stax before an invited audience, one of the few non-musical releases the company has had. . . Also at work at Stax is Albert King, who stayed over following a gig at Club Paradise. . . Trans Visual Productions, Inc., a firm recently formed to pro-

duce syndicate shows, has named Ronnie Stoots director of creative arts and Ewell Roussell director of marketing. Jerry Williams president of TMI, heads the company. . . Singer John Gary appeared as guest artist with the Member Sumbhardor with the Memphis Symphony Or-chestra. . . Leon Russell put on his "rock and roll circus" at the Coliseum.

Joe Cocker, English rock artist, hit the high notes with the Chris Stainton Band and Mark Almond at the Coliseum. . . . Billy Preston brought his variety of soul to the Auditorium, with Dr. Hook and the Medicine Show.

JAMES CORTESE

LAS VEGAS

Perry Como (RCA) with Nick Perito and Ray Charles in New York and Toronto filming the Cole Porter television special. Frank Sinatra, Jr. (Daybreak) returning home after a 60 day tour of one nighters across the midwest. Tropicana's Gianni Russo in Hollywood filming a

Andy Williams celebrating his 17th gold album returned to Caesars Palace for a 19 day engagement. On the bill with Williams are the Lennon Sisters.

Pete Fountain headlining the Tropicana's Blue Room has had over 18 albums released on the Coral label. . . . Landmark's Florence Henderson taping a guesting on Henry Manacini's "The Mancini Generation" for October

Audry Arno, the Tropicana's "Folies Bargers" star will cut a new RCA release in France during her two weeks vacation in October. The singer also records for RCA in Mexico. . . Johnny Mathis into the Sahara October 3. . . . Gringos one weeker showcase at the Sahara parlayed into a long term Sahara parlayed into a long term contract, Sahara entertainment director Arvid Nelson brings the group back for a month beginning Feb. 1. . . Oak recording artists Rhodes Kids currently appearing with B.B. King in the Hilton Lounge optioned by Dave Victor son for a 1973 return this time in son for a 1973 return, this time in the main showroom. . . Lloyd Lindroth and his \$10,000 electronic harp currently starring in the Frontier Hotel Winners Circle. . Teresa Brewer recorded live

while at the Frontier.

Al Gusman taking over publicity
for Sands while Bill Bray assumes those duties at the Landmark. . . . Vegas Music International's Eddie Peddie tied the knot in a Las Vegas ceremony Sept. 3. The bride is a former Vagabond Betty Keans. They will live here.

LAURA DENI



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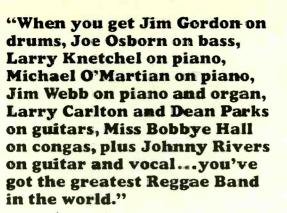
Since you're still impressed by these values, don't forget the sales tax. That's the one accessory that's not optional.





• Continued from page 10

for her new single. . . . Terry (T.C.) Corbett has been signed by Sundi Records as long-term producer for George Wallace Jr., son of the Alabama governor. . . . Edward B. Reeves has signed with ABC/Dunhill as an artist-producer-writer. He has had hits recorded by Sonny & Cher and Cimarron. . . . Humble Pie has renewed its contract with A&M. . . . The Gliders have signed with Fantasy Records. . . . Vince Valenti tasy Records. . . . Vince Valenti is the sixth artist signed to George Clements' West Records in Hollywood. . . . Michael Fernandez Jr. has signed with Current Records in Fort Worth, Tex. . . . Gladstone has signed an exclusive booking agreement with CMA. . . . Ramblecrow, a jazz-rock sextet, has signed with ISA Management sextet, has signed with ISA Management, Yorktown, Ind. Jessie Hill, bluesman and soul pioneer, has signed with Greene Mountain Records. Flash Cadillac & The Continental Kids have signed with Epic. Without a recording contract, the group has grossed some \$300,000 so far in 1972 concert dates. Curtis Mayfield has brint agreement with dates. . . . Curtis Mayfield has signed a print agreement with Warner Bros. Music. His first two folios will be "The Definitive Curtis Mayfield" and "Superfly." . . .





"L.A. Reggae," Johnny's latest LP, contains the hit single, "Rockin' Pneumonia" #50960.

"L.A. Reggae", UAS-5650, 8 Track: U-8460, Cass: K-0460

See and hear Johnny Rivers and the L.A. Reggae Band at the Troubadour, October 17-21.

Radio-TV programming

A Report on Small Town Okla Radio

By DICK FRICKER

The following is a report on two small markets in Oklahoma who fall just outside the shadow of Tulsa. The comments of the people reflect the situation within small town broadcasting.

CLAREMORE, Okla.—KWPR takes advantage of being a local voice for Rogers County in communicating with people. The 5,000 watt daytimer programs for a population of 29,000 persons from the home of Will Rogers. Most of the stations in Tulsa, 35 miles away, do not crowd into this area.

Manager Tom Keenze notes that in order to compensate for poor record service, more oldies are placed into the playlist.

placed into the playlist.

The station's playlist consists primarily of country music divided equally between hard country and modern country. These are 65 singles on the list which is augmented with some LP cuts.

mented with some LP cuts.
Regardless of what type of

KNAK Shifts To Prog MOR

SALT LAKE CITY—KNAK, local Top 40 station for several years, has switched to a progressive MOR format, according to Richard Booth, program director. The order for the format change came from management, he said, and came largely because the station will carry the University of Utah football and basketball schedule and progressive MOR music was thought to blend better with sports activities than rock music.

sports activities than rock music.
"We will still use a playlist concept in the music programming,"
Booth said, "and the records will vary from week to week. But we will keep the music softer."

4 Seasons Focus Of 6-Hour Study

DAYTON, Ohio—Habile Enterprises, headed by John Poyar, a 10-year radio veteran most previously with Mercury Records, has put a six-hour radio documentary focusing on Frankie Valli and the Four Seasons on the market. The show was produced at Cyberteknics Creative Recording in Dayton. Dave Steele, former rock air personality, narrated the show Donald Everhart Jr. of WPUE-FM, Dayton, was production engineer. Ronald Miller was assistant producer. Poyar, president of the production house, has been marketing the show himself in the Midwest, but is seeking a national syndication tieup.

music is played, Keenze says it is the local flavor that puts the station into a position of being able to gather listenership.

"People are proud of their local heritage . . . that's why we promote the station saying 'voice of the great Will Rogers Country."

"Claremore America" is the attitude the station tries to instill in listeners.

"There is such a thing as being too professional . . . a refined professionalism would probably flop in Claremore America," Keenze said.

On the subject of professionalism he cited his staff saying that a small town station should be prepared to be a training ground. Good men who start in such stations will not stay long because they want to become better.

they want to become better.

For that reason, and budgets, stations like KWPR are paying about what they did 10 years ago

(Continued on page 18)

New 'Soul' FM Tulsa Station

TULSA—KKUL-FM, a newly authorized FM here, is expected to begin broadcasting before the end of the month. The station was formerly KORU-FM, which was owned and operated by Oral Roberts University. However, KORU-FM had been out of operation for several months.

KKUL-FM is owned by Central Broadcasting Co. and will be programmed for a soul and gospel audience according to CBC executive Gene Howard.

Cornerstone for the soul programming will be Sam Griffin, "Dr. Soul," formerly of station KTOW until it was purchased by Central Broadcasting group member L.M. "Jack" Beasley. Howard, commenting on the soul programming for FM, said, "We looked at the market and saw a void in the present programming. We will try and serve the black community but we will not be a black station," he continued. KKUL-FM is also attempting to obtain a network service of black news.

CBC purchased the station for \$75,000 and also announced that they are in negotiations for the purchase of WMBH in Joplin. That station will be programmed country according to Howard.



WMC-FM PROGRAM DIRECTOR Mike Powell receives a copy of the new Sam Neely album special delivery from Diane Duncan of Mempro Inc., Memphis promotion firm.

WYEN Goes All Request

CHICAGO—WYEN-FM has joined the local broadcasting community with an all-request phone format. "The telephone is our media," states Ray Smithers, program manager of the 24-hour solid request stereo station. "Our slogan is 'The Station You Can Talk To' and some of our listeners take it seriously and call to tell us their problems.

"We developed the idea because we felt that radio programming should be a two-sided affair. Our staff is trained to talk to people who call, and not shunt them off."

WYEN (106.7) uses day-part programming, varying the kind of music to the time of day. Smithers noted that only WGN in the area follows this type of programming, while other stations remain with the "one sound" idea.

The music format is based strictly on requests, loosely kept within MOR bounds. The cross-referenced library goes back to the early '50's. Calls are handled by operators on four lines. Deejays mention such things as the area of the caller, birthdays and anniversaries

Records by Bill Withers and Frank Shacksfield might be played back-to-back, with 14 records being aired per hour. Occasionally, a new record will be played and listener comments are invited. The station broke "Where Is the Love," by Roberta Flack and Donny Hathaway. About 25 percent of the 10,000 weekly requests are for top 40, with the remainder for older records.

Promotions also make use of the telephone. A recent two-week promotion awarded "oldies but goodies" albums to listeners who answered a deejay's telephone call with "Hello, WYEN." An ongoing promotion is the trivia contest, where listeners call in answers to show business questions (who appeared in what movie, so forth). The telephone company has noted as many as 3,000 calls in a seven minute period.

WYEN is owned by Walt West Enterprises which recently bought the last available frequency in Chicago. The 50,000-watt station is located near O'Hare Field, in suburban Des Plaines.

The deejays, representing mainly new talent, are: 6-9, Frank Gray; 9-3, Bruce Elliott (who also does telephone interviews with stars); 3-6, Ray Smithers: 6-12, John Zoor; and 12-6, Gil Peters.

se because ogramming ffair. Our to people them off." Soul Voice

By JAY EHLER

LOS ANGELES—If there's one topic which really rankles Roland Bynum, KGFJ's program director it's discrimination in broadcasting. And that means racial and sexual.

Blacks, Chicanos, and women, Bynum comments have been systematically excluded. "I can't understand why radio stations say they can't find qualified black personalities. They are not looking hard enough. He notes that of the 63 radio stations locally, there are very few black-oriented or owned.

He feels strongly that more women should be included in broadcasting as well. But, he adds, for so long women have been regarded as persona non grata in radio, thus it is only recently that more and more are becoming broadcast-oriented.

One other are a Bynum feels particularly strong about is that many people do not give black or soul radio its due as far as being professionally oriented, and creditable. "We are in the ball game like anybody else." Bynum points to the fact that KGFJ in the most recent Pulse survey scored a 25, and tied with KHJ, the RKO station for top seating in the market.

Some changes have taken place at the station most recently: Tony Price has replaced Johnny Soul in the six to nine a.m. spot, while Al Waples has come in on the all night show, replacing Jim Wood. Joe Terry who was originally doing the all night spot is now doing the nine to midnight slot. Bynum holds down the nine to noon slot. Tom Cross is noon to three. Buster Jones is on from three to six with Don Tracy handling the six to nine at night spot. "At KGFJ," states Bynum, "the

rollicy that has proved successful is more hits more often. We only play hits or songs by established artists such as Smokey Robinson, Bynum's uncle, Isaac Hayes, etc. If the record is a proven hit (top 40, top 25), then we'll play it. But, for example, if the Four Tops have a hit back East and it looks like it will eventually become a national hit, then we'll play it here. As a rule, we don't break records. And we play, for now, strictly singles—no album cuts. But, admits Bynum, he sees the tendency in the future, once the value of album cuts can be proven to the echelons of the stations, then KGFJ will begin playing such.

"So many albums today have 10, rather than just one good song.

(Continued on page 22)

Vox Jox

By CLAUDE HALL Radio-TV Editor

It's official now. Bill Drake is vice president in charge of programming for RKO General Broadcasting, reporting to Bruce Johnson, head of radio for RKO General. Bill Watson and Bernie Torres will be employed also by RKO and Betty Breneman has moved into that new programming division. Gene Chenault will remain a consultant to RKO in management, etc. . . Dick Bozzi, recently program director of WCBS-FM in New York, is looking for a new gig and you can reach him care of Herb Rosen's office, New York, at 212-765-1380. The ratings (ARB) are just in for New York and Bozzi had done extremely well with the station. In the weekly CUME, the station whipped most other rockers and progressive rockers in the market, AM and FM. This includes WWDF and WPLJ-FM, WOR-FM, too.

Ted Atkins has resigned from KHJ, Los Angeles, and will be at

the Sheraton Waikiki in Hawaii getting the taste of bourbon and seven out of his system about the time you read this. . . . Sonny Mclendrez is joining KILS, Los Angeles, as program director; he'd been program director of KTSA in San Antonio. . . John Anthony, 301-768-1892, is looking for work more seriously now that he has a new bride to support. . . Ed Williams and Johnny Michaels are both out at WCBS-FM, New York. . Rust Clark has joined the air staff of KENR, Houston. . . It's Rick Dees, not Rich Kees, WKIX, Raleigh, who won the Billboard certificate in the air personality competition. Okay?

KHFH, Sierra Vista, Ariz., needs a first ticket jock. Talk to Bill Buckmaster. . . A note from Paul Burkhard, assistant music director, Hilo, Hawaii: "Situated on the slopes of Mauna Kea Mountain, an extinct volcano, we are the most powerful of three stations in a market of 67,000 people. We run an MOR/rock/country format with limited foreign-language programming. Staff breakdown: Mel Bird 6-10 a.m. with talk and country music; Hal Marques until 2 p.m. with Hawaiian and MOR music, Rick (Rick Anthony) Boudreau 2-6 p.m. with MOR and rock; Jim (J the K) Kennedy 6-9 p.m. with rock; me from 9-midnight with rock and MOR; and Gus Forsythe from midnight-5 a.m. with oldies. Reggie Deroos holds down the weekends."

The lineup at KMRT in Mar-(Continued on page 18)

KYA-FM's Back

SAN FRANCISCO—KOIT-FM is changing its call letters back to KYA-FM. Under the KOIT-FM, the station had tried an automated country music format, but switched back to rock some while ago, blending selected album cuts with current singles and oldies. Programming will continue to be separate on KYA, a Top 40 station, and KYA-FM, both of which are managed by Howard Kester.

IMUS TAPING TV PILOT

NEW YORK—David Susskind Productions will tape a pilot for a new television music-variety show hosted by WNBC air personality Don Imus on Oct. 16. The show would be on ABC-TV network. Charlie Andrews will direct. Imus does the morning show on WNBC. New York, and is an RCA Records artist. The show would be basically much the same as his radio show, but expanded in scope.

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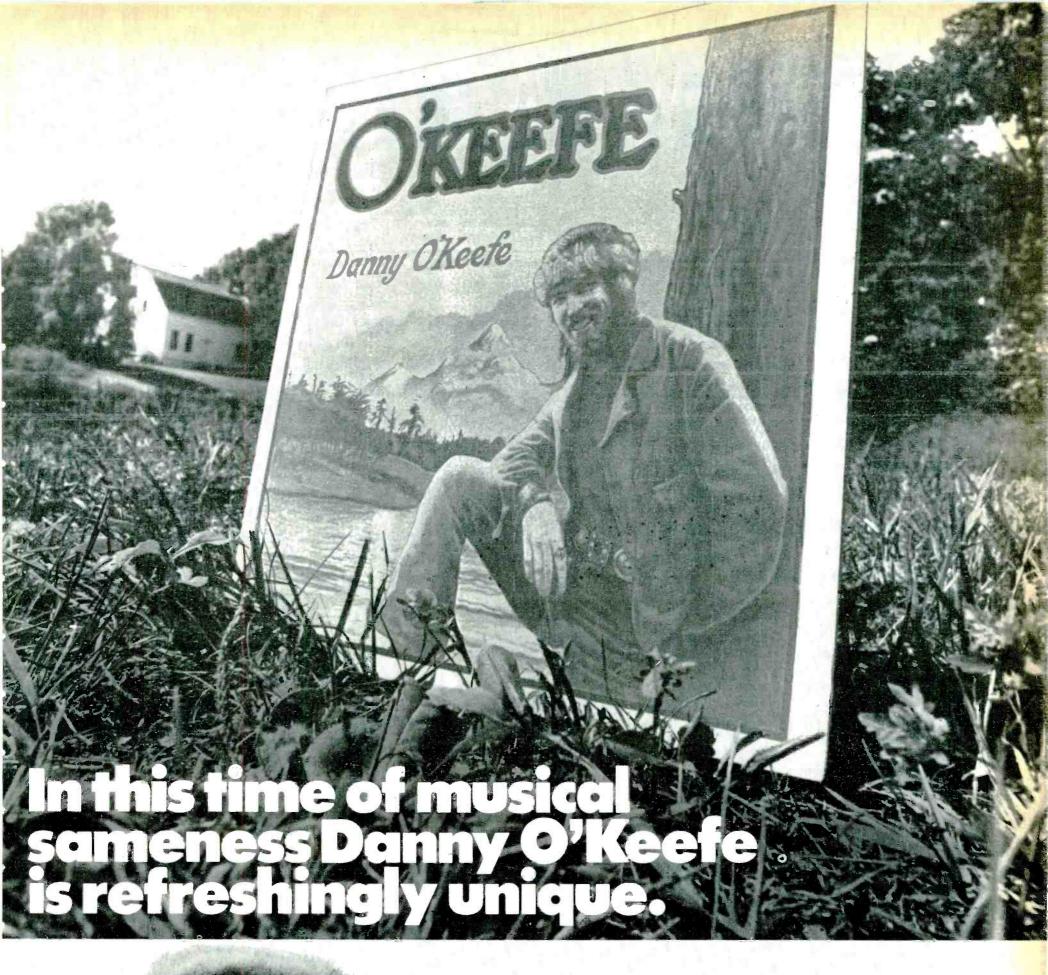
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Billboard E LONG BEACH: KNAC-FM. Ron McCov

WASHINGTON, D.C.: WHUR-FM, Andre Perry VALDOSTA: WVVS-FM, Bill Tullis HARTFORD: WHCN-FM, Ron Berger KANSAS CITY: KUDL-FM, Larry Miller

These are the albums that have been added this past week to the nation's leading progressive stations. In many cases, a particular radio station may play all of the cuts on a given album, but the cuts listed here are the preferred cuts by most of the stations.

PHILADELPHIA: WMMR-FM, Carol Miller PITTSBURGH: WAMO-FM, Ken Keith RACINE: WRKR-FM, Joey Sands ROCHESTER: WCMF-FM, Bernie Kimball ST. LOUIS: KSHE-FM, Shelly Grafman TORONTO: CHUM-FM, Benjy Karch

BALTIMORE: WKTK-FM, Mar y Sol AUSTIN, Tex.: KRMH-FM, Jim Luther PROVIDENCE, R.I.: WBRU-FM, Jon Rodman CLEVELAND: WMMS-FM, Bill Bass ITHACA: WVBR-FM, Chris Lucas MIAMI BEACH: WBUS-FM, Sandy Thompson TUCSON: KWFM-FM, Allen Browning SACREMENTO: KZAP, Robert Williams BOSTON: WVBF-FM, Bill Heizer MEMPHIS: WMC-FM, Ron Michaels

VARIOUS ARTISTS, "Mar-Y-Sol," Atco

Cuts: All Cuts. Stations: WKTK-FM, WRKR-FM

GATO BARBIERI, "El Pampero,"

Flying Dutchman Cuts: All. Station: WMMR-FM

BLOOD ROCK, "Blood Rock Pas-

Sage," Capitol
Cuts: "Help Is On the Way,"
"The Power," "Fantasy."
Stations: WKTK-FM, WRKR-FM

CACTUS, "'Ot 'N Sweaty," Skylark

Cuts: All Cuts. Stations: CHUM-FM, KSHE-FM

COMMANDOR CODY, "Hot Licks, Cold Steel & Truckers Favorites, Paramount

Cuts: All Cuts Station: CHUM-FM

ARRY CORYELL, "Offering," Vanguard

Cuts: All Cuts Station: CHUM-FM

DAKOTA STATE, "Madame Foo-Foo," Groove Merchant Cuts: All.

Station: WHUR-FM

JOHN DENVER, "Rocky Mountain High," RCA Cuts: All.

Stations: WRK FM, CHUM-FM WRKR-FM, WMMR-

KEEFE HARTLEY BAND, "72 Band," Deram

Cuts: "Hard Pill To Swallow," "You Say You're Together." Station: WKTK-FM

RICHIE HAVENS, "Live," Stormy

Forest Cuts: All Cuts

Stations: KSHE-FM, WRKR-FM, WMMR-FM

JIMI HENDRIX, "In the Beginning," Shout
Cuts: All Cuts. Station: CHUM·FM

HONEYCOMBS, "Love Peace and Soul," Hot Wax Cuts: All.

HUMBLE PIE, "Lost & Found,"

Station: WHUR-FM

Cuts: All Cuts. Stations: KSHE-FM, WKTK-FM, WMMR-FM

IF, "Waterfall," Metromedia Cuts: All. Station: KNAC-FM

PYTHON LEE JACKSON, "In A Broken Dream," GNP/Crescendo Cuts: All Cuts. Station: CHUM-FM

JAMES GANG, "Comin' Thru," Dunhill

Cuts: All Cuts. Station: CHUM-FM

PETER KAUKONEN, "Black Kangaroo," Grunt Cuts: All.

Station: KWRK-FM ALBERT KING, "I'll Play The Blues For You," Stax

Cuts: All. Station: WRKR-FM

KTUME, "Alkebu-lan," Strata East

Cuts: All Station: WHUR-FM

HAROLD LAND, "Damisi," Main-Cuts: "Pakistan," "Damisi."

Station: WHUR-FM

JOHN McLAUGHLIN, "Extrapolation," Polydor Cuts: All

Station: KNAC-FM

BRUCE MacPHERSON, "One of Those Days," GSF
Cuts: "One Of Those Days,"

'Don't Blame Me. Station: WKTK-FM

MANNA, "Manna," Columbia Cuts: All. Station: WCMF-FM

O'JAYS, "Back Stabbers," Philadelphia

Cuts: "Mr. Lucky," "992 Arguments," "Back Stabbers." Stations: WHUR-FM, WAMO-FM

PERSUASION, "Spread The

Word," Capitol Cuts: "Lean On Me," "Hymn Number 9," "Heaven Help Us

Station: WKTK-FM

PURE FOOD AND DRUG ACT, "Choice Cuts," Epic
Cuts: "Eleanor Rigby," "What Comes Around Goes Around." Station: WAMO-FM

RASTUS, "Rastus," Neighborhood

Cuts: All Cuts. Station: CHUM-FM

OTIS REDDING. "Best of Otis Redding," Atco Cuts: All Cuts. Station: CHUM-FM

BONNIE RIATT, "Give It Up," Warner Bros.

Cuts. All. Station: WCMF-FM

ED SAUNDERS, "Beer Cans On The Moon," Reprise Cuts: All.

Station: WCMF-FM BOZ SCAGGS, "My Time," Columbia

Cuts: All. Station: WMMR-FM SHIRLEY SCOTT, "Lean On Me,"

Cuts: "Funky Blues," "Carla's Dance."

Station: WHUR-FM

SLADE, "Live," Polydor Cuts: All. Stations: WRKR-FM, WMMR-FM

BESSIE SMITH, "Nobody's Blues But Mine," Columbia

Cuts: All. Stations: KNAC-FM, WMMR-FM

HANS STAYMER BAND, "The Hans Staymer Band," GSF Cuts: "Dig A Hole," "Mama Don't You Hear Me Call."

Station: WKTK-FM TIM WEISBERG, "Hurtwood

ige," A&M
Cuts: "Hurtwood Edge," "Song
For Lisa," "On Time."
Stations: WKTK-FM, KNAC-FM,

BOBBY WHITLOCK, "Raw Velvet,"

Cuts: All. Station: KNAC-FM

WOLFMAN JACK, "Wolfman

ck," Wooden Nickel Cuts: "Ain't Never Seen a White Man. Stations: WAMO-FM, WCMF-FM

ELTON JOHN, "Lady Samantha," DJM (Single) Station: WVVS-FM

JOY UNLIMITED, "Butterflies,"

Cuts: "Suppression," "Emotions."

Station: WHCN-FM

CASEY KELLY, "Casey Kelly," Elektra

"Silver Meteor," "Run Cuts: Away," "Poor Boy."
Stations: KUDL-FM, WVVS-FM PETER KAUKONEN, "Black Kan-

garoo," Grunt

Cuts: "Up Or Down," "Bill's

Tune," "That's A Good Question."

Stations: WBUS-FM, WVVS-FM, KZAP-FM, KWFM-FM

ALBERT KING, "I'll Play the Blues for You," Stax Cuts: "I'll Play the Blues for You," "Answer to the Launder-

mat Blues," "Angel of Mercy."
Stations: WKTK-FM, KZAP-FM

JERRY LA CROIX, "La Croix,"

Cuts: "On the Road Again," "99½," "All Join Together." Stations: WKTK-FM, KWFM-FM

LIGHTHOUSE: "Sunny Days," Evolution (single) Stations: WHCN-FM, KWFM-FM

LES McCANN, "Talk to the

People," Atlantic Cuts: "What's Going On," "Shanading," "North Carolina. Stations: CHUM-FM. KRMH-

FM, WBRU-FM, WMMS-FM MOTT THE HOPPLE, "All the

Young Dudes," Columbia (Single) Stations: WVBR-FM, WVBF-FM

NICE, "Autumn '67-Spring '68," Charisma (Import) Cuts: All.

Station: WBUS-FM ED SAUNDERS, "Beer Cans On

The Moon," Warner Bros. Cuts: All. Station: WMC-FM

BOZ SCAGGS, "My Time," Columbia

Cuts: All.

Stations: WKTK-FM, KWFM-FM

A Report on Small Town Radio

• Continued from page 16

and will probably pay that same 10 years from now.

Jocks do a five-hour shift at KWPR and sometimes double as salesmen and engineers. Keenze says he would like to provide his jocks with three hours per shift but that the budget does not allow for that large a staff.

The staff that does run the station is made up of younger men, ages 17 and 19, who are either students or just wanting to get a break into radio.

Keenze took over KWPR after being a staff announcer-engineer at KCNW in Tulsa. He has also worked in New Orleans as a newsman and says there are a lot of adjustments to leaving larger stations to manager of a small station where everyone must be able to do a little of everything.

However, he also says this is providing him a chance to try out some of his own ideas in programming without having to worry about ratings.

"The only way you can know what to do is to see the people and if they don't like something, in a small town, they'll tell you, Keenze said.

Claremore lies about 30 miles Northeast of Tulsa, and equal dis-tance Southwest of Tulsa is Sapulpa and radio station KXOJ with

a completely different story.

KXOJ, formerly KREK, was purchased by Ed Livermore four

Livermore owns the town's newspaper as well as the paper in, of all places, Claremore. Today KXOJ is top 40 and plays heavily on news. Livermore believes that news is the key to a small station.

He also believes that small stations, as with newspapers, are the key to a successful career in radio.

He notes that too many young men are heading for the bigger stations in hopes of being "stars and are leaving what could be good livings in smaller towns.

He notes the image KXOJ tries to present to Sapulpa is one of reliability and dependability. not going to lose a man because of money if he's good," Livermore

He noted one instance in which he offered to start a college graduate as a jock and salesman for \$400 a month. The man declined the offer and accepted a television floor camerman job for \$300.

Livermore manages the station himself, noting that he has been unable to find a reliable manager that wasn't on an "ego trip" and wanting to turn the station into a big city operation.

"It appears to me that this business is made up of two classes of people. . . kids that want to be stars and has beens with problems and I'm looking for a man that pays his bills and wants to settle he said.

Being top 40 in a market shadowed by two Tulsa stations—KFLI and KAKC, doesn't appear to bother Livermore. "We get results for our advertisers and that's all

I worry about," he said.

The biggest draw back to the rogramming is record service. There isn't any for KXOJ. "If we need a record quick, we buy it and we buy about 10 to 15 records a week," he said. The playlist is made up from charts of national publications, requests, some cales. publications, requests, some sales, and KAKC-KELI. KXOJ does not distribute its own chart.

There is an attempt on the part of KXOJ to present a rock image while still trying to preserve the affection of middle age and older businessman and their clients.

KXOJ has tried MOR and Country but the Top 40 appears to be having the best results. A soul program on Sunday afternoons is now being prepared for presentation. This addition is designed to fill a gap now existing not only in Sapulpa but also in Tulsa. Although plans have been announced for an FM soul station, there are no AM's in the Eastern

part of the state. The station is also plagued by the FCC regulation requiring a first class license for directional stations. Even though the regula-tion has been changed somewhat, Livermore still requires a ticket

for jocks. Jocks at KXOJ work six hour shifts and read their own news. Morning man, Jon Town, has been in radio about nine months after getting his ticket from Elkins in

He says the playlist consists of 40 records and three goldens an hour. "We're just feeling our way," he says. He notes that there has not been any program consulting or help from outside sources other than what station personnel have heard on other stations.

Most small stations in Oklahoma are programmed around the Claremore style. However, if Livermore makes a success of his idea, some changes can be expected in the area. KXOJ reaches Tulsa and with the battle that appears brewing between KELI and KAKC there may be some surprises in the polls.

ox Jox

• Continued from page 16

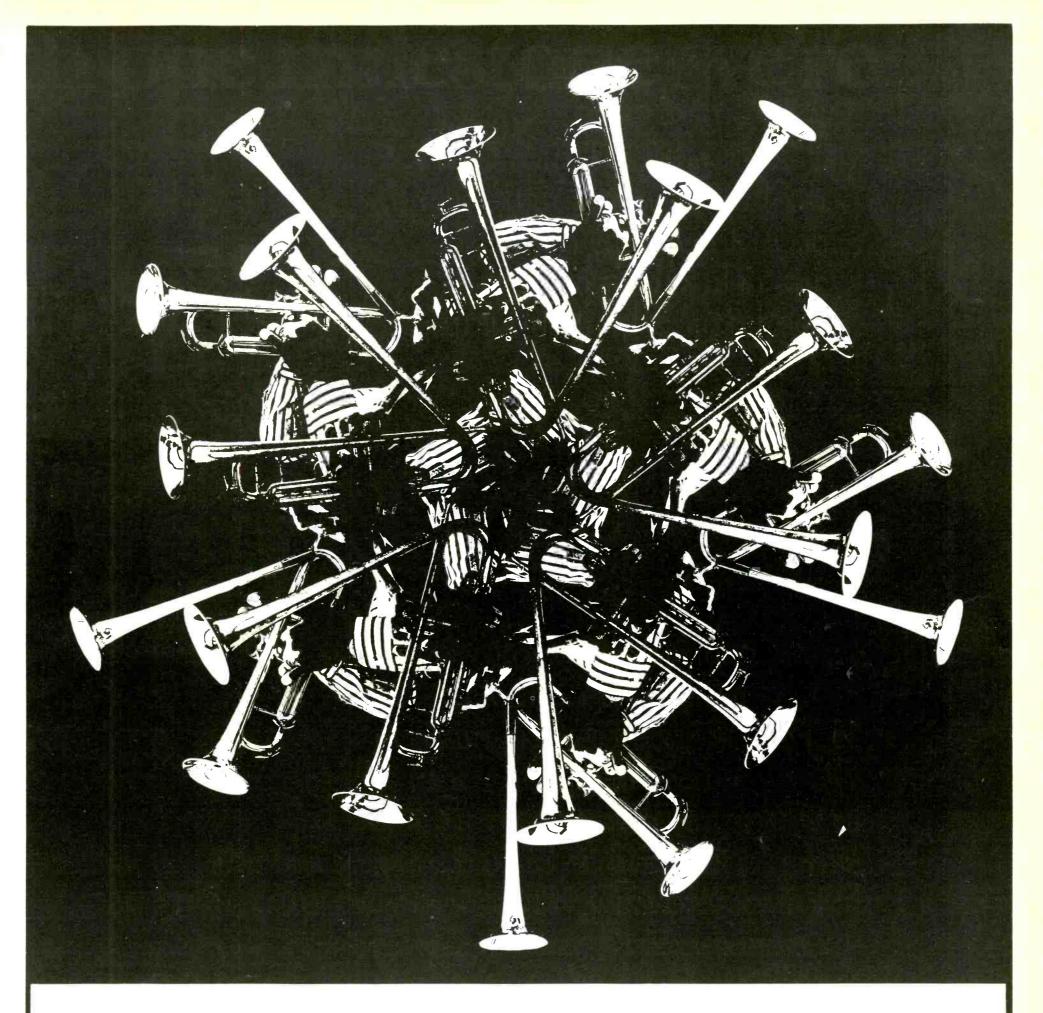
shall, Tex., now includes Charles Thompson 5-9 a.m., Doug Warren until 2 p.m., program director Tim Kase 2-6 p.m. and John Gordon until 11 p.m Station follows a Top 40 sound. . . Ray Dennis has been appointed program director of KSTT in Davenport, Iowa; he'd been program director of WXLW in Indianapolis. . . . at WCHO, Toledo: Bill Schroeder from KENO in Las Vegas midnight-6 a.m., program director **Don Armstrong** 6-10 a.m., Bernie Quayle until 3 p.m., Buddy Carr 3-7 p.m. Gary Oliver 7-11 p.m., followed by a talk show. Jerry Toth is assistant program director of the station and he and Frank Baker do the weekend chores. Don Coess is looking; 813-774-4372. David S. Arrowood, program director of WIFC-FM, Wausau, Wis, reports that the station has a special phone line, 715-845-1413, and asks record artists and record promotion people to call up and wish the station happy anniversary. You can call anytime, day or night, and the message is automatically recorded.

Denny Richards Dormody, formerly with AFVN's country music show in Saigon, is now the all-night man with WEIN-FM, Cleveland country music station WELW-FM has Tom Becker 6-9 a.m., Tony Ritiner 9-noon, Shorty Haines noon-3 p.m. Chip Binder 3-7:30 p.m., and Pat Boggs. Ken Otstot is general manager, Bob Finnegan is program director. is program director, Haines operations manager. . . . WPAW, oldies station in Syracuse, N.Y., has

Cole Clark, Dave Miller, and John Sullivan; Paul Perry just left the station to return to Pittsburgh. . . . Craig V. Mollison, KARM, Fresno, Calif., writes: "Almost concurrently with the announcement of my reeeiving the Billboard air personality award, KARM changed its format to no personality 'wall-to-wall' mu-sic. I felt a little bit like an Emmy winner who had just learned that his show was cancelled for the next season. . . . Paul Cassidy is out at KHJ, Los Angeles, where he'd been general manager. Dwight Case has been named regional vice president for RKO General radio; Irving N. Ivers has been promoted from general sales manager of KHJ to station manager at KHJ. . . Sam Scott KDON, Salinas, Calif., drops a note to say that the lineup of the station includes Byron Lawrence 6-9 a.m., Ed Hamlin until 1 p.m., Jim Steele 1-4 p.m., Scott 4-7 p.m., Pat Evans 7-midnight, and Robin Edwards until dawn. . . Phil Mur-phy, 715-344-9535, needs work; he'd been at WSPT, Stevens Point Wis., and left for a larger market but "it was not the same picture that was painted, so I resigned.'

Bruce Buchanan, former program director of KSTT in Davenport, Iowa, is looking. Phone is 1-319-359-8301. . . Sean McKay former program director of WVAN in Altona Pa is looking Phone in Altoona, Pa., is looking. Phone is 814-944-9209. . . Just heard about **Bob Lyons**, WAKR, Akron, Obio, being in Barberton Memorial Hospital in Barberton in a coma. . . Rick Tyler asks for better album service for WJPS. Evansville, Ind.

SEPTEMBER 23, 1972, BILLBOARD



ANOTHER CHART CONTENDER FROM THE "GROW WITH U5" GROUP.



Thanks to Ed Lambert Music Sales, Miami, Florida, for bringing attention to "Wini Wini, Wana Wana" (15100) for release as a hit single. Available on BASF LP (21143), 8 Track (41143), or Cassette (31143). Contact your local distributor for copies of this fast breaking hit album and single. Or write or call BASF Systems, Inc., Crosby Drive, Bedford, Mass. 01730. Phone (617) 271-4000.

Billboard Album Reviews





LIZA MINNELLI— Liza With A "Z"/Original TV Soundtrack Recording. Columbia KC 31762

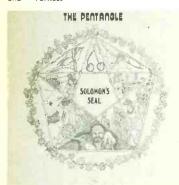
The soundtrack of her recent TV special totally captures the electricity the bundle of talent known as Liza Minnelli generated on the tube last week. Performing in concert style at New York's Lyceum Theatre, this package marks her debut on the label. From the opener, "Yes," to "God Bless the Child," and the "Cabaret" medley, it's a blockbuster.





APRIL WINE-Big Tree 2012 (Bell)

April Wine have had one super hit single
"You Could Have Been a Lady" and one
almost hit "Bad Side of the Moon" this
album contains both plus eight other equally
entertaining tracks. The style is varied
as they approach their music on largely
ecletic level gathering virtues from different musical forms. Exceptional numbers
include "Believe in Me" "Flow River Flow"
and "Farkus."





THE PENTANGLE-

THE PENTANGLE—Solomon's Seal.
Reprise MS 2100
Pentangle plays music that is as smooth as a baby's cheek and as clear as summer rain. Jacqui McShee has a sweetly harmonious voice that fairly glides and swoops amongst the warm arrangements. Their repertoire on this album is largely new interpretations of traditional folk songs with several original compositions added for good measure. Your ears will delight to "Sally Free and Easy," "People on the Highway" and "Lady of Carlisle."





COUNTRY SONNY JAMES-Traces. Capitol ST 11108

Currently riding the country singles chart via both his new label, Columbia, as well as his old Capitol label and the title tune of this repackaged LP. The top performances by the Southern Gentlemen here includes "I'll Never Find Another You," "Born to Be With You," "A World of Our Own," and "It's the Little Things."





ANDY WILLIAMS Alone Again (Naturally). Columbia KC 31625

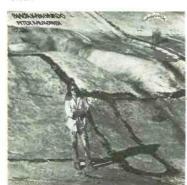
Chalk up another important chart item for Williams as he takes on some strong hits of today and adds his own fine touches to them! Along with the title tune, Williams delivers exceptional readings of "Where Is the Love," "Song Sung Blue," "Amazing Grace," "I Need You." His treatment of the Beatles "Long and Winding Road" is also a





DOUG "COSMO" CLIFFORD— Fantasy 9411

Doug Clifford is of course best known as being Creedence's super talented percussionist, this is first solo effort and it is fully able to stand on its own merits. The musical elements here roam from country to jazz making every stop in between. Clifford is a convincing vocalist pleasant if not overly original. Standout cuts include "Latin Music," "Take a Train" and really fine versions of "I'm a Man" and "Daydream."





