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# Billboard

JANUARY 13, 1973 • \$1.25  
A BILLBOARD PUBLICATION  
SEVENTY-NINTH YEAR  
The International  
Music-Record-Tape  
Newsweekly  
TAPE/AUDIO/VIDEO PAGE 26  
HOT 100 PAGE 48  
TOP LP'S PAGES 50, 52

## U.K.'s Sales Surge Spreading Into '73

By PHILIP PALMER  
Staff Member, Music Week

LONDON—The U.K. record industry, having experienced one of the best years ever, is expected to maintain its momentum in 1973. And the retail trade, too, is confident that the incredible selling bonanza which started in early summer and carried through the Christmas period will continue through January and February and well into the year. The success of firms such as K-Tel, Ronco and Arcade has opened a new selling area for records, and with their successful nationwide TV advertising campaigns, have stimulated sales for every record company both on singles and full-price albums.

Artists such as the Osmonds, David Cassidy, Slade and T. Rex have also broadened the market for records. It is their young fans who have provided companies with massive sales—Polydor had five Osmond albums in the charts at the same time and claimed sales 500 percent over budget for December.

Many dealers were of the opinion that EMI has now almost resolved its production and distribution problems and that, on the whole, record companies provided good service before Christmas.

It has also been another fantastic season for tape. Although records have shown an above-average seasonal sales surge, many tape dealers are ecstatic about the interest this Christmas is cassettes and cartridges and report in almost all cases that tape sales have far exceeded expectations, even though business was expected to be brisk.

### Tape Sales Leap

Manufacturers, too, have found cassette and cartridge sales leaping ahead. From September through November, Precision's turnover equalled that for the whole of 1971; in the period immediately before Christmas, British Decca claims its over-all tape sales were up 100 percent on the same period in 1971 with cartridge business up by 150 percent. Record com-

(Continued on page 42)



Marvin Gaye has just scored his first motion picture soundtrack. The film, 20th Century-Fox's "Trouble Man." The soundtrack album, Marvin's first release since his award-winning "What's Going On" album, is proving equally successful on the charts. Listen to "Trouble Man." Marvin has just scored again. Tamla #T 322L. (Advertisement)

## U.S. Chains Plan Record 125+ '73 Store Openings

By JOHN SIPPEL

LOS ANGELES—Chain retailers are not only bullish about prospects for the American record/tape/audio industry, but are putting their money and effort into a record number of projected new store openings in 1973.

In addition to a most optimistic outlook on new stores, major chain owners are talking in terms of important present-store renovation and general broadening of specialized inventories and the addi-

tion of new departments in present and new stores.

A canvass of chain operators indicated that at least 125 new stores will be opened, primarily in malls and shopping centers. Presidents of chains indicated a firmer stand on physical specifications for stores; computerized, central inventory controls and pricing.

### Record Bar Predicts Doubling Stores

DURHAM, N.C.—Most ambitious new store program for 1973 came from Barry Bergman of Record Bar, based here. The present 20-store chain, which was primarily based in the central South, expects to

(Continued on page 12)

## 250 Electronic & Accessory Mfrs. Jam Chicago Shows

By EARL PAIGE

CHICAGO—For the first time virtually every major manufacturer and marketer of consumer electronics and record-tape accessories will exhibit here during the weekend preceding the giant housewares show Jan. 15-19. It is expected that buyers will see few playback items but that the Conrad Hilton shows Jan. 12-17 will offer a chance to make special buys and

up-date promotions for the summer seasons.

The weekend will find Electronic Industries Association (EIA) sponsoring its first winter Consumer Electronics Show (CES), which will open noon Friday (12) in the Hilton. Also opening the same day is the Navy Pier Houseware & Variety Exhibit, but with few consumer electronic exhibitors. Satur-

(Continued on page 26)

## GRT Tape Renews MGM, ABC Pacts

By BOB KIRSCH

LOS ANGELES—GRT Music Tapes, division of GRT Corp., has renewed its licensing agreement for 8-track and cassette tape duplication with MGM Records Corp. through 1973 and has also acquired exclusive seven-year distributing rights for ABC/Dunhill prerecorded tapes.

Under the agreement with MGM, GRT now has exclusive tape distribution rights to all MGM controlled music, including all MGM owned labels in

(Continued on page 54)

## Juke Programmers Map First National Conference

CHICAGO—Questionnaires are going out to jukebox programmers across the country as part of the preparation for the first ever jukebox programming conference. It will be sponsored by Billboard and be similar in scope to the successful radio programming conference the magazine has pioneered.

Indications from an advisory council of programmers who have been approached are that Chicago would be a likely site for the con-

ference due to its central location. The council was formed for the purpose of preliminary planning several months ago when Billboard jukebox programming editor Earl Paige asked programmers for assistance. The idea for a jukebox programming conference was greeted with immediate enthusiasm.

Programmers in states adjoining Illinois and in Illinois were approached initially to be advisors because of the likelihood they

(Continued on page 38)

## Karol Asks Latin Labels To Step Up Promo Pace

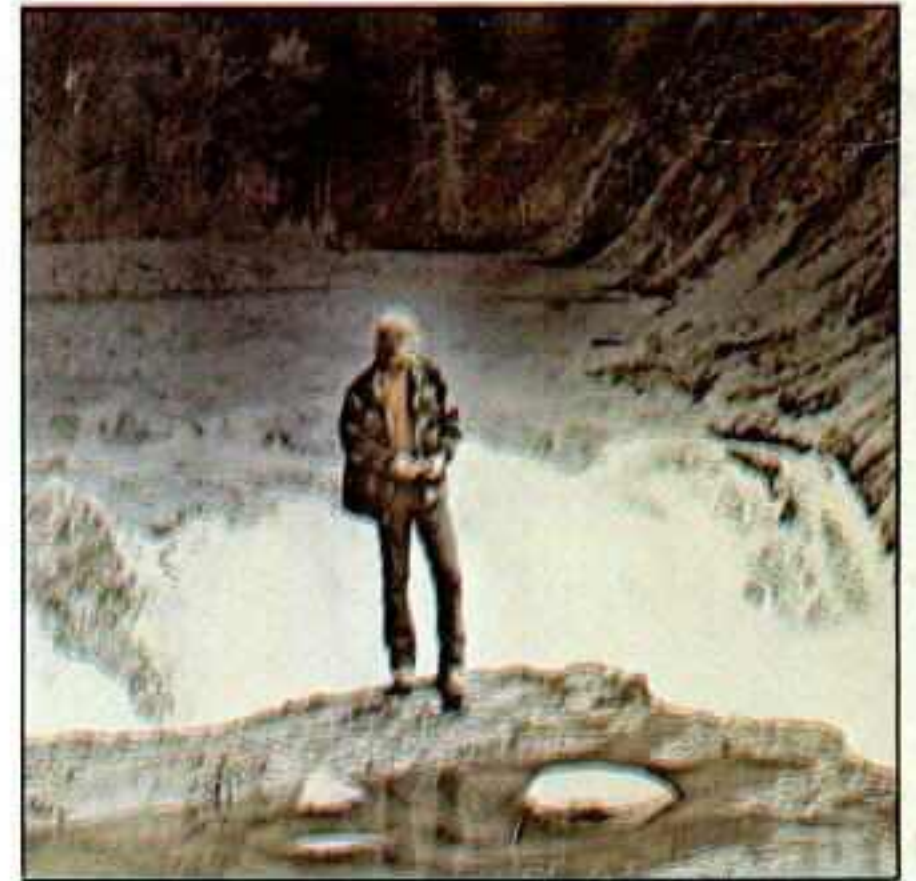
By JIM MELANSON

NEW YORK—If Latin music is going to "make it big" on the American market a "greater emphasis on product promotion by the major Latin labels will be necessary," according to Ben Karol, head of the King Karol retail chain

here. The Karol chain is already well entrenched in the sale of Latin records and tapes.

Karol said that there is a "tremendous" amount of quality Latin product on the market, but "un-

(Continued on page 12)



Recycle your senses. Recycle your sales. The John Denver Special is coming to nationwide television. Recycle your sales now with "Rocky Mountain High" LSP-4731. Recycle your senses next week with "Big Horn," the John Denver television special. Check your local listings. (Advertisement)

(Advertisement)



"Pippin" is a sensational musical comedy. The songs are fresh and exciting. The most innovative show to come on Broadway in many years!