PETER KAUKONEN-Black Kangaroo, Grunt FTR 1006 (RCA)

Jorma's brother has put together a fine debut LP, containing all self-penned tunes and his own production work. Peter can move with ease from the Johnny Winter style of rock in "Up or Down" to blues such as "Barking Dog Blues" to the beautiful instrumental, "That's a Good Question." This is a highly commendable debut and promises much for the future.





GROVER WASHINGTON JR.-All the King's Horses. Kudu KU 07 (CTI)

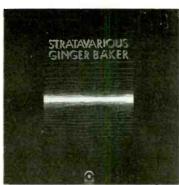
one of the hottest jazz musicians going, Grover Washington Jr.'s second album gives every indication this will be one of the biggest albums of the year. Other than the title cut package also includes "Where is the Love," "Love Song" and "No Tears, in the End." Bill Withers' "Lean on Me" is also a standout. A top entry.





BLOODROCK-Passage. Capitol SW 11109

Bloodrock's latest bid for rock immortality is full of many virtues. The album comes across as a complete entity gracefully produced and energized. The instrumentation is remarkably light and captivating and the vocal acuity induces a fresh buzz of excitement. Some of the resultant harmonies are quite clear and ingratiating. Choice tracks "Help Is on the Way," "Days and Nights" and "Fantasy."





GINGER BAKER-Stratavarious. Atco SD 7013

Baker is back, with less emphasis on his completely frenetic style and a fitting in with the traditional African music he has chosen to work with. He's been in Africa recently and it shows here, as he works through the 11-minute "Ariwo" blending with African chorus perfectly. He's still not lost his rock touch, however, as heard in Blood Brothers 69. Still one of pop's premiere drummers





SOUL

INTRODUCING THE ICE MAN'S BAND—
Mercury SRM 1-648
They really don't need an introduction being the backup band for Jerry (Ice-Man) Butler, that somehow just spells hit. The Ice Man Band, Robert Bowles (guitar), Reginald Burke (keyboards), Wayne Douglas (bass) and Ira Gates (drums), offer soothing and exciting treatment to "People Make the World Go Round" and Butler's recent hit "Ain't Understanding Mellow," "I Wanna Be Where You Are" is also a standout, A sound for the charts.





LES McCANN— Talk to the People. Atlantic SD 1619

With each new disc, McCann demonstrates new depth to artistry. Here he gets more into the vocal role and comes up with fresh renditions of "What's Going On" and "Seems So Long." The set also includes some McCann originals among which "Talk to the People" is recommended along with a fine instrumental, "Shamading."





RAY CONNIFF & THE SINGERS-Alone Again (Naturally). Columbia KC 31629

Consistent chart winners, the Conniff Singers are once again in top form with a fine program of current hits. Along with the title tune, highlights include "Song Sung Blue," "Candy Man," "Too Young," "Where Is the Love," and 'Run to Me," all performed with that unique Conniff magic!





Wolfman Jack—
Wooden Nickel WNS 1009 (RCA)
Wolfman Jack is easily the world's most instantly identifiable air personality, his gravely voice has to utter but one syllable to be recognized. Taking all things into consideration this is actually quite a gratifying LP, genuinely moving and lovely in parts. The arrangements are often quite delicately beautiful. A song like "There's an Old Man in Our Town" manages to convey sincere emotion. Also quite good are "Evil Woman," "Spinning Ball," and "I Ain't Never Seen a White Man."

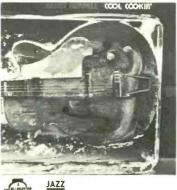




COUNTRY PORTER WAGONER & DOLLY PARTON-

Together Always. RCA LSP 4761

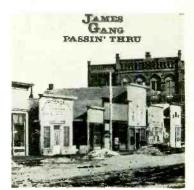
Two of the most consistent chart winners join forces once again for another top package loaded with programming and sales potency. Duo wrote all the material with highlights that include "Lost Forever in Your Kiss," "Love's All Over," "Ten Four-Over and Out," and of course the current hit single, "Together Always."





KENNY BURRELL-Cool Cookin'. Cadet 2CA 60019

Kenny Burrell has simply got to be one of the top three jazz guitarist in the country. The man is an innovator, his style incredibly fluid and indelibly etched. This two record set provides the listener with some amazing audio passages i.e. "All Night Long," "Merry Christmas Baby" and a completely revolutionary interpretation of "My Favorite Things."

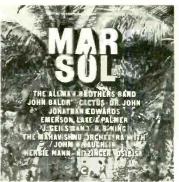


SEPTEMBER 23, 1972



JAMES GANG-Passin' Thru. ABC ABCX 760

This latest James Gang LP is a warm and honest musical statement. There is a mellowness and lightness of touch evident here that some most pleasing. The arrangements are precise and provide excellent underscoring for Roy Kenner's largely subdued vocals. Particularly welcome are "Things I Want to Say to You," "Tverybody Needs a Hero" and "One Way Street."

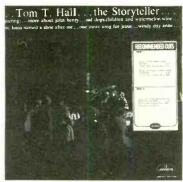




POP

VARIOUS ARTISTS—
Mar Y Sol.
Acto SD 2-705

The Mar Y Sol poo festival was in itself considered alargely ill-fated attempt to capture the faded essence of Woodstock. Whatever the festival was like in actuality some top entertainers were on hand and this album is a tasty sampler of their performances, Quick highlights would be the Allman Bros. "Ain't Wastin' Time No More." "Dr. John's "Wang Dang Doodle," Emerson, Lake and Palmer's "Take a Pebble—Lucky Man" melody.





COUNTRY TOM T. NALL— The Storyteller, Mercury SR 61368

Tom T. Hall is unquestionably one of the most brilliant singers, writers and story-tellers on the scene today, and this LP serves to reinforce his reputation. From standards such as "More About John Henry" to the poignant, believable "Old Dogs, Children and Watermelon Wine," Hall proves a master who can appeal to all music lovers. His musical pictures of people and places are matched by few.





CAL TJADER— Live at the Funky Quarters. Fantasy 9409

Funky Quarters is a small club on the outskirts of San Diego that is fast acquiring a reputation for booking the best in all fields of musical endeavor; they did not go amiss with Cal Tiades. He is an extraordinary amiss with Lal Ijades. He is an extraordinary musician, a deep sensitivity and understanding of his instrument is most apparent. He along with his excellent group tantalize with "Leyte," "Manteca" and 'Soul Sauce III."



people pleasers

More than 51 million persons thrilled to Dennis Yost's stirring rendition of The Star-Spangled Banner at the All-Star baseball game. That's nothing new for this Atlanta brave. He's given you big league performances with the exciting sounds of "Spooky," "Stormy," "Traces," "Everyday With You Girl," "Change of Heart" and so many more. Now swinging for MGM South Records, Dennis Yost and the Classics IV have a people-pleasing new single, "What Am I Crying For?"

"what am i crying for?"

a people pleasing single from

Dennis Yost and the Classics IV





Dear FIND Dealers:

We are all starting into our busiest season—those 2 months before Christmas. FIND had a great week and it looks like the record and tape industry is al-ready starting to feel the im-pact of those early Christmas shoppers.

snoppers.
The new FIND Catalog will be mailed November 4th which will be the perfect time for all of us to present this added attraction to our customers. Remember that FIND offers a gift wrapping and direct mailing service to gift recipients which is ideal for those out of town families and friends Christmas presents.

This catalog will contain the pocket in the back for extra order forms to be placed in and will also have a hole punched in the upper left hand corner for those who wish to hang it in a

likely eye-level spot.

One of our FIND Dealers in
Fayetteville, North Carolina, by
the name of Parker's House of Music has been doing a landslide business with FIND in the tape department. In talking with one of the principals, a Mr. D.J. Solomon regarding his success, he reported that "FIND is a perfect need for any retail store." He further said that he was very happy and pleased with the re-sults that FIND has given him and evidently he knows what he's doing as his dealings with FIND came to over \$600.00 in one month alone! They have 2 outlets in Fayetteville and spiced with their enthusiasm and good old Southern hospitality, we can understand why they are so suc-

FIND will really come into its own during this Yuletide season for that good customer of yours who is looking for an old Guy Lombardo record for his maiden Aunt, who danced to his big band sound in her youth. NO PROBLEM—FIND has 24 of Lombardo's albums for your customer to choose from. This is the season when all the old and odd requests really come into being as we all know from past Christmas experience, and FIND is the answer to this recurring problem. So to boost your Christmas business, boost FIND to your cus-

Bile Wardlaw

FIND Service International P.O. Box 775 Terre Haute, Indiana 47808 AC (812) 466-1282

and

FIND Service International 9000 Sunset, Suite 415 Los Angeles, California 90069 (213) 273-7040 Candy Tusken,



SPECIAL MERIT PICKS

POP

MARY HOPKIN-Those Were the Days, Apple SW 3395
The Paul McCartney discovery left her mark
on the charts with the title tune and also
made dents with "Temma Harbour," an
"Que Sera Sera." Other highlights here
include "Knock Knock Who's There," "Sparrow," and Lennon and McCartney's Goodher"

Janus JLS 3035
Considering the current mania for 1950's rock & roll it is quite appropriate that the art form's granddaddy Bill Haley should cut a new LP. Amazingly Haley's band and indeed his own vocals sound incredibly like they did in 1955. Instrumentally bare and unembellished the album might have fared better if the pattern set by "Dance Around the Clock" were followed rather than trying interpretations of "Games People Play" and "Me and Bobby McGee."

*** 4 STAR

POPULAR ***

CARAVAN—Waterloo Lily, London XPS 615
THIS IS PEREZ PRADD—RCA VPS 6066
JEROME KERN/PAUL WESTON AND HIS
ORCHESTRA—Harmony KH 31578
MARTY ROBBINS—Song of the Islands.
Harmony H 31258
MARTHA VELEZ—Hypnotized. Polydor PD
5034 BENNY HESTER—Benny, VM! 72001

SOUNDTRACK ★★★★

SOUNDTRACK/HONK—Five Summer Stories. Granite GR 7720 (Criterion)

SOUL ***

TED TAYLOR—Taylor Made. Ronn LPS 7531
DENNIE TAYLOR—Comin' Down on You.
Today TLP 1007
KOKO TAYLOR—Basic Soul. Chess CH 50018

JAZZ ★★★★

PAT MARTINO—The Visit! Cobblestone 9015 (Buddah)

RELIGIOUS ★★★★

STATLER BROTHERS—How Great Thou Art. Harmony KH 31560

GOSPEL ★★★★

LLOYD REESE AND THE LLOYD REESE SINGERS—Lord I Thank You. Glori JC 1007

TONY MOTTOLA—Tony & Strings. Project 3 PR 5069 (Total Sound)
Mottola, by far one of the finest guitarists of all time, adds his beautiful touch to some of today's best music and the result is a top programmer with much chart potential. From "Candy Man," to "Song Sung Blue," to "First Time Ever I Saw Your Face," they are all standouts as is his revivals of "As Time Goes By," "Nature Boy," and "Street of Dreams."

HENRY BUCKLE—Mercury SRM 1-643
Buckle has produced a pleasant, predominantly folky LP which also showcases a fine songwriting ability. He suffers at times from a tendency to sound like James Taylor, but with his own style, particularly on "Natural Loser" and the strong rock cut, "Doing the Things That Please Me," he is very effective. Buckle will undoubtedly develop his own style to the fullest eventually, and should be a man to watch.

THIS IS EDDIE FISHER—RCA VPM 6069
Label continues its successful lineup of the "This Is" series with a strong contender in this Eddie Fisher repackaging. The two-record set includes his all-time winners such as "Anytime," "Thinking of You," and the more recent "Games That Lovers Play."

JOHN McLAUGHLIN-Extrapolitan. Polydor PD 5510

PD 5510
When critics list great guitarists, John Mc-Laughlin is seen near the top of the list more frequently these days and rightfully so. An artist whose music cannot be placed in any one area, he is one of the more innovative and interpretive musicians on the scene. This set, highlighted by the title cut and "Pete the Poet," should gain praise from all quarters.

THIS IS THE AMES BROTHERS—RCA VPS 5068 The Ames turned in a heavy load of hits during their RCA stay and they're all here in this two-record set, a delight for collectors. From "You You You," "Rag Mop," "Naughty Lady of Shady Lane," to "Sentimental Me," they're all here and they sure sound good.

VICKY LEANDROS-Come What May. Philips

VICKY LEANDROS—Come What May. PRILIPS PHS 700 001
Miss Leandros is a song stylist, able to adapt to songs ranging from rock to MOR to country. Her best work comes on interpretive ballads such as "When Oh When," or on predominantly acoustic cuts such as "I Live for Now." This is a promising set and one can easily picture her growing into a star on the supper club circuit.

JAZZ

ART FARMER-Gentle Eyes, Mainstream MRL

371
Farmer, like many jazz greats, suffers from lack of exposure and fails to get the recognition he deserves. Hopefully, this set recorded with a symphony orchestra in Vienna will help remedy that problem. A master of flugel horn, Farmer's virtuoso performances here include "Didn't We" and "God Bless the Child." A must for threal jazz fan.

KGFJ: Soul Voice

• Continued from page 16

The artists are becoming artists and this is important to recognize. Bynum also voiced his approval of extended playlists and not shorter. He feels, again, the number of good artists and large quantities of good product warrant such

extensions.

"Arnold Shore (the vice president) has the final say-so on the music. The format at the station is very tight. Jocks have certain freedoms here. There is room for them to develop their personalities. Often people complain that the jocks sound alike. Actually, I think this may tend to come from the repetition in the 45 records we play. The regularity in the music programming may take something from the individualities of the jocks.

"Personally, I would like to loosen the pace of things here," Bynum reflected. "I don't think it's necessary for us to wait until a record has been proven before we play it. I'm not really in favor of or an advocate of the record rating-playing system."

One important and central func-

tion of the station is its community relations program headed by Booker Griffin. "We are very community oriented," stated Bynum.
"We have to be. More demands are put on black stations to get involved with the community. The black community is not what you'd call a reading community. Black people listen more to television and radio, in general, than read. Therefore, we are one of their primary sources of information, along with their churches.

"The listeners call us when it's

time to vote and they ask us who they should vote for. Naturally, we can't tell them, but we can inform them about the different candidates. We have a chicano news program, a chicano brother working here and, formerly, we had a young women working in the news room. She's left since.

"The community involvement program, initiated in 1969, has been excellent in enhancing goodwill, helping the community as well as bringing an audience to the station.

"We have 'Soul Caravan' which brings music and other shows to the community. 'Soul Search' is another Community activity where scholarships are awarded to winners of a talent contest as well as recording contracts. 'Soul Search' has been active for the past six

Bynum feels he cannot really define soul music. "They say you have to be black for it to be soul. I don't know. The basis of soul is being black, but it, very obviously is n't limited to that All types ously isn't limited to that. All types of music are enjoyed by all different types of people. We'll play a Roberta Flack, Donny Hatha-way, a Monk Higgins or Bobby Womack. But we won't play a Neil Young.

"We play any area of soul so as it is a hit-gospel, jazz. rock. But it has been awhile since we played a Dionne Warwicke or even a Fifth Dimension—too pop and/or middle of the road oriented. We have a black audience in mind, but it certainly isn't limited there."

One reason for the large single play at the station. Bynum explains is the fact that soul records sell more singles than any other type, so the switch here to albums must be a considered process. Records are changed weekly and Bynum notes that he believes albums could be successful toward the late afternoon and evening slots.

CTOON Records

NATIONAL BREAKOUTS

SINGLES

There Are No National Breakouts This Week.

ALBUMS

There Are No National Breakouts This Week.

REGIONAL BREAKOUTS

SINGLES

DINAH FLO . . . Boz Scaggs, Columbia 4-45670 (Blue Street, ASCAP) (SAN FRANCISCO) WHY CAN'T WE BE LOVERS . . . Lamont Dozier, Invictus 9125 (Capitol) (Gold Forever, BMI) (DETROIT & CLEVELAND)

ALBUMS

BROWNSVILLE STATION . . . A Night On The Town, Big Tree BTS 2010 (Bell) (Cleveland)

GLASS HARP . . . It Makes Me Glad, Decca DL 7-5358 (MCA)

Bubbling Under The HOT DOO

101. QUILTYAl Green	n, Bell 45-258
102. COME BACK CHARLESTON BLUEDonny	Hathaway &
Margie Jose	ph. Atco 6899
103. WHEN THE SNOW IS ON THE ROSES Sonny James, Colu	mbia 4-45644
104. ONEYJohnny Cash, Colu	
105. IF YOU LET MEEddie Kendricks, Tamla 54	222 (Motown)
106. HAPPIER THAN THE MORNING SUN	Scepter 12364
107. TROUBLEFrederick Knig	ht, Stax 0139
108. MAN & WOMAN/A LONELY MANChi-Lites, Bru	inswick 55483
109. IF YOU CAN BEAT ME ROCKIN' Laura Lee, Hot Wax 7	'207 (Buddah)
110. TAKE ME BACK 'OME	
111. I JUST WANT TO MAKE LOVE TO YOU . Foghat, Bearsville 0008 ((Warner Bros.)
112. FOOL'S PARADISESylvers, Pride	1001 (MGM)
113. SPECIAL SOMEONE	3911 (Famous)
114. ITCH AND SCRATCHRufus Thom	
115. I AIN'T NEVER SEEN A WHITE MAN	Volfman Jack,

Bubbling Under The TOP DP

Wooden Nickel 73-0108 (RCA)

.Stratavrious, Atco SD 7013

202. BILL COSBY Inside The Mind, Uni 73139 (MCA)
203. GLASS HARP It Makes Me Glad, Decca DL 7-5358 (MCA)
204. JOHNNY NASH I Can See Clearly Now, Epic KE 31607 (CBS) 205. FELA RANSOME & AFRICA '70 with GINGER BAKER, Signpost SP 8401 (Atlantic) BONNIE KOLOC Hold On To Me, Ovation OVOD 14-26 210. GLADSTONEABC ABCX 751

What's Happening

• Continued from page 13

201. GINGER BAKER

RCA; "Give It Up," (LP), Bonnie Raitt, Warner Brothers. . . . New Jersey—WFDU-FM, Fairleigh-Dickinson U., Teaneck, Tony New Jersey—WFDU-FM, Fairleigh-Dickinson U., Teaneck, Tony Loving reporting: "Extrapolation," (LP), John McLaughlin, Polydor; "Rolling Thunder," (LP), Mickey Hart, Warner Bros.; "Strange Affair," (LP), Help Yourself, United Artists. . . . Connecticut—WSHU-FM, Sacred Heart U., Bridgeport, Ron Cao reporting: "The Best of Otis Redding," (LF), Otis Redding, Atco; "Dismal Prisoner," (LP), Roy Head, RCA; "Down To My Last Dime," David Elliott, Atlantic. . . . Massachusetts—WRBB, WRBB-FM, Northeastern U., Boston, Donna Hochheiser reporting: "Sahara," (LP), McCoy Tyner, Milestone: "It Makes Me Good," (LP), Glass Harp, Decca; "Ursa Maior, RCA Major, RCA.

MIDWEST—Ohio—WOUB, WOUB-FM, Ohio U., Athens: "Double Scoop," Rock Flowers, Wheel; "One More Chance," Ocean, Kama Sutra; "Only Love Can Break Your Heart," Jackie DeShannon, Atlantic. . . . WBWC, WBWC-FM, Baldwin-Wallace College, Berea, Jaimie Ottobre reporting: "Back Stabbers," O'Jays, Philadelphia International; "Let's See Action," (LP), The Who, Polydor; "Offering," ternational; "Let's See Action," (LP), The Who, Polydor; "Offering," (LP), Larry Coryell, Vanguard... Michigan—WKMX, Schoolcraft College, Livonia, Rob Mulrooney reporting: "Move With Me," Tim Buckley, Warner Bros.; "Seven Separate Fools," (LP), Three Dog Night, Dunhill: "Vinegar Joe," (LP), Vinegar Joe, Atco... Iowa—KDIC-FM, Grinnell College, Grinnell, John Seeley reporting: "Casey Kelly," (LP), Casey Kelly, Elektra... Missouri—KRC, Rockhurst College, Kansas City, Pete Modica reporting: "My Way," Ratchell, Decca; "California Man," The Move, United Artists; "I'm Shaft," R. B. Freeman, Ayco. R. B. Freeman, Avco.

WHO SINGS

Okie From Muskogee, Hungry Eyes,

Workin' Man Blues, The Farmer's Daughter, Silver Wings,

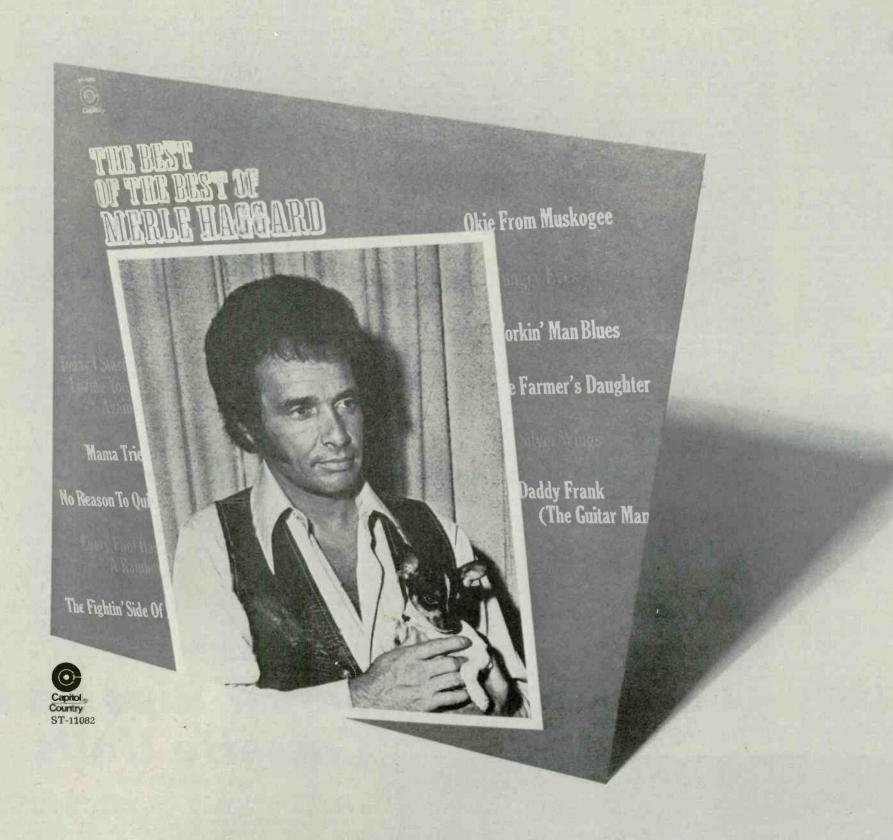
Daddy Frank (The Guitar Man), Mama Tried,

Today I Started Loving You Again,

No Reason To Quit, Every Fool Has A Rainbow,

and The Fightin' Side of Me

THE BEST?



MERLE HAGGARD

Tape/Audio/Video

TV Software Push —Cartrivision, Sears

LOS ANGELES—Cartrivision is now preparing permanent in-store software displays as well as new fold-over books and other point-of-sale material designed to expose its complete prerecorded and blank catalog to the consumer.

At the same time, Sears, Roebuck & Co., which is marketing the cartrivision system in several major cities and will debut in San Diego this week, is giving strong exposure to software and is utilizing a store to warehouse teletype communications system designed to maximize speed of sofeware de-

Officials at both Cartrivision and Sears also feel the units will be-come mass merchandising items sooner than originally anticipated, and while it is too early to pinpoint a demographic buying trend in either hardware or software, it is already evident that a cross-section of consumers are purchasing the

"We are making a great effort to expose at the point-of-sale the entire software catalog," said Bill Horn, director of merchandising for Cartrivision.

"We will not be dependent on the retailer alone in checking sales trends because not every retailer can carry everything in stock at once. This is one of the reasons we are offering an assortment pack with nine tapes for him to start out with.

"We will also provide a fold-over book with color pictures of each tape and complete descriptions.

This will be in addition to our regular catalog."

The firm is also working on a permanent software display, but details on this are not available

As for the hardware and the software buying patterns, Horn

said that "trends should begin to develop within the next four weeks or so. One thing I can say is that blank tape will be absolutely tremendous, for two major reasons that I can think of off hand. One, you can record your favorite proand keep it if you want. Secondly, you have home movies. I'm talking about the type of movies that will be kept, such as weddings and birthdays. Then you have other factors, such as audio and the convenience that you don't have with film."

Horn said, however, that pre-recorded tape should run about even with blanks.

Concerning the product as a mass item, Horn said, "I feel it's a mass product today. The price may be somewhat high, but look what you get for the price, a 25-in. TV, the tape deck and all of the other things that go with the

"I do feel that the price will come down eventually, and this will make it even more of a mass item. More production is of course one factor in bringing the price down, but there is another, more important factor that may enter the picture.

"I predict," Horn said, "that by the end of the year you will see 19-in. systems from some of the manufacturers, and this could drop the price to under \$1,000. Screen sizes will come down and there will be a broadening of the line, the same sort of evolution that color TV went through."

Concerning demographics, Horn said "there is evidence of several sales being made to blue collar workers already though this can hardly be called a trend.

"But I do think this type of system is a logical investment for (Continued on page 30)

50 Firms Show Video Expo III

major videocassette hardware and software manufacturers, including Sony, Panasonic, Motorola, Mitsubishi, the Philips Broadcast Co., the 3M Co., and Time-Life Video, will be among the more than 50 exhibitors scheduled to take part in Video Expo 111, scheduled here Sept. 19-21 at the Commodore Hotel.

The exposition will cover some 16,000 square feet of space, and will cover, in addition to the exhibits, a number of seminars and workshops featuring such wellknown industry executives as Frank Stanton, Cartridge Televi-sion, Inc., Lawrence Hilford, Cartridge Rental Network, Anthony Palms, director of marketing, Time-Life Video; Alfred Markim, presi-dent, S/T Videocassette Duplicating Corp.; and Paul Caravatt and Harlam Kleiman of Caravatt-Klei-man Video Publishers.

Subjects will cover a broad range of the video industry and will include such subjects as producing and marketing consumer TV car-(Continued on page 42)

'3-CHANNEL'

Units, Software: Engineers Respect Playback Demands

NEW YORK—Audio Engineers are taking a more patient view of 4-channel. At their convention here they were also less emotional about matrix vs. discrete and more conscious of the part playback equipment has in the total record-tape product.

Just four months ago at the Audio Engineering Society (AES) Los Angeles convention, proponents of matrix labeled discrete advocates "skunks" (Billboard, May 13). The mood at this AES event, however, was one of matrix and discrete being viewed at different levels rather than as a heads-on battle.

In fact, the opening panel discussion on 4-channel broadcasting was noticeably low-key, though moderator Eric Small, WOR radio here, said afterward that he chose the panelists "with great care" (see separate story). In the broadcasting session, Emil L. Torick, CBS Laboratories, referred directly to hardware: "Meanwhile (until discrete vis-a-vis FM is resolved), it's a matrix world." He said 46 brands of hardware are available with matrix receivers.

Not the least bit submissive, however, was J. James Gibson, RCA engineer, who revealed his firm's proposal for "3-channel discrete" broadcasting. Pointing out that the system involves "no phase shifting," he said adaptation will be no great problem for hardware manufacturers of receivers.

He said one synchronous detector and essentially a simple resistor matrix network with maybe one transistor is all the modification required on present 4-channel receivers. RCA is proposing the 3channel system for Federal Communications Commission (FCC)

(Continued on page 42)

Dealers Welcome Admiral TVC Program

By ANNE DUSTON

CHICAGO-Admiral Corporation unveiled its Solarcolor/Cartrivision unit to dealers here and sold out its initial inventory of 40-50 units to 95 percent of those attending the presentation, an Admiral spokesman said. Prerecorded software is being handled by Summit Distributors, Inc., here, veteran record-tape wholesalers.

Admiral will introduce a deck unit in about a year for use with any TV set, and a portable color camera in June 1974, Chuck Rosencranz, general manager, Chi-

cago division, announced.

The Mediterranean-styled console Model 5VT5608 was demonstrated by Dick Sargus, product manager and developer, to 30 selected major retail dealers. Typical of the reaction was Jerry Jourdan, buyer for 32 of Goldblatt's 44 department stores, who expressed enthusiasm for the product and ordered 10 units for his stores

Dealers were promised "delivery tomorrow," as well as service tech-

nicians for in-store set up, sales representatives for educating store personnel in use and sales points, 500 invitational letters for customers, and advertising allowance of \$44 per unit, and cooperative newspaper advertising.

Demonstrations will be held at

the Chicago offices for the remaining area dealers, Bill Cox, sales administration, Admiral, said.

Lee Smith, vice-president, electronics, described the select market-(Continued on page 27)

ONCE RAILROAD SALVAGE STORE

Chicago Record-Tape Outlet Promotes Via Free Rock Concert

CHICAGO - Hegewisch Discount Record and Tape Center here featured the Styx at a free rock concert for 6,000 at the Hammond Civic Auditorium September 13. Included in the program were Stone Ground Kelly and Wolfhound Strudge, all local

groups.

The concert was co-sponsored by

Nickels Records (RCA) Wooden Nickels Records (RCA) and Tried Radio (WXFM-105.9). Dennis Gray, deejay for WXFM,

Hegewisch started four years ago as a railroad salvage store, with one cardboard box of albums, and now handles 35,000 albums and 10,000 tapes, and a few ac-cessories such as head cleaners and record cloths and sprays, according to owner Joe Satiris. Top 40

singles are carried as an accommodation.

Tapes are displayed in 21 locked cabinets, with albums in open racks in a 100 x 25 ft. area that originally was an 11-room house. "With all the walls knocked down, and the racks placed lengthwise, we can keep pilferage down to a minor problem," Satiris said. Satiris noted that 8-track is the

best seller in tapes, with cassette and blank tapes increasing in sales. Four channel tapes and disks account for a small percentage of

Hegewisch said the return on tapes is 8 percent, and on albums, 1 percent. "The main problem with tapes is that they are wound too tight at the factory and break. As for albums, the disks are engineered for 2½ grams, and the kids weight their needles at 1¼ grams, and experience skips," Sa-

By ANNE DUSTON

tiris said.
The store, situated in a Polish neighborhood, discounts all tapes and albums including ethnic al-bums. "We sell a lot of polka records, and have improved our jazz and classical sections," Satiris said. Typical prices are \$4.49 for \$6.98 tapes, \$2.99 for \$4.98 albums, and \$3.49 for \$5.98 albums.

"At these prices, we don't usually have sales uples it is a pro-

ally have sales, unless it is a promotional sale," Satiris said. The Styx album was offered for \$3.19, 6 cents below wholesale, for three days following the concert, for ex-

Satiris noted that he buys albums by the case to accommodate

the high volume turnover. deals exclusively with Galgano Distributing Co., ordering two or four times a week, and generally keeps the returns "because of the

low number of returns, usually 50-100 albums per 1,000."

Albums and tapes are bought on the basis of record charts, reviews, listening to promotionals, radio cuts, and what the kids are asking for, Satiris said. "We also read the backs of record jackets. For example, we noticed that The

James Gang lost a couple of people and one of them, Joe Walsh, came out with his own album, and we bought it."

The store is open six days (closed on Wednesday), with two people working shifts during the 10 am-9 pm day.

"Our advertising is mainly wordof-mouth, although we may decide to continue the free concerts to promote specific records," Satiris

Sarser Rips Bad Cassette Units

By RADCLIFFE JOE

NEW YORK-A challenge has been thrown out to manufacturers of automotive cassette players to upgrade the quality of their product to a point where it would complement the newly-developing sound quality of cassette soft-

The challenge came from David Sarser, resident engineer at Allison Audio Products, in a speech

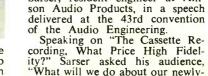
ity?" Sarser asked his audiches, "What will we do about our newlyfound dynamic range and healthy

bass response once cassettes become more universally used in automobiles?

"Will we have to degrade the quality of our prerecorded cassettes by compressing them and reducing bass response to be compatible with the limited power handling capabilities of the automobile en-

"Or can we persuade the hard-ware manufacturer to come up with electronic devices in the car units so that the wide range tapes can be accommodated in the car

and played full range at home?" Sarser noted that although de-(Continued on page 28)



SANYO Electric, Inc., has begun construction on a 150,000 square foot facility in Compton, Calif. The two-story building will house executive offices, warehouse facilities, and three show rooms, including video tape recording and sound studios. International sales for the Osaka-based company are over \$800 million

Duplicator Promo Plan to Boost Dist.

SUNNYVALE—GRT Corp. is mounting its strongest promotional campaign yet, with distributor incentives and heavy point-of-purchase plans highlighting the activities

Jack Woodman, the firm's advertising and promotion manager explained some of the recent moves and talked about GRT's philosophy in advertising and promotion.

"We've taken the posture in advertising and sales promotion that it isn't really our function to break a hit. If a thing starts to happen, we'll get behind it. We constantly support the record licensors, primarily in terms of money, and we will help in key market promotions to bust a new artist.'

From a consumer level, GRT is striving to promote store traffic, and not really emphasizing GRT as a name. Consumer ads are not particularly heavy at the moment because the firm is currently reevaluating its position in this area. In trade advertising, the company is saying, "We've done a lot of things right in the past" and this they feel is their trump card.

"At the moment, Woodman said, "there is a great deal of distributor incentive and point-of-purchase advertising. The basic reason for the distributor incentive is that we rarely cut the price and this is our way of rewarding the guy who has been doing the job. Besides, it adds some excitement to the business."

One of the major dealer incentives is the "Rio Fling" announced at the firm's national sales meeting July 17. There was a two week qualification period for distributors and the actual competition started August 1. The contest runs through the end of November and approximately 200 winners will be flown to Rio on January 13 for eight

"This promotion has done well so far," Woodman said. "We also have an Election Selection where branches of national distributor-

branches of national distributor-ships can earn other prizes, such as motorcycles. Trips per se are not new," Woodman added, "but Rio is an exciting thing. And this is our first travel promotion. "We're also doing a series of six mailings to those who have now qualified to be working towards the trip, including books on Rio. In addition, there will be two in-terim promotions that relate diterim promotions that relate di-rectly to the trip. One is a luggage promotion. If we feel a person is where he should be on a percentage factor by the end of this month, we will send him some luggage as some added stimulation." The contest is internal as well as for distributors and covers all of the

firm's product.

The Great Restless Thumb is the title of GRT's major point-of-purchase promotion. "We're trying to create traffic in the store," Woodman said, "and one of the ways will be through the offer of a hitchhikers' kit. It's a consumer premium offer that will be offered on the back of some tape packs as well as on easel cards with tear off courson." There has been on adding coupons. There has been an ad in Rolling Stone and many of the Top 40 stations are picking up on

the idea."

The kit is available to a consumer for \$2.49 plus 50¢ postage and handling. It contains a guide to international hitchhiking, a back pack, destination sign, stickers, arm patches and a hitchhiking instruction sheet. A number of coupons stamped "paid" have been given to GRT salesmen to hand out to distributors. GRT is handling the fulfillment from Sunnyvale. A test plan for radio, with dealer tags, will soon begin in the

Bay Area.
"This is the kind of promotion we may periodically plug into a market when we want some stimulation," Woodman added. "There is really no time limit on this promotion. In terms of actual orders motion. In terms of actual orders of kits for retailers, we're probably three times ahead of our previous top promotion, and we've got everyone having fun. And the hitch-hiking theme ties in well with the portability of tape."

Woodman also mentioned college newspapers and FM stations as good targets for this promotion.

In other promotional activity, GRT is offering through the mail the poster cards included in the latest Three Dog Night LP on ABC-Dunhill. "This is a way for the tape buyer to get what the LP buyer does," Woodman pointed out. "We've included a coupon on the tape package and the philoso-(Continued on page 28)

Admiral Console Special

CHICAGO - Admiral Corporation is offering specially priced stereo consoles and complete component sets in conjunction with its fourth annual nationwide "Real

The 45-day promotion will util-

ize nationwide newspaper ads, net-work television and radio an-nouncement commercials. Dealers will be supplied with a

48-piece display kit for the sale, which also includes transistor radios, black and white, and color televisions.





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GROSSMAN SALES CO., INC. Auburndale, Mass. 02166 617-527-7753

COOPER SALES COMPANY McMurray, Pa. 15317 412-941-6473

MARSEY SALES COMPANY Rochester, N.Y. 14607 716-442-9700

SULLY SALES Fairhope, Ala. 36532 205-928-8998

MOXLEY SALES COMPANY Atlanta, Ga. 30340 404-457-7583

L. J. PAUL & ASSOC. INC. Houston, Tex. 77036 713-772-9562

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MCFADDEN SALES INC. Columbus, Ohio 43215 614-221-3363 **LEET WILSON & COMPANY** St. Paul, Minn. 55121 612-454-5669

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Jefferson City, Mo. 65101 314-893-3205

R. A. ALBRECHT & COMPANY Rochester, Mich. 48063 313-651-7081

PAUL SEAMAN COMPANY Oakland, Cal. 94621 415-562-9241

DAMARK INDUSTRIES INC. Van Nuys, Cal. 91401 213-786-9300

J. A. GEDNEY COMPANY Denver, Colo. 80215 303-238-3112

W. K. WOOD INC. Seattle, Wash. 98166 206-246-5111









New Products





VOICE OF MUSIC has introduced a 4-channel receiver with built-in quadraphonic 8-track tape player and AM/FM/FM-stereo tuner, listing at \$199.95 (below); also, matrix-system phonograph with diamond stylus that plays four speeds, has 28-watt peak power, and color coordinated turntable, speakers and dust cover, at a list price of \$119.95



new line includes this model SM-19 compact module stereo system incorporating AM/ FM stereo receiver and full-size turntable. List price is \$229.95.