—Leonard Probst, WNBC-TV

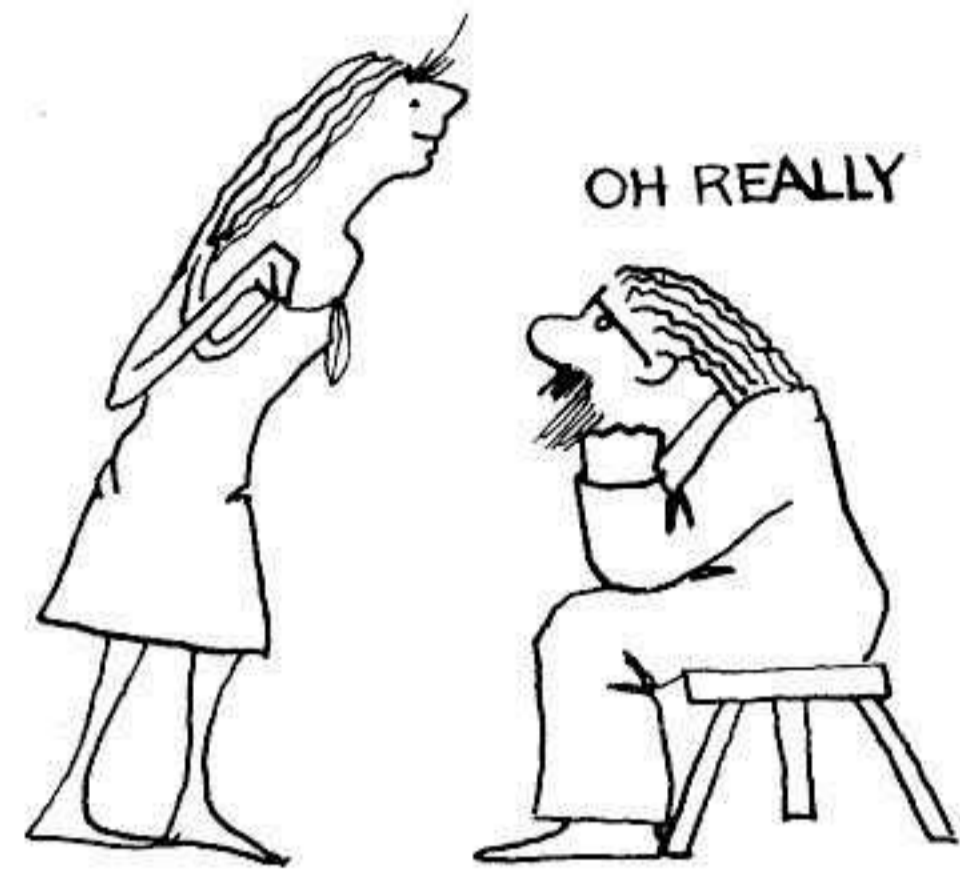


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DAVID BOWIE  
HAS A FREAKY  
NEW SINGLE.



IT HAS THE TITLE SONGS  
FROM TWO OF HIS  
ALBUMS BACK TO BACK.



ONE SIDE IS CALLED "SPACE ODDITY"  
AND IT'S THE MOST DEFINITIVE BOWIE  
SONG I'VE EVER HEARD.



AND THE OTHER SIDE IS  
JUST AS GOOD. IT'S CALLED  
"THE MAN WHO SOLD THE WORLD."



A LOT OF PEOPLE THINK  
IT'S GOING TO BE HIS  
FIRST TOP TEN SINGLE.



EXCUSE ME, BUT ISN'T  
THERE ANYTHING THAT  
EXCITES YOU?



SPACE ODDITY B/W THE MAN WHO SOLD THE WORLD FROM THE ALBUMS SPACE ODDITY AND THE MAN WHO SOLD THE WORLD

LSP-4816 P85/PK-2103

LSP-4813 P85/PK-2101

74-0876

**RCA** Records and Tapes

# Canadian Yule: Late But Sure

By RITCHIE YORKE

TORONTO — A late-starting peak store-traffic situation and a resurgence of interest in the entire Beatles' album catalog were the highlights of the 1972 Christmas record buying season in Canada.

The country's two largest retailers—A & A and Sam the Record Man—both reported that the big rush did not begin until two weeks before Christmas.

A & A, Sam the Record Man and the vast Eatons merchandising group reported that Beatles' product had been one of the strongest items in this year's gift buying.

Sam Sniderman said that he expected to have moved in excess of 5,000 copies of the George Harrison "All Things Must Pass" set alone in one store during December.

Both Sniderman and A & A's Bob Martin anticipate that—due to the late start—total product movement during December will be slightly less than last year's record figures. Sniderman however, feels that due to special deals on catalog product, profits for the period may be up by from 10 to 12 percent.

"All hell broke loose two weeks ago," said Bob Martin, "and we haven't stopped since. But I think the late start will probably prevent this December topping 1971."

Sam Sniderman was not so sure. "I agree that total volume may be down on last year, but it won't be much less. On the other hand, the resurgence of movement on catalog product has made our profit margins higher. I think we may have come out by as much as 10 to 12 percent over 1971."

A & A's Bob Martin said that one large disappointment was the lack of stock on the latest K-Tel package, "22 Explosive Hits." Martin claims that heavy TV advertising brought thousands of customers into his stores looking for the LP. "K-Tel just didn't come through with the product when we needed it."

"It was a Moe Koffman Christmas for us," Sniderman said. "And a Jewish Christmas; 'Fiddler on the Roof' has really been a strong seller."

"Koffman's new GRT album 'The Four Seasons' has not only become a best seller but it has revived interest in the Vivaldi classical versions. 'Koffman Plays Bach' has also come on strong. Moe went into the studio last week and cut a new version of 'Swingin'

Shepherd Blues,' his old hit, and there's already a demand for it as a single."

Sniderman said that many Cancon MOR albums have been doing well. But he said there have been no particularly noticeable leaders in foreign product, with "pretty well everything doing reasonably well."

### Albums Cited

Bob Martin cited albums by Lightfoot, Kristofferson, Santana, Neil Young, Joni Mitchell, the Carpenters, Roy Buchanan, John Mayall, Cream and Eric Clapton among his sales leaders. On the Cancon front, he mentioned the

(Continued on page 10)

# CTI to Enter Black Movie CTV Market

By RADCLIFFE JOE

NEW YORK—Black adventure films, currently experiencing an unprecedented box office boom, will soon be available on Cartrivision cartridges, according to Samuel Gelfman, vice president, programming and planning, Cartridge Television, Inc.

Planned acquisition of the films for the CTV format by CTI is part of an over-all push by the company into the minority market. Gelfman pointed out that al-

## MOA SEMINAR

CHICAGO — The nation's jukebox operators are being invited to participate in the second annual Music Operators of America (MOA) Notre Dame University business seminar set for April 13-14 on campus at South Bend, Ind. MOA initiated the seminars last year and held three but decided this year to hold only one.

The focus this year will be more specialized too, according to MOA executive vice president Fred Granger. Notre Dame professors under the school's Center for Continuing Education will conduct seminars on marketing (John Malone), personnel (Salvatore Bella) and human relations (Jim Sexton).

# Brass Players' Scholarship Confab Feb. 3-4

NEW YORK—The Clark Terry Quartet and the Dave Berger Jazz Orchestra will be among the leading brass performers participating in the First Annual New York Brass Conference for Scholarships. The meetings, scheduled for Feb. 3 and 4, will be held at the YWCA-Clark Auditorium in New York.

In addition to lecture-demonstrations by soloists, clinicians, brass quintets and a stage band, as well as the two evening concerts, there will be featured keynote speakers and a guest speaker, Professor Rudy Schramm.

Net proceeds from the conference will be divided among four scholarship funds, the William B. (Bill) Bell Memorial Scholarship, the Soo Woong Kim Memorial Scholarship, the National Trumpet Symposium Scholarship and the Elon College Music Festival Scholarship.

Also represented will be manufacturers of brass instruments and mouthpieces, teachers, music publishers and record companies. Exhibitors will also show new instrument designs and products. Additional information and registration for the event may be obtained from the New York Brass Conference for Scholars, Dr. Charles Colin, Director, 315 West 53rd St., New York, N.Y. 10019.

# RGM Suing Rik Gunnell

LOS ANGELES—Rik Gunnell Management, a local division of the London-headquartered Robert Stigwood Organization, has filed suit in Superior Court here against Rik Gunnell, its recently exited president.

The suit charges Gunnell with fraud and embezzlement of some \$250,000, allegedly discovered in Dec. 1972. Plaintiff seeks recovery of the sum plus 7 percent interest and punitive damages of \$100,000.

## NASHVILLE TO DO REVIEWS

NASHVILLE — Under the new Billboard review program, the Nashville office will henceforth scrutinize and review all country singles and LP's.

Companies are advised to send all copies of new material to Bill Williams at Billboard, 1719 West End Ave., Nashville, Tenn. 37203.

# Meet Hopes to Save 17 White Fronts

By PAUL JAULUS

SAN FRANCISCO—The future of the 17 record departments in White Front stores from Oregon down to central California was being decided at press time in a New York meeting between Paul Maris, local industrialist; Jay Steren, a cohort; Saul Cantor, president of Interstate Corp., and other unidentified parties.

In mid-December, Interstate had announced terminating 21 of 39 stores in the White Front chain. Observers have always figured the

cumulative record and tape business done by these discount departments at well over \$10 million annually.

In the interim, four stores in Washington, located in Bellevue, Burien, Seattle and Tacoma have been taken over by Valu-Mart, which chain is also very record-tape oriented. It's understood that a liquidation sale of present inventory in all departments of these four stores take place Jan. 15.

The survival of the 17 stores is being discussed in the New York meeting. The 17 stores record/tape departments have been concessions operated by Leisure & License Ltd., a separate division of NMC Corp., Oceanside, N.Y. Maris is prominent in the Bay area for his efforts to resuscitate ailing business there.

Unaffected by the termination are another approximately 18 White Front stores, primarily located in southern California, where the chain started in the late '30's. Harry Blackman introduced records as a department in the mid-'50's when the firm had two stores in the Watts area in Los Angeles. The entire chain was considered a pivotal account, especially in the early sale of a hit LP. L&L continues to run the record/tape concessions in White Front stores in southern California.

## NARM SETS FIND TALK

LOS ANGELES—FIND president Bill Wardlow will speak before a workshop at the NARM convention here at the Century Plaza Hotel this February, discussing the workings of FIND mainly as it pertains to rackjobbers.

The workshop will deal with innovations in marketing in the past year, and Wardlow will talk before the Feb. 27 meeting on "how FIND works, the basis of FIND and the current status of the organization."

While there will be both dealers and rackjobbers at many of the sessions, Wardlow said this discussion would be aimed primarily at the rackjobber.

Gransin Dist. and Traffic Jam Dist., Detroit; and West Coast Dist., Portland, Ore. Cottrell pointed out that in areas where two distributors are appointed, one distributor covers "religious accounts," while the other covers "secular accounts." Cottrell is currently negotiating international distribution rights.

### Selected Product

Cottrell pointed out that the new firm will also handle selected product from various labels' religious catalogs. Already deals have been made to handle product from Heartwarming, Pat Boone's Lamb-Lion label and Columbia.

The 10 labels' activity will also be correlated in other mutual activities. Songpower Music (BMI) will assist publishing. New Generation Artists, local religious group booking agency, will assist promotional tours and Trend Associates has been formed as a house ad agency.

Cottrell pointed to the 175,000 copies sold of the recent Explo '72, Dallas, premium album, which the

(Continued on page 10)

# Mercury Alters Monicker

CHICAGO—The Mercury, Philips and Vertigo label brands will continue and be expanded even though Mercury Records Productions, Inc. has changed its name to Phonogram, Inc., said Irwin H. Steinberg, president. He added that the three brands would be used internationally by the family of labels under the parent Phonogram Polygram umbrella.

He characterized the name change as identifying the locally-based firm with the worldwide family of companies. The Polygram group in Europe acquired Mercury from North American Philips Corp. a year ago. Polygram owns the Polydor and MGM labels and Chappel & Co., a music publishing complex. Polygram op-

erates under the Phonogram International and Polydor International trade names.

In interviews locally, Steinberg referred to the European parent as a \$400 million holding company. "He said there would be a continued cross-licensing of product with other Phonogram-affiliates. "The Phonogram and Polygram umbrella gives the trademarks (Mercury, Philips and Vertigo) an environment which permits their growth to multiply."

Steinberg also mentioned how the closer ties would allow his subsidiary to be part of Phonogram-Polygram involvement in television cartridges, quadrasonic product and talent acquisitions. Phonogram, for example, has underwritten a U.S. tour for Jade Warrior, an act developed jointly by Phonogram here on Vertigo and Phonogram of England. In another area, Phonogram has bought interest in "Tricks," a musical (Billboard, Dec. 23), Steinberg said.

Mentioning how Mercury, Philips and Vertigo acts enjoy worldwide distribution, he said half of Rod Stewart's volume is outside America. He also said new corporate strategy is focusing on label acquisitions of \$5 to \$10 million annual volume firms.

# RCA Push On Denver

NEW YORK — RCA Records will kick off its 1973 promotion plans with a major campaign on John Denver's latest single and LP, "Rocky Mountain High." The campaign will be tied in with a John Denver television special to be aired on the 175-station Hughes network Jan. 14-20.

Bil Keane, director of market planning and development for the label, said that the campaign will utilize television spots in New York, Los Angeles, Chicago, San Francisco, Washington, Detroit, Dallas and Fort Worth and a two-phase radio campaign in 20 major markets. Over 1,000 radio spots have been placed on Top 40 and progressive stations to promote the LP and show four days prior to the show and to concentrate on the album only four days following the show.

Keane added that trade, consumer and retail ads will be used to supplement the campaign. A four-color poster will also be distributed. Management III, Denver's management company, is working closely with RCA in the campaign.

# Weiss Opens Advisory Firm

LOS ANGELES—Bobby Weiss has formed One World of Music, a consulting agency for placement of publishing rights overseas. He will also continue as vice president-general manager of Daybreak Records.

Marjorie J. Weiss, formerly with the international division of Keith Prowse Music, London, will assist at the new office. One World of Music will represent foreign publishers in the U.S. as well as U.S. publishers overseas. Weiss became Capitol Records Europe director in 1952 and was based in Paris for 12 years.

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Thanks to:**



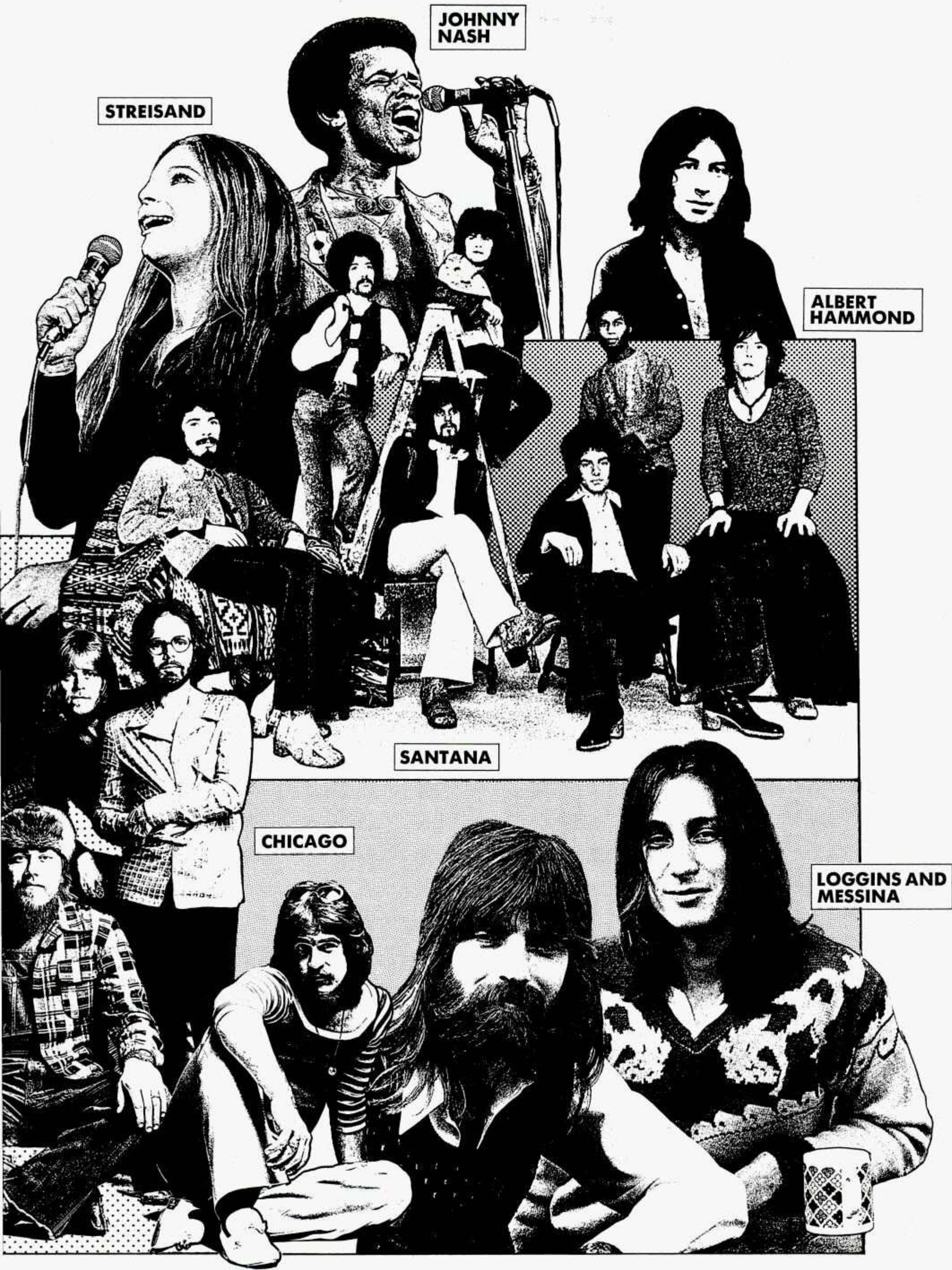
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**On Columbia, Epic, and  
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This One



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# Atlantic Meet Focuses on New Sales & Promotion Concepts

NEW YORK—Atlantic Records unveiled its new domestic sales and promotion concept, focusing on the creation of five National Marketing Teams, during "Communications '73," a major marketing convention held at the Plaza Hotel on Dec. 27 and 28.