RECORDING TAPE RIOT! FACTORY FRESH: CHOICE OF SCOTCH #150 OR #203, 1800 FOOT 1-MIL POLYESTER, 7" REELS; OR

AMPEX	#611, 1200 ACETATE.	FT.,	7"
Quantity	1-11	12	48
= 150	1.95	1.87	1.75
= 203	2.65	2.55	2.45
=611	1.68	1.50	1.39
"SCOTCH"	BRAND C	ASSE1	TES
SC-30	1.10	1.06	1.01
SC-30HE	1.43	1.39	1.32
SC-60.	1.30	1.26	
SC-60HE	1.62	1.58	1.49
SC-90	1.94	1.90	1.76
SC-90HE	2.51	2.47	2.23
SC-120	2.52	2.48	2.28
"Certron" C	assettes Ass	emblec	i With
	Norelco-type		
C-30	.52	.48	.45
C-60	.62	.58	.55
C-90	.92	.88	.85
C-120	1.02	.98	.95
Add 10% t	o above prices	for ship	oping
	r orders over \$		
WOLLENSAK	DOLBY CAS	ETTE	DECK
AVID TO	M	odel. ±	4760



SAXITONE TAPE SALES

MOTOROLA'S NEW Quadraline discrete 4-channel car tape player, the TM920S, has four slide controls for volume, tone, balance left-to-right and front-to-back balance, a program indicator for 2 or 4-channel tapes, and four speakers. List is \$159.95.



CADDIE TABLE for stereo components and records has two side brackets for speakers, removable record rack. The wood and chrome, 32-inch high table by Kalo lists for \$29.95.

International Tape

LONDON—Music cassettes using Scotch brand cobalt high energy tape were released recently by Victor Musical Industries, Inc. (Japan Victor). Initial release consists of 15 selections covering all Tokuma Musical Industries (Minoruphone musical categories. label) is negotiating for Melodiya (USSR) and Supraphon (Czechoslovakia) franchises, in addition to recent tie-up with Eterna's Clavier catalog. Melodiya has long been handled by Japan Victor for regular monthly release under "Shinsekai" (New World) label. . . The number of the control of the ber of different quadraphonic titles are now approaching the 350 mark in Japan. As of June 25, a total of 94 discrete CD-4 disks were available (92 by Japan Victor and 2 by Polydo). As of same date, 52 SQ matrix quadraphonic records issued (49 by CBS/Sony and 3 by Warner-Pioneer). Most other quad LP's are of Japan's so-called RM (regular matrix) types. . . Akai Electric Co. recently decided to concentrate on exporting popular type tape recorders to the U.S. instead of mainly exporting high-grade tape recorders as the company used to. The company is going against the general trend since other electric appliance makers, especially after the uprevaluation of yen, started to place the main weight on exporting high-grade products to the U.S. Akai is one of the chief exporters of high-grade products to the U.S. The company's decision came from its belief that consumer demand in the U.S. for its high-grade tape recorders had reached a turning-point.

According to an official of Akai, U.S. consumers, after experi-

encing a recession, had come around to look for cheap, practical models. They prefer much more these types of products than highpriced models whose efficiency and fidelity surpass their actual needs. The company will concentrate on products whose retail prices will be somewhere between \$100 and \$200. Until now, the company mostly supplied the products whose retail prices were between \$200

and \$400.

The company intends to reduce production cost by eliminating the "excessive efficiency" of its past products which were designed to reproduce with fidelity sounds which could not be differentiated by

PARIS—Roland Dhordain, the former director of French television's first channel, has been named chairman of the steering committee of the ORTF-Hachette Videogrammes de France audiovisual combine, Paris. Dhordain, also one of the founders of the French radio light entertainment channel France Inter and the recent nonstop music program FIP, replaces Charles Everard T'Serclaes as chairman of the committee. Patrick Peugeot, Hachette's news and audiovisual manager, is also named as committee replacement for Pierre Lazareff, a Hachette director who died earlier this year. Dhordain left the State-run ORTF broadcasting network just over a month ago following major reorganization which saw Gaullist deputy Arthur Conte named as director general. Videogrammes de France, in which ORTF and Hachette have a 50 per cent stake, was formed in 1971 to develop the young French audio-visual indus-

Japan Tape Tax Stirs Fight The commodity tax also is im-

try of Finance is planning to impose a commodity tax of at least 10 percent on every music tape sold in Japan, effective from April 1, 1973, the beginning of Japan's next fiscal year. Labels here are fighting the move.
The Japanese Record Manufac-

turers' Association is preparing a position paper for presentation to the Japanese Government and the Diet (Parliament) calling for a continued waiver of taxation for music tapes and removal of the 15 per-cent commodity tax that has been imposed on phonograph disks since 1968, or at least a reduction of the tax to 10 percent.

Japan's so-called commodity tax,

considered by everybody but the government to be anachronistic, was first imposed on phonograph disks in 1937 when they were classed as luxury items. At that time the tax was 20 percent.

Project 3 Prepack Set

NEW YORK—Project 3 Records has created a special pre-4-channel prepack for its distributors and dealers. The offer includes a prepack of 29 fourchannel cartridges, plus one free demonstration cartridge, and a prepack of 10 reel-to-reel tapes including one free demonstration

Also included is a prepack of 25 four-channel records featuring 22 different selections, plus a free 4-channel demonstration record.

Project 3 will also supply its own distributors and dealers with easel-back, stand-up signs promoting the product. The freedemonstration cartridge, reel-to (Continued on page 30)

the importance of quality, speed and reliability in meeting the demands of the new industry. The S-T executive, whose company recently moved to 31,000 sq. feet of operating facilities at Leonia, N.J., said his organization was in a position to offer these and other services at major price reductions.

According to Markim, S-T's move to its new facilities has increased the plant's production capacity to the point where the firm could offer one price for all tape masters, whether they are two-inch quadrasonic, or any helical scan format.
Other advantages of the plant,

Duplicator

Role Stressed

NEW YORK-The duplicator's

role in the emerging videocassette industry was stressed at the recent VidExpo '72 convention and exposition, by Alfred Markim, president of S-T VideoCassette Duplicating

Corp.

Markim, whose firm was among a number of video hardware and

software exhibitors, emphasized

At VidExpo

which had operated as a pilot project for about 10 months before moving to its new facilities, include new lower rates for high quantity duplicating, new categories for low-quantity duplicating, (Continued on page 30)

"Mr. Topp Tape" Says

Buying From Overpriced Distributors?



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Complete line of accessories.
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posed upon all phonograph disks and music tapes imported into

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Don't monkey around with tapes... Sell'em!

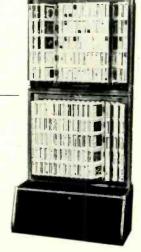
Browsers become buyers because..

'QUICK-VUE" was designed with the idea to make each tape completely visible to the buyer in a goodlooking, pilfer-proof display case. It's like reading pages in a book, see dozens of pictures and titles at a glance, through the easy viewing, flip-thru tape holders.

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Pa. Educator Terms Cassette 'Talking Book' the 'Paperback of Learning'

By LAURA DENI

LAS VEGAS — Academic tape cassettes called "talking books" have now been introduced into Nevada. Dr. Krivy, a Ph.D. from New York University and executive director of the Philadelphia Commission on Higher Education, is the innovator and editor of the cassettte courses.

Cassette teaching is as revolutionary to teaching as the paperback book was to reading, he said. "When the paperback came out, more people could buy books and more people began to read. The tapes will enable more people to further their education," Dr. Krivy said here.

The company which puts out the tapes, Automated Learning, Inc., Fairfield, N.J., is three years old, he said. During the first quarter this year it already has done more than \$600,000 in business.

Each course contains a regular cassette and written supplemental material.

The courses are designed for those who haven't had the chance to further their education, youngsters having trouble with their school work or college students and businessmen needing refresher courses.

He said several major universities and businesses have adopted the cassette method of teaching to supplement their own education programs, such as IBM, Continental Can, Yale, Penn. State, American Title Insurance Company, Crown Zellerbach Corp., Valley Forge General Hospital, Illinois State Penitentiary, the U.S. Court of Appeals Library, New Orleans, as well as several city school districts.

Dealers Welcome Admiral Program

Continued from page 24

ing approach as based on availability of product, strong advertising program to the consumer, sales training, service back-up and software availability.

Chicago was chosen as the first market because of the strong nucleus of interested dealers needed to establish a success pattern, Smith said. Admiral will move to other markets in New York and Los Angeles this year after the Chicago area is satisfied, he said.

Summit Distributors has 113 titles available for immediate delivery, with a sample package of five prerecorded and five blank tapes available at a \$175 retail. Prerecorded tapes run from \$14.98 for 15 minutes to \$44.98 for 100 minutes. Blank tapes are \$12.98 for 15 minutes, to \$39.98 for 100 minutes.

Rental franchises for over 200 movie titles are immediately available announced Jerry Watner, vice-president, Cartrivision Rental. The titles, covering 1927-72, will rent from \$3-\$6, and will be returned to the dealer for rewind after one play. More than 2,000 titles will be available eventually, Watner said.

A panel of experts to answer retailers questions at the Marriott Inn meeting included: Chuck Rosencranz, general manager, Admiral Chicago; Don Johnson, vice-president, marketing, Cartrivision; Don Baker, national service manager, Admiral; Seymour Greenspan and Jack White, Summit Distributors; and Jerry Watner, vice-president, Cartrivision Rental.

On questions of service, Admiral spokesmen explained that the VTR portion can be removed from the console, leaving the television set operable. The most common problem, dirty heads, can be repaired in the home in 30 minutes. A one-year warranty is offered on all parts.

Also, it was noted that tapes are automatically recorded without misadjustment of color, regardless of the setting on the console.

Dr. Krivy got the idea for the cassette teaching courses as a college professor several years ago, when he noted that many freshmen students "didn't know how to study,

how to utilize time, materials and priorities."

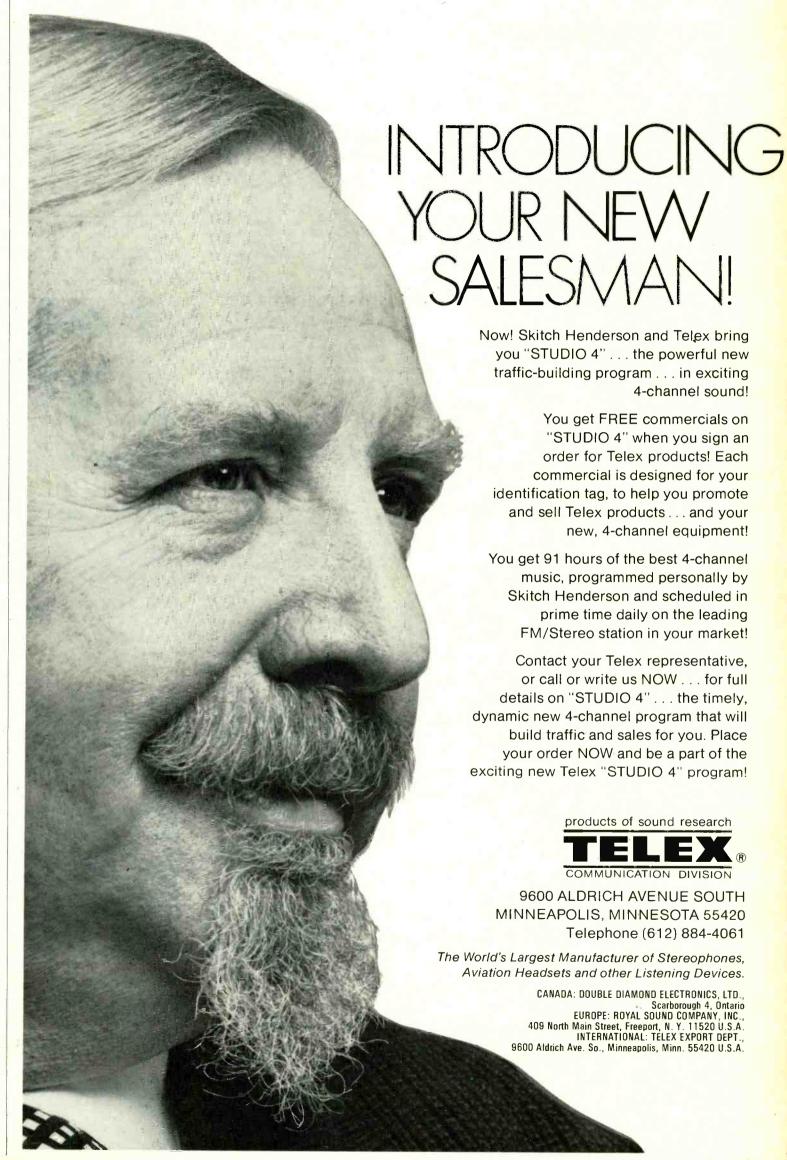
He prepared a cassette on listening and concentrating for his students. He found that his "D"

students soon became "B" students.

Thus came the idea of expanding the subject matter of the tapes and marketing them.

Two categories of instruction are

offered. One is for personal improvement including one for those who need to lose weight. The other category is academic and includes regular college courses.



Delay Tokyo TV Fair—Aimed at Buyer

Fair, originally scheduled for Oct. 3-8, in Tokyo's Ginza Mitsukhi department store has been postponed for a year, according to the show's joint sponsors, the Electronic Industries Association of Japan (EIAJ) and the Nippon Video Association.

Primary reason for the postponement was that Japanese VTR manufacturers who had originally

SAME DAY SHIPMENT

OF ALL

agreed to participate, have since said that "it is too early for video to be promoted among consumers.

They also added, according to the show's sponsors, that the public would, in any case, have seen everything at the EIAJ's 1972 Japan Electronics Show, scheduled for Sept. 21-27 at Tokyo's International Trade Fair grounds.

It has also been reported that participating hardware manufac-

arrangements which called on them to put out \$10,000 for the show, while their software counterparts offered one-third of that amount.

The total cost of the fair was estimated at \$20,000 with the Japanese Ministry of International Trade and Industry sharing onesixth of the cost. However, the hardware manufacturers felt that MITI's contribution would have been proportionately less.

In defense of software producers, the EVR Japan group claimed that it had been planning to produce about \$20,000 worth of additional software for the show.

Problems were further multiplied when would-be exhibitors discovered that only one half of the projected 8,522 sq. feet of space would be available for the fair during the scheduled sixday period.

The industry also had last min-ute fears that its current battle over tape widths would come into public focus at the fair, and create a bad image for the multimilliondollar business.

Cassette Challenge

• Continued from page 24

velopers of new oxides for blank cassettes have produced product that perform reasonably well, yet the mechanical performance most cassettes, leaves much to be desired.

Stating that he has been appalled at the "parade of junk" which has crossed his desk for approval in recent months, Sarser said that sizeable amount of commercially unacceptable bulk tape was being produced by a handful of shrewd businessmen who have taken over the facilities of a couple of major raw tape producers, knowledgeable on price reductions but lacking any knowledge of the needs of duplicators.

"We all know," Sarser continued, "that it takes more than just new management to make the improvements needed to make an acceptable blank tape product."
Sarser told his audience that the

same thing was happening with cassette parts. He charged that previously rejected molds were being resurrected and shipped to obscure parts of the world, where substandard plastics were being injected into them without regard even to cosmetics, let alone mechanical and thermal stability.

"These products, assembled largely by unskilled laborers, are then rushed back to this country where shrewd salesmen force them into the market."

Sarser said the most important aveune for improvement in cassette hardware is the signal-tonoise recording capability particularly in the home decks. "It aplarly in the home decks. "It appears," he said, "that improvement must be made in the electronics head combination, because the same head used for high speed duplication nets a better signal-to-noise ratio on the duplicator than at real time on the cassette recorder.

It is Sarser's hope that major manufacturers of both tape hardware and software products would save the industry from the dilemma for shoddy product which still faces it by producing quality prod-uct designed to satisfy the con-sumer and restore his confidence in the business.

Promotion Plan

• Continued from page 25

phy is to add a little more value to the product."

There was also a recent steak promotion, where with a minimum order a distributor would get a free steak with each box of tapes ordered and an offer of a string of pearls with a certain amount of product ordered on the lost APC. product ordered on the last ABC-Dunhill release.

EMI Budget Holdout Ended

LONDON - EMI will become the last major record company to launch a low-price cassette and cartridge series in this country. On Oct. 20, the firm which has often resisted dealer demands for a spe-cial low price line, will introduce its new Executive series of cassettes and cartridges with 25 items listing at \$4 each.

The tapes are all dubbed from masters of proven disk sellers, and include product by Cilla Black, the Shadows, Cliff Richards, the Seekers, Rolf Harris, Joe Loss, Frank Sinatra, Nat "King" Cole, Fink Floyd, The Yardbirds, Shirley Bassey, Rooger Wittaker, the Dubliners, Mrs. Mills and the Dave Clark Five.

For the classical market there will be tapes of the 1812 Overture, Strauss Waltzes and choruses from the Messiah.

In an effort to establish brand recognition of the new line, Executive cassettes and cartridges will be colored blue, as will all inlay cards and labels. The cartridges will be packaged in EMI's new slip cases.

To promote the new line, EMI has devised a special two-tier cardboard merchandiser which is being made available to dealers. Each

merchandiser holds two tapes of each title.

A separate catalog devoted exclusively to the new line has also been produced, and the entire launching is being supported with trade and consumer advertising, and general point-of-sale material.

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need 8-track lubricated tape, cassette tape, C-O's or loaded cassettes?

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HUGE PROFITS FOR YOU-UP TO 400%

THAT'S TRUE! Everyone who buys tapes . . . sells tapes . . uses tapes . . . must get into the tape accessory business. Tapes and tape players need these special tools and lubricants to keep operating properly.

NOW, FOR THE FIRST TIME, United Stereo Accessories offers you, the tape customer, a complete line of accessories for resale. PLUS, profit margins so big that you can be a distributor, a jobber, or a retailer. You can sell to local jobbers, or to retail stores, or to the consumer wherever there are people who buy tapes.

SHARP PACKAGING? YOU BETTER BELIEVE IT! We have the absolutely essential accessories all skin packed, carded, and ready for rack displaying. This packaging is TERRIFIC! White card with Red and Blue printing. When you start doing business with us, we will tell you how to get FREE RACKS so that you can set up your own route. Sooner or later, if you are dealing in tapes, you'll be doing business with us, so why wait? If you are just looking for a new line, a needed line, a sharp line, a high profit line, THEN GET IN ON THE GROUND FLOOR -RICHT NOW! If you wait, your area may already be covered. ACT TODAY.

These examples are from our regular list prices when you purchase in quantity. BUT NOW, TO GET AC-

	Retail	Cost low as		
REGULAR	1.	Tape deck headcleaner	\$1.28	40 €
DISCOUNTS	2.	Tape drag lube kit	3.98	60¢
	3.	Power protector fuse kit	1:49	37¢
	4.	Audio swabs	.98	25¢

WILL GIVE YOU FURTHER DISCOUNTS, A GREATER PROFIT, A HUGE ADDITIONAL PRICE SLASH, to help make it even more profitable for you to get started. GET GOING NOW. We'll make it worth your while. Be FIRST in your area to send for a sample kit and our super bonus price list with the lowest prices for these items that you will ever see. WILL GIVE YOU FURTHER DISCOUNTS, A GREATER PROFIT, A

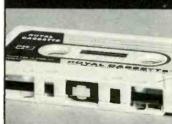
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The perfect sensing tape for splicing 8 track stereo cartridges and new cassettes. Aluminum foil and Mylar* maintains essential strength characteristics with minimum thickness. Also available in new "Lower Profile" Sensing Tape, Type CC-3810.

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Memorex's Line For Education, Institutional

SANTA CLARA, Calif. - The Memorex Corp. has developed a line of audio training cassettes for educational and institutional users. According to Memorex officials the line has been developed with the same precision used in the manufacture of its now-popular line of 'shatter glass" cassettes.

The training cassettes, designated the Memorex ATC cassette, are available in playing lengths of 30, 45, 60, 90 and 120 minutes. A chromium dioxide line is also available in the same lengths.

Memorex officials point out that the new ATC line is designed to cover all aspects of audio training, from the cassette itself to convenient program indexing. "When used with ATC albums, storage libraries and bulk storage cartons, the line forms the only complete audio training cassette system avail-able," they claim.

The ATC bulk storage carton,
which contains a sturdy plastic

rack for bulk cassette storage, is designed for easy transportation of bulk quantities of cassettes, and for bulk storage of cassettes on limited or seasonal call.

The Memorex storage album is a durable plastic album designed for the storage of individual cassettes. It features a breakaway hinge to reduce damage from rough handling. The Memorex spokesmen point out that cassettes in albums can be placed in alumi-num ATC libraries for convenient shelf storage.
(Continued on page 42)

Teledyne TVC Software 5 Piece Dealer Display

LOS ANGELES-Teledyne Packard Bell is making available to dealers a television cartridge display featuring five panels to "il-lustrate the versatility of the sys-

The largest panel is captioned, "Five Ways to Enjoy Teledyne Packard Bell's Cartridge Color TV Systems," with "Play Pre-recorded Cartridges highlighted on that panel. The other panels list "Record Off the Air," "Home Movies With Sound," "Home Security TV itor" and "Receive Normal as other benefits of the sys-Monitor"
TV" as o

Each panel is illustrated and each contains a brief description of the caption.

Sound West Set; To Make Speakers

LOS ANGELES-Sound West, Inc., has been formed to manufacture and market a line of home electronics products, primarily

The firm offers a selection of round, square and octagon shaped speakers, and listeners will have a choice of selecting grilles in rust, sea blue, desert gold, black or white. Suggested retail price of the speakers is \$14.95. The speak-ers measure approximately sixinches wide, seven inches high and seven inches long.

President of the firm is Barney Rigney, a former vice president for James B. Lansing Sound and most recently director of special projects for Auriema International Group.

Sound West will eventually expand its line to include other components, according to Rigney.

Also available is a "starter assortment pack of Cartrivision software," according to director of merchandising services Fred Schenck. Nine different packs plus other programs are available in the starter assortment packs, and each pack has two each of nine pre-recorded cartridge tapes, plus

The free-standing display unit features a reversible header panel, one side for store personnel one for the Teledyne Packard Bell signature. There is also a "next showing" clock in the package.

According to Bill Horn, director Merchandising for Cartrivision, "We have, in order to get dealers started, put together nine starter assortments of prerecorded tapes and blanks. This is a new business and we are trying to help the dealer get to know the likes and dislikes of his consumer. The tapes come from a catalog of 110 titles."

In starter assortment number one, for example, the tapes in-cluded are: "Gadabout Gadis, the Flying Fisherman"; "Football Follies"; "Guide to Wine"; "Making Things Grow"; "Rembrandt and The Bible"; "The Incredible Hulk"; "The Thorkesising that had a support to the support of the "The Thanksgiving that Almost Wasn't"; "Gene Littler on Golf"; and "Furniture Styles Then and Now."

Blank tapes will also be included in the starter assortment, including one 100-minute tape, one 60-minute tape, two 30-minute tapes and two 15-minute tapes. Suggested retail prices are \$36.98, \$23.98, \$17.48 and \$11.98 respectively.

A package for displaying and merchandising cartridge TV is available from Cartridge Television, Inc., and includes a point of purchase display kit, a Cartrivision program binder, dealer advertising aids, program listing folders and other consumer brochures.

In the field of 4-channel, Packard Bell is also giving its retailers a selection of software to help sell the hardware.

The company is offering a five SQ 4-channel record set with songs of the 70's and the music of Bacharach and David among others. The five records are available from Capitol.

Sales promotion manager Larry Beals also said the firm has pack aged five stereo 8-track tapes and

five 4-channel discrete tapes. Artists include Frank Sinatra, Petula Clark and Sammy Davis, Jr. in stereo and Enoch Light and John Morell in 4-channel.

In stereo, a ten record set will be available, and a free lifetime membership in the Record Club America is also offered to re-

Dealers will also have the choice of either an encoded matrix demonstration tape cartridge of a discrete cartridge. Both were made for Packard Bell and run about





TV Software Push -Cartrivision, Sears

Continued from page 24

any family. You have a lot more than the entertainment aspect, you have education. The concept is absolutely solid as far as I'm concerned, both in the eyes of the retailer and the eyes of the con-sumer. We feel they are beginning to look at this as a home entertainment commodity just like TV. and we see every type of retailer carrying it, including the independ-Horn pointed to recent San Francisco promotion by Macy's and the Emporium to emphisize

Project 3 Prepack

• Continued from page 26

reel tape or record can either be sold or used by the dealer to demonstrate his 4-channel hardware.

Project 3 has 23 different cartridges, reel-to-reel tapes and records in the quadrasonic configura-Tony Mottola, Sammy Kaye, the Brass Ring featuring Phil Bodner, the Free Design, the World's Greatest Jazz Band, Urbie Green and Enoch Light and Enoch Light.

The selections are in the discrete 4-channel format and were spe-cifically recorded, mixed and mastered for quadrasonic. Three of the selections are available in both Sansui QS and Columbia

Duplicator Role

Continued from page 26

affording the smaller user better rates, and lower prices for duplicating on cassettes supplied by

Markim will also speak at Video Expo III, another video convention and exhibition, sponsored by Knowledge Industries Publications, and scheduled for Sept. 20-22 at the Commodore Hotel, here. His topic, "Duplication and Distribu-tion," will be delivered on the final day of the conference.

Display units with security lock and strong plexiglass

sliding doors for maximum

Hand holds for ease of inspection without removing tapes from rack. Rich walnut grained exterior and light

Any type of custom display

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108

19

28

12

46 Lbs.

\$32.95

visibility and protection.

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cases.

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WIDE

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PRICE

with Cartrivision so far. "Sales have been beyond our expecta-" said one official, "and software is also going very well."

"Blanks are the biggest selling piece of software at this point," added another company official. "These systems are kind of like new toys, and people are going to want to record on them the same as they did with the audio cassette when that was first introduced. I think it will continue this way, and blanks should outsell prerecorded tapes in the long run. Everyone who is buying a unit is purchasing blanks along with it, and they are buying various lengths. It's just too early to pick a trend because both the consumer and the retailer is experimenting.

"Our stores are busy building up their initial inventories now and are getting the feel of things. But once they do know what the consumer wants in blank and pre-recorded, we've come up with a software delivery system which we think will be of great help.

"This is the teletype system we've installed in each store and which is connected to a main warehouse. All tapes can be purchased immediately, but the teletype will work well for the importantly out of stock material. The order is simply transmitted to the ware-house. There it is pulled, packed and put on a carrier within a matter of hours."

This official also sees Cartrivi-This official also sees Cartrivision as a mass market item eventually, and as somewhat of a mass item now. "The interest is fantastic and the whole notion is a great attention grabber. Of course, as production increases the price will go down."

Sears plans to have the same buyer do the purchasing for both the hardware and software.

The firm also broke with an ad in the Los Angeles area papers Sunday (17), announcing Sears Cartridge TV for home or business use and leaving out the price. "This was a strictly publicity type ad," an official said.

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24

Tape **Happenings**

The appointment of Terrence J. Miller to general manager, APAA Digest & Directory has been announced by David J. Dover, president, Service Corporation, Automotive Parts and Accessories Association. The APAA Digest & Directory will be published in connection with the association's fifth anniversary and the 4th annual APAA Show November 13-15 in Los Angeles. James S. O'Toole, secretary and controller for Admiral Corporation, Chicago, has announced the appointment of Kurt E. Steiner as controller of Admiral's Harvard, Illinois, electronics center. Steiner was formerly controller of the National Lock Fastener Division, Keystone Consolidated Industries. solidated Industries. . . . Cartridge Control Corporation, Atlanta, is planning to expand into 4-channel tape production, according to Bill Evans, vice president and general manager. New duplicating equipment being purchased will allow production of quadraphonic sound tape cartridges and cassettes, with first production being on CCC's own label, Contour. . . . Curtis Instruments, Inc., has announced the development of an integrator that will time almost anything that employs any electrical current flow, even if infinitely small. The Model 253 dual resistive readout integrator has no moving parts and is based on the patented Indachron mercury coulometer. After a fixed number of microampere hours, two high-low resistive elements built into the cell, reverse their impedance values, permitting con-trol of any external circuit into which the resistors have been inserted as switches. . . The Audio Engineering Society awarded its gold medal to Manfred R. Schroeder, professor of physics at Unider, professor of physics at Universitat Gottingen, Germany, and formerly of the Bell Telephone Laboratories, at the AES Awards Banquet during the 43rd Convention at the Waldorf Astoria, September 12-15. The convention drew over 60 exhibitors of professional over 60 exhibitors of professional sound equipment.

VidExpo Taped

NEW YORK—Audio cassettes of the VidExpo '72 conference held here last month will soon be available to the buying public, according to Stephen Traiman, editor-in-chief of VidNews, and principal coordinator of the four-day event which was sponsored by Billboard Publications, Inc.

Six different cassettes will be available, ranging in prices from \$16 for those covering an entire conference session, to \$5 for the closing address by Billboard Publications president, William D. Littleford.

Subjects covered on the cassettes include the opening session and keynote address featuring such speakers as Congressman Orval Hansen, of the U.S. House of Representatives; Dr. Robert Heinrich, president, the Association for Educational Communications and Educational Communications and Technology, Indiana University; Wallace Henry, director of communications, the Pepsi Cola Co., and Aaron Neretin, editor and publisher, Merchandising Week.

Other subjects covered include, corporate video, educational video, consumer video and in-house video.

The cassettes, prepared for Billboard Publications by Hoke Communications, Inc., cost \$85 for the six if purchased separately. However, for those persons interested in buying the entire package at once, Billboard has cut \$15 off the list price, reducing the total cost to \$70.

Orders can be sent to Steven Traiman, at Billboard Publications,

Firms in Japan Set TV Cartridge Push

By HIDEO EGUCHI

TOKYO—The Japanese television cartridge industry is surging forward on several fronts including a potential consumer push by Nippon Columbia Nippon Columbia and its rival Japan Victor are also planning to promote TV jukeboxes.

JVC/Nivico has continued its six-month nationwide sales campaign, launched last June 21, to promote its 595,000 yen (\$1,800) model CE-700A VCR (VideoCassette Recorder) ensemble system, by way of commemorating the company's 45th anniversary.

In the latter part of August, the giant Fuji Photo Film Co. commenced nationwide sales of its 278,000 yen (\$900) model CV-500-O CVR (CineVideo Recording) player via its newly established network of about 100 "Fuji Film" Audio-Visual System stores. Initial production of the CVR player, unveiled last October and developed jointly with Ikegami Tsushinki Co., Ltd., has been set at 1,000 units per month.

Previously the same month, Nippon Columbia, a member of the Hitachi group, launched a potential consumer video hardware and software sales campaign by taking responsibility for the installation of model SV-520 ½-inch "new color" units manufactured by Shibaden, another member of the Hitachi group, at three branches of Japan's largest commercial bank, and providing the software for the bank's customers to enjoy.

(Continued on page 42)

Electrohome Line Futuristic

KITCHENER, Ont. -- Electrohome Limited's 1972-73 stereo models combines futuristic styling in 40-watt to 200-watt compacts, consoles and component. All models feature turntables, automatic controls, plus provision for either 8-track or cassette tape and four-channel sound.

The 711 model has added color —blue, tangerine, plum and gold—and a junior model, 611, utilizes the same \$179.95. design, retailing at

The 40-watt model 720 compact, featuring BSR turntable, AM/FM/ FM stereo and tape and satellite speaker provisions, has a slim pedestal base with a walnut and plexiglass bubble top.

The 90-watt Century console model with six speakers features brushed aluminum base and frame with plexiglass grilles in a pecan finish cabinet

Furniture corsoles in early American or modern styling are also included in the new line.

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Classical Music

EMI Classics Up 33%

LONDON—EMI classical product, said classics department manager John Whittle at the firm's sales conference last week, showed LP sales at year's end on June 30 as 33 percent up on the period for last year, a healthy sign for the year ahead. Whittle brought to the convention his team including deputy Douglas Pudney, Bryan Crimp, and as explaining guest, International Artists Department producer Christopher Bishop.

All outlined coming issues with sales appeal, headed by this month's first EMI complete "Ring" cycle in the historic Furtwangler recording. Whittle honored the production department's job on the booklet and libretto of the set specially mentioning Alan Gregory's work, and stressed new issues including two new Karajan issues, his complete recording of Wagner's opera "Tristan und Isolde" as a follow-up to last year's successful promotion of "The Mastersingers of Nuremberg" and starring Jon Vickers, Helga Donesch, Christa Ludwig and Walter Berry, with the Berlin Philharmonic Orchestra, due for release in November.

October's Karajan release, he said, would be a specially priced box set of the three most popular Tchai-kovsky symphonies, Nos. 4, 5 and 6, also with the Berlin Philhar-

Douglas Pudney underlined EMI's issue policy as a straightforward appeal to new buyers of classical product. "Experience has shown us," he said, "that every year the market is increased by thousands of buyers who are new to the world of classical music, and so, as well as pursuing an adventurous policy in planning recordings, we feel that we owe something to this growing new market and we're determined to cater for it with a good deal of the best possible performances of the basic repertoire."

Bryan Crimp, in charge of the Treasury label reissues and of HMV-Melodiya releases, congratulated the sales force on their success with the new Treasury series, and gave details of the special Sadler's Wells Opera recordings on a new disk due next month. Also coming in mid-October is the first available recording of the new Shostakovitch Symphony No. 15,

Unicorn Seeks Release of 1st Nielsen-Opera Cut

LONDON—Unicorn Records is hoping to complete arrangements soon with Danish authorities for release on the label of the first recording of Danish composer Carl Nielsen's opera "Saul and David."

The opera was performed earlier this year in Copenhagen under conductor Jascha Horenstein, and was broadcast here from that performance by BBC Radio 3. Engineer Robert Auger of Granada went to Copenhagen and secured tapes of the live performance and some from rehearsals by arrangement with the Danish Radio. Unicorn already have the tapes in

London and are at the moment having talks with the solo artists' representatives with a view to issue of the complete opera.

The company has gone ahead with the first recordings of two of the many symphonies by veteran British composer Havergal Brian, 96, this year. Works the "Symphonies Nos. 10 and 21." Performances were by the country's most famous orchestra of young musicians, the Leicester Schools Symphony Orchestra, under their musical director and conductor Eric Pinkett, recently made an OBE for his work with the players.

Music Clubs Honors

NEW YORK — The National Federation of Music Clubs has announced the 12 winners of its 1971-72 awards for the performance and promotion of American music, honoring 12 academic institutions and conservatories for their contributions. The awards consisted

Mathis, Denver Unit in Date

DENVER—Johnny Mathis, Columbia Records artist, will perform with the Denver Symphony Orchestra Sunday, Oct. 1 at 8:00 p.m., in Currigan Exhibition Hall as part of the pops festivities during the opening week of the 1972-73 season.

The orchestra, under the direction of Allan Miller, associate conductor of the orchestra, will open the program with popular orchestral pieces. Mathis, singing with the orchestra, will perform for the remainder of the concert.

The program includes such Mathis hits as "Morning of My Life," "The First Time Ever I Saw Your Face," "To the Ends of the Earth" and "Misty." Mathis' "Johnny's Greatest Hits" won a special award from Billboard magazine for being the only album to remain in the "Top 100" for over eight consecutive years.

Other events of the opening week are Aaron Copland opening the regular subscription series Monday (25) at 7:30 p.m. and Tuesday (26) at 8:00 p.m. in the Auditorium Theatre and "Heritage" bringing an electronic sound to the Orchestra Wednesday (27) at 8:00 p.m. in the Auditorium Theatre.

of six \$500 prizes financed by the American Society of Composers, Authors and Publishers, plus six nonmonetary awards.

In the category of privately supported colleges, universities and schools of music, Oberlin Conservatory (Ohio), the New England Conservatory, (Mass.) and Northwestern University (III.) each received \$500 plus an award. Honorable mention awards went to the Wittenberg University School of Music in Ohio, Mt. St. Marys (Calif.) and Chicago Musical College of Roosevelt University in Illinois.

In the second category, devoted to state of municipal colleges or universities, the \$500 prizes were won by the University of Missouri in Kansas City (Mo.), Bowling Green State University (Ohio) and the University of Iowa. Ohio University, North Texas State University and Kansas State University each received honorable mention awards.

The adjudicators were George C. Wilson, vice president and director of the National Music Camp; Thomas Williams, former head of the Knox College Music Department, and Karl Ahrendt, who is composer in residence at Ohio University School of Music.

In announcing the awards, Eusebia Bunkins, chairman of the American Music Department of the National Federation of Music Clubs, noted that, "we greatly appreciate the time and energy expended without renumeration by the judges and the generosity of ASCAP in providing the monetary awards. It is interesting to note that most of the recipients put the funds immediately to use in the promotion of more and better American Music programs in their respective schools."

premiered in Moscow last January conducted by the composer's son. Maxim Shostakovitch, who gives the London premiere of the work in November, conducts the recording by the Moscow Radio Orches-

New Recordings

Details were also given of the coming new recordings by two of Britain's regional orchestras, the Bournemouth under its new conductor, Finnish-born Paavo Berglund and the Birmingham Orchestra under Louis Fremaux. Coming on Studio Two Promenade series is an issue to mark Berglund's first season as permanent conductor of the Bournemouth, titled "The Popular Sibelius," and containing "Finlandia," the "Valse Triste," the "Karelia Suite" and other works. Fremaux's new recording with the Birmingham Orchestra is to be of Offenbach Overtures, including the tuneful preludes to well known operettas such as "Orpheus in the Underworld." "La Belle Helene," "Gaiete Parisienne" and other works. Another mid-October release to tie in with public performances will be a box set of all the Beethoven sonatas for cello and piano, played by cellist Paul Tortelier and pianist Eric Heidsieck. Performances, on two disks, were made in Paris. Issue coincides with Tortelier's London visit to the Queen Elizabeth Hall to play the works on Oct. 15 and 16.

The father-and-son Oistrakhs team with the Berlin Philharmonic Orchestra in another October issue, a four-disk box set of all the authentic Mozart concertos for violin and orchestra, Igor Oistrakh joining his father as viola-player in the "Sinfonia Concertante" for violin and viola.

Of the thousands of requests for recordings coming to EMI from buyers, most have been for one of Schubert's "great" C Major Symphony to be done by Sir Adrian Boult. This has now been made with the London Philharmonic Orchestra. Coming from Andre Previn and the London Symphony Orchestra is a new "Belshazzar's Feast" for Sir William Walton's 70th birthday year, and in November a complete Tchaikovsky Nutracker Ballet to secure sales from interest in the regular Christmas performances of the work.

the work.

The classical marketing team honored the international artists department men—chief Peter Andry and producers Ronald Kinloch Anderson, Suvi Raj Grubb, Christopher Bishop and David Mottley—for what they had provided to keep EMI product ahead.

Soviet Books Out on Music

MOSCOW—Sovetsky Kompozitor (Soviet composer), one of the three national music publishers is issuing over 500 titles of music books, collections and critical works this year, said Abram Golzman, the director of the publishing house.

lishing house.

For the International "Year of the Book," an event sponsored by UNESCO, Sovetsky Kompozitor is issuing several books on the problems of modern music developments including "The Music and the Time," "The 20th Century's Music."

Special works published are dedicated to modern Russian composers Georgi Sviridov, Alexander Pakhmutova and Rodion Shchedrin.

"The USSR Bolshoi Theater" a directory/guidebook and "For Record Collectors" the second issue of an annual magazine, and a publication dealing with aspects of Melodiya Records and international record companies' activities, are due to be out shortly. In preparation are collections of Russian folklore songs, in 12 volumes.

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.

WK. Ago	TITLE—Artist, Label & Number (Dist. Label) (Pub., Lic.)
(1) 1 3 5	Mac Davis, Columbia 4-45618 (Screen Gems-
2 10 27 32	Columbia, BMI) P BLACK & WHITE Three Dog Night, Dunhill 4317 (Templeton, ASCAP)
3 5 5	7 PLAY ME
4 4 4	POPCORN
5 6 11 13	Rick Nelson, Decca 32980 (MCA) (Matragun, BMI)
6 7 7 8	Daniel Boone, Mercury 73281 (Page Full of Hits, ASCAP)
7 9 10 10	O CITY OF NEW ORLEANS
8 8 6	Bee Gees, Atco 6896 (WB, ASCAP/Casserole, BMI)
9 2 1 3	2 GUITAR MAN
10 11 15 20	Jerry Wallace, Decca 32989 (MCA) (Leeds, ASCAP)
11 3 2	3 GOODBYE TO LOVE
12 13 13 1	The state of the s
13 16 20 25	Steve & Eydie, MGM 14383 (Kolob, BMI)
14 17 18 1	Gallery, Sussex 239 (Buddah) (Screen Gems-Columbia/ Songpainter, BMI)
(15) 19 26 29	Michael Jackson, Motown 1207 (Jobete, ASCAP)
(16) 22 29 -	- IF I COULD REACH YOU
17) 18 22 2	Glen Campbell, Capitol 3411 (Vegas Music Int'l., BMI)
(18) 21 28 3	Elton John, Uni 55343 (MCA) (James, BMI)
(19)	Elvis Presley, RCA 74-0769 (Gladys, ASCAP/ Combine, BMI)
(20)	Rick Springfield, Capitol 3340 (Binder/Porter, ASCAP) 1 ALONE AGAIN (Naturally)
(21) 12 8	Gilbert O'Sullivan, MAM 3619 (London) (MAM, ASCAP) I CAN SEE CLEARLY NOW
	Johnny Nash, Epic 45-10902 (CBS) (Cayman, ASCAP) 9 YOU DON'T MESS AROUND WITH JIM
(23) 14 9 (24) 26 34 3	Jim Croce, ABC 11328 (Blendingwell/Wingate, ASCAP) 6 GOODTIME CHARLIE'S GOT THE BLUES 4
(25) 27 $-$	Danny O'Keefe, Signpost 70006 (Atlantic) (Cotillion/ Road Canon, BMI) — DON'T HIDE YOUR LOVE
\simeq	Cher, Kapp 2184 (MCA) (Kirshner/ATV, BMI) 2 IN TIME
(27) 28 $-$ -	Engelbert Humperdinck, Parrot 40071 (London) (C.A.M./U.S.A., ASCAP) - FOR EMILY, WHENEVER I MAY FIND HER. 2
(28) 33 36 -	Simon & Garfunkel, Columbia 4-45663 (Charing Cross, BMI) - USE ME
(29) 30	Bill Withers, Sussex 556 (Buddah) (Interior, BMI) - I'LL MAKE YOU MUSIC
(30) 31	WITH PEN IN HAND
(31) 32 35 -	ONE MORE CHANCE
(32) 34	- APRES TOI (Come What May)
$(33)^{36} -$	U.S.A./Chappell, ASCAP) EVERYBODY PLAYS THE FOOL Main Ingredient, RCA 74-0731 (Giant Enterprise,
(34)	BMI) CAN'T YOU HEAR THE SONG
(35) 35 37 3	7 I'VE GOT TO HAVE YOU
36	- DON'T EVER BE LONELY (A Poor Little Fool Like Me) 1 Cornelius Brothers & Sister Rose, United Artists
$(37)^{37} -$	50954 (Unart/Stage Door, BMI) - RIVER
(38)	- I AM WOMAN Helen Reddy, Capitol 3350 (Buggerlugs, BMI)
<u>39</u> – – –	- WHY
40	- LOVING YOU JUST CROSSED MY MIND 1 Sam Neely, Capitol 3381 (Seven Iron, BMI)
	Billhoard SPECIAL SURVEY For Week Ending 9/23/72

Billboard SPECIAL SURVEY For Week Ending 9/23/72





STAX DELIVERS ROCK'N ROLL—from ARDENT RECORDS, a newly formed, independent label.

BIG STAR'S single "VHEN MY BABY'S BESIDE ME" (ADA-2902) is from the album "#1 RECORD" (ADS-2803).





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Billboard SPECIAL SURVEY For Week Ending 9/23/72 Country LP's

★ ST.	AR Pei	rformer—LP's registering proportionate upward progress this week
This Week	Last Week	TITLE—Artist, Label & Weeks o Number (Distributing Label) Chart
1	1	A SUNSHINY DAY WITH
2	3	HAPPIEST GIRL IN THE WHOLE U.S.A. 11 Donna Fargo, Dot DOS 2600 (Famous)
3	4	LONESOMEST LONESOME
4	2	TO GET TO YOU
5	7	LISTEN TO A COUNTRY SONG
6	5	BLESS YOUR HEART
7	6	ELEVEN ROSES Hank Williams, Jr., MGM SE 4843
8	12	AMERICA: A 200 YEAR SALUTE IN STORY AND SONG 4 Johnny Cash, Columbia KC 31645
9	9	BEST OF JERRY REED
1	14	ME AND THE FIRST LADY George Jones & Tammy Wynette, Epic KE 31554 (CBS)
11	10	ROY CLARK COUNTRY! 9 Dot DOS 25997 (Famous)
12	8	BEST OF CHARLEY PRIDE, VOL. 2
13	19	WHEN THE SNOW IS ON THE ROSES
14	13	REAL McCOY
15	11	GOD BLESS AMERICA AGAIN
<mark>16</mark>	15	BEST OF BUCK OWENS & SUSAN RAYE
17	17	ASHES OF LOVE
18	16	GREATEST HITS, VOL. 1
19	23	MISSING YOU
20	25	ALL TIME GREATEST HITS
21	21	CRY
22	28	WOMAN (Sensuous Woman) 4 Don Gibson, Hickory LPS 166
23	20	SINGS THIS LITTLE GIRL OF MINE 6 Faron Young, Mercury SR 61364
24	22	ELVIS LIVE AT MADISON SQUARE GARDEN 9 Elvis Presley, RCA LSP 4776
25	38	THE STORYTELLER 2 Tom T. Hall, Mercury SR 61368 ""E IT AIN'T LOVE" AND OTHER GREAT
26	18	"IF IT AIN'T LOVE" AND OTHER GREAT DALLAS FRAZIER SONGS
21	33	COUNTRY MUSIC THEN AND NOW
28	24	CAB DRIVER Hank Thompson, Dot DOS 25996 (Famous) THERE'S A PARTY COLINI ON
29	31	Jody Miller, Epic KE 31706 (CBS)
30	27	A THING CALLED LOVE
31	32	FOR THE GOOD TIMES
32	_	I CAN'T STOP LOVING YOU/(Lost Her Love) ON OUR LAST DATE
33	26	THAT'S WHY I LOVE YOU LIKE I DO
34	34	HANK WILLIAMS, JR.'S GREATEST HITS, VOL. 217 MGM SE 4822
35	29	BUCK OWENS: LIVE AT THE NUGGET
36	_	JERRY REED 1 RCA LSP 4750
37	30	THE KEY'S IN THE MAILBOX Tony Booth, Capitol ST 11076
38	37	THE BEST OF JOHNNY BUSH
39	_	PICKS ON THE HITS 1 Chet Atkins, RCA LSP 4754
40	39	SOMEONE TO GIVE MY LOVE TO
41	44	HERE & NOW 2 Dorsey Burnette, Capitol ST 11094
42	-	Marty Robbins, Columbia K6-6A-6T 31361
43	42	BEDTIME STORY
45	35	Jerry Lee Lewis, Mercury SRM 1-637 GEORGE JONES
7.5		Epic KE 31321 (CBS)

Country Music

Country Gentlemen Martin Forms In Bluegrass Sweep

CAMP SPRINGS, N.C. — The Country Gentlemen of Washington, D.C., won the bulk of awards at the 1972 Blue Grass Music gathering here.

The second annual presentation was sponsored by Muleskinner News, a leading bluegrass con-sumer journal. Winners in 19 categories were determined by fans who attended Blue Grass Festivals through the U.S. this summer.

The Country Gentlemen won the Band of the Year category, and individually swept several awards. Charlie Walker was named Best Blue Grass Singer; Bill Emerson was selected Best Banjo Player, and Bill Yates was Best Bass Player. The group also was cited as "Best Vocal Group." Their "Ballad of the Rebel Soldier" was named Song of the Year. In their sweep, their Rebel album, "The Award-Winning Country Gentle-men" was named Album of the

The "father" of Blue Grass Music, Bill Monroe, who originated the style in 1939, was voted Best Mandolin Player. Kenny Baker, a member of Monroe's group, was selected Best Fiddler. Best Guitar want to blind Doc Watson player went to blind Doc Watson, who recently signed with Poppy Records. Macv Wiseman of RCA was selected Entertainer of the Year.

Most Promising Band was given to the New Grass Revival of Louisville, who record for Starday-King. Sam Bush and Ebo Walker of that group were named Most Promising Mandolin Player and Most Promising Bass Player. The II Generation of Nashville was named Most Promising Vocal Group. Wendy Thatcher, the first featured female vocalist in Bluegrass music was named Most grass music, was named Most Promising Singer. Keith Whitley and Rick Skaggs, natives of Ken-tucky, were named Most Promis-ing Guitar Player and Most Promisising Fiddler. Raymond McClain of Berea, Ky., a 17 year old who plays with two groups, was named Most Promising Banjo Player.

Winners in all categories were presented with plaques. Duplicates of each award are being preserved for display in the proposed Blue Grass Hall of Fame to be built at this site.

Midwest Label

MUSCATINE, Ia. — Ken Martin, ASCAP writer here, has formed Delphi Records, a Midwest label that will specialize in country and gospel releases.

On his production schedule is a release to be distributed through Souvenir Shops and Souvenir Distributors in the West and South-west. The tune, titled "Apache west. The tune, titled "Apache Tears" will coincide with the wellknown souvenir item in Indian shops and other outlets in the Southwest.

Gordon Wilson also has been signed to the label.

Both sides of the initial release will be published through De Grande Music, an arm of M.L.H. Enterprises of Amboy, Ill.

Mercury in Big Promo **Drive for Tom**

NASHVILLE—Release of two new LP's and a strong promotional push highlight "Tom T. Hall" month in September by Mercury Records.

Frank Mull, national country promotion and sales manager, said the promotional package includes a cover book, a mini book, a plan book, poster-mailers, stickers, and support material for advertising, merchandising, publicity and promotion.

A press kit was assembled to promote Hall, his albums and tapes. The effort originated out tapes. The effort originated out of the Chicago offices of George Balos, merchandising manager.

Hall's albums are "Tom T. Hall . . . The Storyteller" and "Tom T. Hall's Greatest Hits." Hall said he plans to include one song in each new album by a deserving new writer. In his "Storyteller" LP he includes one by Billy Joe Shaver.

A member of Hall's band, Johnny Rodriguez, has signed a recording contract with Mercury and currently is cutting his first session. Another band member, Glenn Ray, has co-written a song with Jeremiah Stone, released on Decca by LeRoy Van Dyke.

At least one sing written by Hall has been on Billboard's charts every week for more than eight years running.

By BILL WILLIAMS

Country music's newest youngster is a 13-year-old from Philadelphia, Mississippi, named Marty Stewart. Now touring with Lester Flatt, the boy plays all stringed-instruments, and sings Bluegrass style. He's even great at harmony. A good-looking youngster with incredible potential. . . Judy Bryte, an Acuff-Rose writer, also shows fantastic potential as a singer. She made her second "Opry" appearance last week, and was a crowdpleaser. Singing her own material, she is an obvious winner. she is an obvious winner.

Jeannie Pruett, who has written all of her songs for other publishers over the years, has formed her own publishing company, utilizing her own name. She claims she can write more freely now that she is no longer bound by contract. Most of her early songs were for Marty Robbins, the latter ones for Moss-Rose. . . . Joe Heathcock hosted the "Ralph Emery" TV show last week, and had all traditional country singers as guests. There wasn't a modern among them. . . . Hank Williams Junior, who will become a father in December, has ended his estrangement with his mother, Audrey Williams, and now spends considerable time with her, which has improved her health, her disposition, and everything else. Audrey is very fond of her new daughter-in-law.

The writer of the new Claude King song on Columbia—James Bell—is in prison in Corpus Christi, facing 21 years for counterfeiting. He'll continue to write while in prison. He's currently working on a song called "Candy Bars and Loneliness." A candy bar is the only thing he can buy with prison script. . . . Tom and Janice Le-Garde, he of the LeGarde Twins, are parents of a baby boy named Faron Cale LeGarde. The young-

ster was named for Faron Young. who once befriended the former Australians. . . . Columbia is so enthused about Sandy Posey's new release that it will be served both pop and country, both in the United States and in England. . . . Dottie O'Brien, who opened up many clubs for country music while operating her own agency, has returned to Nashville to manage the Interstate Talent Agency. She thus will work with Ronnie Dove, Johnny Tillotson and many others

Dick O'Leary of CRS Records (Continued on page 38)

TWO HOT SINGLES ON KAJAC RECORDS

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by Shirley Ramus KAJAC 507

"As Time Goes On" KAJAC 512

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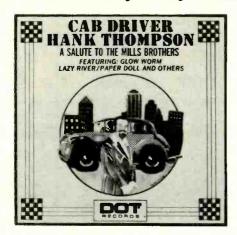


RECORDS

HERE TODAY &

HERE TO STAY

world-famous Worm just popped out of Hank's hit album.



"Glow Worm" is the song that sold millions for the Mills Brothers in the 50's. After a nice snooze, the worm has reappeared, shining brighter than ever. "Glow Worm" is Hank Thompson's latest single, from the smash hit album, "Cab Driver. A Salute To The Mills Brothers". It's a combination that's shot "Cab Driver" right to the top of the country charts. And "Glow Worm" can only mean that Hank Thompson is spinning another hit.

THE SINGLE

DOA-17430 b/w "You're Nobody 'til Somebody Loves You"

"Cab Driver"

DOA-25996

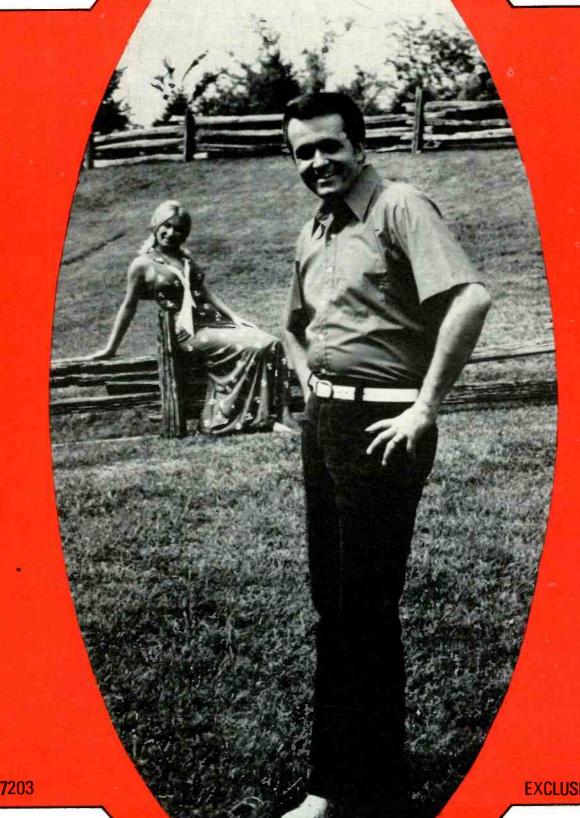


Distributed by Famous Music Corporation A Gulf + Western Company

Billboard SPECIAL SURVEY For Week Ending 9/23/72 ntry Singles

1		★ STAR Performer—Singles registering great	est proport	ionate	upward progress this week.
This Week	Last Week	TITLE—Artist, Label & Number Weeks on (Dist. Label) (Publisher, Licensee) Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee) Chart
1	4	I CAN'T STOP LOVING YOU 9 Conway Twitty, Decca 32988 (MCA)	39	40	SMILE SOMEBODY LOVES YOU 6 Linda Gail Lewis, Mercury 49814
2	2	(Acuff-Rose, BMI) IF YOU LEAVE ME TONIGHT I'LL CRY 10 Jerry Wallace, Decca 32989 (MCA) (Leeds, ASCAP)	40	41	Don Gibson & Sue Thompson, Hickory 1646
1	7	I AIN'T NEVER	1	48	(Acuff-Rose, BMI) TAKE IT ON HOME Charlie Rich, Epic 5-10867 (CBS) (House of Gold, BMI)
4	1	WHEN THE SNOW IS ON THE ROSES 10 Sonny James, Columbia 4-45644 (Miller/AMRA, ASCAP)	42	29	
5	3	HERE I AM AGAIN	43	43	NORTH CAROLINA Dallas Frazier, RCA 74-0748 (Blue Crest/Hill & Range, BMI)
6	8	(MCA) (Evil Eye, BMI) THIS LITTLE GIRL OF MINE Faron Young, Mercury 73308 (Dixie Jane/Court of Kings, BMI)	44	38	GOODBYE David Rogers, Columbia 4-45642 (Pix Russ, ASCAP)
7	6	THE CEREMONY	45	50	TRACES 4 Sonny James, Capitol 3398 (Low-Sal, BMI)
8	5	I'M GONNA KNOCK AT YOUR DOOR 13	46	57	MY MAN Tammy Wynette, Epic 5-10909 (CBS) (Algee, BMI)
9	11	Billy "Crash" Craddock, Cartwheel 216 (Anne-Rachel, ASCAP) ONEY 5	W	53	LONELY WOMEN MAKE GOOD LOVERS 4 Bob Luman, Epic 5-10905 (CBS) (Young World, BMI)
10	12	Johnny Cash, Columbia 4-45660 (House of Cash, BMI) IF IT AIN'T LOVE (Let's	48	49	CLAUDETTE Compton Brothers, Dot 17427 (Famous) (Acuff-Rose, BMI)
		Leave It Alone)	49	59	A PERFECT MATCH
11	9	IF YOU TOUCH ME (You've Got To Love Me)	50	60	5-10908 (CBS) (Flagship, BMI) SEA OF HEARTBREAK Kenny Price, RCA 74-0781 (Shapiro, Bernstein & Co., ASCAP)
12	13		51	51	
13	14	LOOKING BACK TO SEE	52	55	I JUST COULDN'T LET HER WALK AWAY Dorsey Burnette, Capitol 3404 (Glenwood,
14	20	FUNNY FACE	53	27	THE MONKEY THAT BECAME PRESIDENT
15	15	WHISKEY RIVER	54	54	Tom T. Hall, Mercury 73297 (Hallnote, BMI) IF THIS IS GOODBYE 8
16	17	YOU'VE GOT TO CRY GIRL	55	56	Carl Smith, Columbia 4-45648 (Sea View, BMI) I'LL NEVER PASS THIS WAY AGAIN 5
17	18	A WORLD WITHOUT MUSIC 8 Porter Wagoner, RCA 74-0753 (Owepar, BMI)	56	61	Glen Campbell, Capitol 3411 (Vegas, BMI) I'VE GOT A WOMAN'S LOVE
18	10	WOMAN (Sensuous Woman) 16 Don Gibson, Hickory 1638 (Accoustics, BMI)	5 7	58	RINGS FOR SALE
ø	25	THE CLASS OF '57	58	71	PRIDE'S NOT HARD TO SWALLOW
20	21	WASHDAY BLUES . 7 Dolly Parton, RCA 74-0747 (Owepar, BMI) IT'S NOT LOVE (But It's Not Bad) . 4	59	73	YOU AIN'T GONNA HAVE OLD BUCK TO KICK AROUND ANYMORE 2 Buck Owens & the Buckaroos, Capitol 3429
21	30	Merle Haggard, Capitol 3419 (Tree, BMI) ALABAMA WILD MAN	60	65	(Blue Book, BMI) IT'S A MATTER OF TIME
23	16	BLESS YOUR HEART	61	63	Elvis Presley, RCA 74-0769 (Gladys, ASCAP) YOU BABE 7
24	19	I'VE GOT TO HAVE YOU			Lefty Frizzell, Columbia 4-45652 (Blue Crest, BMI)
25	26	BMI) UNEXPECTED GOODBYE Glen Barber, Hickory 1645 (Acuff-Rose, BMI)	62	64	BUT LOVE 3
26	33	THE LAWRENCE WELK—HEE HAW COUNTER-REVOLUTION POLKA 6 Roy Clark, Dot 17426 (Famous) (Happy-Go-Lucky, ASCAP)	63	68	(Blue Crest/Hill & Range, BMI) TRAVELIN' LIGHT George Hamilton IV, RCA 74-0776
1	32	WHAT IN THE WORLD HAS GONE WRONG WITH OUR LOVE	64	66	(Accoustic, BMI) FOR MY BABY
28	24	Jack Greene & Jeannie Seely, Decca 32991 (MCA) (Tree, BMI) THAT CERTAIN ONE	65	70	GARDEN PARTY 2 Rick Nelson, Decca 32980 (MCA) (Matragun, 8MI)
29	35	House of Cash, BMI) DON'T PAY THE RANSOM Nat Stuckey, RCA 74-0761 (Cedarwood, BMI)	66	69	TAKE IT EASY
30	23	(Cedarwood, BMi) I'M SO LONESOME COULD CRY 12 Charlie McCoy, Monument 8546 (CBS) (Rose, BMI)	67	67	
创	36	LAST TIME I CALLED SOMEBODY DARLIN' 7	68	-	THIS MUCH A MAN
32	42	Roy Drusky, Mercury 73314 (Blue Crest, BMI) SYLVIA'S MOTHER 5	69	_	THINGS Buddy Alan, Capitol 3427 (Alley Street/
33	34	Bobby Bare, Mercury 73317 (Evit Eye, BMI) IT MEANT NOTHING TO ME 11 Diana Trask, Dot 17424 (Famous) (Green Apple/Sunbeam, BMI)	70	-	Venture, ASCAP) GLOW WORM 1 Hank Thompson, Dot 17430 (Famous) (Marks, BMI)
34	39	TOGETHER ALWAYS	71	72	WHAT EVERY WOMAN WANTS TO HEAR 4
35	28	AIN'T IT ALL WORTH LIVING 15 Tompall & the Glaser Brothers, MGM 14390 (Milene, ASCAP)	72	74	Claude Gray, Million 18 (Vanjo, BMI) NOTHING CAN STOP MY LOVING YOU 3 Patsey Sledd, Mega 615-0085 (Fort Knox, BMI)
36	52	DON'T SHE LOOK GOOD	73	75	BOWLING GREEN
37	37	NEVER BEEN TO SPAIN	74	_	(Bowling Green, BMI) LEAVIN' ON YOUR MIND
38	46	BABY DON'T GET HOOKED ON ME 5 Mac Davis, Columbia 4-45618 (Screen Gems- Columbia, BMI)	15	_	HEAVEN IS MY WOMAN'S LOVE 1 Tommy Overstreet, Dot 17428 (Famous) (Famous/Ironside, ASCAP)

BILLANISON



WRITTEN BY:
JERRY CHESNUT
PASSKEY
806 16th AVE.S.
NASHVILLE, TENN. 37203

DECCA 33002 EXCLUSIVELY ON DECCA RECORDS

DON'T SHE LOCK GUUD



Nashville Scene

• Continued from page 35

has done a take-off on "The God-father" with his recording of "The Godmother," paralleling the power of a wife over her home and hus-band. On the flip side is a country Italian Waltz. . . Linda Plowman has her first release on Epic, and it's written by two of the best: Ben Peters and Glen Sutton. Ben has been back in the hospital getting surgical repair for his recent surgery. . . . The Cates Sisters, now

appearing regularly with Jim Ed Brown, are about to have their first release on Decca. The Four Guys, who did three shows daily at Opryland this summer and four shows at the "Opry," played to nearly 300,000 people in that

Tony Douglas has formed his own record company and publishing firm in Athens, Texas. Both are called Cochise. . . Within four days, Mayf Nutter's schedule took

Hollywood to be fitted for a role in a new movie. . . Gene Smith's wife has presented him with a new daughter, promptly named Tammy Lynn, for two of the brightest female names in country music. . . The Gross Brothers of Rising Sun Ind. of Rising Sun, Ind., appeared at King's Island in Cincinnati. They not only performed at the camp grounds and drew record crowds, but had their first experience at camping out.

Archie Campbell will headline a show for the southeastern conference of the American Women in Radio and Television. Now that the first Loretta Lynn television special, sponsored by the Independent Grocers of America, has been aired, three more are set to follow. . . Dave Dudley is back from his Double-D Lodge complex at Dudleyville, Wis., near the Minnesota border. He appears there once a year, and always draws record crowds. . . . Del McCoury, a new bluegrass singer for Rounder Records, had his apprenticeship with Bill Monroe, as did almost every bluegrass performer of note in America in America.

Biff Collie has returned from the UA national sales meeting, and is pushing the new Billy Mize recording, and that of Biff's alter-ego, Billy Bow Bowman and the Beaumont Bag and Burlap Com-pany. His 77-year-old father, J.G. Colle of San Antonio, is recover-ing from an auto accident rods, has returned to the mainland from his home in Waikiki. The label has just signed Jay Gardner.

Del Reeves and Tommy Cash have done TV commercials for Pepsi-Cola, while Del also has done some for Marlboro.

Jerry Clower is booked solidly for the balance of the year.

him to six cities in five states, and he still took time to go to the Columbia wardrobe department in

> of the Handicapped. Donating their time, talents and recording facilities for the effort were Ricci Mareno, president of Ricci Mareno Enterprises; Bobby Fischer, general manager of Terrace Music; and John Dotson, executive production director.

Songwriter Adds

Public Service

Jack Moran, who has just con-

cluded his contract with Athena

Records, has written and recorded

a series of public service spots which deal with employment of

Moran, who wrote "Skip a Rope" for Henson Cargill and "I Love You Dear" for Eddy Arnold,

Love You Dear" for Eddy Arnold, among others, has written a tune called "Give Me a Chance" specifically for this radio drive. He was assisted by Joel Gray, information representative of the Governor's Committee on Employment of the Handicapped

the handicapped.

WHAT'S PLAYING? SHERWIN LINTON "LIVIN' MY LIFE WITH A CHEATER"

is commanding air play where-ever it is heard. Song number 7 KXRB Radio

Sioux Falls, So. Dak. No. 29 KTCR Minneapolis, No. 20 KFGO Fargo, WAKC Bloomington, III., WOCH Ind. WXMT Merrill, Wis. KDAN St. Paul, WIBW Topeka, KOOO Omaha.

KOLM Rochester, KGFX Pierre, (and its just begun.)

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SHERWIN LINTON

"LIVIN" MY LIFE WITH A CHEATER" "A Little Peace Of Mind" Published by Acuff-Rose on AMERICAN HERITAGE RECORDS

Country Singer Clark In Sophisticated Setting

DALLAS-Dot artist Roy Clark opened here last week for a nineday run, the second country artist ever to appear at the Dallas Fairmont Hotel's Venetian Room.

Preceding him was Roger Miller in the fall of 1970.

there this summer, but Betty Hollway, director of public relations, said "he prefers not to be billed as a country artist."

For the room that seats up to 425, Clark commanded a \$10 cover charge, with dinner running from \$7.50 to \$14.50 per person. Clark was voted top comedian in 1970 by the Country Music Asso-ciation, and also has been cited by the Academy of Country and Western Music.

Rebel Makes Joy Purchase

MT. RANIER, Md.—Rebel Recording Co. here has purchased the Joy Records label, whose catalog includes the last live recordings of the Stanley Brothers, prior to the death of Carter Stanley.

Rebel also announced the signing of two more groups to its roster, The Pony Express of Memphis, and Roy McMillan and the High Country Boys, from Greens-boro and Winston-Salem, N.C.

Ralph Stanley and the Clinch Mountain Boys have just recorded their fourth Rebel LP.

"THIS GLASS I HOLD"—Gene Harris—(Adonda)
"JOHNNY B. GOOD"—Larry Lake—(Oweman)
"VALLEY OF SORROW"—B.J. Johnson—(River City)
"I'M FAR FROM OVER YOU"—Brad Miller—(Michelle)
"WOMAN"—Dave Waldroop—(Rosewood)
"NOW IS LOVE"—Otis G. Johnson—(Manfield)
"LET IT BE NOW"—Jeannie Gold—(Zonk)
"THE MOST IMPORTANT PART OF ME"—Charle Roi—
(Oweman) "PETIN DAY"—Hillbilly John—(Nashville Sound)
"SUSAN'S FLOOR"—Mac Wiseman—(RCA)
"WHY DO I LOVE YOU LIKE I DO"—Hank Phillips—
(Country Pride) (Oweman)
"PETIN DAY"— ALBUM OF THE WEEK: "PENNY"-Penny DeHaven-(United Artist) For Promotion, Distribution, Deejay Coverage, Press Release Service, Major Label Contracts, Movie Promotion see Brite-Star's Ad in Billboard's Class. Mart Today; SEND YOUR RECORDS FOR REVIEW TO: Brite-Star Prometions, 728 16th Avenue South, Hashville, Tonn. 37203. (615) 244-4064. Brite Star's Pick Hits . . . Brite Star's Pick Hits . .

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

"LUCIUS GRINDER" Ray Sanders—(United Artist)



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Jukebox programming

Aim for 101 Jukebox Profit Ideas

CHICAGO - Interviews with panelists prior to last week's jukebox convention here indicated that Music Operators of America (MOA) members were to be encouraged to be spontaneous in offering new ways to make profits. Rhetorical take-off subjects in-cluded security, training, program-

ming and new locations.

The seminar, "101 Ways to Make Profits," was planned to approach each subject a little different form. ferently. The programming seg-ment, for instance, was not so

much how to program a jukebox but how to program it for better

Various ideas were developed as catalysts to other ideas. One idea on security was how an operator installs burglar alarms inside locations (but not inside the jukebox) and is able to charge the spot for the protection service (to, in part, protect the operator's money).

Training was seen as particularly apt in that two different mechanics training schools have been an-

Detailed Program Logs Gives Co. Jump on Hits

By ROBERT LATIMER

NEWPORT NEWS, Va. - A cross-reference chart on every location served by Newport News Amusement Co. here helps partners John Cameron and Haden King buy in conservative quantities and quickly repurchase promising hits without worry of duplication at any spot.

Such detailed bookwork does require a lot of time, the two men concede, but the effort definitely pays off. One factor pointed out is that the firm is not within driving distance of one-stops and must depend upon UPS deliveries.

Dealing with Bib Dist. in Charlotte and Pat's in Richmond, as well as others occasionally, they find that service is excellent (orders by noon one day are delivered the following morning), but it's still not the same as being able to run in for quantities of a record that's suddenly taking off. Thus, they like to know where each rec-ord is on the approximately 165-box route, so they can anticipate hits in advance hits in advance.

Cameron and King have found out also that it works better to have one person responsible for programming. As might be expected by the detailed inventory sheet for each spot, the firm regards every location individually. Thus, King does the buying and programming of records, but all of the collectors help by passing along any details they come across. King also checks and gets a feel

Cameron has three collectors covering the many stops in the covering the many stops in the Tidewater area, with routes extending out over 50 miles, involving many bridges, tortuous byways and set-off locations. It's difficult e nough for collectors without asking them to program their stops, such as is often the

King, who has more than three decades of experience in the field, has to come up with the music menus for all the phonographs. That's a heavy workload, particularly when the cross-hock learning the control of the con larly when the area has a largely diversified ethnic picture, and embraces such varied music markets as huge Navy and Air Force bases, contrasted with leisurely paced southern cities, villages, and small

"We have another disadvantage in being remote from a one-stop. We can't profit by the suggestions and experience of veteran one-stop clerks," Cameron said. The nearest one-stop is 300 miles away.

We have no opportunity to talk the subject from day to day such as would be the case with a local one-stop. This, again, makes King's experience and his ability to guess right on potential new records,

doubly valuable."
Programmer King leaves nothing to chance, and eliminates every opportunity of forgetting important facts by keeping up a folder on each location. These show to the minute what records are on the box, how many changes have been (Continued on page 40) nounced in the past few weeks One exhibited at MOA.

New locations for jukeboxes (and other equipment) has been a popular subject all year but was sparked recently by the experience of MOA president John Trucano who lost many locations as a result of the flood in Rapid City, S.D. Trucano

was to be a seminar panelists.
Rhetorical areas in programming, characterized as a very complex subject for a portion of a short seminar, were long singles, closely related album exposure on radio, oldies, jukebox albums, title strip display, promotion inside locations and the obvious numerous areas any of these subjects could spark.

Lengthy singles has been a sore subject for the past two years with operators arguing that there are precious few "peak hours" in locations and 45's over 4-min. take up too much playing time. This is countered constantly by those who believe jukeboxes are idle much of the time anyway and that

(Continued on page 40)

Tape Units, Pricing Buoy Ger. Industry

HAMBURG—The Wurlitzer Carousel cassette jukebox has opened up a whole new market here that is already buoyed by the steady and widespread increase in play price, spearheaded by Wurlitzer and Seevend, the latter being the Seeburg outlet.

Play price here on most boxes is two plays for 50 fpennigs $(15\frac{1}{2}\phi)$, five for a mark (31ϕ) , 12 for two marks. A less common variant of this structure is four plays for one mark and 10 plays

The Carousel, which has been in production at Huellhorst West-phalia for eight months, is designed in the "old German" furniture style and is welcomed by hotels and recreation centers, according to Dr. Wilhelm Foelkel, Wurlitzer vice president.

However, he said over 50 percent of the cassette jukebox production is for export (Wurlitzer officials have said the firm will start U.S. production of the Carousel this year).

Jukeboxes in general have been moving into a growing number of sites. Sales in West Germany, at wholesale level, were 46 million marks in 1971 compared with 40.3 million in 1970.

Reliable estimates made by the trade organization GEMA put the number of jukeboxes here in operation at 84,000.

Newer Boxes, Better Programs in Norway

By ESPEN ERIKSEN

OSLO-The jukebox operating The first cassette units were inbusiness here is entering a phase where new equipment is being installed, including the Wurlitzer Carousel cassette jukebox. Morestalled in Trondheim and Hammerfest, Drammen, president, the Automat Eir Foreningen, said: "It's all so new (the tape jukebox) over, programmers are taking special care to be sure Norwegian tastes are satisfied.

that we're still testing."

Thorkildsen, head of his own company, Musikkutleie, said the

Norwegian jukebox industry is now in a healthy state, after some years "when new companies constantly arrived hoping for some easy money." The market is now wholly taken care of by the established companies, of which the Musikkutleie in Drammen, Ski Automat Utleie in Drammen and Klein & Lunde in Trondheim are among the

Automat Eir Foreningen, an association of both jukebox and other games operators, owners and retail firms, now comprises somewhere around 20 members covering the whole of Norway. Thorkildsen said he estimates the number of jukeboxes here between 1,500 and 2,000, the same as during the last few years, but representing new equipment now. Most used makes include Rock-Ola, Rowe, AMI, Wurlitzer, Prestige and Fontana.

Play price is now 50 ore (7ϕ) , three for one krone. The prices vary from company to company. Programmers change records every four to six weeks.

Because Norwegian tastes are considered, not all the records are of the Top 10 type.

Programmer's Potpourri

Polka. Dala: E. Olinski Orch., "Mamusiu Polka/Happy Joe Oberek," 525; "Julia Rhinelander/Bowling Alley Polka," 526; Sound: Walt Cheslik, "My Honey Oberek/If You Were Mine Polka," 289; Ha-Lo: Happy Louie Orch., "Our County Polka/Niechaj Zyje Nam Polka," 5007-2; "Wiwat Wiwat Polka/Star Spangled Banner," 5007-3; "Jasiu, Stasiu Polka/Springtime Oberek," 5007-4; Bel-Aire: C. Siewierski, "Concertina Hop/Daddy's Oberek," 1344; "Dancing Fingers Polka/Twist Me Oberek," 1345; Langner Sisters, "He Taught Me How to Yodel Polka/Then You Were Gone Oberek," 2952; Cuca: Ferd Buchel, "Balina Polka/Argentina Waltz," 2131.

Jazz. Blue Note: Bobby Hutcherson, "When You're Near/Rain Every Thursday," 1976; Ronnie Foster, "Chuncky/Summer Song," 1977; Horace Silver, "Horn of Life/Cause and Effect," 1978; "I've Had a Little Talk/Acid, Pot or Jills," 1975; Joe Williams, "Baby/Bridges," 1979; Prestige: Idris Muhammad, "I'm a Believer/Part 2," 756; A&M: Gerry Mulligan, "Country Beaver/Maytag," 1377; Groove Merchant: Groove

Holmes, "Night Glider/Flyjack," 1012; Dakota Staton, "A Losing Battle/Let It Be Me," 1011; Phase 4: Stan Kenton, "Intermission Riff/What Are You Doing the Rest of Your Life," 90014; Capitol Soul Zodiac: Cannonball Adderly, "Aries/Libra," 3405; "Tarus/Scorpio," 3406; "Gemini/Sagittarius," 3407; "Cancer/Capricorn," 3408; "Leo/Aquarius," 3409; "Virgo/Pises," 3410.