More than 50 sales, promotion, advertising and publicity executives from the field, the West Coast and the home office staff in New York met for meetings chaired by Jerry Greenburg, senior vice president and general manager, and Dave Glew, vice president, marketing. All meetings explored the major developments and restructuring of Atlantic's marketing operations outlined by the new plan, which calls

for each of the five teams to direct regional activity via one sales and two promotion managers.

Greenburg stressed that the new plan will permit the supervision of regional sales and promotion in conjunction with the eight Warner-Elektra-Atlantic distribution branches, as well as with local retailers, radio stations, rack jobbers and one-stops. Also cited was an expected increase in facility and efficiency as a result of the new plan.

Greenburg and Glew also detailed recent developments in Atlantic's recording and release schedule during 1973. Executives heard advance tapes of forthcoming winter and spring product, followed by a presentation of new

techniques in merchandising and co-op advertising. Innovations in the company's information processing systems and surveys were also outlined.

Bob Rolontz, vice president, publicity and advertising, then discussed developments in the company's publicity and advertising departments, as well as the increased national and regional implementation of the company's artist relations department.

Additions to Atlantic's artist roster; advances in the label's new Country Music division, including the signing of new artists such as Willie Nelson and Bobby Austin; and a special promotional film on sales techniques were also viewed.

# Executive Turntable



MACK



FARACI



SICUREZZA

At Atlantic Records, **Richard Mack** has been promoted to director, national r&b promotion. He will be responsible for all r&b product produced and distributed by the label. He has been with the company for five years in various promotional capacities.

... **Vince Faraci** has been promoted assistant national director, pop promotion, and **Lou Sicurezza** has been named director, special projects, for pop promotion at Atlantic. Faraci, previously in charge of promotion for the label's custom product, will be responsible for supervising field and local promotion for pop. Sicurezza, formerly Midwestern regional promotion manager, will headquarter in New York. ... **Jack Reinstein**, treasurer at Elektra Records, has been named vice president in charge of finance for the label. Prior to his joining Elektra five years ago as controller, Reinstein was with a local accounting firm. ... **Martin Last** has been named manager, talent development, a&r, for RCA Records. Reporting to **Don Heckman**, division vice president, Last will have a broad range of a&r responsibilities in his new position. Prior to the promotion he was photo editor and writer for the label.

# WEA Finalizing 'Q' Decision

By ELIOT TIEGEL

PHOENIX—The Warner, Elektra, Atlantic family of labels will shortly finalize a licensing deal which will put it in the quadrasonic ball game, Jac Holzman, Elektra president, told the label's second annual sales convention Friday (5) at the Wigwam Hotel here.

Holzman promised an announcement within 30 days which would align the labels with a system he predicted would become both the American industry standard as well as the standard system worldwide.

An estimated 439 persons attended the three-day event, 129 more than last year. This rise

shows the growth of the WEA distribution organization.

Holzman is chairman of the WEA joint engineering committee and has been making monthly trips to Japan. Holzman noted he has been living with quadrasonic sound two years and that he believes it will be a "legitimate musical force."

"We have resisted all systems thus far," he said, "and we have investigated them all. But quadrasonic is inevitable. It's coming but we don't want to be forced to issue records that don't meet our own standards. Unless we get into quad-

rasonic soon, we won't be able to encourage our artists and producers to move into this new field. Quadrasonic is in your future," he told an audience during a gab session titled "the Jac and Joel Show." Joel was Joel Friedman, president of WEA, who tossed a variety of questions at Holzman.

Friedman asked what WEA could do to bring Elektra to a new sales plateau—above the 40 percent rise reported for 1972 over the previous year. "Understand the approach to our Tiffany touch," Holzman replied, noting that in '72 Elektra issued fewer records (35) than it did in 1971 yet achieved this 40 percent sales increase.

"We would like to hit 50 albums, but we won't do it unless we find the music. Countryside (Elektra's new Los Angeles-based country label) could be an additive to Elektra's market position."

Holzman also emphasized that Elektra starts with new artists ("It's our raw seed") and doesn't go out to buy established acts. Building new acts like Harry Chapin, Bread and Carly Simon "gives us instant credibility."

The executive noted that more music is recorded than is actually released, noting \$250,000 in masters that have been scrapped over the past two years.

### Long 'Work' Records

Asked what WEA could do to move albums past the \$1,000,000 mark, Holzman parried: "Records only sell for 90 days if we sell them for only 90 days. You have to keep marketing the artist." Carly Simon, for example, will have a new marketing campaign and new marketing dollars shortly. A record company has to find new ways of nationally marketing records, Holzman said, suggesting that new retail outlets be developed. He also suggested that care be taken in allocating stock to customers to fight the problem of returns which can "wipe out the bottom line."

As for dumping albums, Holzman indicated that Elektra "won't be guilty of dumping. Record companies do it. We've been guilty but we won't do it again." He noted there was an exception with legitimacy. (Continued on page 44)



REINSTEIN



LAST



PAYNTER

At Columbia Records, **Judy Paynter** has been appointed manager, West Coast press and information. Prior to joining the label, she was with the West Coast publicity departments of Atlantic and Elektra Records. **Pat Siciliano**, former assistant director of publicity at A&M Records, has been named to assist Paynter. ... **Mort Ohren**, who has worked with independent distributors from his own office in Chicago, has joined Phonogram (the new corporate name for Mercury) as Midwest regional marketing manager. He joins the company's other regional managers **Tom Colly**, South, **Burt Haidoff**, East, and **George Steiner**, West. Ohren replaces **Ed Schriebman**, who has gone with Music Sales of Florida as general manager. ... **Michael Salisbury**, formerly art director of the now defunct Los Angeles Times Sunday Magazine, has been named art director for United Artists Records. He replaces **Norman Seef**, who departed the label to form an independent graphics agency. In other UA movements, **Jack Messler** has transferred from his home office sales position to head the southern UDC Distributing district with headquarters in Dallas. **Greg Shaw** has joined UA's creative services department and **Jerry Hofstader**, former UA college representative in (Continued on page 8)

# WEA Outlook

LOS ANGELES—Warner/Elektra/Atlantic Distributing Corp. enters the new year projecting a 20 percent growth over its first complete fiscal year of operation. WEA also plans to concentrate on a decentralized operation, explains Joel Friedman, its president, to provide customers with strong local service.

"We are going to be even more customer-oriented in 1973; we are going to make certain that our people know their accounts and are concerned only with the movement of merchandise at retail rather than the movement of merchandise at wholesale," Friedman said.

The executive notes that at a time when "many in the industry are concentrating on further centralization of distribution," WEA is adding field people in the sales,

inventory and promotion ranks to handle an ever increasing flow of merchandise from the three Warner Communications labels.

WEA operates eight regional warehouses, with the branch managers fielding the overall marketing responsibility for their territories. Their efforts are now being augmented by the appointment of regional sales managers who report to these branch heads. Named in recent weeks to this new sales post were **Mitch Huffman** in Seattle; **Bill Perasso** in San Francisco; **Stan Byrd** in Detroit and **Dave Benjamin** in Miami.

In order to meet the demand for one-day service, WEA is "modernizing its warehouse operations and utilizing air-cargo lifts when necessary," according to Friedman.

### Sees Tape Surge

Projecting ahead, Friedman sees 8-track and cassettes providing a "sizeable increase" in tape volume. He also believes there will be less wholesale discounting prices and higher shelf prices. "Our customers, the rack jobbers and retailers, are becoming far more sophisticated and far better businessmen. They know that profits can't continue to be sacrificed for volume for too long a period and allow them to remain in a healthy, vigorous financial condition.

"The days of simply buying for greater advertising benefits, without any concern for the effect on the cost of inventory, are and should be over."

Friedman believes the dealer or rack jobber who "all too frequently makes returns in original, factory sealed cartons, needs to re-examine his buying methods."

# Wainwright Has 'Scents' of Honor

NEW YORK—Columbia artist **Louise Wainwright** has been named guest of honor at the International Skunk Festival to be held in Little Rock, Ark. Jan. 21.

The invitation was extended to Wainwright following local radio station KAAY's listener response to the artist's single "Dead Skunk."

# Xerox Issues 4 Dialog LP's

LOS ANGELES—Xerox has released its first four "recorded portraits" albums featuring dialog with **Eleanor Roosevelt**, **Martin Luther King Jr.**, **Maurice Chevalier** and **Oscar Hammerstein II**.

The interviews are conducted by **Arnold Michaelis**. This is Xerox's first venture into recordings and according to executive **Richard Wood**, the company plans additional studies of persons who have "been committed to history and are no longer among the living."

The LP's are sold mail order from the company at \$6.98 and \$7.98 for cassettes.

# Newton to Be Featured Artist at NARM Fete

NEW YORK—RCA Records artist **Wayne Newton** will be the featured artist at the annual NARM Scholarship Foundation Dinner scheduled for Feb. 27 at the Century Plaza Hotel, Los Angeles.

At the dinner, which is part of the planned program of the annual NARM convention, 11 scholarships valued at \$4,000 each will be presented to students who are either employees or children of employees of NARM member companies, and who will enter college this year.

Scholarships to be presented include the **Leonard H. Goldenson** scholarship (ABC Records), the **Goddard Lieberman** scholarship (Columbia Records), as well as scholarships from **Capitol**, **Bell**, **RCA**, **A&M** and **Scepter Records**; the **Harold N. Lieberman** Memorial scholarship, presented by **David Lieberman** of **Lieberman Enterprises**, **Minneapolis**; the **Anna Galgano** Memorial scholarship, presented by **Tony Galgano** of **Galgano Distributing Co.**, **Chicago**; **Lee Myles Associates**, and a group of friends of **Morrie Price**, who have instituted a **Morrie Price Memorial Scholarship**. **Price**, who died last

year, was considered "Dean" of Independence label sales managers.

The 11 new scholarships brings the number of NARM scholarship recipients to 63. Almost 100 applicants for scholarships were submitted this year.

# MISSING TOP SINGLES ACTS

LOS ANGELES—Rounding out the Top Singles Artists of 1972, based on number of singles on the chart, were **No. 87, Cat Stevens**, A&M (2); **No. 88, Gladys Knight & the Pips**, Soul (Motown) (2); **No. 89, Mel & Tim, Stax** (1); **Jonathan Edwards**, Capricorn (Atco) (1); **No. 91, Harry Chapin**, Elektra (2); **No. 92, Guess Who**, RCA (4); **No. 93, Apollo 100**, Mega (2); **No. 94, Charley Pride**, RCA (2); **No. 95, Lobo**, Big Tree (Bell) (2); and **No. 96, Wilson Pickett**, Atlantic (2). These artists were inadvertently omitted from the Talent in Action special of the Dec. 30 Billboard.

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From the top-grossing film, "Lady Sings the Blues," came the top-grossing soundtrack album, "Lady Sings the Blues." And now, from the album Diana Ross sings "Good Morning Heartache"—destined to be a top-grossing single.

#M-1211.



M758D

Listen to what's happening at Motown. You'll hear the times change.



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### EDITORIAL NEWS BUREAUS

**CHICAGO, Ill. 60606, 150 N. Wacker Dr. Area Code 312, CE 6-9818**  
Bureau Chief, Earl Paige  
**LONDON:** 7 Carnaby St., London W.1. Phone: 437-8090  
Cable: Billboard London, Bureau Chief, Mike Hennessey  
**MILAN:** Piazzale Loreto 9, Milan, Italy. Tel: 28.29.158., Bureau Chief, Germano Rusclitto.  
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**AUSTRIA:** Manfred Schreiber, 1180 Wien XVIII, Kreuzgasse 27. Tel: 43.30.974.  
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**DENMARK:** Knud Orsted, 32 Solhjoevaengat, 2750 Copenhagen, Ballerup, Denmark. Tel: (01)  
97 71 10.  
**EIRE:** Ken Stewart, Flat 5, 141, Rathgar Road, Dublin 6, Eire. Tel: 97.14.72.  
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**PORTUGAL:** Jose Manuel Nunes, Radio Renascenca, LDA, Rua Capelo, 5-2° LISBON. Tel: 3 01 72.  
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**SPAIN:** Maria Dolores Aracil, Andres Mellado, 22. Madrid. Tel: 449.14.68.  
**SWEDEN:** Kjell Genberg, P.O. Box 84, 137 01 Vasterhaninge, Stockholm. Tel: 075022465.  
**SWITZERLAND:** Rod Chapman, Swiss Broadcasting Corporation, CH-3000 Bern 16, Switzerland.  
Tel: 031 44 66 44.  
**REPUBLIC OF S. AFRICA:** Peter Feldman, 51 van Riebeeck Ave., Alberton, Transvaal.  
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**U.S.S.R.:** Vadim D. Yurchenkov, 14 Rubinstein St., Apt. 15 Leningrad, 191025. Tel: 15-33-41.  
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(04552) 410.  
**YUGOSLAVIA:** Borjan Kostic, Balkanska St. 30, 11000 Belgrade, Yugoslavia.

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Steve Lappin  
**JAPAN** Comfy Homes 6-6-28, Akasaka, Minato-Ku. 107 Tel: 03-586-0261. Bureau Chief,  
Henry Drennan.  
**LONDON:** 7 Carnaby St., London W.1. Phone: 437-8090  
Andre de Vekey, Regional Publishing Director  
**LOS ANGELES, Calif. 90069, 9000 Sunset Blvd. Area Code 213, 273-7040**  
Bill Moran, National Talent Coordinator  
**NASHVILLE, Tenn. 37203, 1719 West End Ave. Area Code 615, 329-3925**  
John McCartney  
**NEW YORK, N.Y. 10036, 165 W. 46th St. Area Code 212, PL 7-2800**  
Ron Willman, Manager of Consumer Electronics Sales  
**INTERNATIONAL SALES**  
**United Kingdom:** Andre de Vekey, Billboard Publications, 7 Carnaby St., London W.1.  
Phone: 437-8090, Cable Billboard, London  
**Italy:** Germano Rusclitto, Billboard Gruppo sri., Piazzale Loreto 9, Milan. Tel: 28.29.158  
**Spain:** Rafael Revert, S.E.R. Ave. Jose Antonio 32, 2nd floor, Madrid 13. Tel: 23.28.000  
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# Capitol Sets Limo Giveaway

LOS ANGELES—Capitol Records has set a "Win the Raspberries Rollswagon" sweepstakes for March, with entrants eligible to win a mini-limo like the one being designed for the group by automotive designer George Barris.

The firm will distribute more than a million entry forms at about 10,000 outlets around the country, with the in-store promotion pack including Raspberries browser displays, posters, and pictures of the "Rollswagon." The "Rollswagon" is now being built in Barris' North Hollywood plant and will be used by the group on concert tours during the year.

The car will feature a quadrasonic 8-track player and the contest winner's vehicle will come with a library of 100 Capitol 8-tracks.

Star, a youth-oriented magazine, will announce contest details in this month's issue and in February. Winners will be announced in the July issue.

Barris has customized cars for the "Batman" and "Munsters" TV series and the "Rollswagon" will be a combination Volkswagen and Rolls-Royce.

# Col Pitches Bromberg

NEW YORK—Columbia Records will launch a major promotion campaign behind David Bromberg's latest single, "Sharon" and LP, "Demon in Disguise." The campaign will be directed to college campuses throughout the country and will center on a Bromberg look alike contest.

The campaign, slated to begin later this month, will include full page ads in campus papers, Bromberg T-shirts and the servicing of Bromberg's product to campus radio stations. With the grand prize in the contest being a free Bromberg concert on the winner's campus, additional prizes will include an assortment of Columbia LP's.

# Ross Forms Own PR Co.

NEW YORK—Al Ross, formerly of Levinson and Ross, publicity firm, has formed ASR Enterprises, to concentrate on entertainment public relations and management.

The company will be based in New York and also have offices in Los Angeles and Nashville.

# Alfie Expands; Buys L.A. Co.

NEW YORK — Los Angeles-based Alfie Records, in its second year of recording and promotion, has acquired full ownership of Sound Syndicate of L.A., a recording, promotion and management firm which will be a division of Alfie Records Corp. Al Durand is owner and president of both firms and will be releasing several new artists on the Alfie and Sound Syndicate labels early this year.

# SIGLER FORMS RECORD FIRM

NEW YORK — Hunza Records has been formed, according to label president Carl Sigler. The label, headquartered in Toledo, will pursue an open direction in terms of product handled and will shortly announce distribution arrangements.

The first product to be released is the single "Maybe Someday," by Don Malin. The release date is set for this month.

# Compatible 'Q' Sparks 15-LP Bluesway Revival

By NAT FREEDLAND

LOS ANGELES—ABC-Dunhill is reactivating its Bluesway label with a 15-album January release, featuring such artists as B.B. King, Ray Charles, John Lee Hooker, Jimmy Reed and T-Bone Walker. Fifteen more Bluesway releases are planned for June or July.

The new Bluesway line has very few direct reissues of previous albums. Rather, the current albums concentrate on highlights of an artist's entire Bluesway output. The label was founded in 1966 by Bob Thiele and taken over in 1970 by Ed Michel, shortly before ABC deactivated it. Masters for some 45 LPs are currently available in the Bluesway catalog.

However, all new Bluesway releases are entirely remixed from the original masters, with every contemporary studio technique available used to clean up the tape sound. In fact, Michel, who is also chief producer of ABC's Impulse jazz line, has remixed five of the 15 new releases in compatible quadrasonic disk sound. This follows Michel's Impulse policy of releasing all applicable new jazz disks in four-channel without raising the list price.

The entire revamped Bluesway line is to list for \$4.98.

"The new mixes, using Dolby and all the other filters, simply sound better than the original releases," said Michel. "If a master was done on as few as four tracks and the artist had sufficient commercial potential, I would make a quadrasonic mix. I would not mislead the buyer by attempting to encode a two-track master onto four channels."

ABC's decision to revive Bluesway was made in November and followed the company's surprise success with its budget classical line, Westminster Gold. ABC-Dunhill president Jay Lasker believed a low-priced blues line could do equally well.