Specialty, Solomon Burke, "Misty/Get

Capricorn," 3408; "Leo/Aquarius," 3409; "Virgo/Pises," 3410.

Speclalty. Solomon Burke, "Misty/Get Up and Do Something for Yourself," MGM 14425; Paul Mauriat, "Theme From 'A Summer Place'," Verve 10682; Moms & Dads, "Rippling River Waltz/Amazing Grace." GNP 455; Ray Anthony, "A-Non-Ni-Mo Veneziano/Dreamtime for Zedda," Aero-Space 7007; Sonny & Cher, "The Beat Goes On/Love Don't Come," Atco 6461 (oldie)

Oldies. Dunhill: Grass Roots, "Anyway the Wind Blows/Monday Love." 4325; "The Runway/Glory Bound," 1466; Three Dog Night, "Never Been to Spain/Mistakes & Illusions," 1464; "The Family of Man/Going in Circles," 1465; B.B. King, "Sweet Sixteen/I Got Some Help I Don't Need," 1467.

Jukebox Operator Needs New Commissions and New Vocabulary By IRENE CLEPPER

RAPID CITY, S.D.—Operators must develop new commission arrangements and new vocabulary because of the growing complexity of the jukebox business, believes Mac Hasvold, Sioux Falls, S.D. A vital key to Hasvold's approach is careful programming that he claims often amazes bar owners who have tried to do their own.

"The complexity of the equip-ment is putting us in a different business," said the secretarytreasurer of the Music & Vending Association of South Dakota "Methods, commissions, the skill factor of employees must all be upgraded."

Applying a two-way approach to "different business," is indi-Salesmanship and a new vocabulary is one avenue and cutting all corners that don't involve profit is another.

Hasvold Vending Co. now uses a "minimum our-share" for juke-boxes; 50/50 for standard amusement games; 25/75 for arcade machines (the latter is explained to location owners as "having no trade-in value"). He said: "Minimum our-share is a better term than

'front money' or 'guarantee.' " Has-vold informs location owners that the minimum our-share covers his costs and assures that he will at least not be working for nothing. "Location owners may expect to

have the same commission arrange-ment with a good operator as they have with a poor one. But a poor operator may service once a month and maybe not buy new records for the six and seven year old machines he has and may wait on repairs. The location owner will be dis-satisfied, but will still expect to have the same 50/50 arrangement with the good operator that he did with the Mickey Mouse one. good operator has to sell him in a different way."

Locations Help

That's why Hasvold insists on the minimum guarantee or "minimum our-share." "Most of the time, the machines will exceed that minimum, but at least we're assured of getting our costs out, in case the location owner and his help are not doing their part to help realize the potential of that

location.

"All of our locations get the

same service, all have the privilege of calling in collect in case of a problem. We provide the potential. If the machine doesn't take it in, maybe it's because the bardoesn't like music. Maybe the bartender has a TV set on all the time, or a transistor radio.

"Employees like this are shortchanging the owner, just as though they were failing to serve a drink or fill a customer's order for

Pointing out these facts to a location owner is touchy. It must be done with tact. The prospect of increased profits—a comparison with a "location similar to yours that's taking in twice as much money" - may accomplish this purpose.

There are locations on our routes that are so small that you can't get 15 to 20 people in at a time, yet the jukeboxes in these places gross \$100 a week. At other places, perhaps larger, the gross will be only \$30. If the music is not doing any better than that, the customer is not enjoying the atmosphere and where the owner is really suffering is through the till."

It's possible that the difference between a good music location and a poor one is the image the location owner thinks he is projecting. He will insist on doing his own selecting of records. Invaria-bly he thinks he knows the cus-tomers' taste. He relates it to his

"A location that owned a jukebox, programmed to suit himself, sold us the equipment and three or four weeks later, his share was more than the total gross had been. This was the same location, the same type of equipment, same base of customers. chased to suit the customers, not the location owner, attracted more

Using Billboard and Cashbox only, Hasvold never buys to suit his own taste. Nor is he influenced by radio play. "Radio has so by radio play. "Radio has so much time to fill, that they litermay like these records, but they won't pay to listen. What they'll pay to listen to is that super pop, which may last six weeks—or less." ally play anything. Radio listeners

Classifying locations according

to pop, western, adult or a careful blend of all three or combination of two, Hasvold watches record play for losers or waning trends.

Veterans

The rising cost of labor means that corners must be cut, but never where they affect profit—"and cheap labor is a corner that should never be cut." Hiring good people and training them thoroughly is the policy Hasvold follows. He's found a good source of empolyees in the returning veteran. Not only has the government done the preliminary screening for electronics aptitude, but has given these men electronics training "and electronics is electronics." The next step is simply teaching him how to apply this knowledge to the in-

Skilled help is necessary for several reasons, including the adverse PR effect when equipment doesn't work right—the natural aftermath of ineffectual servicing.

An excellent short-cut is elimination of hand-counting of money. Hasvold's company hasn't hand-counted for four years. He con-

(Continued on page 40)

SEPTEMBER 23, 1972, BILLBOARD

101 Jukebox Profit Ideas

• Continued from page 39

as long they are playing-regardless if it's long or short recordsthere is no problem.

Album exposure, particularly on FM where acts are aired that make few singles, is related to the long single problem but also causes another headache—requests for singles that do not exist. One panelist did say, though, that he thought the quality of music for jukeboxes is improving, and that particularly, soul music was "smoother, softer, more apt to be a ballad," and thus being used in many more locations. Oldies, of course, are generating more play than ever.

Jukebox albums, however, were

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because many operators report little play action on them. Title strip display was expected to spark crossfire between those advocating use of colored strips vs. those who like white with little distraction.

Promotion ideas were expected to range widely and perhaps include such schemes as delegating a wallbox to each waitress and giving the waitress with the most money in "her" wallbox the used records each change.

expected to come in for criticism

Va. Program Logs

• Continued from page 39

made over checking periods, the requests which location owners have made, comments from col-lectors and so on. He simplifies programming for his collectors by making up each change for them, placing the actual records in the carton issued out to the collector when he starts out on each daily route, and incorporate a carbon copy of the master sheet detailing the current music menu. If King wants to save a few copies of any record, a note to that effect goes to the collector, along with the records, as well as instructions to ask specific questions of location owners if King needs a question or two answered.

(Continued next week)

New Commissions

• Continued from page 39

verted 110 volt counters (such as banks use) to 12 volt DC and put them in his trucks. He pays the location by check. "If you took an hour to count and pay money before, you can do it this way in 15 minutes and have 45 minutes to make sure the machine is operating correctly and to do some merchandising.

merchandising."

Handling money can be a bigger expense than depreciation, Hasvold maintains.

Good vehicles, properly set up, with adequate parts and equipment—so that return trips aren't necessary—are all part of the cost-cutting process, said Hasvold.

What's Playing?

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

APPLETON, WIS.; CAMPUS/YOUNG ADULT LOCATIONS



Alice Maas Cigarette Service Co.

w Purchases: "You Wear It Well." Rod Stew-t, Mercury 73330; "The City of New leans," Arlo Guthrie, Reprise REP 1103; "I lieve in Music," Gallery, Sussex 239. Cover: Believe in Music," and "The City of New leans." Spinning Meters: "Baby Don't Get leans." Spinning Meters: "Baby Don't Get loked on Me," Mac Davis; "Breaking Up Is and the Company of the Company of the Company lack and White." Tiree Dog Night. Oldes: Lock Tody Tody Women." Rolling Stones; "Eight ys a Week," Beatles.

BALTIMORE, MD.: SOUL LOCATIONS



Jerry Eanet Evans Sales & Service

rchases: "Good Foot, Part 1,"
Polydor 14139; "My Ding.A.
derry; "Sweet Caroline." Bobby V
10, United Artists 50946, S,
"Freddle's Dead," Curtis Mi
1975; "Use Me," Bill Withers;
Jackson.

BATON ROUGE, LA.: COUNTRY LOCATIONS



Joyce Ashford State Novelty Co.

New Purchases: "Ease Up." Leon Ashley, Ashley 35010; "Leavin" on Your Mind." Bobbie Roy, Capitol 3428; "It's Not Love (But It's Not Bad)," Merle Haggard, Capitol 3419.

BRISTOL, VA.: HIGH SCHOOL LOCATIONS

Susan Sields Vending Machine Exchange

nases: ''You Wear It Well,'' Roc ercury 73330; ''Garden Party,'' Rick ecca 32980; ''Honky Cat,'' Eloc 55343; ''Use Me,'' Bill Withers

CADILLAC, MICH.: EASY LISTENING LOCATIONS



Bryan Bros. Music Co.

Purchases: "You Wear It Well," Rod Stew-Mercury 73330; "Black & White," Three Night; "why," Donny Osmond, MGM 24; "Tight Rope," Leon Russell, Shelter 52: "My Ding-A-Ling," Chuck Berry, Spin-Meters: "I Believe in Music," Gallery, ex 239; "Rock and Roll, Part 2," Gary

DENVER, COLO.: CAMPUS/YOUNG ADULT LOCATIONS

Ralph Ludi

Apollo Stereo Vending Services

New Purchases: "Don't Ever Be Lonely,"
Cornelius Bros. and Sister Rose, UA 50954.
"If I Could Reach You," 5th Dimension,
Bell 49261: "Down by the River," Albert
Hammond, Munes 6099: "Good Time Charlle's
Hammond, Munes 6099: "Good Time Charlle's
Coode: "Everybod Dan O'Keefe, Signpost
70006: "Everybod Plays the Fool," Main
Ingredient; "Burning Love," Elvis Presley,
RCA 74-0769.

FAYETTEVILLE, N.C.: COUNTRY LOCATIONS

Bill Meares

Vemco Music Co., Inc.

New Purchases: "Burning Love," Elvis Presley, RCA 74-0769; "Missing You," Jim Reeves, Victor 74-0744; "Unexpected Goodbye," Glen Barber, Hickory 1845; "Funny Face," Donna Pargo, Dot 17429,

FORT DODGE, IOWA: HIGH SCHOOL AGE LOCATIONE

Barney Barnhill

Amuse-O-Matic Co.

New Purchases: "Garden Party." Rick Nelson, Decca 32980; "Honky Cat," Elton John; "I Believe in Music." Gallery, Sussex 239: "Play Me." Nell Diamond; "Speak to the Sky." Rick Gover: "Good Time Charlie's Got Ellos, "Deck Cover: "Good Time Charlie's Got Ellos," Deck Bloss, "Bloss," Looking Glass: "Alone Again (Naturally)." Looking Glass: "Hold Your Head Up," Argent.

MILWAUKEE, WIS.: VARIOUS LOCATIONS



Mike Geppert Milwaukee Amusement Co.

Milwaukee Amusement Co.

Purchases: "You Wear It Well:" Rod !

Mercury '73330; "Freddie's Dead 'T

n Superfity." Curtis Mayfield, Ct

for "You're Still a Young Man." Tow

r Spinning Meters: "Everybody Play

ton, Decca 32561cm; "Sarden Pary

ton, Decca 32561cm; "Cornelius Broth

rit Ever Be Lonely." Cornelius Broth

er Rose, United Artists 50954; "IB

Music," Gallery, Sussex 239; "Bu

t," Elvis Presley, RCA 740769;

t Get Hooked on Me." Mac Davis.

WASHINGTON, D.C.; SOUL LOCATIONS

Shelley Rosenberg

D. C. Vending

D. C. Vending

ew Purchases: "Slaughter," Billy Pre

&M 1320: "Freddie's Dead," Curtia May

uttom 1975, "Ben," Michael Jackson;

e. El Withers, "Be Around," Spin

el Withers, "Be Around," Spin

el Kep On Meters: Keep On

ing," Stevie Wonder, Tamla 54223.

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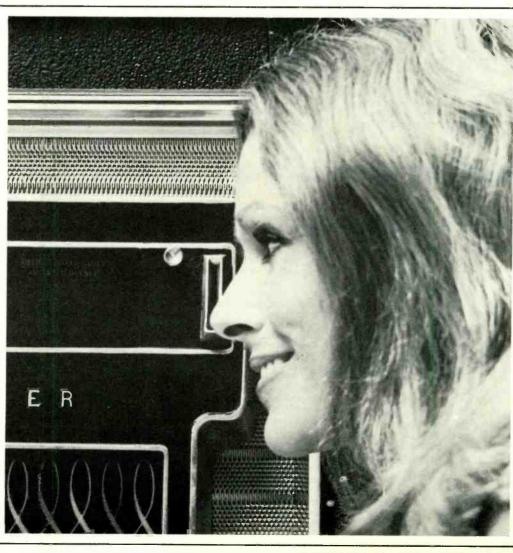
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and Columbia, branches by Larry Vaughn, former sales representative in Nashville.

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Used Pep unit. What if I were to tell you that you could obtain a unit approximately 6 ft. tall & 20 in. wide, weighing exactly 165 lbs., yet completely portable. This unit is capable of being programmed for progressive, country & soul; as well as top 40 & MOR P.S. newscasting. It features a sundry of jargons; ex. street talk, grammarically sound eng. & of course conversational speech. This pep unit is now functioning in amajor marketing area & has had little down time, also is relatively maintenance free. Its cost is reasonable. It could prove to be an asset to compliment your current radio equipment. Its rate of depreciation is nil. Of course, this unique piece of equipment cannot be sold in segments, it comes housed in the personage of one Jerry Michaels. Incidentally, if your wondering what pepstands for, it stands for personality, experience & potential. This is the only unit of its kind that is available. In excellent condition. A value of this nature occurs as frequently as Haley's Comet. Instant delivery. For further information please contact. Jerry Michaels, 1303 Prospect #400, Cleve., Ohio 44115—(216) 561-7139.

Morning Man/P.D. 4 yrs. experience in small market looking for money and challenge. Current employer is best reference. Write Box 531, Bill-board, 165 W. 46 St., New York, N.Y. 10036.

POSITIONS OPEN

ATTENTION MOR ROCK AND COUNTRY PERSONALITIES drive time personality needed by top 50 market station with top ratings and excellent area coverage. We're part of a young growing chain with potential for advancement, all in major markets. We're looking for a very special guy—versatile, bright, entertaining, with wit and has the ability to talk to his audience. No time and temp jocks, please! We'll pay for the right guy. Send air check and resume to Box 532, Radio-TV Job Mart, Billboard, 165 West 46th St., New York, N.Y. 10036.

ABC-FM Chicago looking for laid-back mellow communicator, no calls, tape & resume only to WDAI, 360 N. Michigan Ave., Chicago, Ill. 60601. 9/23

MOVE UP TO TOP 50 MARKET—can you communicate on a one to one basis? Got some humor? Can you interest people in you and what you have to say? We're interested in how good you are, not your experience. Don't underrate yourself if you're from a small to medlum market. Your personality can earn good pay and advancement in a people oriented group operation. Send resume and air check to Box 533, Radio-TV Job Mart, Billboard, 165 West 46th St., New York, N.Y. 10036. 9/30 MOVE UP TO TOP 50 MARKET—can you communicate on a one to one

Soul Sauce

BEST NEW SINGLE OF THE WEEK:

"MAN SIZED JOB"

DENISE LA SALLE (WESTBOUND)

BEST NEW ALBUM OF THE WEEK:

"IF LOVING YOU IS WRONG" LUTHER INGRAM

(KOKO)

By JULIAN COLEMAN

Fantasy Records recording artist Walter Hawkins & Selah have been selected as one of the American groups to perform at the 7th International Popular Song Festival in Rio de Janeiro. The first album by Walter Hawkins & Selah was recently released by Fantasy, and the Rio fest is the first major international appearance by the group. Walter Hawkins, however, is no stranger to the international audiences; until last spring he was a member of the Edwin Hawkins

Former songwriter and producer for Motown Records Al Cleveland has opened his own record company. Cleveland who along with Smokey Robinson have had many hit compositions, will head Doorway Records. Cleveland will be handling the creative end of the company, which is based in Los Angeles. The label's first release is "Your Love Puzzles Me" by The California Girl.

Bill Withers has been set for 12 concerts in the United States this fall, and a European tour is being considered. It would mark the first professional engagement outside North America for the Sussex Record artist. Withers' U.S. tour starts Oct. 6 with an engagement at Carnegie Hall.

BITS AND PIECES:

New Denise La Salle "Man Sized Job" from her forthcoming album looks like the one to put her back in the bag of "Trapped By a Thing Called Love." . . . Isaac Hayes and a group of black businessmen have undertaken the sponsorship of \$100 million housing project for low income families in the United States. . . A major talent search was announced this week by independent producer Porter Bibb for a black actress to play the title role in "Bessie" a feature film to be made in early 1973 on the life of famed blues singer, Bessie Smith. . . . New one by the Stairsteps on Buddah is called "Every Single Way." . . . James Brown's "Goodfoot" starting to pick a good amount of pop airplay as is Mel & Tim's "Starting All Over Again" on Stax.

SOUL SAUCE PICKS AND PLAYS Bobby Starr, "Let Me Be Your," (Soul House); King Floyd, "Woman Don't Go Astray," (Chimneyville); Dramatics, "Toast To The Fool," (Volt); Mark IV, "Honey I Still Love You," (Mercury); Four Tops, "(It's The Way) Nature Planned It," (Motown); Lamont Dozier, "Why Can't We Lovers," (Invictus); Eddie Kendricks, "If You Let Me," (Tamla); Spoonbread, "How Can You Mend A Broken Heart," (Stanga); Tampagan "Dedicated To The One I Love" (We Produce). (Stang); Temprees, "Dedicated To The One I Love," (We Produce); Doug Gibbs, "Always Have You There," (Oak); Betty Wright, "Baby Sitter," (Alston); Manhattans, "One Life To Live," (Deluxe); and Chi-Lites, "A Lonely Man," (Brunswick).

NEW AND ACTION LP's

Honey Cone, "Love, Peace & Soul," (Hot Wax); Groove Helmes, "Night Glider," (Groove Merchant); "Introducing The Ice Man Band," (Mercury); Debbie Taylor, "Comin' Down On You," (Today); Millie Jackson, (spring); O'Jays, "Back Stabbers," (Philadelphia International); Bill Cosby, "Inside The Mind Of," (Uni); The Eight Minutes, "An American Family," (Perception); Mongo Santamaria, "Up From The Roots," (Atlantic); Freddy Robinson, "At The Drivelln," (Enterprise); Terry Collier, "What Color Is Love," (Cadet); Louise McCord, "A Tribute To Mahalia Jackson, (Gospel Truth); Jerry Peters, "Blueprint For Discovery," (Mercury); and Groover Washington Jr., "All The King's Horses," (Kudu).

Views Playback Demands

• Continued from page 24

Matrix, though, came in for more harsh criticism by recording technicians in the first evening ses-sion here where musician and stu-dio expert Ron Frangipane referred repeatedly to the need for recording experts to interface with consumer electronics manufacturers. Frangipane said he is "bugged no end" by the lack of separation in matrix 4-channel."

But he added: "All of us have to become more familiar with the vocabulary of craft, with what the equipment consumers have can accomplish." Another delegate said if people use hack rear speakers it destroys all the balance we (stu-dio people) put in." However, John M. Woram, Vanguard Rec-ords engineer, said, "Matrix is still young, we're only beginning to exploit it."

Contrasts between what studio people "hear" and how the prod-uct sounds on radio and television, narticularly on discussed at length. Arranger and conductor Lee Holdridge said, "Why go 16-track (in recording) for something that will come out of a tiny speaker in a TV set?" Producer Wally Gold said he often does two mixes, one the recording company executives will hear and one "sneaked out and mixed as it will sound on Top 40 radio."

At Vanguard Records, Woram

not only has a small speaker built into the console for monitoring, but even a transmitter for "broadcasting" to a small Sony radio 12 feet away to approximate how the finished product will sound.

Billboard SPECIAL SURVEY For Week Ending 9/23/72

BEST SELLING

Soul Singles

TAR Performer—LP's registering greatest proportionate upward progress this week.

		★ STAR Performer—LP's registering great
This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee) Weeks on Chart
1	1	GOOD FOOT, Part 1 7 James Brown, Polydor 14139 (Dynatone/Belinda, BMI)
2	2	EVERYBODY PLAYS THE FOOL
3	3	BACK STABBERS 12 O'Jays, Philadelphia International 7-3517 (CBS) (Assorted, BMI)
4	5	STARTING ALL OVER AGAIN
5	10	FREDDIE'S DEAD (Theme From "Super Fly") 7 Curtis Mayfield, Curtom 1975 (Buddah) (Curtom, BMI)
6	6	THIS WORLD 8 Staple Singers, Stax 0137 (Sunbeam, BMI)
7	8	(They Long To Be) CLOSE TO YOU 9 Jerry Butler featuring Brenda Lee Eager, Mercury 73301 (U.S. Songs/Blue Seas/Jac, ASCAP)
8	9	MY MAN IS A SWEET MAN 8 Millie Jackson, Spring 127 (Polydor) (Gaucho/Belinda, BMI)
9	10	USE ME 4 Bill Withers, Sussex 241 (Buddah) (Interior, BMI)
10	11	THINK (About It)
•	14	I'LL BE AROUND/HOW COULD I LET YOU GET AWAY 6 Spinners, Atlantic 2904 (Bellboy/Assorted, BMI/Bellboy, BMI)
12	16	BEN 6 Michael Jackson, Motown 1207 (Jobete, ASCAP)
13	20	WOMAN DON'T GO ASTRAY 5 King Floyd, Chimneyville 443 (Cotillion) (Malaco-Roffignac, BMI)
14	15	DON'T TAKE MY KINDNESS FOR WEAKNESS 9 Soul Children, Stax 0132 (East/Memphis, BMI)
15	4	POWER OF LOVE 11 Joe Simon, Spring 128 (Polydor) (Assorted/Gaucho/Belinda, BMI)
16	19	(Win, Place or Show) SHE'S A WINNER Intruders, Gamble 672 (Assorted, BMI)
17	7	LOOKIN' THROUGH THE WINDOWS 10 Jackson 5, Motown 1205 (Jobete, ASCAP)
18	13	I'M STILL IN LOVE WITH YOU 11 Al Green, Hi 2216 (London), (Jec, BMI)
19	23	TOAST TO THE FOOL 6 Dramatics, Volt 4082 (Conquistador, ASCAP/Groovesville, BMI)
20	21	OPEN HOUSE AT MY HOUSE
21	17	POP THAT THANG Isley Brothers, T-Neck 935 (Buddah) (Triple Three/Eden, BMI)
22	25	HONEY I STILL LOVE YOU 6 Mark IV, Mercury 73319 (Alga/ Johnson-Hammond, BMI)
23	26	FOOL'S PARADISE 4 Sylvers, Pride 1001 (MGM) (Lion's Track, BMI)
24	18	THE COLDEST DAYS OF MY LIFE, Part 1
25	30	(It's The Way) NATURE PLANNED IT 3 Four Tops, Motown 1210 (Stone Agate, BMI/Jobete, ASCAP)

This Weel	Last k Week	
26	<mark>27</mark>	YOU'RE STILL A YOUNG MAN 5 Tower of Power, Warner Bros. 7612 (Kupfillo, ASCAP)
金	43	ONE LIFE TO LIVE 4 Manhattans, Deluxe 139 (Starday/King) (Fort Knox-Natttahnam, BMI)
28	31	ALWAYS HAVE YOU THERE 3 Doug Gibbs, Oak 108 (Playboy, ASCAP)
29	34	SWEET CAROLINE 5 Bobby Womack & Peace, United Artists 50946 (Stonebridge, ASCAP)
30	33	GUESS WHO B.B. King, ABC 11330 (Michele, BMI)
31	22	YOUR WONDERFUL, SWEET, SWEET LOVE
32	35	MY MIND KEEPS TELLING ME 3 Eddie Holman, GSF 6873 (Namloh, BMI)
33	36	SLAUGHTER (Theme From "Slaughter") 2 Billy Preston, A&M 1320 (Irving/Web, BMI)
34	38	ENDLESSLY
35	39	I'LL PLAY THE BLUES FOR YOU 6 Albert King, Stax 0135 (East/Memphis/ Rogan, BMI)
36	42	WHY CAN'T WE BE LOVERS 3 Lamont Dozier, Invictus 9125 (Capitol) (Gold Forever, BMI)
37	40	SLOW MOTION, Part 1 3 Johnny Williams, Philadelphia International 73518 (CBS) (Assorted, BMI)
38	41	I'M SO TIRED
39	50	IF YOU LET ME
40		HOW CAN YOU MEND A BROKEN HEART 1 Spoonbread, Stang 5043 (All Platinum) (Casserole/Warner/Tamerlane, BMI)
41	32	SOMEBODY'S ON YOUR CASE 8 Ann Peebles, Hi 2219 (London) (Jec, BMI)
42	24	I MISS YOU
43	48	JOYFUL PROCESS 2 Funkadelic, Westbound 205 (Chess/Janus) (Bridgeport, BMI)
44	_	DEDICATED TO THE ONE J LOVE 1 Temprees, We Produce 1808 (Stax) (Trousdale, BMI)
45	46	SECOND CHANCE 5 Z.Z. Hill, Mankind 12012 (Nashboro) (Jerry Williams/Excellorec, BMI)
46	47	I'LL FIND A WAY
0	_	GUILTY 1 Al Green, Bell 45-258 (Tosted/Screen Gems-Columbia, BMI)
48	-	STOP DOGGIN' ME 1 Johnnie Taylor, Stax 0142 (Groovesville/ East/Memphis/Conquistador, ASCAP)
49	-	BABY SITTER 1 Betty Wright, Alston 4614 (Atlantic) (Sherlyn, BMI)
50	_	MAY THE BEST MAN WIN 1 Ollie Nightengale, Pride 1002 (MGM) (Butler/Chappell, ASCAP)

'SOUNDER' IN DUAL BOW

NEW YORK-"Sounder," a Radnitz/Mattel Production for 20th Century-Fox release, will begin a dual world premiere engagement on Sunday (24) at the New Embassy Theater and the Plaza Theater, both in New York.

Starring Cicely Tyson and Paul Winfield, the film also features Taj Mahal, who also composed the film's score.

Memorex's Line

• Continued from page 29

Each library holds six cassettes and interlocks with other ATC libraries for multiple storage. Selfstick labels and a bulk storage in-dex provide a complete catalog system for Memorex ATCs.

TV Cartridge Push Set

• Continued from page 30

Nippon Columbia's venture is also expected to open the way for the EVR Japan group, whose members are Terjin (textile con-glomerate), Mitsubishi Electric and Mainichi Broadcasting System be-Hitachi and Imperial Chemical Industries and Ciba-Geigy.

Before year-end, Japan Victor (JVC/Nivico) and Nippon Columbia are more than likely to promote video among Japanese teenagers in conjunction with the jukeboxes that both recording giants are manufacturing. In fact, the two rivals participated in a provincial promotion in which Akai and Teac, competitors in tape re-corders, also took part. Video hardware and software

will of course be featured at the '72 Japan Electronics Show, Sept. 21-27, and at the October opening of a combined TV satellite studio and restaurant by the Tokyo Broadcasting System (TBS) and the

Mitukoshi Department Store.
On the other hand, Nippon Hoso Kyokai (NHK), the Japanese Government backed network, is currently more interested in the wireless micro live, wide-angle lens TV programming, while the commercial Nippon Television Network (NTV) is scheduled to initiate the world's first series of 8 mm. film programs

50 Firms Show Units

• Continued from page 24

tridge programming; duplication and distribution; economics of video systems planned; and creat-

ing the multinational market.
Video Expo 111 is sponsored by
Knowledge Industry Publications.

SEPTEMBER 23, 1972, BILLBOARD

Studio Kickbacks

• Continued from page 1

dios in New York, Chicago, San Francisco and Nashville. In Nashville, the subject of kick-

backs reverberates around the city. Bill Williams, Billboard's Nashville bureau chief files this report:

Idle hours are what the 28 Columbia engineers face in Los Angeles. The phasing out of the recording studio operation is part of the parent firm's program to eliminate deficit profit centers. Recently CBS announced it was getting out of feature film produc-tion and last December it phased out its Eastern based Electronic Video Recording (EVR) production

wing.
Columbia had been studying the economics and all the ramifica-tions of the local closing for two months. Last Monday, Cal Roberts, the Columbia vice president under whose aegis recording studios falls, flew to Los Angeles to tell the engineers about the clos-ing. They heard the word in studio

D at 11:15 a.m.

Space Valuable

Since the Columbia studios are in the buildings which house both the local CBS radio and television stations, the space will undoubtedly

be looked upon with interest by KNX and KNXT.

In a sense the closing of the Columbia studio eliminates one area of friction which has plagued Columbia officials. CBS' pact with the union stipulated that any session involving a CBS artist required a CBS engineer. And with many rock acts choosing to hire independent producers and also re-

Small Stations Key for New Co.

LOS ANGELES—A new promotion service calling secondary radio stations "The Primaries" has been formed here by Ric Williams and Steve McCormick. The company looks at the usually underrated secondary radio station network as a primary concern for disk exposure.

The company, Power of the Primaries (POP), plans a communication service tying in a label with weekly calls and daily reporting procedures with secondary sta-tions. The input of this material will allow labels to establish a national promotion direction, explains Williams.

Initial clients include Motown, Polydor, Playboy and Sunflower.

CBS was faced with sending its engineers to other studios where there were often conflicts with producer/engineer and/or the engineers working for the outside

In many instances, the engineers at the originating studio and the visiting CBS engineers came to a mutual agreement in which CBS staffers handled the equipment while the other engineers acted as technical advisors. But there were many friction points.

A threat to close down Columbia's Nashville studios on this same sore point of who could operate the equipment was averted last April when a compromise was reached between CBS and the IBEW in which guest engineers could operate the board with CBS

people standing by.
The closing of the Los Angeles studio eliminates this entire matter on the coast.

Nashville is not exempt from recording studio kickbacks, a practice already revealed in Los Angeles and New York (Billboard, 9-

"If anything, it is worse here than anywhere else," one studio executive said. "It has reached the point where it probably will drive some of the studios out of busi-

Most of the kickback demands here, it was stated, involve inde-pendent producers. They bring bus-iness to the studios in exchange for a rebate of the studio rate. Studios which have steadfastly refused to take part in the kickback scheme lost business.

'We've reached the point wherein a studio must go along or fail to survive," the studio head said. The practice has been steamrollering in recent months, according to studio engineers who would talk about the situation. Some simply

refused to say a word.
When asked whether this applied to the major companies as well as the smaller independent studios, the closest thing to an answer was that it "involves most of the stu-dios of all types here."

With the growing use of independent producers in the record business in this city (almost every label uses them), and the fact that many companies do not have their own studios, the competition for studio time is keen. With only a handful of studios a decade ago, available studio time was scarce. Now with some 30 studios in the city, there are many idle hours.

Buddah's Rockomics Series

• Continued from page 1

Stephen Lemberg from Lemberg's script, the initial release will feature inter-related episodes, separated by rock songs performed by The Webspinners. The album was produced under the supervision of the Marvel Comics Group, source for Spider-Man and other superheroes designated for cover-

Samuel Clark

· Continued from page 4

ords, ABC Record and Tape Sales, ABC Scenic Attractions, and farm publications.

Clark had been president of ABC Records since 1955. In 1964 he was elected vice president of Theatre Operations for ABC and the following year became a director of ABC. He then served as a corporate group vice president for Non-Broadcast Operations from 1966 to February, 1972, when he was elected to his present

Opens on Coast

• Continued from page 8

"Subways Are For Sleeping," and "Two on the Isle."

In addition to generating interest in usage for this material, Styne will also be scouting contemporary music tunes to expand the firm representation.

age through the "Rockomics" se-

Neil Bogart and Art Kass, copresidents of the Buddah Group, emphasized the potential impact of the series by noting that Spider-Man alone draws an annual readership of an estimated 30 million people. The Marvel line is trans-lated into 11 languages and marketed internationally.

Promotional efforts will be extended to include advertising in Marvel comic books themselves, as well as a special radio campaign. For radio, a serialized edition of the album, running in 10 segments, will be made available to selected stations. Various Spider-Man contests will be coordinated with those stations, with giveaways, stickers and patches used as promotional tools. Also planned are special identification spots for disk jock-

In addition to press and radio promotions, Marvel comic books will be distributed as a promotional tool. A single will be released concurrently with the album. Al-bum packaging will also highlight the union between comics and music, with original artwork by comics artist John Romita illustrating each of the album's five episodes. A color poster, reproducing the front cover art, is also in-

Bogart and Kass noted that their expectations for the project have led to a second Spider-Man album, already under preparation.

BELL PROMO DISK ON ALZO

NEW YORK-Bell Records has utilized an unusual promotional technique, a recorded in-terview with an artist, edited and pressed onto a 10-minute, two-sided single, which is being sent to disk jockeys and the press nationwide. Bell used the plan last month to introduce in conjunction with his debut LP, and a promotional disk is now being prepared to introduce Bell's Rod and Marc.

AES Show

• Continued from page 1

broadcasting. "Meanwhile, it's a matrix world. Some 46 brands of hardware are available with matrix receivers." Gibson, however, said in reference to Torick's estimate of two years for Electronic Industries Association (EIA) and FCC tests, "Let's hope things move faster than

Broadcaster panelists Eric Small, WOR here and George Endres, WGNS-Washington, D.C., expressed concern about potential listeners with 4-channel equipment and costs to stations. Small was moderator.

Small said he heard that no more than 20 to 30 percent of listeners to good music stations have 12-channel stereo receivers but said this falls off rapidly in afternoon drive time and when the portable radio audience swells in evenings. Endres said, "Listeners don't identify with quadrasonic, most are scared about having to buy new equipment." Later, Small said many listeners with 2-channel stereo receivers prefer to listen to mono because of signal to noise

Endres said he was concerned about having to add to his \$65,000 worth of equipment. "Updating it (for discrete) scares me." Later he said, "What do we tell management they will get for discrete? Will it help them sell more soap?"

ibson argued that the option of full discrete broadcasting must be kept open. "It may be something will like."

All five panelists were concerned with not interferring with FM SCA or side board signals, the chief argument, of course, for go-ing matrix. Duane Cooper, Uni-versity of Illinois consultant for Nippon Columbia, said he is proposing a "sharpened" matrix system that will not use SCA.

Gibson was pressed hard on the question of whether RCA's 3channel system is really discrete. "It depends on your interpretation (of discrete). Ours is a uniform resolution of the scene around the horizon, we do not matrix, there is

"However," he also added, "most of the costs will be for the equipment in the home. There may be a toss up there (between matrix and the newer approaches to discrete)."

Payola Takers

• Continued from page 1

be administered only by Justice Department, after the FCC turns over its findings to the department. Justice can then file suits involving fines of up to \$10,000 or one year in prison, or both.

The proposed changes in forfeiture authority would let the commission itself act against briber and bribee, by issuing notices of forfeiture to persons "subject to commission regulation," in addition to licensees-including deejay and

Commission sources point out that the requested new legislation, as now worded, would not be too tough on the outsider. It appears that a nonlicensee—such as a program supplier or record company or other entity-who fails to disclose payola given a deejay or programmer, would be given a warning, a "Notice of Violation." Only if the violation was repeated, could the offender then be issued formal notice of a proposed fine, with a maximum of \$5,000.

London Reshuffles

• Continued from page 1

over-all operation. The entire ball of wax is under the aegis of Cy Warner, 16-year veteran of the company. Warner, director of national promotion, also handles public relations and artists relations, and continues his responsibility for 45 rpm London record

In coordinating all phases of promotion, Warner has about 50 men accountable to him.

Warner stated that the tightened promotional structure was a natural follow-up to evolutionary changes in London's distribution picture, whereby the label has espoused the branch concept while still maintaining independent distribution in those markets where it is desirable. "There's a line of continuity," Warner noted, and it flows thusly: "product, promotion and sales." He added: "The label is constantly developing artists and is constantly developing artists, and in the last year we have done well in establishing such acts as Al Green, Gilbert O'Sullivan, who was No. 1 on Billboard's chart—Savoy Brown, and prior to these the Moody Blues and many more. It is necessary that they get the greatest possible exploitation."

Warner has made the following important additions and changes: Bill Bullock, operating out of Dallas, has been appointed to cover the Southwest; Stan Terry, a regional executive, will cover the Southeast, out of Memphis; Teddy Vee, a branch man out of Atlanta, has been appointed to cover Georgia, Alabama and eastern Tennessee; Del Ray has been added and will cover Southern California out of the Los Angeles

In Boston, Ed Logue operating out of the London branch, will cover New England. This move makes it possible for Mike Inter-land to take over as New England regional promotion manager. Mike Milrod will cover New York City and Connecticut, and Jerre Hall, out of London's Cleveland branch, will cover Cleveland and Pitts-burgh. Jack Nimershein, out of Cincinnati, will cover that market and Louisville. Ray Caviano, a new appointee, will handle underground press and college radio.

Another key appointment is that of Emmett Garner, who will be London's rhythm and blues national man. Formerly with Buddah, Garner will operate from the London Chicago branch.

Warner stated that all the aforementioned personnel report to Dave Marshall, London's recentlyappointed promotion manager. Marshall and his staff report to

Duplicate Albums

• Continued from page 1

long that many consider it almost a domestic product.

The real boom at retail in imported disks began with the advent of the Beatles and other top British rock groups in 1964, particularly when the younger buyer discovered that some of the British disks contained different cuts than domestic versions.

with the advent of the Beatles and other top British rock groups in 1964, particularly when the younger buyer discovered that some of the British disks contained different cuts the domestic versions.

In addition, consumers often found superior quality in foreign pressings, discovered that the price differential compared to domestic releases was not great and found that more and more outlets were carrying imports.

In recent years, the price has dropped on rock imports so that is often virtually the same as domestic LP's. Retail outlets expanded their inventories and distributors such as Records Ltd. in Los Angeles began to specialize in supply-

ing dealers strictly with imports.
Rock magazines such as Circus now often carry ads for imports, at a higher price than the retail level but still successfully. And there are even import clubs.

Labels Catch Up

The initial American releases of such groups as the Beatles and Rolling Stones often did not include product available overseas. The major reason for this was that the groups had been popular in England for a year or so and the domestic labels had to go through a catching up process before the disks matched.