Michel hopes that response to the line will be strong enough to support 20 remixed repackaged albums annually plus 10 entirely new Bluesway albums. This program of course involves signing active blues artists as well as leases or purchases of masters from other labels.

Steve Backer, national promotion and merchandising director for Impulse and Bluesway, said that a sampler album with complete songs from most of the first 15 label albums will also be released in January, probably listed in retail stores at \$1.98.

This Bluesway sampler will, in addition, be offered to progressive stations in some 15 key markets, as a promotional disk. The sampler is to be sold direct-mail via radio spots for \$1 or \$1.25, with all profits going to a local charity picked by the broadcaster. A similar campaign with an Impulse avant-garde jazz sampler proved quite successful.

Also in consideration is a Bluesway night at this summer's Montreux Jazz Festival, in conjunction with the Impulse Night already set. Backer stated that Bluesway will support public appearances at festivals and elsewhere by its artists to the greatest extent feasible.

# Executive Turntable

Continued from page 6

Boston, has joined the promotion department to operate a new "hot-line" instant airplay information service for the label's regional promotion men.



OBBER



BARRICK



WALL

Norman Ober has been named vice president, press and public information, for the Polygram Corporation. He had joined the company in July 1972 following 25 years of service with CBS. . . . Cinematographer Jay Goichman has been appointed to the staff of Teletronics International, Inc. . . . Boyd Barrick has been named vice president, distributor marketing, for the Weltron Company, manufacturer of stereo sound systems and accessories. Most recently he was vice president of Allied Electronics and Radio Shack and general manager of Raytheon's distributor operation. . . . Jack Wall has been promoted to director of the Morse product line of Morse Electro Products Corp. In his new position he will be responsible for the design, sales promotion and management of the Morse division, a manufacturer of stereophonic consoles. . . . Len Feldman has been named technical director of the Institute of High Fidelity. He will act as consultant and industry liaison on behalf of the institute's 50 member companies. . . . Tim Richards Bardwell, former managing editor of the Christian cultural review "Alternative," has joined Creative Sound, Los Angeles, as director of talent and promotion. . . . John Hart, music merchandising director for the Record Club of America, is departing the firm to become president of Harbinger Records, Ltd. and The Open Mind, a direct mail subsidiary of the label. . . . Madeline Calder has been named assistant national promotion director of Rocky Road Records. She will be based in Los Angeles and concentrate mainly on secondary radio markets. . . . Lee Armstrong has been elevated to vice president of MCA distributing. He retains his present post of MCA international operation director. Armstrong began with MCA sales in Canada in 1965. . . . Carl Deane will represent E.B. Marks Music Corp. on the West Coast. Deane recently left New York where he was associated with Roulette, Pickwick and Warner Bros.

Oliver Nelson has been named West Coast music director for Flying Dutchman Records—not merchandising director as reported last week.



THE NEW

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# Off the Ticker

**OMEGA-ALPHA INC.**, Dallas, parent company of **TRANSCONTINENTAL MUSIC CORP.**, approved a previously proposed 1-for-10 reverse stock split of common. The move decreased the number of outstanding shares to 2,720,506 from 27,205,067. Each new share has a par value of \$5; the old shares had a par value of \$1. Shareholders also approved a decrease in the number of authorized shares of common to five million from 50 million. Transcontinental Music, which reported an operating loss of nearly \$3 million in the first three months that Omega-Alpha owned it, reported it was profitable for the second quarter ended Dec. 31, according to James J. Ling, chairman and chief executive of Omega-Alpha. Ling forecast that by June, the music-tape company's earnings, "as percentage of sales," will be comparable to its competitors. . . . **BELL & HOWELL CO.**,

Chicago, sold its Electronic Materials division to Materials Sciences Corp., Torrance, Calif., for undisclosed terms. Annual sales of the Bell & Howell unit are estimated at \$3 million. . . . **MINNESOTA MINING & MANUFACTURING CO.**, St. Paul, will build an office building at its Maplewood headquarters complex. The six-story, 392,000-square-foot building is scheduled for completion in late 1974. . . . **STEREO TAPE CLUB OF AMERICA**, Gardena, Calif., which sold prerecorded tape and players through the mail, has had its operation terminated, according to its parent firm, **CERRO CORP.** The tape subsidiary had a loss of about \$3,973,000 for the first nine months of last year. Cerro, which owned about 82 percent of Stereo Tape, acquired the mail order club in mid-1971 for about \$4 million. Allen Wolfley, senior vice president, finance, said Cerro will take an extraordinary charge against net income of some \$4 million after taxes. The charge works out to about 45 cents a share for the

year (see separate story in Tape/Audio/Video). . . . **WOMETCO**, Miami, announced it has terminated talks to acquire **HANSEN PUBLICATIONS**, Miami. . . . **ABKCO INDUSTRIES**, New York, reports fiscal 1972 profits of \$1,399,000, or \$1.05 a share, on sales of \$11,210,000 compared to earnings of \$559,000, or 42 cents a share, on sales of \$8,936,000 a year ago. The current year, ended Sept. 30, included extraordinary items of \$489,000, or 37 cents a share. In the year before, there were no extraordinary items. All per share amounts have been adjusted to reflect two special 3 percent stock dividends, paid in February and September. In the company's annual report, the following items are reported: settlement of a suit with the Rolling Stones and a former Stones producer gave ABKCO a special pretax gain of \$1,180,000, or a gain of \$710,000 after taxes; ABKCO's sale of its MGM stock resulted in a special loss item of \$446,000, but an after tax credit reduced the loss to \$312,000; and a suit started against ABKCO by Capitol Records has been discontinued without liability chargeable against ABKCO. . . . **HANDLEMAN CO.**, Detroit, according to Arnold Bernhard & Co., New York, "still offers substantial appreciation potential for a 3-to-5 year pull. A return of earnings to their previously established track, and a price-earnings multiple more in line with past norms, would enable the stock to climb 'to a respectable position.'" According to the investment report, "the price of Handleman shares has risen 45 percent since September, but the partial rebound stemmed from re-inflation of the P/E multiple, which was 10 in September and well below past norms. We expect Handleman to give a subpar price performance over the coming 12 months, and would defer new commitments at this time." The Bernhard report said "it has trimmed earnings estimate for the current year by 10 percent and pretax margins are unlikely to return to the 10 percent level this year." Handleman is guarding against further earnings surprises, said the survey. "One of the factors that led to the poor showing in fiscal 1971 was sharply increased state and city taxes. Income taxes are being accrued at a 52 percent rate this year (vs. 48 percent last year) and inventory adjustment reserves are undoubtedly also being bolstered." The company received about \$2 million for the 29-store Canadian drug chain it sold to a group of Canadian investors. The reduction in interest expense that Handleman will achieve from the elimination of some short term borrowings will exceed the profits derived from the subsidiary. The drug chain had sales of about \$9 million in 1971.

## Canadian Yule

• Continued from page 3

Stampedeers, Ray Materick, Lighthouse and Bruce Cockburn. A spokesman for Eatons said that the store was enjoying "a very good season." Final figures for the last week before Christmas were not yet available, but they were expected to be "excellent." The spokesman said album product by Anne Murray and Moe Koffman was doing well and that big foreign sellers included Cat Stevens, the Stones, Slade, Grand Funk, Arlo Guthrie, James Last and Sha Na Na. The "Lady Sings the Blues" album did not reach the stores until just a few days before Christmas.

**Who is Needom Carroll Grantham?**

# Tax SHELTER

Ask your financial advisor about the advantages of owning a ranch or farm in beautiful Oklahoma. Three ranches and five smaller tracts of the famous Mullendore Cross Bell Ranch will be sold January 16 at 10:00 a.m. at the Osage County Fairgrounds, Pawhuska, Oklahoma.

For catalog write: Otis H. Eversole, Sale Coordinator  
116 South Fourth Street  
Muskogee, Okla. 74401

## Perry, Denjean In New Disk Tie

**MONTREAL**—Andre Perry of Good Noise, Ltd., will again collaborate with French composer and arranger Claude Denjean in recording a synthesizer album for Phase 4 Records, a division of London Records. The album follows the acceptance of the duo's first album for the label, "Electronic Experience."

## Earnings Reports

**INSTRUMENT SYSTEMS CORP.**  
(Benjamin Electronics)

Yr. to Sept. 30:	1972	1971
Sales	\$190,099,000	\$167,481,000
Income	1,518,000	1,821,000
Spec charge	5386,000	
Net income	cl. 132,000	1,821,000
Avg shares	9,338,000	8,757,352
Per share	a.16	.21

a—Based on income before special charge. b—Losses on long-term investments, discontinued and sold operations less gain from the sale of subsidiary stock and excess tax reserves. c—Equal to 12 cents a share.