In addition, many English groups recorded songs that were never released in this country and the col-lector was interested. Finally, many of the British disks in the mid-60's contained 14 cuts, as opposed to the then standard American num-

ber of 12.
All of this appealed to the rock collector, as did the fact that many top British groups did not secure American labels or did not have some of their product released here. Top acts such as the Four Pennies and the Merseybeats were never released on domestic labels but they were valuable to the col-

Even after the domestic labels caught up with their overseas counterparts and the release of the major acts became duplicated on both sides of the Atlantic, buyers continued to purchase imports, often in addition to the American set. Another important point is

that simultaneous release of Engglish and American product is relatively new. The young buyer could often hear his favorite artist a week or so sooner if he hunted for the import.

Large Retailers

Two retail chains doing a large business in imports are Discount Records and Tower Records. The Discount group carried a relatively small selection of imported product until several years ago, when it began dealing with a national dis-tributor. Now, many of the chain's outlets devote sections to imports at a price not greatly above do-mestic releases.

Tower Records locally devotes an entire aisle to imported product as well as stocking them with domestic releases on the floor, with a price generally in the \$4.98 area. Many collectors swear the pressings are better quality and many hunt the aisles for releases that have not yet arrived on these shores.

One important advantage that many imports have is the availability of "best of" series. Among groups falling into this category are Joe Cocker and Procol Harum on Fly Records and a number of Who disks released on Track. These sets often contain cuts still not released on American sets.

German Stones LP

It is not only British labels that compete with domestic product. Groups such as the Rolling Stones are available on German and French sets, while product never released on American labels by the early Small Faces and other are available on German albums.

A point has now been reached in rock where, even with simultaneous release of a product such as the latest Rod Stewart LP, consumers will often opt for the import, either for quality or for the sake of collection.

Many import product also makes available what might be termed "historical rock." BYG Records, a French label, has released early rock festival recordings teaturing the first recording of Rod Stewart and Julie Driscol, among others. This firm also has on the market a series of blues disks, featuring Magic Sam and Johnny Otis, which are of value of the collector.

Classical and ethnic music is not to be overlooked in the import market. Artists such as Nana Mouskouri in the ethnic field, are often as popular on imports as on

the domestic label.
Classical Cos. Cautious

In both ethnic and classical a number of record companies are shying somewhat away from ex-(Continued on page 62)

SEPTEMBER 23, 1972, BILLBOARD

International News Reports



DAVID GEFFEN, head of Asylum Records and Artie Mogul in conversation with EMI group director Len Wood, second left, and Ron



Hotel, London, Sept. 4.



JERRY THOMAS, GERRY OORD JAY LASKER, president international Capitol speech for EMI Records L.A. presents new Capitol product to the EMI as managing directory on Managing directors and American versales conference. sales conference tor on Monday sion of the Gallic held in the Mayfair (18).







GUESTS VERA LYNN and Frost talk to Gerry Oord at the reception held to celebrate the open-ing of the new EMI factory at Hayes,

EMI in Major Reorganization Of Top Mgt Team; Oord Director

LONDON—In a major reorgan-ization of its senior management team of the record divsion, EMI has named Gerry Oord as its new managing director. Oord, brought to London earlier this year from EMI's Bovema company in Holland to become director of international artists promotion, replaces Philip Brodie who becomes managing director of EMI Europa.

In his new position, Brodieformer managing director of EMI's companies in the Argentine and Spain—will be based in Cologne and will direct the company's mu-sic interests in Austria, Belgium, France, Germany, Holland, Italy, Spain and Switzerland. Brodie suc-ceeds Oscar Hamilton who now becomes resident director, Europe. Hamilton will continue to carry overall responsibility for EMI's investment in Europe. He will spend much of his time in Rome.

EMI chief executive John Read said "We think that having high regard for all the people available Oord is the man for the job. With this country's entry into the Com-mon Market we must have an international flavor and this country needs a competent man who can bring new life and spark into the company."

Read added that EMI needed

an administrator to co-ordinate the European companies and that Brodie with his past international experience was the right man for

the post.
"Oord would be the first person to admit that he is not an administrator but he is a music man. We have a strong administration team at EMI already," Read continued. Len Wood, EMI Group director Records, and a member of the of the burden of his present job has been passed to EMI Records assistant managing director Ron White he will now work closely with Read in general activities of the music business the music business.

White assumes the title, director white assumes the title, director of co-ordinator group record staff. In addition White becomes a director of KPM, World Record Club and Rosetti. Reporting to White will be the various departments which were Wood's responsibilities including international sibilities including international copyright, international classical and Frank Chalmers' pop repertoire development section.

In addition Roy Featherstone, general manager of the pop repertoire and marketing division and Roy Mathews, manager of EMI's factory, have been appointed directors of EMI Records.

All the appointments take effect from Sept. 18.

Speaking to EMI Records for the first time Oord said, "I can so well understand that it must sound crazy to you all that just a bloody Dutchman is going to manage EMI parent board has been named chairman of EMI Records and Music for Pleasure. While some EMI Records." Oord added, "Who the hell chose this man? He must the hell chose this man? He must

be out of his mind. I agree. You are absolutely right."

Gerry Oord launched Bovema in Holland in 1946 and built the company into one of Holland's most successful record companies. EMI took an interest in the firm in 1967. Continued Oord: "Great Britain is going to join the Common Market next year and one of my main priorities will be to build up EMI as more of an international oriented record company.

Oord's strength lies in his close rapport with artists and he is a firm believer in signing talent which can be developed interna-tionally by all EMI companies.

A&M Can. Sees 350% Sales Rise

TORONTO-A&M Records managing director, Gerry La-Coursiere, predicts that the company's gross sales for the year ended this Sept. 31 will be 350 percent over any previous 12

LaCoursiere noted that July, traditionally a slow month, had provided sales figures in excess of January's total.

This will be A&M's third year of operation on Canadian soil. The first year, LaCoursiere said, brought about an increase of 200 percent over the previous year. The second leveled out to about 30 percent

leveled out to about 30 percent.

LaCoursiere feels that independent distribution had had great bearing on the huge increase this year.

A&M is now preparing for a hectic fall, with quadrasonic releases by Carole King and Joan Baez. Cat Stevens' new album, "Catch Bull at Four" will be re-

"Catch Bull at Four" will be re-leased in a couple of weeks to coincide with his latest tour. A&M has also had huge success in Canada with a single, "Smoke Gets in Your Eyes" by English group, Blue Haze. As a result of the test marketing here, A&M in the U.S. will release the single this week.

YEN UP AGAIN -JAPANESE

By HIDEO EGUCHI

TOKYO - Japanese trading houses and export manufacturers are working on the assumption that another upward revaluation of the yen in relation to the dollar is inevitable, following the recent meeting between President Nixon and Prime Minister Kakuei Tanaka

Japanese manufacturers and traders are quoting prices and accepting orders for goods to be exported in December or thereafter on the basis of an arbitrary foreign exchange rate ranging from 275 to 280 yen to the U.S. dollar, despite Premier Tanaka's insistence that there would not be a second revaluation of the Japanese currency.

From The Music Capitals of the World

LONDON

A special WEA dealer discount scheme under the slogan, "An Offer You Can't Refuse," inspired from the phrase used in "The Godfather" film has been introduced for this month. The scheme is built around full-price product only and the sole condition is that all de-liveries must be made by the end

Dealers ordering 250 albums from the WEA catalog are entitled to a 5 percent discount, dealers ordering 500 receive a 10 percent discount, a 12½ percent cut will be made on an order of 750 albums, a 15 percent discount on 1,000, and a 17½ percent cut on 1,500 albums. WEA is also preparing a special campaign built around the Oct. 13 release of six blues albums on the Atlantic label including material by John Lee Hooker, Professor Longhair and Blind Willie McTell. The hair and Blind Willie McTell. The albums will be issued in gatefold sleeves with extensive liner notes on the artists concerned. . . .EMI will release Artie Mogull's Signpost label in the U.K. later this month. The label will be launched by "Good Time Charlie's Got the Blues" by Danny O'Keefe. Mogull, who was in London recently to attend the EMI sales conference, has also signed the first British act to the label. The group, Uncle Dogg, was signed through a deal with Lionel Conway of Island Music. . . . ABC-Dunhill has now signed the Four Tops to a Worldwide recording contract and the wide recording contract and the former Tamla Motown act is cur-rently in the ABC studios in Los Angeles recording its first album under the direction of Stevie Barrie. The album will be released in the U.K. to coincide with the group's U.K. tour which opens at the Rainbow Theatre on Oct. 6. Mervyn Conn is introducing a new label, Nashville International, in October through Pye. The basis of

the label's product will derive from the laber's product will derive from the American Mega catalog acquired for U.K. representation from president **Brad McCuen**. Prior to the launch of the label two Mega singles, "I've Got to Have You" by Sammi Smith and "Looking Back in Anger" by Glen Sherley will be issued on Pye In-Sherley will be issued on Pye International on Oct. 6. Sherley is scheduled to arrive in the U.K. soon to appear on the Johnny Cash tour and Sammi Smith will arrive at the end of October to appear at the end of October to appear at the Royal Albert Hall in Conn's "Up Country" concert which stars George Hamilton IV and the Stoneman Family. First U.K. acts to be signed to Nashville Interna-tional are Pete Sayers and Lyn and Graham McCarthy.

Peter Dimmock is the new head of BBC Enterprises, the BBC department which incorporates the

corporation's own record label. He succeeds Dennis Scuse who has left the BBC to pursue outside interests in commercial radio. . . Dave Christian, who for the past four years has been one of Radio Luxembourg's dj's has ceased as a regular broadcaster. He has joined Chas Peate's Belsize Music and Productions company as international promotion co-ordinator.

PHILIP PALMER

TOKYO

Herb Alpert, Burt Bacharach, John Barry, Don Black, the Carpenters (Karen and Richard), Francis Lai, Raymond Lefevre, Paul Muriat, Sergio Mendes, Roger Williams, and the Ventures have been named as overseas judges in the "Love Sounds" theme song contest being held jointly by the contest being held jointly by the Kyodo Tokyo booking agency and its sister firm Taiyo Music under the sponsorship of the Heibon publishing company. Aim of the contest, which closes Sept. 30, is to introduce new popular songs by Japanese composers to the world. The top six winning entries will be recorded by star vocalists and orchestras according to Tats Naga-shima, president of Kyodo Tokyo and Taiyo Music. Yu Aku, Hajime Fujii, Kuranosuke Hamaguchi, Masaaki Hirao, and Kazumi Yasui have been named as the Japanese

Scheduled for October release in Japan by CBS/Sony is the SQ quadraphonic record album of "Mass" by Leonard Bernstein. The two-disk set is due to appear on the Japanese market Sept. 25 at 4,800 yen or about \$16.

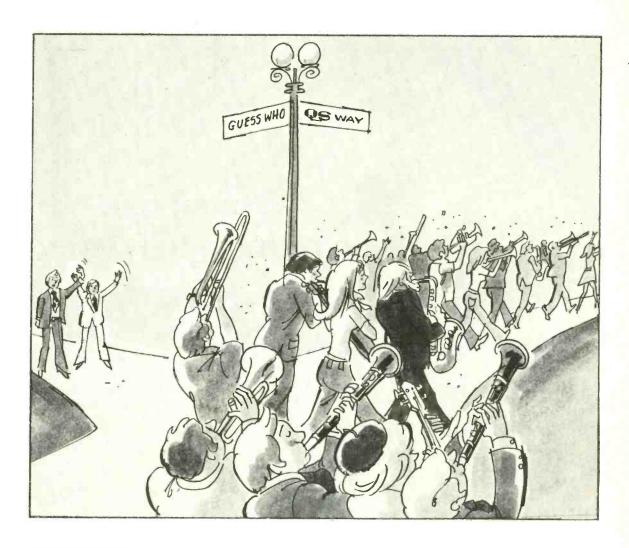
King Records will stick to its RM (regular matrix) system for the time being in pressing A&M, London and Vanguard quadraphonic disks, according to Minoru Suzuki, the Japanese recording company's managing director. U.S. classical guitarist Christopher Parkening gave eight recitals in six cities during his first performance cities during his first performance tour of Japan early this month (September). He also appeared on the "Music of the World" program telecast nationwide by Nippon Hoso Kyokai (NHK), the Japanese government backed broadcasting corporation. . . "The Ella Fitzgerald Show" is being telecast by NHK. . . . A second trip to Europe in January 1973 is scheduled for Yasuko Yano, leader of the allgirl Mood Romantica trio and originally pianist of the Blue Coats band formed after World War II band formed after World War II by the late Masao Kojima. She will visit Duesseldorf, Hamburg and Paris sponsored by Japan Air Lines (IAI)



CBS U.K. managing director Dick Asher gives details of the company's scheme to send the top sales area manager and top salesman to the U.S. next year. Also pictured at the CBS sales conference dinner are, left to right sales manager Jack Florey; deputy managing director Maurice Oberstein and international a&r manager Glyn Evans.



look who else is going the QS way =







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With one milestone we're

Come From The Shadows

Joan Baez

Stereo.

decay

at this to

"Come From The Shadows" is our first album from Joan Baez—an epic event in our short history. It's also our first quadraphonic release.

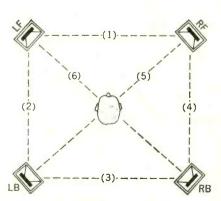
For our first quad release we've chosen the Sansui QS decoding system because we feel, at this time, there is no better system.

Our records will be capable of the finest four-channel reproduction, while remaining fully compatible with conventional stereophonic equipment.

We're not releasing just a quad album. We've had a special anti-static vinyl developed for us. It's dust repellent and has a built-in lubricant that reduces surface noise and prolongs record life.



The sound in front of you.

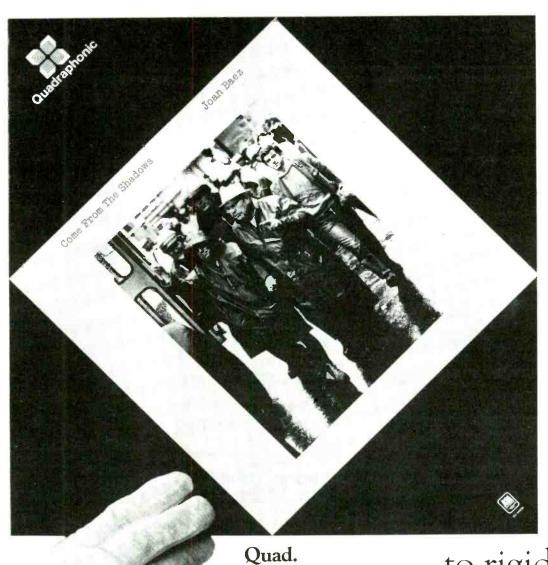


The sound around you.

It's a significant improvement in record quality.

And a necessary one because when a quad album 'pops' the whole room 'pops'.

announcing another.



Every phase of manufacturing will be subjected

to rigid quality controls including a limit on the amount of albums pressed from each stamper. And each album will be packed in a special protective inner sleeve. In this way we hope to maintain the best possible sound with unheard-of consistency.

With "Come From The Shadows" goes a bit of our future.
And our future never sounded so good.





Present.



Present perfect.

On A&M Records and Tapes.

HITS OF THE WORLD

BANGKOK

(Courtesy: HSA Radio Bangkok) This Last Week Week

1 1 RUN TO ME—Bee Gees
2 2 IN TIME—Engelbert
Humperdinck
3 6 MAD ABOUT YOU—Bruce

Ruftin ROOTS & RAFTERS— Frank Ifield COUNTRY FREEDOM—

Vicky Leandros

MAYBE THIS TIME—
Vince Hill

KATE—Johnny Cash and The
Tennessee Three

DON'T GO DOWN TO
RENO—Tony Christie

SING SINGER SING—The
Searchers

Searchers 21 THIS IS REGGAE—The

CROSSWORD PUZZLE—Dana SUMMERTIME DREAMING

12 3 SUMMERTIME DREAMING
Gene Pitney
13 20 YOU'RE A SONG THAT I
CAN'T SING)—Frankie
Valli & Four Seassons
14 24 YOU DON'T EVEN KNOW
ME—AI Stewart
15 19 SUPERBIRD—Sedaka
16 10 LOVE THEME FROM "THE
CODETATHER"—Andy
Williams

16 10 LOVE THEME FROM "THE
CODFATHER"—Andy
Williams
17 13 MISTER SUNSHINE—
Jimmy Young
18 7 WE'RE ON OUR WAY—
Chris Hodge
19 25 FROM MY HEAD TO MY
TOE—Barry Ryan
20 15—GOT A FEELIN' IN MY
BONES—Sacha Distel
21 14 WATCH ME—Labi Siffre
22 28—EVERY DAY OF MY LIFE—
Bobby Vinton
23 27 MY GUY—Mary Wells
24 29 LOVE LIFTED ME—
Ray Stevens
25 30 BELINDA—Mike D'Abo
SUNSHINE AND RAINBOWS
Val Doonican
27 WHERE IS THE LOVE—
Roberta Flack &
Donny Hathaway
28 WALK WITH ME, TALK
WITH ME, DARLING—
Four Tops
29 JUST A LITTLE TOO
MUCH—Olivia NewtonJohn
30 THE HARDER THEY
COME—Jimmy Cloff

BRAZIL-RIO DE JANEIRO

(Courtesy: IBOPE)

This
Week

1 ALONE AGAIN—Gilbert
O'Sullivan (Odeon)
2 ROCK AND ROLL LULLABY—
B.J. Thomas (Top Tape)
3 CONCERTO PARA UM VERAO—
Alain Patrick (Top Tape)
4 MARY HAD A LITTLE LAMB—
Wings (Odeon)
5 EVERYTHING I OWN—Bread
(Continental)
6 WITHOUT YOU—Nilsson (RCA)
7 FALE BAIXINHO—Wanderley
Cardoso (Copacabana)
8 ROQUET MAN—Elton John
(Young)
9 MY WORLD—Bee Gees (Polydor)
10 YOU'LL NOTICE ME—Terry
Winter (Beverly)
11 VOU TIRAR VOCE DESSE
LUGAR—(Oldair Jose (CBS)
12 SONG SUNG BLUE—Neil
Diamond (MCA)
13 LONG AGO TOMORROW—B.J.
Thomas (Top Tape)
14 CAVALEIRO DE ARUANDA—
Ronnie Von (Polydor)
15 DIARY—Bread (Continental)

LP's

LP's

SELVA DE PEDRA
INTERNACIONAL—Varios
(Som Livre)

AS 14 MAIS VOL. 26—
Varios (CBS)

JUCA CHAVE AO VIVO—
Juca Chaves (Philips)
BREAD—Bread (Continental)
JOHNNY MATHIS—Johnny
Mathis (CBS)

TRANSA—Caetano Veloso (Philips)
ELIS—Elis Regina (Philips)
O 1° AMOR INTERNACIONAL—
Varios (Som Livre)
QUANDO O CARNAVAL
CHEGAR—Varios (Trilha
Sonora) (Philips)
GILBERTO GIL—Gilberto Gil
(Philips)

BRAZIL—SAO PAULO

(Courtesy: IBOPE) SINGLES

This
Week

1 ROCK 'N ROLL LULLABY—
B.J. Thomas (Top Tape)
2 ROCKET MAN—Elton John
(Fermata)
3 FALE BAIXINHO—Wanderley
Cardoso (Copacabana)

Cardoso (Copacabana)
4 SONG SUNG BLUE—Neil
Diamond (Continental)
5 WITHOUT YOU—Nilsson (RCA)
6 EVERYTHING I OWN—Bread

(Continental)

ALONE AGAIN—Gilbert
O'Sullivan (Odeon)

POP CONCERTO—Pop Concerto

(Top Tape)
9 CAVALEIRO DE ARUANDA—
Ronnie Von (Polydor)
10 BEACKER—Kompha (Copacabana)
11 LOVE WHISTLE—Free Sound

Orchestra (Odeon)

12 HEART OF GOLD—Neil Young

(Continental)

13 TUMBLING DICE—Rolling Stones (Continental)

14 ASFALTO FALSIFICADO—
Cyro Aguiar (Philips)

15 BECAUSE I LOVE—Majority

One (Top Tape)

LP'S

I SELVA DE PEDRA
INTERNACIONAL—Trilha
Sonora (Som Livre)

AS 14 MAIS, VOL. XXVI—
Diversos (CBS)

SHOW JUCA CHAVES—
Juca Chaves (Philips)

QUANDO O CARNAVAL
(HEGAR—Trilha Sonora (Philips)

EU SEL QUE VOU TE AMAR—
Maiia Creuza (RGE)

DOUBLE COMPACTS

1 ESPERANCAS PERDIDAS—
Originais do Samba (RCA)
2 A MUSICA DO MEU CAMINHO
—Moacyr Franco (Copacabana)
3 MY WORLD—The Bee Gees
(Polydor)
4 DETALHES—Roberto Carlos (CBS)
5 VAI CAINDO UMA LAGRIMA—
Jerry Adriani (CBS)

BRITAIN

(Courtesy Record & Tape Retailer)

8 16 ANT NO SUNSHINE—
Michael Jackson Tamla
Motown (United Artists)
Berry
9 10 1 GET THE SWEETEST
FEELING—Jackie Wilson
(T.M. Music)
10 — HOW CAN I BE SURE—
David Bell (Sparta Florida)
Wes Farrell
11 9 LAYLA—Derek & the
Dominos, Rolydor 2058 130
(Throat)
12 21 LIVING IN HARMONY—
Cliff Richard Columbia
(Mervyn) Norrie Paramor
13 7 SILVER MACHINE—Hawkwind United Artists (Copyright Control) Hawkwind/Dr.
Technichal
14 — CHILDREN OF THE
REVOLUTION—T. Rex/
(Wizard) Tony Visconti
15 12 THE LOCOMOTION—Little
Eva London (Screen Gems/
Columbia) Jerry Goffin
16 11 SCHOOL'S OUT—Alice
Cooper, Warner Bros. (Copyright Control) Bob Ezrin
17 14 POP CORN—Hot Butter Pye
Prod. R. Talmadge, The
Jeromes, Prod. D. Jordan
18 18 LEAN ON ME—Bill Withers,
A&M AMS 7004 (United
Artists) Withers/Jackson
19 24 TOO BUSY THINKING
ABOUT MY BABY—Mardi
Gras, Bell BELL 1226
(Jobete/Carlin), Lou Pop
20 27 COME ON OVER TO MY
PLACE—Drifters Atlantic
(Screen Gems/Columbia)
Jerry Wexler/Bert Berns
Valk IN THE NIGHT—
Jr. Walker Tamla Motown
(Jobete/Carlin) Johnny
Bristol
21 25 WALK IN THE NIGHT—
Jr. Walker Tamla Motown
(Jobete/Carlin) Johnny
Bristol
22 — TOO YOUNG—Donny
Osmund/MGM (Sun) Mike
Curh/Don Costa
23 29 BIG SIX—Judge Dread Big
Shot (Bush) Bush Prod
DREAKING UP IS HARD
TO DO—Partridge Family,
Bell (Screen Gems/
Columbia) Wes Farrell
25 48 WIG-WAM BAM—Sweet RCA
(Chinnichap/RAK)
P. Wainman
26 15 SEASIDE SHUFFLE—Terry
Dactyl-The Dinosaurs UK
(Sonet)
27 13 RUN TO ME—BeeGees
Polydor (Abigail) Bee Goes/

26 15 SEASIDE SHUFFLE—Terry Dactyl-The Dinosaurs UK (Sonet)
27 13 RUN TO ME—BeeGees Polydor (Abigail) Bee Goes/ Rohert Stigwood
28 33 SUZANNE BEWARE OF THE DEVIL—Dandy Livingstone, Horse Hoss 16 (Trajan) Rohert Thompson
29 38 WHO WAS IT—Hurricane Smith, Columbia (MAM) Hurricane Smith, Columbia (MAM) Curb & Ruff
20 Ruff
21 23 JOURNEY—Donny Osmond MGM (MAM) Curb & Ruff
22 All Columbia Wes Farrell
23 JOURNEY—Duncan Browne RAK (RAK) Mickie Most
24 LONG COOL WOMAN IN A BLACK ORESS—Hollies, Parlophone (Tintobe/Cookaway) Ron Richards/Hollies
25 1 CAN SEE CLEARLY NOW—Johnny Nash CBS (Rondor) Johnny Nash CBS (Rondor) Johnn

Kerr
36 17 10538 OVERTURE—Electric

36 17 10538 OVERTURE—Electric
Light Orchestra Harvest
(Carlin/R. Wood/Sugartown)
R. Wood/J. Lynne
37 26 CIRCLES—New Seekers
(Amnar) David MacKav
MOULDY OLD DOUGH—
Lieutenant Pigeon (Decca)
(Campbell Connelly) Stavely
Makepeace

39 36 I'M STILL IN LOVE WITH
YOU—A1 Green London
(Burlington) Williw Mitchell
40 28 CONQUIST ADOR—Procol
Harum, Chrysalis CHS 2003
(Essex) Chris Thomas
41 32 LOVE LOVE LOVE—Bobby
Hebb Philips (Leeds) Jerry
Ross

41 32 LOVE LOVE LOVE—Bobby
Hebb Philips (Leeds) Jerry
Ross
42 34 WHERE IS THE LOVE—
Roberta Flack/Donny
Hathaway, Atlantic K 100202
(C. Shane) Joel Dorn/Arif
Mardin
43 — JOHN I'M ONLY DANCING—
David Bowie (RCA (Titanic/
Chrysalis) David Bowie
44 35 SYLVIA'S MOTHER—Dr.
Hook & The Medicine Show
CBS (Essex) Ron Haffkine
45 MAYBE I KNOW—Seashells
(CBS) P. Swern/J. Arthey
46 44 LOVE THEME FROM THE
GODFATHER—Andy
Williams (CBS) Dick Glasser
47 — LIGHT UP THE FIRE—
Parchment Pye (Thankyou)
John Pantry
48 31 ROCK AND ROLL PART
I/II—Gary Glitter (Leeds)
Mike Leander
49 — OUTA SPACE—Billy Preston
A&M (Rondor) Billy
Preston
50 46 AMAZING GRACE—Judy
Collins (Elektra) Mark
Abramson

CANADA (Courtesy: Maple Leaf System) *Denotes local origin

(Epic)
2 BEAUTIFUL SUNDAY—Daniel

BEAUTIFUL SUNDAT—Dames
Boone (Capitol)
ROCK AND ROLL—PART II—
Garv Glitter (Bell)
GOODBYE TO LOVE—The
Carpenters (A&M)
HOLD YOUR HEAD UP—

HOLD YOUR HEAD UP—
Argent (Epic)
BLACK & WHITE—Three Dog
Night (ABC/Dunhill)
CONCRETE SEA—Terry
, Jacks (London)
BABY DON'T GET HOOKED
ON ME—Mac Davis (Columbia)
SATURDAY IN THE PARK—
Chicago (Columbia)
ALONE AGAIN (Naturally)—
Gilhert O'Sullivan (MAM)

DENMARK

(Courtesy: IFPI) SINGLES

This

Week

1 MATRIMONY—Gilbert O'Sullivan
2 ANGELINA—Olsen
3 LITTLE WILLY—Sweet
4 PLUM CRAZY—The Archies
5 LOVE ME—Chris Roberts
6 SONG SUNG BLUE—Neil
Diamond
Diamond
KISS—Bobby

SONG SUNG BLUE—INDIAMOND STALED WITH A KISS—Bobby Winton POPCORN—Hot Butter HELLO-A—Mouth & MacNeal GOODY MY LOVE—Rotation

METAL GURU—T. Rex RUN TO ME—Bee Gees CONQUISTADOR—Procol Harum KRAKBEGRAVNINGEN—Blood, Sweat & Tears

SOMEONE—Axis VOGLIA DI MARE—I Romans

FRANCE

(Courtesy: Centre Du Documentation Et Information) SINGLES

Tills
Week

1 POP CORN—Hot Butter (Barclay)
2 UNE BELLE HISTOIRE—M.
Fugain (CBS)
3 MY REASON—D. Roussos
(Phonogram)
4 TROP BELLE POUR RESTER
SEULE—Ringo Willy Cat
(Distribution Carrere)
5 OUI SAURA—M. Brant (CBS)
6 FREEDOM—M. & K. Kissoon
(Distribution Carrere)
7 POP CORN—Anarchic System (AZ)
8 C'EST AU MOIS D'AOUT—P.
Perret (Sonopresse)
9 BONSOIR CLARA—M. Sardou
(Phonogram)
10 SANS TOLIE SUIS SELIE—C.

9 BONSOIR CLARA—M. Sardou
(Phonogram)
10 SANS TOI JE SUIS SEUL—C.
Delagrange (CED)
11 IL ETAIT UNE PLAGE—Les
Associes (Vogue)
12 Y'A LE PRINTEMPS QUI
CHANTE—C. Francois
(Phonogram/Fleche)
13 JE VOUDRAIS DORMIR PRES
DE TOI—F. Francois (Vogue)
14 IL ETAIT UNE FOIS LA
REVOLUTION—E. Morricone
(RCA)

(RCA)

15 KISS ME—C. Jerome (AZ)

16 LE MARI DE MAMA—Sheila (Phonogram/Carrere)

(Barclay)
LA MUSICA—P. Juvet (Barclay)
OH BABE WHAT WOULD YOU
SAY—S. Hurricane (Pathe-Marc./

Columbia)
POOR SOUL—Dimitri (Phonogram/ Mercury)
21 GWENDOLINA—Cl. Puterflam

22 LE PETIT PRINCE—G.
Lenomand (CBS)
23 TAKATA—J. Dassin (CBS)
24 CONCERTO POUR (CARENDER)
25 Descript Office dis (Carender)

24 CONCERTO POUR UN ÉTE—A,
Patrick (Discodis/Carabine)
25 A CHAQUE JOUR—J. Clerc
(Pathe-Marc.)
26 II. Y A DU SOLEIL SUR LA
FRANCE—Stone & Charden
(Discodis/AMI)
27 JF FINIRAI PAR L'OUBLIER—
MILISSE MOU—N. Mouskouri
(Phonogram/Fontana)
28 EN FRAPPANT DANS NOS
MAINS—M. Mathieu (Barclay)

29 ELLE, JE NE VEUX QU'ELLE— Ringo Willy Cat (Distribution/

Carrere)
DOWN BY THE LAZY RIVER—
The Osmonds (Polydor)

I.PS

1 MACHINE HEAD—Deep Purple MACHINE HEAD—Deep Purple
(Pathe/Marconi/Purple)

OBSCURED BY CLOUDS—Pink
Floyd (Pathe/Marconi/Purple)

IDIOTE JE T'AIME—Ch.
Aznavour (Barclay)

IL ETAIT UNE FOIS LA
REVOLUTION—E. Morricone
(RCA)

4 IL ETAIT UNE FOIS LA
REVOLUTION—E. Morricone
(RCA)
5 JEAN FERRAT CHANTE
ARAGON—J. Ferrat (Barclay)
6 IL ETAIT UNE FOIS DANS
L'OUEST—E. Morricone (RCA)
7 COUNTRY-FOLK-ROCK—
J. Hallyday (Phonogram)
8 DISQUE D'OR—J. Clerc
(Pathe/Marconi/Pathe)
9 A MOI L'AFRIQUE—J. Ferrat
(Barclay)
10 CONCERTO POUR UN ETE—
A. Patrick (Discodis/Carabine)
11 AVEC LE TEMPS—L. Ferre
(Barclay)
12 GREATEST HITS—Simon &
Garfunkel (CBS)
13 EXILE ON MAIN STREET—
Rolling Stones (WEA-F)
14 SCHOD'S OUT—A. Cooper
(WEA-F)
15 NOUVEL ALBUM—J. Dassin
(CBS)

HOLLAND (Courtesy: Radio Veronica and Bas Mui)
*Denotes local origin

Week
1 POP CORN—Various Artists
(Various labels) Basart
2 MY REASON—Demis Roussos

(Various laders) Dassatt

MY REASON—Demis Roussos
(Philips)

UN CANTO A GALICIA—Julio
Iglesias (Decca) Dayglow

SOMEONE—Axis (Riviera)
Veronica Music

MANDOLINEN IN NICOSIA*—
Zangeres Zonder Naam
(Telstar) Benelux

VAYA CON DIOS*—The Cats
(Imperial) Anagon

MARIO*—Hanny en de Rekels
(II Provincien) Bospel

I'M ON MY WAY*—George Baker
Selection (Negram) Witch Music

I LIKE IT THAT WAY—The
Tremeloes (CBS)

SEALED WITH A KISS—Bobby
Vinton (Epic) Altona

HONG KONG

(Courtesy: Radio Hong Kong)
*Denotes local origin

2 2 GOODBYE TO LOVE—
Carpenters (A&M)
3 3 JOIN TOGETHER—The Who
(Polydor)
4 RUN TO ME—Bee Gees
(Polydor)
5 BREAKING UP IS HARD TO
DO—The Partridge Family
(Bell)
6 11 PLAY ME—Neil Diamond (Uni)
7 12 OOH-WAKKA-DOO-WAKKADAY—Gilbert O'Sullivan
(MAM)
8 13 THE GUITAR MAN—Bread
(Elektra)
9 6 IN TIME—Engelbert
Humperdinck (Decca)
10 18 LIVING IN HARMONY/
EMPTY CHAIRS—Cliff
Richard (Columbia)
11 17 BURNING LOVE—Elvis
Presley (RCA)
12 7 DUNCAN—Paul Simon
(CBS/Sony)
13 19 SATURDAY IN THE PARK—
Chicago (CBS/Sony)
14 8 NICE TO BE WITH YOU—
Gallery (Sussex)
15 15 LONG COOL WOMAN—The
Hollies (Parlophone)
16 20 HONKY CAT—Elton John
(DJM)
17 10 ROIL OVER/SKYLINE
PIGEON*—Sam Hui
(Polydor)
18 9 (LAST NIGHT) I DIDN'T
GET TO SLEEP AT ALL—
Sth Dimension (Bell)
19 — THE ROAD*—Teddy Robin
(Philips)
20 — FOR EMILY, WHEREVER I
MAY FIND HER—Simon &
Garfunkel (CBS/Sony)

ITALY (Courtesy: By Discografia Internazionale)
*Denotes local origin
SINGLES

This Last
Week Week

1 VIAGGIO DI UN POETA*—
Dik Dik (Ricordi) Inc/Pegaso
2 2 QUANTO E' BELLA LEI*—
Gianni Nazzaro
(CGD/Messaggerie
Musicali) Suvini/Zerboni
3 — IL PADRINO*—Santo &
Johnny (Produttori Associati/

Johnny (Produttori Associati/ Ricordi) Chappell

8 UN ALBERO DI TRENTA
PIANI*—Adriano Celentano
(Clan/Messaggerie Musicali)
Mareherita

Margherita

4 PICCOLO UOMO*—Mia
Martini (Ricordi) Come II 4 PICCOLO GOMO*—Mia

Martini (Ricordi) Come II

Vento/Pegaso
3 IO VAGABONDO (che non sono altro)*—Nomadi (Columbia/EMI) Numero
Uno Voce 'Del Padrone
7 NOI DUE NEL MONDO E NELL'ANIMA*—Pooh (CBS/Messaggerie Musicali)
April Music
— POP CORN*—La strana societa (Fonit/Cetra) Francis Day
5 I GIARDINI DI MARZO*—
Lucio Battisti (Numero Uno/RCA) Acqua Azzurra
6 E' ANCORA GIORNO*—
Adriano Pappalardo (Numero Uno/RCA) Acqua Azzurra
SEPTI

11 22 RUN TO ME—Bee Gees
(Polydor-Phonogram) Abigail
Music & Robin Gibb
(Polydor-Mister K
(Durium) Francis Day
I GabBilano InFeLICE*—
In Guardiano del faro
(Ricordi) Biler/Puccio
SEMO GENTE DE
BORGATA*—I Vianella/
(Apollo/RCA) Vianello/It
I PADRINO*—Johnny
Dorelli (CGD/Messaggerie
Musicali) Chappell
POP CORN—Pop Corn
Mackers (Riviera/Ricordi)
Francis Day
TOMACKER MUORE*—Marcella
(CGD/Messaggerie Musicali)
Mascheroni
18 II PAROLE PAROLE*—Mina
(Pdu/EMI) Curci/Pdu
19 10 PER CHI*—Gens (Philips/
Phonogram (Aromando
MIDNIGHT RIDE—Joe
Cocker (Cube/Phonogram)
Shapiro Bernstein
20 24 MIDNIGHT RIDE—Joe
Cocker (Cube/Phonogram)
Sapiro Bernstein
LOVE THEME FROM "THE
GODFATHER"—Carlo
Savina (Paramount-EMI)
Chappell
22 21 SE FOSSI DIVERSA*—
Umberto Balsamo (Las
Vegas/Phonogram) Pegaso
Martelli (Variety/Ri-Fi)
Chappell
24 PARLA PlU' PIANO (Speak
Softly Love)*—Cianni
Morandi (RCA) Chappell
25 — I GOTCHA—Joe Tex
(Mercury/Phonogram)
Music Union
LPS
1 CINQUEMILAQUARANTATRE**

LPS

LPS

1 CINQUEMILAQUARANTATRE'*
Mina (Pdu/EMI)

2 TRILOGY—Emerson, Lake &
Palmer (Island/Ricordi)

3 UMANAMENTE UOMO: IL
SOGNO*—Lucio Battisti
(Numero Uno/RCA)

4 I MALI DEL SECOLO*—Adriano
Celentano (Slan/Messaggeri
Musicali)

Musicali)
UOMO DI PEZZA*—Le Orme

Musicali)

5 UOMO DI PEZZA*—Le Orme
(Philips/Phonogram)

6 PAPETTI/14 RACCOLTA*—
Fausto Papetti (Durium)

7 LIVING IN THE PAST—Jethro
Tull (Island/Ricordi)

8 LIVE!—Carlos Santana & Buddy
Miles (CBS/Messaggerie Musicali)

9 MACHINE HEAD—Deep Purple
(Purple/EMI)

10 OBSCURED BY CLOUDS—Pink
Floyd (Harvest/EMI)

11 NON AL DENARO, NON AAL'
AMORE NE' AL CIELO*—
Fabrizio De Andre
(Produttori Associati/Ricordi)

12 UN GIOCO SENZA ETA*—
Ornella Vanoni (Ariston)

13 COCKER HAPPY—De Cocker
(Cube/Phonogram)

14 PIU' ITALIANE DI ME*—Orietta
Berti (Polvdor/Phonogram)

15 O' SURDATO 'NAMMURATO*—
Massimo Ranieri (CBS/
Messaggerie Musicali)

JAPAN (Courtesy: Music Labo, Inc.)
*Denotes local origin

(Courtesy: Music Labo, Inc.)
*Denotes local origin

This

Week

| TABI NO YADO*—Takuro
Yoshida (Odyssey)
2 HIMAWARI NO KOMICHI*—
Cherish (Victor)
3 LOVE THEME FROM "THE
GODFATHER"—Andy Williams
(CBS/Sony)
4 MEBAE*—Megumi Asaoka (GAM)
5 DOUNIMO TOMARANAI*—
Linda Yamamoto (Canyon)
6 SAYONARA O SURUTAMENI*—
Billy Banban (Kit)
7 KYO NO NIWAKA AME*—
Rumiko Koyanagi (Reprise)
8 SEKISHOKU ELEGY*—Morio
Agata (Bell-Wood)
9 KOKORO NO HONO O
MOYASHITA DAKEDE/"THE
GODFATHER"*—Kiyohiko
Ozaki (Philips)
10 LOVE THEME FROM "THE
GODFATHER"—Original sound
track (Paramount)
11 ANATA DAKE DE II*—Kenji
SAWADA—(Polydor)
12 HITORI JA NAI NO*—Mari
Amachi (CBS/Sony)
13 SENSEI*—Masako Mori
(Minoruphone)
15 YOGISHA*—O Yan Hui Hui

(Minoruphone) 15 YOGISHA*—O Yan Hui Hui 15 YÖĞISHA*—O Yan Hui Hui
(Toshiba)
16 TEKKYO O WATARUTO
NAMİDA GA HAJIMARU*—
Shoji İshibashi (Crown)
17 OTOKO NO KO ONNA NO KO*—
Hiromi Goh (CBS/Sony)
18 METAL GURU—T. Rex (Odeon)
19 WAKARETE YOKATTA*—
Tomoko Ogawa (Toshiba)
20 MİMİ O SUMASHİTE GORAN*—
Rutsuko Honda (CBS/Sony)

MEXICO (Courtesy: Radio Mil)

Week

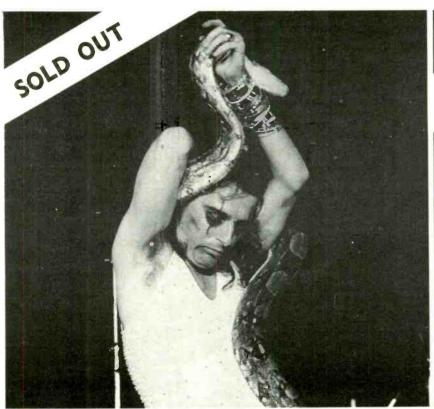
1 POR QUE—Los Babys (Peerless)
2 POP CORN (Palomitas de maiz)—
Various versions
3 VERONICA—Victor Yturbe
"Piruli" (Philips)
4 HOW DO YOU DO (Como estas)—
Mouth & MacNeal (Philips)
5 WITHOUT YOU (Sin ti)—Nilsson
(RCA)

5 WITHOUT YOU (SIII 1)— (RCA)
6 MIENTEME—Victor Yturbe "Firuli" (Philips)
7 SAMSON & DELILAH (Sanson y Dalila)—Middle of the Road (RCA)
8 CANCION PARA UNA ESPOSA TRISTE—Clemencia Torres (Raff)
9 SUMMER HOLIDAY (Fiesta de verano)—Terry Winters (Apolo)
10 FINA ESTAMPA—Juan Torres (Musari)

SEPTEMBER 23, 1972, BILLBOARD

ALICE COOPER CROSSES THE BORDER

SEPTEMBER 2, 1972 VARSITY STADIUM, TORONTO SEPTEMBER 4, 1972 MONTREAL FORUM





ATTENDANCE-24,000

GROSS-\$134,912

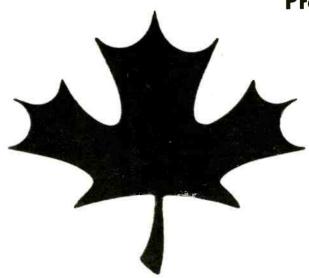
LARGEST GROSS IN VARSITY STADIUMS' HISTORY

Promoter—Martin Onrot, Encore Ltd.