# Market Quotations

As of closing, January 4, 1973

NAME	1972 High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	27	3 5/8	489	18	17	17 3/8	+ 1/2
ABC	81 1/2	51 1/4	480	80 7/8	74	80 3/4	+ 5/4
AAV Corp.	15 3/8	9	107	12 7/8	10 5/8	12 1/4	+ 1 3/8
Ampex	15 1/8	5	1992	6 7/8	5 3/4	6 5/8	+ 3/4
Automatic Radio	8 7/8	5	172	7 3/8	5 3/4	7 1/4	+ 1 3/8
Avco Corp.	20 7/8	13 3/8	599	16	15	15 1/2	+ 3/8
Avnet	15 1/4	10 5/8	1310	12 7/8	11 7/8	12 5/8	+ 1/2
Bell & Howell	73 3/8	48 1/8	985	56 3/4	53 1/2	54	- 2 1/4
Capitol Ind.	14 3/4	6 1/4	169	8 1/8	7 3/8	7 7/8	+ 1/2
CBS	63	45 1/2	2213	52	48 3/4	51 5/8	+ 2 5/8
Columbia Pictures	14 7/8	8 7/8	707	9 7/8	9	9 3/4	+ 1/8
Craig Corp.	8 3/8	3 3/8	294	6 1/4	5 5/8	6	+ 1/8
Creative Management	15 1/2	7 7/8	126	8 3/4	7 7/8	8 3/4	+ 3/4
Disney, Walt	247	132 3/4	1016	247	233 1/2	236 3/4	+ 4 1/4
EMI	6	4	167	4 3/4	4 1/2	4 1/2	- 1/8
General Electric	74 3/4	58 1/4	3222	74 3/4	71 3/4	72 7/8	+ 2 1/8
Gulf + Western	44 3/4	28	2702	35 3/4	33 1/4	34 1/2	+ 1 3/8
Hammond Corp.	16 3/4	8 5/8	307	15 1/4	14	14 7/8	+ 1
Handleman	42 1/8	10 1/2	347	15 3/8	14 5/8	14 5/8	+ 1/8
Harvey Group	7	3 3/4	262	5 1/4	3 3/4	4 7/8	+ 7/8
Instruments Systems Corp.	7 7/8	3 1/8	651	3 3/4	3 1/8	3 3/4	+ 1/2
ITT	64 1/2	48 1/4	3942	60 3/8	58 5/8	58 3/4	- 3/4
Lafayette Radio	40 1/2	29	91	30 7/8	29 1/2	29 1/2	- 3/8
Matsushita Electric Ind.	35 3/8	18 1/8	2972	35 3/8	31 3/4	33 3/8	+ 1 3/4
No. American Philips	39 3/4	26 3/8	104	34 1/2	34	34 1/2	+ 1/8
Pickwick International	51 1/2	39 3/4	385	51 1/4	48	50 7/8	+ 2 5/8
Playboy Enterprises	25 1/8	14 3/8	187	19 1/4	18	18 7/8	+ 1/2
RCA	45	32 1/8	2097	39 1/8	37 1/8	37 5/8	- 3/4
Sony Corp.	64 1/8	21 1/4	3836	64 1/8	60 1/2	63 3/4	+ 3
Superscope	25 1/4	11 1/8	890	25	22 1/4	23 5/8	+ 1 1/2
Tandy Corp.	49	32	943	46 7/8	45 1/8	46	+ 1
Telex	14 7/8	5 1/2	1583	6 1/8	5 1/2	5 3/4	+ 1/8
Mattel Inc.	34 3/4	10 5/8	1457	14 5/8	13 5/8	14	Unch.
MCA	35 7/8	23 1/8	933	34 3/8	32 1/2	32 7/8	+ 3/8
Memorex	38 1/2	15 1/8	1421	18 3/8	16 1/8	17 1/2	+ 1 1/2
MGM	27 1/2	16 3/4	87	24	22 7/8	24	+ 1
Metromedia	39	27 1/4	162	32 1/2	31 1/8	31 1/8	+ 1/8
3M	87 1/8	74 1/4	970	86 1/8	84 1/2	85 1/2	+ 3/4
Motorola	134 3/4	80	782	132 7/8	128 1/2	130 1/2	- 1/2
Tenna Corp.	10 7/8	4 1/4	365	5 1/8	4 1/4	5	+ 1/2
Transamerica	23 1/2	16 1/4	8726	17 1/2	17	17 1/4	Unch.
Triangle	20	14	338	15 3/4	14 1/8	15 1/2	+ 1 3/8
20th Century-Fox	17	8 5/8	1275	12 3/8	11	12 1/4	+ 7/8
Viewlex	12 7/8	4 1/4	536	5 1/8	4 1/4	5 1/8	+ 3/4
Warner Communications	50 1/4	31 1/4	912	39 1/8	36 1/2	38 1/2	+ 1 3/8
Wurlitzer	20 1/4	14 3/8	39	17 1/2	17	17	- 1/8
Zenith	56 3/8	39 3/4	893	56	52 1/2	54 7/8	+ 2 1/2

As of closing, January 4, 1973

OVER THE COUNTER	Week's High	Week's Low	Week's Close	OVER THE COUNTER	Week's High	Week's Low	Week's Close
ABKCO Ind.	7	5	7	Koss Electronics	15 3/4	14 3/4	15 3/4
Bally Mfg. Corp.	69 1/4	66 1/2	69 1/4	M. Josephson Assoc.	18	15	18
Cartridge TV	18	16 1/2	16 1/2	Mills Music	12	11	11
Data Packaging	5 1/2	5 3/8	5 1/2	NMC	4 3/8	3 3/8	4 3/8
Gates Learjet	12 1/4	10 1/8	12 1/4	Recoton	4 1/8	3 7/8	4 1/8
Goody, Sam	4 3/4	4 1/2	4 1/2	Schwartz Bros.	6	6	6

\*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.

The above contributed to Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc. Members of the New York Stock Exchange and all principal stock exchanges.

# CTI To Push TVC In Minority Areas

• Continued from page 3

ful programming for all minority groups. The CTI executive, citing currently available black programs as an example, lamented the fact that much of the programming developed for minorities, did not really speak to the groups about which they were developed, but instead sought to address majorities about the predicaments of those groups.

He continued, "The minorities already know what their plight is, they do not need to be reminded of it. Instead, they need to be entertained and educated, and we will seek to do this."

CTI is already talking to motion picture companies producing black adventure films, and to independent producers of educational programming for minorities. Gelfman intends to work closely with the latter group in producing programs that will be appropriate, not only for the CTV format, but also for the minority groups to which they will address themselves.

CTI's decision to work with independent producers on the development of original programming for its CTV system, developed out of the realization by the company, that many titles acquired in the past were almost totally unsuitable, and would probably never be used. "This represents a loss of time, money and energy," said Gelfman, "and we intend to avoid similar pitfalls in the future."

As part of its push into the minority market, CTI is putting Spanish soundtracks on some of its programming which it feels will

appeal to a broad section of the nation's Hispanic population. The firm is also preparing programming with French soundtracks to coincide with its planned entry into the Canadian market.

Gelfman disclosed that CTI's programming push into the minority market will also extend to its rental cartridges, produced and distributed by Cartridge Rental Network (CRN) a joint venture company of CTI and Columbia Pictures Cassettes.

The CTI executive feels that the push will have added significance with the availability of his company's stand-alone players due for release on the market later this year with a \$700 price tag.

The CTI sale catalog has 111 titles to which will be added 60 new titles by the spring of this year, with another 90 additions planned for the fall of 1973. Of the new programs, no fewer than 75 titles are being developed exclusively for Cartrivision. "The shift of our emphasis will continue to be on original programming until we have a catalog tailored to the needs of our viewers," Gelfman reaffirmed.

## Religious Labels

• Continued from page 3

new firm produced, and which was distributed through the Campus Crusade nationally, indicate the growing potential of religious music, which is youth-oriented and directed.

# Johnny Rivers' Top Selling LP "L.A. Reggae" Contains

Knock On Wood • Brown Eyed Girl • Memphis '73 • On The Borderline • Come Home America • Stories To A Child • Mother And Child Reunion • Crazy Mama New York City Dues • Life Is A Game • Use The Power • and...

## ROCKIN' PNEUMONIA

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Please include self-addressed stamped #10 envelope.

# U.S. Chains Plan Record 125+ '73 Store Openings

• Continued from page 1

spread its wings with another 20 openings in the present year. The chain, which had three stores in 1967, will go as far west as Orem, Utah, and Tucson and the first of five or six stores in California will probably open in August. Bergman said he will continue with an emphasis on mall and shopping center stores of from 1,500 to 2,000 square feet, carrying an inventory of approximately \$75,000 primarily in records and tape.

## Playback Envisions 100 Stores by '75

OAKBROOK, Ill. — Playback, the burgeoning chain of audio playback stores which also handles records and tape, intends to boost their present chain of 35 stores in Illinois, Wisconsin, Kentucky and Indiana to 100 outlets before September, 1975, according to Neal Ott, treasurer of the firm here. The chain, operated by a group of alumni of Allied Radio, headed by Shelby Young, opened its first four stores in November, 1971.

Ott explained that Playback stores presently fall into four general space categories, ranging in size from 1,200 to 14,000 square feet. The largest stores are anchor stores which serve an area as a retail as well as a semiwarehousing function for other nearby stores. Ott stated that the chain intends to "backfill into markets."