ATTENDANCE-18,000

GROSS-\$90,370

Promoter—Donald K. Donald Productions



Alice Cooper is Exclusively Represented by:



Oscar Cohen, President Jon Podell, Agent 212—421-5200

Budget Boom in Canada; New Label

TORONTO-Canada is in the middle of a budget product boom

of unprecedented proportions.

Last week GRT of Canada applied for gold disk certification of its "Country Gold" album which is reported to have moved in excess of 100,000 units, a phenomenal figure for this market. GRT president, Ross Reynolds, says the company is getting ready to release a second volume and has advance orders in the tens of thousands.

The K-Tel people, doing well in the U.K. at present, kicked off their packaging and marketing concepts in Canada, which is their home base.

The latest addition to the budget scene is Avenue of America Recording Limited, a company started by Gary Salter, who was president of Modern Tape of Canada.

According to Avenue of America's Elliot Klein, the company's basic concept is that "currently popular widely marketed musical works selling at regular prices will also sell well at a budget price, regardless of the fact that it is not recorded by the original artist but recorded to sound similar to the original."

Avenue, a publicly owned Ca-nadian record and tape company, obtains recordings produced in England, has them pressed and then distributes them to most of the major department stores and chain outlets across the country.
Avenue head office is in Toronto,

with depots in Calgary and St. John's and a U.S. operations office in Los Angeles.

Every month to six weeks, Avenue releases a three-record (and



CONCERTO GROSSO (Cetra LPX 8)

> the international success of

NEW TROLLS

is followed now by their new recorded in english:

Album containing two LPs Cetra LPX 12/13

FONIT CETRA S.p.A. Via Bertola, 34 TURIN (ITALY)

tape) set, which is advertised on radio and television in Canadian major markets.

Avenue has issued a "Grammy Award" album, "Forty Pieces of Gold," "Three Stars" and "Rock On." There's a new set featuring songs by the Beatles, the Stones and Creedence, and in the works are albums of songs by Carole King the Carpenters and Neil King, the Carpenters and Neil Diamond, country hits LP, and the "50 Top Hits of 1972." Avenue is now starting to dis-

tribute this product in the U.S. Klein says test marketing in upper New York state and the Washington-Oregon region has been highly successful.

Avenue is also signing some Canadian artists, including Abraham's Childhood, Robert Blyth, and Carl Simmons and Ann Arnott. Product will be issued on the GAS label.

Avenue will soon move to a new office and warehouse complex in Downsview, Ont.

EMI, S. Africa BPI Gets Official Grabs Pye-U.K. Seal of Approval

JOHANNESBURG — Gordon Collins, EMI's managing director in South Africa has announced that EMI (South Africa) will handle the Pye catalog in this territory with immediate effect.

This is Pye's first overseas deal with EMI and was concluded in London by EMI South Africa's chairman Bill Stanford and Pye's Louis Benjamin.

Collins described the deal as a "major breakthrough" and said that when he became managing director in South Africa in May 1970, the company here had only two third party repertoire, whereas today they had acquired almost 24.

"Our aim is to get as many good third party repertoire as possible and that is the reason why we are so tremendously excited about the latest deal," Collins added.

In London Benjamin said: "It's the first time Pye has put its catalog overseas in the hands of one of its competitors in the U.K."

seal of approval was given to the new British Phonographic Industry at its first AGM last week when a revised constitution for the association was unanimously adopted. At the same time, it was revealed that BPI is to re-amalgamate with the British Record Producers Association, which was originally formed as a copyright affiliate of the record manufacturers' association and which in the late sixties split away to estab-

LONDON - The final official

manager, international copyright and an active member of BPI,

should in fact come from BPI and not the record companies under the present system. Bridge agreed and said the matter would be discussed at the next meeting of the BPI Council.

A firm of solicitors, A. E. Hamlin & Co., has been retained to collect evidence for future prosecutions. Following the successful prosecution recently of North Lon-don businessman Joseph Jacquesson, Bridge said three more cases were in the pipeline, one of which will be the first prosecution to be brought under the new Performers

Bridge noted with regret that he was still awaiting a decision from the Chancellor of the Exchequer on how records and tapes will be affected during the change-over from purchase tax to VAT

that he had received a number of inquiries from out-of-work record industry personnel looking for new jobs and suggested that his office could give such people valuable assistance if record companies were to advise him of any vacancies that might arise within their organizations.

The meeting agreed on the idea

in principle and the matter will be taken up at the next Council gettogether-

Finally, it was agreed that BPI should keep a diary of all receptions and sales conferences to avoid companies clashing with each other by holding functions

on the same days.

The meeting was attended by about 50 executives representing over 30 companies.

Pye-U.K. ATV

ATV's music publishing division

In the analysis of group results, it is revealed that turnover in the

songs written by John Lennon have been submitted.

ATV financial director Jack Gill told Billboard that he was still hopeful that a deal with Lennon could be concluded similar to the one signed with the McCart-neys. In 1972 Pye pressed more than 11 million albums and singles

cision Tapes has now reached an estimated 30 percent of the U.K. pre-recorded tape market and that total sales for the year increased by 125 percent over the previous

Olympic Tragedy

PARIS-Phonogram France art-

Pub Profit Dip LONDON - Pye Records and

took a dip from 39 percent to 25 percent in ATV's overall total of \$18,720,000 according to this year's pre-tax profits.

music division was \$16,697,000 with a profit before tax of \$4,623,-000 compared with the higher 1971 figure of \$21,029,000 with a profit of \$5,607,000. It is also revealed that 22 new

songs written by Paul and Linda McCartney have been placed in Northern Songs under their new seven-year agreement and that 11

maintaining its 10 percent share of the U.K. record market. The report also shows that Pre-

-Concert Off

ist Rika Zarai cancelled her appearance at the Olympia Music Hall on Sept. 6, following the massacre of the Israeli hostages after the Black September group's attack on the Olympic Games village in Munich. She was replaced by another Phonogram artist, Serge Lama, who announced that all proceeds from the concert would be donated to the families of the dead Israelis.

lish itself as a separate independent body. Chairman of the BRPA is Charles Dawson Payne, EMI's

while its secretary is Pat Driscoll, Decca copyright manager. The merger was officially approved by BPI members at last week's meeting and following formal approval by the BRPA at its AGM next month, the association will become part of BPI on Jan. 1, next year,

and will in future be known as the BPI Copyright Association.

Reporting on his first five months as director of BPI, Geoffrey Bridge told the meeting, held at EMI and chaired by EMI Records and Musica Ear Pleasure. at EMI and chaired by EMI Records and Music For Pleasure chairman Len Wood, that it had been suggested that all gold and silver disks presented to artists should be certified by BPI.

Several members agreed that such a move would make the awards more significant while others suggested that the awards should in fact come from BPI and

Bridge went on to say that the BPI's fight against pirates and bootleggers was meeting with considerable success.

Protection Act.

next year.
In his report, Bridge also said



THE SONET Group of Scandinavia—Sonet Grammofon AB, Sweden; Dansk Grammofonpladeforlag, Denmark; Arne Bendiksen A/S, Norway and Scandia Musiikki OY, Finland-had its annual two-day convention and Scandia Musiikki OY, Finland—had its annual two-day convention in Mariefred, a small country town outside Stockholm. Delegates journey there by steamboat and picture aboard are, left to right, Arne Bendiksen, Philip Kruse (Norway); Dag Haeggqvist (Sweden); Paul Bach (Denmark); Harry Orvoma (Finland); Gunnar Bergstrom, Ove Hanson (Sweden); Karl-Emil Knudsen (Denmark, Hallvard Kvale (Norway); Sven Lindholm and Lars-Olof Helen (Sweden).

U.S. MIDEM Bookings 'Doubled'-Chevry

PARIS — U.S. participation in the 7th MIDEM in Cannes—Jan. 20-26 next year—promises to be almost double that of 1972, according to MIDEM chief Bernard Chevry. And British companies have already reserved 282 office units. To date there have been registrations from 26 U.K. publishing companies and 24 record companies, and the British Phonographic Industry will have a stand for the first time.

Because of the increased participation, the floor of the Palais des Festivals which was previously used as the press club will be entirely taken up by office space. The press club will be transferred to the Malmaison building adjoining the Palais.

Altogether 768 office units will

be installed, including 22 in the hall of the Palais.

Chevry said that the special electric band night, inaugurated with such success in the 6th MIDEM will be repeated next year and is scheduled for the evening of Jan.

MIDEM's opening gala on Jan. 21 will be filmed by West Germany's ZDF Television "Star Parade" team and will be transmitted over the Eurovision network on Saturday Jan. 27.

There will be a concert on Jan. 23 featuring top national artists making a bid for international recognition, and a star gala on Jan. 26 will close the event. As last year there will be two performances of each gala, at 8:15 and 10:30 p.m.

German Rack Jobbers Predicts '72 Increase

FRANKFURT-The W.D. Warren Company here is predicting a 60 percent increase in turnover from its rack jobbing operation for 1972.

In a report which states that the

Atl to Host **Brubeck Intl**

NEW YORK-Atlantic Records will host receptions for the Dave Brubeck Quartet, featuring Gerry Mulligan, during the group's cur-rent concert tour of Australia and Japan. The receptions are set for Melbourne, Tokyo and London.

The tour, which began Sept. 15, concludes Oct. 4. Paul Desmond, former quartet member, will accompany the group on alto saxophone during the tour.

On Oct. 12, Dave Brubeck and his trio, featuring himself, Jack Six and Allan Dawson, will perform with the Darius Brubeck Ensemble and Chris Brubeck and the New Heavenly Blue at Purdue University. Also slated are performances at Harper College (13) and Duke University (14). Paul Desmond will be added to the group for the Duke concert.

A European concert tour, with Mulligan and Desmond, begins in Paris on Oct. 26 and concludes Nov. 12 in Barcelona. Several concerts during the overseas tours will be taped for use in a forthcoming

company is the first and largest rack jobber of recorded product in Germany, company president W.D. Warren points out that business in 1971 was worth \$3.25 million an 84.5 percent increase over the figure for 1970.

"Rack jobbers," the report says, "accounted for less than 10 percent of total record and tape sales in Germany during 1971, while the U.S. rack share was close to 80 percent." Warren adds: "I believe the greatest growth potential for the group exists in this rapidly expanding but largely unexploited field."

Warren supplies 427 outlets in West Germany, two-thirds of which are discount and self-service department stores. The group also distributes records and tapes to 400 military retail outlets in Germany, the U.K., Italy, Spain, Turkey and Greece, and sales in this area—where product is bought ----where product is duty free by customers—totaled \$2.83 million in 1971.

The company supplies the racks via a fleet of 38 trucks, topping up the busiest ones as often as

Warren also sells audio products to the military market and achieved a sales turnover of \$2.6 million in 1971. More recently the audio side has been extended to civilian outlets and there are plans for expansion throughout Europe.

Total company turnover in 1971, says the report, was around \$15

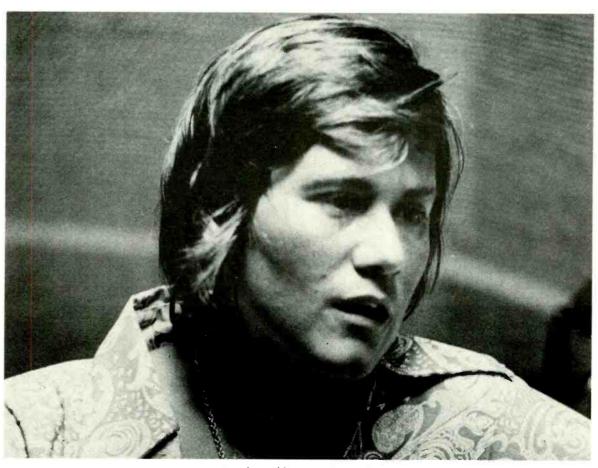
50



WAYNE NEWTON follows his gold record with "CAN'T YOU HEAR THE SONG?"

78-0105

BILLBOARD 87*



Produced by Wes Farrell

WMEX KJRB WNCI WBNS WTVN WTAE WSBN WRC WJW WLW	WFOM WBBQ WHAS WFBM WIBC WWSW WNEU WSB WHYN WKWK	WORC WLLH WJET WIZE WBGN KCPX WAKN WHN WMAQ WGN	KFJZ KISN KVIL KPRC WPEN WIOQ WMAL KMPC KGIL KFI	WLAV WCOL KAAY WCAR WHK WKNX WFLY WUOK WDOL
WKRC WAVE	WHOT WHLO	WBML WHER	WLAY KOY	WTTO WLYV
******	***************************************	****	IVO I	77 L I Y

"Chelsea is more than a new Label. It's a new record company."

—Wes Farrell

CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE **CATHERINE DESAGE** CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE **CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE** CATHERINE DESAGE **CATHERINE DESAGE** CATHERINE DESAGE **CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE** CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE

CATHERINE DESAGE

CATHERINE DESARE

This is an apology of an advertisement We admit that But it is also an advertisement of an apology

To explain. On the album "Top Star Festival", the record in aid of the world's refugees, produced and distributed by the United Nations High Commissioner for Refugees, there was an error and the error involved the same Mademoiselle Desage. She was the authoress of the original French song "Une Histoire d'Amour", sung on the disc by Mireille Mathieu. Her name was erroneously not mentioned for the simple reasons that all those involved in producing, manufacturing and distributing this album were told

Mireille was going to sing the song in English, better known as "Love Story". It was when the tape arrived that the mistake was spotted. Too late, alas, to alter the thousands of sleeves, and labels already printed. As a result of this worldwide error - quite rare in copyright-land - Miss Desage's name has been quoted one million times less than she deserves. Until this advertisement that is. Her name appears 34 times here: Billboard publishes 30,000 t. We hope justice has been done.

CATHERINE DESAGE

Footnote: The next million copies of "Top Star Festival" carry her name.

CATHERINE DESAGE

And Billboard Lights the Fuse with a Regular Latin Music Section. Coming soon!

Beginning September 30 Billboard Magazine will unveil a regular Latin music section with a 3-column special titled "THE LATIN EXPLOSION".

"THE LATIN EXPLOSION" special will be the foundation for a regular Billboard section on Latin music that will feature THE HIT LATIN MUSIC CHARTS AND REGULAR COVERAGE OF THE 6 KEY LATIN MUSIC MARKETS WITHIN THE UNITED STATES.

"THE LATIN EXPLOSION" will focus on the sounds that are popular in these markets and what's popular in the United States as a whole. You'll get firsthand knowledge on how Latin music is recorded, produced and marketed, as well as valuable information cn:

- The Latin radio scene
- The Latin ballroom scene
- TV as a breakout medium for Latin music

The popularity explosion of Latin music is spreading rapidly across the United States and Billboard's 33,000+ readers will be right on top of it.

With that kind of readership, you can't afford to pass up this opportunity to let the industry know what you're doing.

Contact a Billboard sales representative at any of the following locations. Hagalo ahora!

NEW YORK

•

165 West 45th Street New York, N. Y. 10036 212/757-28C0

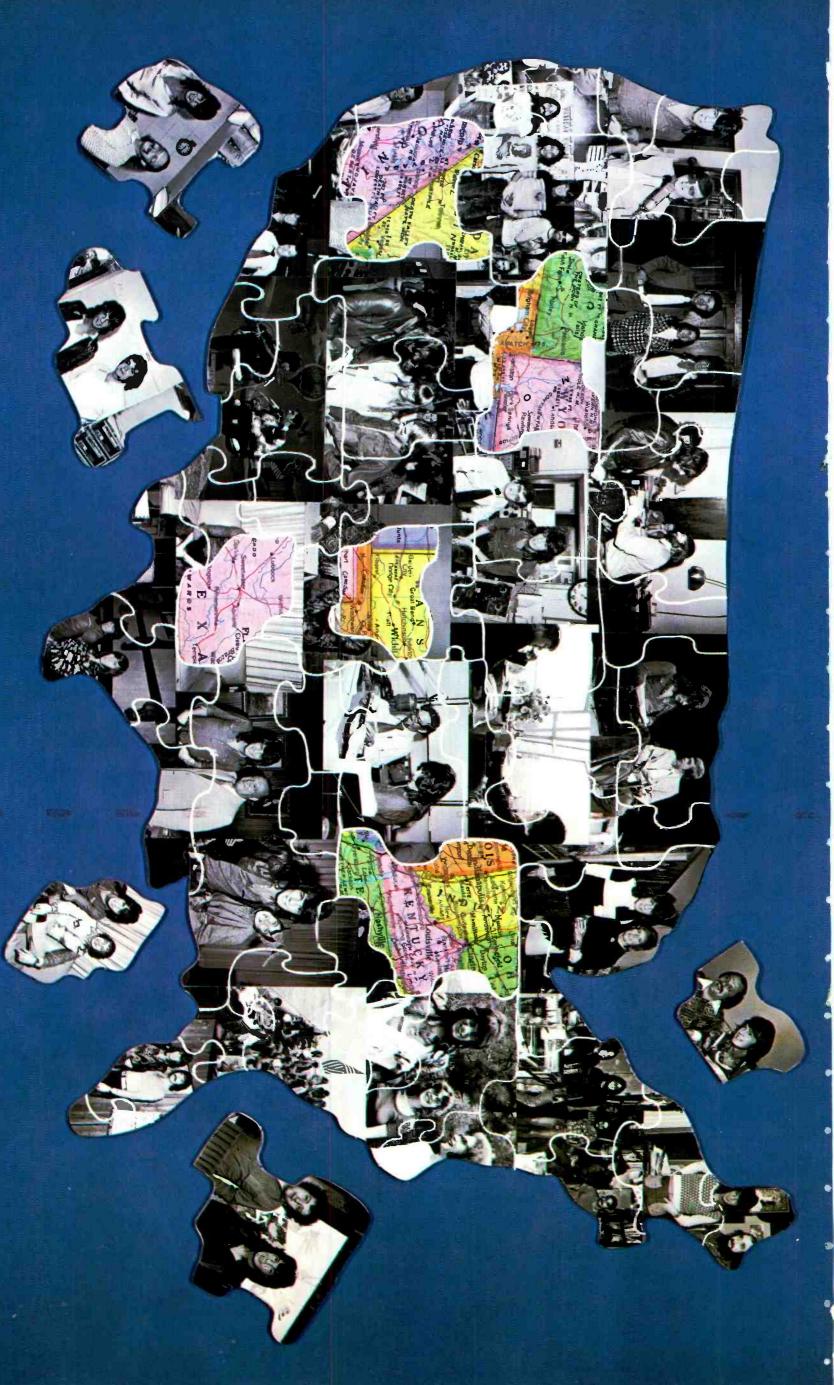
LOS ANGELES 9000 Sunset Blvd., Suite 415 Los Angeles Ca 90069 213/273-7040

CHICAGO 150 North Wacker Drive Chicago, III 60606 312/CE 6-9E18

NASHVILLE

1719 West End Avenue Nashville, Tenn 37203 615/329-3925





SPRINGFIELD CAPITOL RECORDS WE'RE PUTTING IT ALL TOGETHER

There's More To Rick Springfield Than "Speak To The Sky"







BILLOGIC PLPS & IAPE

Ш		Щ,													_					
		ar T	*		TAF PACKA AVAIL	AGES			art	Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Depart-	<u>_</u>	TAPI PACKA VAILA	E GES BLE			Chart	Awarded RIAA seal for sales of 1 Million	P/ AV	TAPE ACKAG /AILAE	ES BLE
WEEK	WEEK	s on C	STAR PERFORMER—LP's registering greatest proportionate upward progress this week.	,	TTE	REEL TO REEL	WEEK	WEEK	9 5	ment of Billboard. NA Indicates not available	¥	TTE	REEL TO REEL	WEEK	WEEK	5	dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated by colored dot).	K K	CASSETTE	REEL TO REEL
똞	LAST	Weeks	ARTIST Title, Label, Number (Dist. Label)		CASSETTE	REEL 1	THIS	LAST	Weeks	ARTIST Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE	REEL .	THIS	LAST	Weeks	ARTIST Title, Label, Number (Dist. Label)	8-TRACK	CASS	REEL
1	1	9	CHICAGO V Columbia KC 31102				36	29	20	PROCOL HARUM Live in Concert With the Edmonton Symphony Orchestra				72	89	4	SEALS & CROFTS Summer Breeze Warner Bros. BS 2629			
2	2	1	ROD STEWART Never a Dull Moment Mercury SRM 1646				37	33	19	A&M SP 4335 FLASH			NA	73	73	18	JOAN BAEZ Come From the Shadows			NA
3	3	13	CHEECH & CHONG Big Bambu			NA	38	39		Capitol ST 11040 ALLMAN BROTHERS		-		4	87	3	A&M SP 4339 O'JAYS			NA
4	4	11	Ode SP 77014 (A&M)	_		NA				Eat a Peach Capricorn 2CP 0102 (Warner Bros.)				74	70		Back Stabbers Philadelphia International KZ 31712 (CBS)			NA
			Carney Shelter SW 8911 (Capitol)			, no	39	46	5	MICHAEL JACKSON Ben Motown M 755 L			NA	75	78	6	ENGELBERT HUMPERDINCK In Time Parrot XPAS 71056 (London)			NA
5	5	11	NEIL DIAMOND Moods Uni 93136 (MCA)				40	49	7	JERMAINE JACKSON Jermaine			NA	76	66	43	ALICE COOPER Killer Warner Bros. BS 2567			
6	6	9	EMERSON, LAKE & PALMER Trilogy				41	43	7	Motown M 752 L SAILCAT Motorcycle Mama				77	75	8				NA
7	7	9	Cotillion SD 9903 THREE DOG NIGHT	+	+	+-	42	41	15	Elektra EKS 75029 ARETHA FRANKLIN/JAMES CLEVELAND Amazing Grace				78	72	13				NA
_		15	Seven Separate Fools ABC/Dunhill DSD 50118				43	45	9	Atlantic SD 2-906 CORNELIUS BROTHERS & SISTER ROSE				79	79	13	NAT ADDERLEY QUARTET		\vdash	NA
8	9	15	ELTON JOHN Honky Chateau Uni 93135 (MCA)				44	44		United Artists UAS 5568 CHER				80	71	32	Soul Zodiac Capitol SVBB 11025 BILLY PRESTON			NA
9	8	12	CARLOS SANTANA & BUDDY MILES	•		T				FOXY Lady Kapp KRS 5514 (MCA) T. REX				-00			I Wrote a Simple Song A&M SP 3507			
10	10	7	Columbia KC 31308 GILBERT O'SULLIVAN	+	+-	NA	45	60	3	The Slider Reprise MS 2095				1	149	2	FOUR TOPS Nature Planned It Motown M 748 L			NA
11	12	10	Himself MAM 4 (London) DONNY OSMOND	_			46	32	24	HISTORY OF ERIC CLAPTON Atco SD 2-803				82	83	14				NA
**	12	10	Too Young MGM SE 4854				47	54	7	RICK SPRINGFIELD Beginnings			NA	83	82	22	Columbia KC 31096 STEPHEN STILLS			
12	13	10	NILSSON Son of Schmilsson RCA LSP 4717				48	37	32	Capitol SMAS 11047 ROBERTA FLACK First Take			9	04	01	20	Manassas Atlantic SD 2-903			
13	11	12	ELVIS PRESLEY Elvis Live at Madison Square Garden	•			49	50	18	Atlantic SD 8230 DONNY OSMOND			NA	84	81 74	20	JEFF BECK GROUP Epic KE 31331 (CBS) SAMMY DAVIS, JR.			_
14	14	13	RCA ISP 4776 SIMON & GARFUNKEL Greatest Hits	•	+			56	6	Portrait of Donny MGM SE 4820 GUESS WHO		-	<u></u>				Now MGM SE 4832			
15	16	8	Columbia KC 31350 VAN MORRISON Saint Dominic's Preview		1	+	51	51	14	Live at the Paramount RCA LSP 4779 BOBBY WOMACK				86	84	26	HUMBLE PIE Smokin' A&M SP 4342			NA
16	15	12	Warner Bros. BS 2633 CARPENTERS		+	_				Understanding United Artists UAS 5577				87	76	25	GODFATHER Soundtrack Paramount PAS 1003 (Famous)			
17	17	12	A Song for You A&M SP 3511 ALICE COOPER				垃	106	2	MAC DAVIS Baby Don't Get Hooked on Me Columbia KC 31770			NA	88	77	9	BOBBY VINTON Sealed With a Kiss			
			School's Out Warner Bros. BS 2623				53	38	15	WAYNE NEWTON Daddy Don't You Walk So Fast Chelsea CHE 1001 (RCA)				89	80	45	Epic KE 31642 (CBS) WAR All Day Music			
18	18	19	BILL WITHERS Still Bill Sussex SXBS 7014 (Buddah)			NA	54	47	11	DONNA FARGO Happiest Girl in the Whole U.S.A.			NA	90	85	31	United Artists UAS 5546 STAPLE SINGERS Bealtitude/Respect Yourself			
19	19	16	CHUCK BERRY London Sessions Chess CH 60020			NA	55	34	55	DOT DOS 26000 (Famous) DEREK & THE DOMINOS Layla		-		91	88	13	JOHN & YOKO/PLASTIC ONO BAND			NA
20	26	5	CURTIS MAYFIELD/SOUNDTRACK Superfly Curtom CRS 8014 ST (Buddah)	•		NA	56	53	30	Atco SD 2-704 NEIL YOUNG Harvest				92	95	15	Some Time in New York City Apple SVBB 3392 JERRY BUTLER			NA
21	22	11	HOLLIES Distant Light	•		NA	57	52	33	Reprise MS 2032 AL GREEN				93	90	15	Spice of Life Mercury SRM 2-7502 TOM JONES			NA
22	28	6	JEFFERSON AIRPLANE Long John Silver				58	58	50	Let's Stay Together Hi SHL 32070 (London) GODSPELL	-		NA	33	30		Close Up Parrot XPAS 71055 (London)			NA.
23	24	13	Grunt FTR 1007 (RCA) ARGENT	_		NA	36	36	30	Original Cast Bell 1102				94	92	17	BLOODROCK Live			
24	20	16	All Together Now Epic KE 31556 (CBS) ROLLING STONES		4		1	67	6	SMOKEY ROBINSON & THE MIRACLES Flying High Together Tamla T 318 L (Motown)			NA	95	101	51	CAT STEVENS Teaser & the Firecat			
			Exile on Main Street Rolling Stones COC 2-2900 (Atlantic)				60	55	27	STEVIE WONDER Music of My Mind Tamla T 314 L (Motown)			NA	96	94	15	A&M SP 4313 TOWER OF POWER Bump City			
25	25	15	THE OSMONDS Live MGM 2SE 4826			NA	61	62	12	JAMES EROWN There It is		Т		97	97	34	Warner Bros. BS 2616 BREAD		_	
26	48	3	THE BAND Rock of Ages Capitol SABB 11045				62	64	19	Polydor PD 5028 RASPBERRIES			NA	98	98	21	Baby I'm-a-Want You Elektra EKS 75015 CHARLIE McCOY			NA
27	30	15	URIAH HEEP Demons & Wizards	+		NA	63	59	30	Capitol SK 11036 DONNY HATHAWAY Live			NA		104	4	Real McCoy Monument Z 31329 (CBS)			
28	21	17	Mercury SRM 1-630 JACKSON 5 Lookin' Through the Windows			NA	64	57	22	Arco SD 33-386 CHI-LITES A Lonely Man							Rare Hendrix Trip 9500			NA
29	42	42	Motown M 750 L MOODY BLUES Days of the Future Passed	_	+	+	65	65	11	Brunswick Bt 754179 VARIOUS ARTISTS			NA	100	156	3	Guess Who ABC ABCX 759			MA
	40	6	Deram DES 18102 (London) TEMPTATIONS		-	NA				Fillmore: The Last Days Fillmore 23X31390 (CBS) (Tapes Available Through Warner Bros.)				101	107	12	BLACK OAK ARKANSAS If an Angel Came to See You, Would You Make Her Feel at Home			
30	36	13	All Directions Gordy G 962 L (Motown) JIM CROCE			NA	66 67	61	14	EAGLES Asylum SD 5054 (Atlantic) ARLO GUTHRIE				102	102	32	Atco SD 7008			-
32	35		You Don't Mess Around With Jim ABC ABCX 756 ISLEYS			NA				Hobo's Lullaby Reprise MS 2060					100	16	Warner Bros. BS 2576 GEORGE CARLIN	_		NA
			Brother, Brother, Brother T-Neck TNS 3009 (Buddah)			NA	68	68	8	DOORS Full Circle Elektra EKS 75038				104	96	18	FM-AM Little David LD 7214 (Atlantic) JUDY COLLINS		=	
33	23	19	ICTUDO TILLI	•			60	114	2	PARTRIDGE FAMILY Greatest Hits Bell 1107							Colors of the Day/The Best of Elektra EKS 74030			
34	27	20	ROBERTA FLACK & DONNY HATHAWAY Atlantic SD 7216	•			70	70	20	JANIS JOPLIN Joplin in Concert				105	91	17	Pet Sounds/Carl & the Passions— So Tough Personal Street Sound Sou			
35	31	38	ROLLING STONES Hot Rocks, 1964-1971	•			71	63	77	CAROLE KING Tapestry	1			106	99	16	Reprise 2MS 2083 DILLARDS Roots & Branches			
			London 2PS 606/7	_,_						Ode SP 77009 (A&M)							Anthem ANS 5901 (United Artists)			

		4	LP's & TAPE		200			Chart	Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Depart- ment of Billboard.	P/AV	TAPE ACKAGES AILABLE		F	Chart	Awarded RIAA seal for sales of 1 Million	PAC	TAPE CKAG AILAI
×	×	Chart	STAR PERFORMER—LP's registering great-	PA	TAPE CKAGES AILABLE	THIS WEEK	LAST WEEK	Weeks on	NA Indicates not available ARTIST Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE REEL TO REEL	THIS WEEK		Weeks on C	dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated by colored dot). ARTIST Title, Label, Number (Dist, Label)	8-TRACK	CASSETTE
THIS WEEK	LAST WEEK	Weeks on	est proportionate upward progress this week. ARTIST	8-TRACK	CASSETTE REEL TO REEL	136	155	2	OTIS REDDING	80	NA NA		105	3	LYNN ANDERSON	φ.	3
07	ජ 93	20	Title, Label, Number (Dist. Label) GRAND FUNK RAILROAD	8-T	CA:	137	138	22	Greatest Hits Atco SD 2-801 DR. HOOK & THE MEDICINE SHOW				160	35	Listen to a Country Song Columbia KC 31647		
			Mark, Don & Mel, 1969-71 Capitol SABB 11042			138	143	3	Columbia C 30898 ROY BUCHANAN Polydor PD 5033		N,	A 17	171	11	Phase III MGM SE 4796 ERIC ANDERSEN		
08	103	14	THE PIPES & DRUMS & MILITARY BAND OF THE ROYAL SCOTS DRAGOON GUARDS			139	145	3	SONNY & CHER The Two of Us		N/	A	167		Blue River Columbia KC 31062		
	150	3	Amazing Grace RCA LSP 4744 COMMANDER CODY & HIS LOST		NA.	140	133	46	DON McLEAN American Pie						With Love Columbia KC 31406		
09			PLANET AIRMEN Hot Licks, Cold Steel &		l l'A	141	134	58	United Artists UAS 5535 SHAFT Soundtrack/Isaac Hayes			- 17.	176	7	DAVID ACKLES American Gothic Elektra EKS 75032		
10	115	5	Truckers Favorites Paramount PAS 6031 (Famous) TOWER OF POWER			142	144	28	Enterprise/MGM ENS 2-5002 (Stax/Volt) CABARET			174	175	2	RAY PRICE All Time Greatest Hits Columbia G 31364		
11	112	15	East Bay Grease San Francisco SD 204 (Atlantic) JOHN MAYALL		NA NA	143	123	15	Soundtrack ABC ABCD 752 JAMES BROWN		N.		157	14	JOHNNY MATHIS All Time Greatest Hits Columbia KG 31345		
12	110	E2	Jazz Fusion Blues Polydor PD 5027			144	116	11	Soul Classics Polydor SC 5401 JERRY REED		N/		177	26	FIFTH DIMENSION Individually & Collectively		ī
3	118	23	CHEECH & CHONG Ode SP 77010 (A&M) GRAHAM NASH/DAVID CROSBY		NA NA	145	127	22	The Best of RCA LSP 4729 MANDRILL			17	186	4	HAROLD MELVIN & THE BLUE NOTES 1 Miss You		
14	86	13	MOUTH & MacNEAL		NA NA	_			Mandrill Is Polydor PD 5025		N/	178	178	4	Philadelphia International KZ 31648 (CBS) NITZINGER		
15	120	13	How Do You Do Philips PHS 790-000 (Mercury) LOOKING GLASS		NA NA	146	147	9	RAY PRICE Lonesomest Lonesome Columbia KCP 31546		N/	179	179	8	Capitol SMAS 11091 SMALL FACES Early Faces		_
	111	24	Epic KE 31320 (CBS) DEEP PURPLE		NA.	147	_	1	KINKS Everybody's in Show Biz RCA UPS 6065			180	184	10	Pride PRD 0001 (MGM) BOB SEGER W/TEEGARDEN &		
17	119	9	Machine Head Warner Bros. MS 2607 ROY CLARK		NA.	148	136	22	CREEDENCE CLEARWATER REVIVAL • Mardi Gras						VAN WINKLE Smokin' O. P.'s Palladium P 1006 (Warner Bros.)		
Q	121		Country! Dot DOS 25997 (Famous) CHARLEY PRIDE			149	158	6	CAPTAIN BEYOND Capricorn CP 0105 (Warner Bros.)			_ 181	153	22	RAY CHARLES Message From the People ABC/TRC ABCX 755		
			A Sunshiny Day RCA LSP 4742			150	_	1	RICHIE HAVENS On Stage Stormy Forest 2SFS6012 (MGM)		NA	182	_	1	MARK BENNO Ambush A&M SP 4364		
9	132		DOOBIE BROTHERS Toulouse Street Warner Bros. BS 2634			151	148	15	FUNKADELIC America Eats Its Young		NA	183	-	1	MICHAEL MURPHEY Geronimo's Cadillac		
0	110	36	YES Fragile Atlantic SD 7211			152	146	13	STAN KENTON Today		NA	184	189	4	RAMATAM Atlantic SD 7236		
1	109	15	DAVID BOWIE Rise & Fall of Ziggy Stardust & the			153	126	23	Phase 4 B 44179-80 (London) JIMMY CASTOR BUNCH			185	187	7	SYREETA MoWest MW 1132 (Motown)	+	
2	105	25	Spiders From Mars RCA LSP 4702 ANDY WILLIAMS			154	154	10	It's Just Begun RCA LSP 4640 THEM featuring VAN MORRISON		NA	_	190	97	JESUS CHRIST, SUPERSTAR Various Artists		
3	113		Love Theme From "The Godfather" Columbia KC 31303		NA NA		174	3	THEM featuring VAN MORRISON Parrot BP 71053.4 (London) GROVER WASHINGTON, JR. All the King's Horses		NA NA	107	195	2	Decca DXAS 7206 (MCA) MILLIE JACKSON Spring SPR 5703 (Polydor)		
			Concert for Bangla Desh Apple STCX 3385		NA	156	137	13	FREDDIE HART		NA		196	2	JOHNNY CASH America: A 200 Year Salute in Story	1	
4	124	12	ELVIS PRESLEY Sings Hits From His Movies RCA Camden CAS 2567			157	139	14	Bless Your Heart Capitol ST 11073 GRASS ROOTS		NA	189	198	8	& Song Columbia KC 31645 FOGHAT	_	
25	142	5	SHAFT'S BIG SCORE Soundtrack MGM 1SE 36 ST				166	3	Move Along Dunhill DSX 50112 FRANK ZAPPA			190		2	Bearsville BR 2077 (Warner Bros.)	+	
26	140	3	VIKKI CARR En Espanol		NA				Waka/Jawaka—Hot Rats Reprise MS 2094			191	197	3	Bell 6076 KENNY RANKIN	+	
7	130	5	RORY GALLAGHER Live		NA	159	163	4	NATIONAL LAMPOON Radio Dinner Banana/Blue Thumb BTS 38 (Famous)		NA		200	2		-	
8	128	48	Polydor PD 5513 FIDDLER ON THE ROOF Soundtrack			160	180	2	BEVERLY BREMERS I'll Make You Music Scepter SPS 5102		NA		172	13	Loving You Just Crossed My Mind Capital ST 11097 SHA NA NA		_
9	117	33	United Artists UAS 10900 PAUL SIMON		_	161	152	42	CAROLE KING Music		NA	_			Night is Still Young Kama Sutra KSBS 2050 (Buddah) HONEY CONE		
30	141	2	JOHN DENVER Rocky Mountain High			162	162	5	Ode SP 77-13 (A&M) VALERIE SIMPSON Tamla T 317 L (Motown)		NA	154		1	Love, Peace & Soul Hot Wax 0598 (Buddah)		
	125		NILSSON		NA	163	183	10	MAIN INGREDIENT Bitter Sweet RCA LSP 4677		NA	195 196		1	CHI COLTRANE Columbia KC 31275 JIMMY CASTOR BUNCH		
2	129		Nilsson Schmilsson RCA LSP 4515 ROBERTA FLACK		NA NA	1164	-	1	BOZ SCAGGS My Time		NA				Phase Two RCA LSP 4783		
3	131		Quiet Flack Atlantic SD 5194 FRANK SINATRA			165	165	43	Columbia KC 31384 LED ZEPPELIN Atlantic SD 7208			197		1	PERCY FAITH Day by Day Columbia KC 31627		
			Greatest Hits, Vol. 2 Reprise FS 1034			166	169	15	RANDY NEWMAN Sail Away			198	-	1	COME BACK CHARLESTON BLUE Soundtrack Atco SD 7010		
	135		ELTON JOHN Madman Across the Water Uni 93120 (MCA)			167	168	39	JACKSON 5 Greatest Hits		NA	199	-	1	HENRY MANCINI The Mancini Generation		
5	122		Ace			168	188	4	DANNY O'KEEFE		NA	200	-	1	SONNY JAMES When the Snow Is on the Roses		
Vid Addice C Adding and Bring Bork Bork Bork Bork Bork Bork Bork Bork	ckles cerley opper description of the competition of the competition of the competition of the certain of the c	S & YARTIN	Uni 93120 (MCA) BOB WEIR Ace Warner Bros. BS 2627 TAPE Ray Charles Cheech & Chong	Sister R Revival	3, 112 44 46 46 47 104 195 109 0se 43 31 52 815 816 130 55 816 66 66 197 54 176 66	Four Arethte Funk. Rory Galle Grans Al G Grass Arlo Donn Richiban Homel Humble Engel Isley Jacks Sonny Jacks Sonny Leffe Jesus Lethr	Tops a Fran adelic Gallag ry d Funk Roots reen S Who Guthri ge Harri ge Harri ge Haven Hendrix Brother adel Jacks Jacks Jacks Jacks Jacks Jame S Jame S Jame Christ O Tull	klin her Railro e sison 8 way s ckson son son son syplane Supe	Greatest Hits Motown M 741 L	lue N	NA 152 100 .71, 161 .147 .165 .82 .115 .98 .140 .163 .199 .145 .175 .111 .10fes 177 .115 .183 .199 .114 .183 .199 .192 .166 .533 .12, 131	Dod Os Os Par Pii El El El Bi Ra Ra Ra Ra Ra Ra Ra Ra Ra Ra Ra Ra Ra	nny Os monds rtridge ik Floyd vis Pres ly Prest y Price arley Procol Har matam nny Ran spherries iling Sto violey Rod ling Sto violey Rod violey Family ley on ide um kin ing binson nes s Drag ill tana & garfun Garfun n Garfun m mpson	SONNY JAMES	Morri	14	

"The Shubert organization takes great pride in presenting Neil Diamond to New York.
This brilliant artist's one man show is the first such presentation of the Shuberts since 1931 when we showcased the talents of Al Jolson."

Honky Car (zames, pmr).

I Am Woman (Buggerlugs, BMI) 65

Keep On Running (Stein & Van
Believe In Music (Screen GemsStock, Blackbull, ASCAP) 94

One More Chance (Cookaway,
BMI) 88

All The Young Dudes (Titan / Chrysalis, ASCAP) — 27

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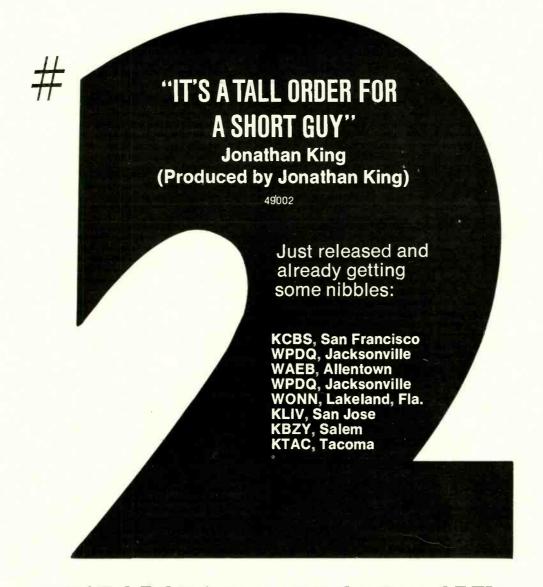
All The Young Dudes (Titan / Chrysalis, ASCAP) — 28

All The Young Dudes (Titan / Chr

UK makes gains in U.S.A.



and



NOT A BAD START FOR A NEW LABEL.



DIO ACTION AND PICK SINGLES

Director—DON OVENS

NUMBER OF SINGLES REVIEWED THIS WEEK

90

LAST WEEK

Hot Chart Action

BEN—Michael Jackson (Motown) (*6 from 13) Disc moves Top 10 this week on the Hot 100, to *12 on Soul and 15 on Easy Listening! Top 40 radio additions noted at KHJ (L.A.) Minneapolis, Louisville, and Fargo. At #1 in Washington and Milwaukee, Top 10 in Philly, St. Louis, New Orleans, Seattle, Hartford, Phoenix, Birmingham, and Top 20 in Chicago, San Francisco, Cleveland, Baltimore, Pittsburgh, Dallas/Ft. Worth, Atlanta, Charlotte, Buffalo, Albany, Syracuse, and Salt Lake City, as well as climbing in Kansas City and Houston. Still missing this Top 10 item; New York (WABC and WOR-FM), Boston, Detroit, Miami, Providence, Portland, Oklahoma City, Indianapolis, Denver,

Cincy, Des Moines and Omaha! Talk about late! Sales response strong in Top 15 mentions in Chicago, L.A., Philly, S.F., Cleveland, Pittsburgh, Balt., Wash., N.O., Milwaukee, Seattle, with New York coming from soul and MOR play. Dealer sales action also heavy in soul and MOR.

USE ME—Bill Withers (Sussex) (*13 from 25) . . Disc started off slow in Top 40 radio and has now spread heavily into 36 of the 40 markets polled . . . added now in KHJ (L.A.), Boston, St. Louis, Pittsburgh, Miami, Charlotte, San Diego, Fargo, Des Moines and Omaha. Now #1 in Detroit, Top 10 in Seattle, Memphis/Nashville, Portland, Birmingham, Buffalo and Salt Lake City. The four missing markets are N.Y. (WABC), Kansas City, Phoenix, and Albany.

> 1970's "You Don't Have to Say You Love Me"), Chuck Berry at 20* with "My Ding-A-Ling" (how about that comeback!), Rick Nelson at 22* with "Garden Party," Jerry Wallace at 41 with "If You Leave Me Tonight," (his biggest since 1964's "In the Misty Moonlight"), Johnny Nash at 64* with "I Can See Clearly Now," (his biggest since "Hold Her Tight" in 1968), Steve and Eydie at 89* with "We Can Make It Together," their first hit as a duo, Tommy Roe at 97 with "Mean Little Woman, Rosalie" and Bobby Goldsboro at 98 with "With Pen in Hand." All of these in addition to the phenomenal chart return of Wayne Newton, Hollies, the phenomenal chart return of Wayne Newton, Hollies, Petula Clark, Sammy Davis, Jr., Sonny and Cher and Jackie DeShannon!!

Breaking

MIDNIGHT RIDER—Joe Cocker (A&M) (*51 from 70) . . . The national breakout of last week moved right across the Hot 100 with Top 40 radio now coming from KHJ (L.A.), Boston, Seattle, Atlanta, Houston, Buffalo and Albany. Dealer sales response ahead of the Top 40 play with action showing in all 21 markets checked and Top 15 mentions in Miami. Strongest activity reflected in L.A., Miami, Cleveland, Baltimore and Houston.

DON'T DO IT—Band (Capitol) (*66 from 86). . . The

potent cut from their current "Rock of Ages" hit LP, took a hefty chart jump with Top 40 pickups noted in Houston, Buffalo, Birmingham, Syracuse and Fargo. Dealer sales action in 16 of the 21 markets checked with Chicago, Houston, Washington and Atlanta showing the most activity.

Trends: Can't keep a good artist down! Noted on the Hot 100 this week is a heavy return to the charts of 10 performers who, through the years, have been strong contributors to various charts. The D'Jays now riding at 4* with "Back Stabbers," Moody Blues at 7* with "Nights in White Satin" (their biggest since "Go Now"), Elvis at 18* with "Burning Love," (his biggest since

GUESS WHO-RUNNIN' BACK TO SASKATOON

(prod: Jack Richardson) (writers: Cummings-Winter) (Dunbar/Cirrus/Sunspot/Expressions, BMI) From their "Live at the Paramount" hit LP, a driving rocker back in the strong bag of their earlier hits. Flip: "New Mother Nature" (3:48) (Dunbar/Cirrus/Expressions, BMI) RCA 74-0803 RADIO ACTION: WCAR (Detroit)

SAMMY DAVIS, JR.—THE PEOPLE TREE (2:32)

(prod: Mike Curb-Don Costa-Michael Viner) (writers: Bricusse-Newley) (Taradam, BMI) Strong cut from his forthcoming LP has all that happy flavor and feel of his first #1 million seller "Candy Man." Flip: Mr. Bojangles" (5:45) (Cotillion/Danel, BMI) MGM 14426

MELANIE-TOGETHER ALONE (4:24)

(prod: Peter Schekeryk) (writer: Safka) (Neighborhood, ASCAP) Her first in some time is a powerful folk rock ballad beauty loaded with Top 40 potential, Fip: "Center of the Circle" (4:39) (Neighborhood, ASCAP) NEIGHBORHOOD 4207 (Famous)

GRASS ROOTS—ANYWAY THE WIND BLOWS (2:53)

(prod: Steve Barri-Bob Grill-Warren Wintner) (writers: D. Lambert-B. Potter) (Trousdale/Soldier, BMI) Followup to "Runway" is a driving swinger for Top 40. Flip: No info available. **DUNHILL** 4325

RAIDERS—SONG SELLER (3:12)

(prod: Mark Lindsay) (writer: J. Webb) (Canopy, ASCAP) Jimmy Webb's potent rock ballad is delivered in a wild Top 40 performance. Flip: No info available. COLUMBIA 4-45688

HAROLD MELVIN & THE BLUENOTES-IF YOU DON'T KNOW ME BY NOW (3:27)

(prod: Gamble-Huff) (writers: Gamble-Huff) (Assorted, BMI) Flip: No info available. PHILADELPHIA INTERNATIONAL 3520 (CBS) RADIO ACTION: CKLW (Detroit)

MOUTH & MacNEAL—HEY, YOU LOVE (3:35)

(prod: Hans Van Hemert) (writers: Van Hemert-Van Hoof) (Day Glow, ASCAP) Flip: "Why Did You, Why?" (2:55) (Day Glow, ASCAP) PHILIPS 40717

HONEY CONE—INNOCENT TIL PROVEN GUILTY (3:26)

(prod: Greg Perry & General Johnson) (writers: Johnson-Perry-Bond) (Gold Forever, BMI) Flip: No info available. HOT WAX 7208 (Buddah)

DENISE LA SALLE-MAN SIZED JOB (2:49)

(prod: Crajon) (writer: La Salle) (Ordena/Bridgeport, BMI) Flip: No info available. **WESTBOUND** 206 (Janus)

RADIO ACTION: WJLD (Detroit); WABQ (Cleveland); KYAC (Seattle)

GARY BONNER-EVERLASTING LOVE (2:36)

(prod: Michael Lloyd) (writers: Cason-Gayden) (Rising Sons, BMI) The Robert Knight smash of 1967 (#13) is brought back in a blockbuster workout by Bonner for Top 40. Potent Michael Lloyd production and Burt De Coteaux arrangement. Flip: No info available. MGM/YERVE 10687

BOBBY RUSSELL—THIS IS THE LIFE (2:30)

TRAMMPS—SIXTY MINUTE MAN (2:34)

(prod: Baker-Harris-Young) (writers: Ward-Marks) (Fort Knox, BMI) Flip: No info available. BUDDAH 321

LIGHTHOUSE—SUNNY DAYS (3:38)

(prod: Jimmy lenner) (writer: Prokop) (C.A.M.-U.S.A., BMI) The Canadian group comes up with their strongest commercial rhythm since their smash "One Fine Morning." Flip: "Lonely Places" (3:22) (C.A.M.-U.S.A., BMI) EVOLUTION 1069 (Stereo Dimension)

MINITS-TAKE A LOOK AT YOURSELF (2:39)

(prod: Dan Greer) (writer: Greer) (Sounds of Memphis, BMI) Flip: "Last Mile of the Way" (3:48) (Su-Ma/Big Bee, BMI) SOUNDS OF MUSIC 711 (MGM)

Also Recommended

FORTUNES—Wait Until September (3:12) (prod: Cookaway) (writers: Alan-Prichard) (Cookaway, BMI) CAPITOL 3445

IKE & TINA TURNER—Let Me Touch Your Mind (3:59) (prod: Ike & Tina Turner) (writer: Sain) (HUH/Unart, BMI) UNITED ARTISTS 50955

BLOODROCK—Help is on the Way (2:55) (prod: Peter Granet & Ed Grundy) (writers: Cobb-Hill) (Bloodrock, BMI) CAPITOL 3451 STAIRSTEPS—Every Single Way (3:10) (prod: Bobby Flex & Lanny Lamberf) (writers: Flex-Lambert) (Kama-Sutra, BMI) BUDDAH 320

MICHELLE ALLER—Just Not Gonna Make It (2:53) (prod: Michael Randall) (writer: Randall) (Stein & Van Stock, ASCAP) MOWEST 5018 (Motown)

CRUSADERS—So Far Away (3:31) (prod: Stewart Levine) (writer: King) (Screen Gems-Columbia, BMI) BLUE THUMB 217 (Famous)

HAPPENINGS—Working My Way Back to You (2:36) (prod: Jimmy Bowen) (writers: Linzer-Randell) (Saturday/Seasons Four, BMI) BIG TREE 146 (Bell) DEON JACKSON—I'll Always Love You (3:10) (prod: Leroy Hutson) (writers: Hutson-Hawkins) (Mr. T./Silent Giant, BMI) SHOUT 254 (Bang)

FANNY—Young & Dumb (3:33) (prod: Roy Silver & Mark Hammerman) (writer: Turner) (Unart/Placid, BMI) REPRISE 1119

CLEAN LIVING—In Heaven There Is No Beer (2:47) (prod: Maynard Solomon) (writers: Stegel/Neuback) (Beechwood, BMI) VANGUARD 35162

MARK VOLMAN AND HOWARD KAYLAN—Goodbye Surprise (2:53) (prod. Kaylan-Volman) (writers: Bonner-Gordon) (Koppelman-Rubin, BMI) REPRISE

O.C.S.—Good Time Music (2:57) (prod: Don Costa) (writer: Scott 111) (Tance, ASCAP) AMARET 143 (MGM)

ZULEMA—This Child of Mine (2:49) (prod. Bert De Coteaux) (writer: Cusseaux) (Interior, BMI) SUSSEX 242 (Buddah)

MANCINI & FOX—(But I Could) Reach the Wisdom of Solomon (4:56) (prod: Lewis & Wiener) (writer: Neal Fox) (Double Trouble/Gaucho/Belinda/Unichappell, BMI) EVENT 210 (Polydor)

GARY OWENS—Horoscope—Part 2 (2:36) (prod: Michael Viner) (writer: Owens) (Starshine, ASCAP) PRIDE 1010 (MGM)

MAMA LION—Ain't Too Proud to Beg (2:38) (prod: Artie Ripp) (writers: Holland-Whitfield) (Jobete, BMI) FAMILY 0903 (Famous)

SHIRLEY CAESAR & THE THOMPSON COMMUNITY SINGERS—Get Up My Brother (2:49) (prod: John Bowden) (writer: Thompson) (Our Children, BMI) HOB 1366 (Scepter)

Country

CHARLEY PRIDE—SHE'S TOO GOOD TO BE TRUE

(prod: Jack Clement) (writer: Johnny Duncan) (Pi-Gem, BMI) Flip: "She's That Kind" (2:28) (Pi-Gem, BMI) RCA 74-0802

LYNN ANDERSON—FOOL ME (2:30)

(prod: Glenn Sutton) (writer: South) (Lowery, BMI) Flip: No info available. COLUMBIA 4-45692

TOM T. HALL-MORE ABOUT JOHN HENRY (3:29) (prod: Jerry Kennedy) (writer: Hall) (Hallnote, BMI) Flip: "Windy City Annie" (2:48) (Hallnote, BMI) MERCURY 73327

DAVID HOUSTON-I WONDER HOW JOHN FELT (When He Baptized Jesus) (2:42)

(prod: Billy Sherrill) (writers: Taylor-Wilson-Sherrill) (Algee, BMI) Flip: No info available. EPIC 5-10911 (CBS)

JOHNNY PAYCHECK—SOMEBODY LOVES ME (2:48) (prod: Billy Sherrill) (writrs: Foster-Rice) (Jack & Bill, ASCAP) Flip: No info available. EPIC 5-10912 (CBS) RADIO ACTION: WKDA (Nashville)

JACK BARLOW-BABY DON'T YOU CRY NONE

(prod: M.G.B.) (writers: Gillespie-Mareno) (Terrace, ASCAP) Flip: "You've Still Got Hold of Me (And I Can't Let Go) (3:15) (Terrace/Barlow, ASCAP) DOT 17433 (Famous)

RADIO ACTION: WKDA (Nashville); KTCR (Minneapolis); WIVK (Knoxville); WBAP (Ft. Worth)

Also Recommended

JEANNIE C. RILEY-One Night (2:39) (prod: Jim Vienneau) (writers: Bartholomew-King) (Presley, BMI) MGM 14427

HAROLD MELVIN & THE BLUENOTES-IF YOU DON'T KNOW ME BY NOW (See Pop Pick)

HONEY CONE-INNOCENT 'TIL PROVEN GUILTY (See Pop Pick)

DENISE LA SALLE-MAN SIZED JOB (See Pop Pick) TRAMMPS—SIXTY MINUTE MAN (See Pop Pick) MINITS—TAKE A LOOK AT YOURSELF (See Pop Pick)

DEON JACKSON-I'LL ALWAYS LOVE YOU (See Pop Also Recommended)

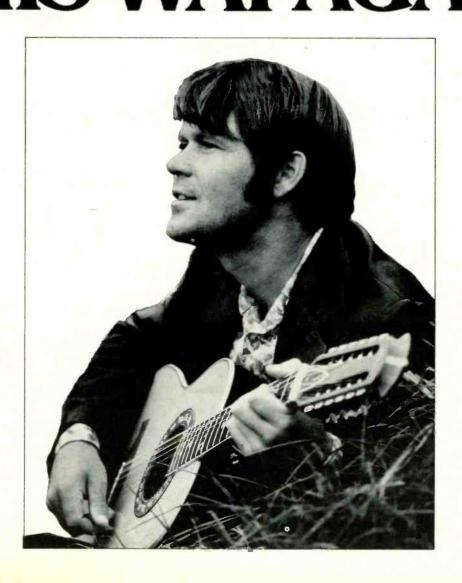
PASSIONS—ONE NIGHT AFFAIR (2:51)

(prod: Jerry Williams Jr.) (writers: Williams-Whitehead) (Access/Williams, BMI) Flip: "A Toast (May There Be No Last Time)" (2:35) (Access/Williams, BMI) GSF 6880

Also Recommended

IKE & TINA TURNER-Let Me Touch Your Mind (See Pop Pick) STAIRSTEPS-Every Single Way (See Pop Pick) GERALDINE HUNT-Cold Blood (See Pop Pick)

GLEN HAS RECORDED A SONG SO GOOD THAT ANDY, TONY, VIKKI, JOHNNY& PERCY ILLWANT TO COVER ITINTHEIR NEXTALBUMS! I WILL NEVER PASS THIS WAY AGAIN.





Publishers' Future

• Continued from page 1

considered on its agenda such matters as copyright questions in Can-ada and Mexico, the possibility of using a watermarked paper to frustrate sheet music pirates, and prob-lems relative to the transmission of concerts by commercial wireless telephone.
"Today," he said, "We talk of

the effect on copyright of CATV and of satellites, piracy and video-cassettes. He added, "at our up-coming technology symposium scheduled for the Hotel Plaza

Roulette Deal

• Continued from page 1

Morris Levy, president of Roulette Records, said that Sabor will also manufacture and distribute records produced by EMI affiliates Spain, Brazil, Chile, and Mexico, as well as some product from Argentina.

Stan Silverberg, in association with Levy in the forming of the new label, said that Sabor will join the combined operations of Tico Records and Alegre Records, subsidiary labels of Roulette, and will supply the entire U.S. market with the complete spectrum of Spanish and Latin music.

The labels' first releases, due Nov. 1, will include singles from Spain, Brazil, Chile and Mexico and "Best Of" LP's from Carlos Lico, Lucho Gatica, Cesar Costa, Robertha and Los Arrigada. Robertha and Los Arriagada.

Joining Levy and Silverberg in the negotiations were EMI's Dr. Henry Jessen, director of Latin American companies, and John Bush, managing director of Discos Capitol de Mexico. Sept. 25, it is likely that piracy, and its new vistas, will be the subject of a panel discussion.

"So in a way," Feist remarked, "specific problems are constantly with us. But the future promises to be more complex owing to technological advances, the opening of new markets as a result of technological progress. It is a future full of potential and of concern. This is natural, owing to the ever-increasing ways of using mu-

Symposium

The NMPA Technology Symposium, Feist stated, will bring together key executives from many segments of the music-record busi-ness. These will include Sal Chiantia, pioneer publisher and president of NMPA; David Foster, president of the Cable Television Association; Asher H. Ende, deputy chief. FCC Common Carrier Bureau, who will talk on satellites; John P. Thompson, who will speak on videocassette; Al Berman, head of the Harry Fox Agency; Arnold Brodio, president of the Music Publishers Association; Ed Cramer, BMI president; Leonard Feist, NMPA executive director; Herman Finkelstein, ASCAP general counsel, and others.

Also present will be represent-atives of AGAC, RIAA, Authors League of America, Association of American Publishers, SESAC and

NMPA, formerly MPPA, is now 56 years old. Feist joshed: "We started in 1916 . . . we are going into P.D. except for the extension

CSP Deals With AVCO

NEW YORK-Columbia Special Products will function as exclusive licensing and merchandising agent for AVCO Embassy Pictures Corp. An agreement recently signed by Joseph E. Levine, AVCO president, and A. Shulman, vice president of Columbia Special Products, will enable CSF to handle licensing of all characterizations and symbols used in AVCO film releases for merchandising by outside manufac-

First project to fall under the agreement is an AVCO film, "Thumb Tripping," which will market a logo incorporated into the production. Also scheduled are similar duties in the licensing and merchandising of a film and a series both in development.

Columbia Specials Products anticipates the signing of a similar agreement with another major film

Non-Musical LP's Succeed

the boldest pioneers in trying out contemporary spoken-word for-mats. They already have on the market "Current Audio," a monthly magazine on disk, and "Another Monty Python Album," a Firesign-like presentation by England's

most popular comedy troupe.

Coming up from Buddah is an album of acted-out adventure tales featuring the famous Marvel Comics characters such as Spiderman. The stories will probably be issued as serials, on a regular release

One of Buddah's West Coast promotion men notes: "It's really an interesting challenge to work on these off-beat spoken records, a nice change from standard 'recordrecords' all the time."

Part of the impetus for this article came from a lunch discussion with a veteran a&r producer who currently has several new acts on the charts. "As much as I love today's music, you get tired of it all the time," he said. "When I'm driving up to San Francisco, I'd love to be able to put a cartridge into the auto player and tridge into the auto player and listen to some really compelling story. Maybe you could have a series character, sort of a contemporary Sherlock Holmes solving mysteries."

Strange as this might seem, "Jesus Christ Superstar" perhaps could have been equally as popular.

could have been equally as popular without music. This is not to put down the excellent quality of the songs. But the single strongest element of "Superstar" was the audacity of its conception, the hip contemporary look at the Christ

What of the future? With many major labels, part of conglomerates which also own film studios or TV outlets, disk dramas loom as a relatively inexpensive method of "trying out" off-beat potential

Where would this new material for audio drama come from? Throughout the U.S. there are FM and college radio stations with creative, imaginative personnel and

excellent taping equipment.

There are also hundreds of college theater departments for the young people whose creativity hasn't been siphoned off into the dominant rock medium. (The Doors first got together as cinema students at UCLA). Once it was established that there was an outlet for contemporary audio scripts, tape masters would likely come flowing in to the labels.

All indications are that there is a ready audience for relevant audio theater on disk. But for economic reasons which do not apply to the record industry, radio has abdicated from this market and left the field wide open for a new approach by record companies bold enough to try developing a whole different audience for their prod-

7 Suits Filed in LA had been signed to Horn's Vibrant have been filed by music industry firms here, five in Superior Court

Music in July, 1969. Horn's suit seeks \$60,000 for copyright infringement penalties plus full publishing royalties on

• Happy Tiger Records has filed suit against Summit Distribu-tors of Illinois, seeking \$10,234 allegedly owed for record merchan-dise as of July, 1972.

Jazzmen to Aid **Benefit Show**

LOS ANGELES — Local jazz musicians will perform Saturday (23) at "Penny's Program," a benefit to pay medical bills for the 10year old daughter of drummer Nesbert (Stix) Hopper.

Scheduled to perform at the Pilgrimage Theater at 2:30 and 8 p.m. are George Shearing, the Gerald Wilson band, vocalist Joe Williams, vibist Terry Gibbs and reedman Buddy Collette. The child has been paralyzed for two years following a brain seizure. Her father has worked with the Jazz Crusaders and Shearing.

Duplicate Albums

• Continued from page 43

panding international lines as a result of the growing popularity of imports. The feeling is one of why should the public be expected to buy a duplication when they can buy an ethnic record which is authentic?

In the classical field, DGG holds a commanding position with collectors. The company has built up a reputation of quality pressings and quality artists and with the label now distributed by United Artists, dealers have little trouble obtaining product.

Whatever the reason for a consumer's interest in the import product, he has helped spur the distributor and retailer into a new product category. This appears to be one case of the consumer dictating his wishes to the powers that be and making it work

Charlie Parker LP

NEW YORK - ESP-Disk Records has released a commemorative album to Charlie Parker, often called the father of bebop jazz. The tracks are from previ-ously unreleased original transcriptions in the Boris Rose archives The material dates from Sept. 20, 1947 to Dec. 25, 1948 and includes such tunes as "Ornithology," "Tiger Rag," "Groovin' High," "Big Foot," "Slow Boat to China," "Half Nelson," "White Christmas," and "Little Willie Leaps."

resolution and the possibility of life plus 50 years . . . but we have been active in copyright protection longer than anyone else."

Seidenberg in Expansion

NEW YORK—Sidney A. Seidenberg, president of Sidney A. Seidenberg, Inc., will add a record production company, a public relations house, and music publishing administrative branch to his current management and direction

SAS, Inc., will now be joined by the Sidney A. Seidenberg Com-pany (SASCO), Publicity and Ad-vertising Services Company (PASCO) and Music Administration Service Company (MASCO). SASCO will operate from SAS.

Inc.'s West Coast office in Hollywood, headed by Danny Kessler, who will expand his activities to include direction for SASCO. That operation will function as a liaison between SAS, Inc. artists and their respective record companies.

PASCO will be headquartered at the SAS, Inc. offices in New York, where Richard Heicklen will head that operation. PASCO will assist the firm's artists in receiving

Carosello in Deal with GSF

NEW YORK-A long-term licensing agreement between GSF and Carosello Records of Milan, Italy, was announced by Michael Gusick, director of International Operations for GSF, Gusick and Paolo Rudgeri, managing director of Carosello, concluded the deal. Carosello will distribute GSF's singles, albums, 8-track and cassette tapes throughout Italy.

Benefit Eyes Acts

UNIVERSITY PARK, Pa.—Penn State is seeking acts to play a benefit Oct. 7 to aid victims of Hurricane Agnes. Already committed is Black Oak Arkansas, according to the school; action of the color, and the color of the color, and the color of cording to the school's relief committee. The all-day music festival is slated for Beaver Stadium a 57,-000 seat setting. Students have been talking with Columbia, Atlantic, Warner Bros. and Mercury anent talent. Admission will be \$5. Mike Shields is the contact at 814—863-0295. top priority from public relations and publicity services as needed. No outside clients will be solicited

MASCO will administer all Sei-denberg's clients' music publishing firms. That operation will be geared to overseeing copyrights and their earnings. Floyd Lieberman has been appointed to head MASCO with the assistance of Goldy Epstein.

Seidenberg has also planned a world-wide trip, during which he will explore possible expansion to

Book Review

From 'Satchmo To Miles' Probes The Inner Soul

"From Satchmo to Miles" by Leonard Feather, Stein and Day, 258 pages.

The outpouring of books on jazz has become a diminished art; rock is now the current hot topic. Author Feather, an expert in jazz, provides us with a new insight into some old jazz horses, but this work is sprinkled with enough new vignettes about the famous people to allow it to stand out as a welcome contribution to helping define the inner soul of the jazz artist.

Feather provides backstage chitchat and new out front dialog on Armstrong, Billie Holiday, Ella Fitzgerald, Count Basie, Lester Young, Charlie Parker, Dizzy Gil-lesnie, Oscar Peterson, Ray Charles Don Ellis and Norman Granz

The inclusion of Granz and Ellis are a good idea for they have proved so valuable in the progression of jazz from one era to an-

The writing is crisp and featurish; the dialog very open. The chapter on Armstrong reveals his penchant for signing letters to the author in comedic fashion, like "Am redbeans and ricely yours."
Otherwise, the work is a scholarly analyzation of events in the lives of and the motivations of these of and the most special people in music.

ELIOT TIEGEL

Executive Turntable

· Continued from page 4

and two in Federal Court.

• United Artists Records and North American Philips have filed separate suits against MCA Tech-

Philips is seeking \$78,002 allegedly unpaid by MCA Technology for an August 1971, order

of 3,000 cassette players at \$37.66 apiece. The cassette players were

to be delivered and paid for at the

rate of 150 per month, the suit

According to the Philips suit, MCA Technology paid only \$657 on the first 600 units shipped.

Philips claimed they had to sell the remaining 2,400 players at \$14.30 apiece, taking a loss of \$56,064.

The United Artists suit seeks payment of a \$10,000 promissory note owned by Soul Recording since March, 1969. UA alleges that

MCA Technology owns the de-funct Soul Recording via owner-

• The Mark Almond Band, through its Arawak Ltd. produc-tion company, has filed suit to have its contract with Blue Thumb Records declared invalid. The suit

follows a letter of termination by

Thumb first breached the contract

by failing to provide royalty statements due June 30 and Dec. 31,

1971. The suit also alleges that Blue Thumb failed to release the

contracted number of singles and

didn't live up to requirements to release Mark Almond product in

In addition, the plaintiff claims that neither Capitol nor Famous

Music made available sufficient funds to Blue Thumb, as part of the label's custom distribution

deals, to properly promote and merchandise Mark Almond re-leases by accepted industry stand-

Buddy Greco's Buddy Produc-

tions has filed suit against Freddie Bell and Roberta Lynne. The action claims that Greco was not paid an orally agreed-on \$7.500 for performing six nights at Bell & Lynne's the Inn Place during June, 1971.

• Benjamin Electronic Sound of

· Musician Paul Horn has filed

suit against A&M's Almo Music

claiming that six songs by Lynn Blessing appeared on the label's album "Tim Weisberg" credited to

Almo publishing when these songs

Farmingdale, L.I., has filed suit against California Tape Exchange, seeking \$19,933 allegedly unpaid on an open book account since

November, 1971.

In Federal Court:

Mark Almond, dated March 30. Mark Almond claims that Blue

ship of Electrodyne.

Canada and Japan.

In Superior Court:

nology.

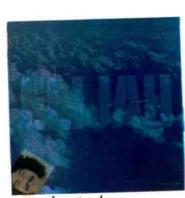
Lenny Salidor named director of marketing and promotion, Caedmon Records. He operated his own public relations firm and also was with Decca Records for 19 years in promotion and sales positions.

Floyd White has been named national promotion director and a&r assistant for Lodestone/Oben Records in San Fran-. Jim Pagni and Larry Di Ruscio have formed Free Apple Advertising in San Diego. Pagni has promoted San Diego concerts for 10 years and Di Ruscio is station manager of KGB-FM there.

George Boyle has been appointed controller of UDC, the national record-tape distributor owned by United Artists. He was formerly controller of De Laval Turbine, like UA, another subsidiary of Transamerica. . . . Alan Niederman, personal management director for all Dick James Organization artists in the U.S., has resigned after 13 months to pursue a television project. . . . Elinor Berger, formerly with Motown, has joined the Garrett Co., a Hollywood publicity firm, as vice president in charge of the music department.



Vikki Carr/The Best of Vikki Carr LP: UAS-5581 8-Tik: U-8369



Elijah/Elijah LP: UAS-5590



Munay Roman/Busted LP: VAS-5595



Country Gazette/A Traitor In Our Midst LP: VAS-5596



Jimmy McGhiff/Junior Farker LP: VAS-5597 8 Trk: U-8316



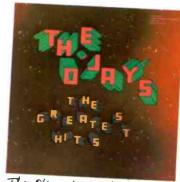
Family/Bandstand LP: UAS-5644 8-Tak: U-8452 Cass: K-0452



Ventures/Rock & Roll Forener LP: UAS-5649 & Tink: U-8459 Cass: K-0459



Johnny Rivers/L.A. Reggal LP: VAS-5650 8 Tak: U-8460 Cass: K-0460



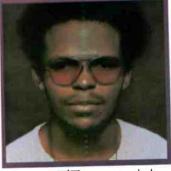
The O'Jayo/Greatest Hits LP: VAS-5655 8-Trk: U-8469



Duke Ellington / Togo Brava Suite (2 LPS) LP: UXS-92 8-Trk: X-04043 Cuss: XC-7043



Cher/Superpak, Vol. II (2 LPS) LP: UXS-94 & Tick: X-04046 Cass: XC-7046



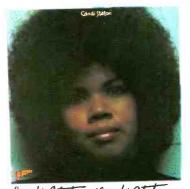
Ronnil Foster/Two Neaded Freap LP: BST-84382 8-Tik: 9173 (Blue Note Records)



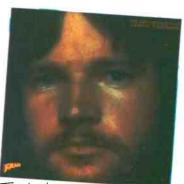
Bobby Hutcherson/Natural Alusions LP: BST-84416 8-Tak: 9178 (Blue Note Runds)



Horace Silver/U.S. of Mind, Phase 3 "All" LP: BST-84420 8-Trk: 9182 (Blue Note)



Candi Staton/Candi Staton LP: FAS-1800 8-Tak: 3800 Cass: 7800 (Faml Records)



Truvis Wammack/Truvis Wammack LP: FAS-1801 8. Trk: 3801 Cass: 7801 (Fame Records)



From The Desk of Pete Bennett

Thanks everyone for voting me
Top National Promotion Man
of the Year

Pete Bennett

Apple Records
ABKCO Industries