## CMC Ogles Malls; 22 More Stores Set

ST. LOUIS—CMC Stereo Centers, who now operate 30 stores in Missouri, Kansas, Illinois, Indiana, Iowa and Georgia, hope to have 52 stores in operation by September. Mrs. Barbara Gamache, assistant to president Berle Northup, said the Custom Music Corp. has just opened up its first mall store in Castleton Square, Indianapolis, and is seeking more such locations.

Up to this point, the chain has constructed its own free-standing store in a high-traffic area. The stores emphasize all types of audio playback, package through components, with substantial inventories of records, tapes and accessories, both playback and audio.

## Merchants Cite Franklin

ECHELON, N.J.—The Echelon Mall Merchants Association has awarded the "Retailer of the Year" citation to the Franklin Music Co., a music retail chain with shops in New Jersey and Pennsylvania.

## Disc Records Plans 10 More Locations

CLEVELAND — John Cohen, president of the 31-store Disc Record chain, based here, intends to open up approximately 10 new outlets, primarily in Illinois, the South and northern Florida. Cohen said he intends to stick pretty much to a 1,500-square-foot store in mall or shopping center, with the emphasis on records and tapes and some accessories and playback equipment.

"We have gone the big store route and now find that we can best operate in a profit in smaller quarters. We will continue to emphasize catalog in many different classifications of repertoire," Cohen said.

## Franklin Stores Mull \$300,000 Investment

PHILADELPHIA — The Franklin stores have three stores opening definitely in 1973. Following their customary planning, each of the stores will represent a \$300,000 physical investment in construction, exteriorly and interiorly. Designer Stuart Roberts is doing 1973 stores for malls in suburban Philadelphia; Bucks County and Atlanta, Ga.

Al Franklin, chain president, said he is negotiating for another six or seven mall-type locations in 1974.

## Budget R&T Boosts 20 O.&O. Locations

HOUSTON — The two-and-one-half-year-old Budget Records and Tape chain, which now has 72 stores nationally, intends to open 20 more owned-and-operated stores and plans about five to 10 more franchised stores. Cleve Howard, founder-president, explained that up to now the effort has been behind franchised outlets, but that he was taking the year to emphasize the o. and o. stores.

Howard stated that the price of obtaining a Budget franchise has been raised from \$12,000 to \$18,000. He said that the four-store Houston experiment in operating primarily soul music stores as opposed to the pop rock format of most previous stores has worked out well in its first six months.

The award, the first of its kind given by the association, was presented to Franklin Music for its Echelon store. Selection was based on sales volume per square foot of store size, sales increase since the store opened in September 1970, merchandising and management ability, customer and employee relationship, community and mall participation, in-store and advertising participation, hours of operation and other criteria.

Franklin Music was selected from 114 other merchants who operate businesses in the Echelon Mall and, according to James B. McLean, manager of the Mall, the award marks the first time that the shopping center industry has given a "Retailer of the Year" award. Al Franklin, president and operator of the chain, accepted the award.

## Monarch Wins \$91G MCA Suit

LOS ANGELES—Monarch Record Manufacturing has been awarded the full payment of \$91,640 it had sought from MCA Records in Superior Court here. Judge Jack A. Crickard handed down the decision, giving Monarch \$8,916 of the award as interest.

He said that he estimates the four stores in black neighborhoods here will cumulatively do \$1 million the first year. Howard has found that the additional business done in singles by black-oriented stores has been most encouraging. In most of his other stores, he carries only a token amount of singles inventory.

## Schwartz Bros. Set 3 More Harmony Huts

WASHINGTON — Three more Harmony Huts will open in 1973, according to Stuart Schwartz of Schwartz Bros. here. Two 6,500-square-foot stores will open in Baltimore and Springfield, Va., respectively, while the third store will be an 8,000-square-foot outlet in E. Brunswick, N.J.

Schwartz will continue to operate a full-line store, carrying musical instruments, records and tape, sheet music and folios and audio playback equipment. Harmony Huts is presently a nine-store chain.

## Shapiro Blueprints 7 Stores in 120 Days

PITTSBURGH — Sam Shapiro, president and founder of perhaps the oldest chain operation, National Record Marts, will reopen one store near the University of Pittsburgh here and has six more store openings before April 15.

Shapiro said that all stores will probably be within 150 miles of his base here. He favors 2,000-square-foot stores in closed malls. All stores carry records, tapes, accessories, sheet music and books.

## Chains View '73 Growth

LOS ANGELES — Lee Hartstone, president of Integrity Entertainment Corp. here which operates the Warehouse 25-state-wide chain, said "we hope to expand aggressively. We are constantly sight-locating possible sites."

Al Geige, chief of Montgomery Ward's record and tape sector, reported that the longtime retail department store chain will open 20 stores in 1973 "and all of them will have record and tape departments."

Manny Green, Stereo City, a greater Chicagoland chain of 11 stores, sees a possible three more stores. He pointed out that the one definite new store will be 6,000 square feet, a gain from the original 1,500-square-foot stores. The chain is in audio playback and records and tapes and accessories.

Al Balaiti, general manager of the Sound Track Philadelphia chain, which has opened up three stores its first year, said there may be two neighborhood stores and one small store in the offing. Max Silverman, operator of the Waxie Maxie 13-store skein, Washington, said that he is readjusting his planning now that the negotiations between his firm and Schwartz Bros., regarding merger, has terminated. Silverman said he definitely intends to open new locations in 1973.

## David Adding 6 to 8 More Camelots

N. CANTON, O.—The 15 full-line Camelot stores may grow by another six to eight openings before the year's end, according to Paul David of Stark Record Service here.

David said the firm will continue to operate mall and shopping center locations with a possible three new states being added to the geographical area covered by Camelot. David said he intends to deeply broaden all facets of inventory carried. Stores handle records and tape, sheet music and folios and accessories primarily.

# Karol Asks Latin Labels to Step Up Pace

• Continued from page 1

fortunately, the manufacturers at present aren't giving the retailer and the distributor the promotional backing which the music deserves." With strong promotion and merchandising, he continued, "Latin music could become a giant on the American market."

Karol's remarks came shortly after the holiday-buying season, during which, he claimed, "our Latin department sold more product than ever before." He said that sales were balanced with catalog and newly released LP product, as well as with an increasing demand for Latin tapes. "What is necessary," he continued, "is promotion on an integrated basis. An approach that will balance promotion of product in both the Latin and American markets and that will utilize radio and television spots and trade and consumer advertising more readily. While our sales were good," he stated, "they were basically limited to Latin customers—and mainly because we have a reputation for carrying a full line of product."

Karol said that he deals with approximately 100 Latin distributors and finds them "extremely" reliable and enthusiastic. He cited Sunday deliveries and weekday stops, up to 8 p.m. as some of the benefits in dealing with Latin distributors. Karol's West 42nd Street store, which does the bulk of Latin sales for the chain, stays open on Sundays, and according to Karol, does 50 percent of its business on weekends. He said that whole families come in to browse and to buy on the weekend, creating a festive atmosphere in the store. He employs four full-time Spanish speaking salesmen.

## 7500-LP Inventory

The store, in operation for nearly 20 years, carries an inventory of 75,000 LP's and an additional \$40,000 in tape product. The LP's are placed in browsing bins and wall shelves under the country of origin and are further categorized by artist selections.

As for returns, Karol said that the figure is usually below 1 percent. He credits the low percentage of returns to the tendency of most Latin LP's to become catalog selections. "We have albums that are over five years old that are still selling well," he said. "Latin people, no matter their station in life, use music as an integral part of their lives," added Karol. "They support their music with record sales and you'll find that a higher percentage of their earnings go to the buying of records and tapes than the average American. Our store's success is based on word-of-mouth advertising we receive in the Latin community and on the fact that we carry a complete selection."

Karol also credited 5 percent of his business to mail order sales. He said that quite often people outside of the city, where Latin product isn't readily available, write or telephone the store to place an order. The price on the service is cost of mailing plus the in-store price of the record or tape.

"If anything," Karol said, "we know that Latin is selling—just from our own figures. But, if it's going to grow, it needs the promotion of the manufacturer."

## COL, ARETHA TIE DENIED

NEW YORK — Columbia Records has denied that the label has signed Aretha Franklin or that there are any negotiations under way between the singer and the company. The denial was issued here by Robert Altshuler, director of information services for Columbia.

## Receivers in Bankruptcy PUBLIC AUCTION Real Estate

- FAIRGROUNDS, PAWHUSKA, OKLAHOMA  
10:00 a.m. January 16, 1973—RAIN OR SHINE
- MULLENDORE CROSS BELL RANCHES  
Deeded land and all improvements thereon
- BIRD CREEK RANCH, PAWHUSKA, OKLAHOMA  
Deeded land—8,675 acres; leased land—2,547 acres
- LITTLE CHIEF RANCH, FAIRFAX, OKLAHOMA  
Deeded land—4,360 acres; leased land—3,374 acres
- SEDAN RANCH, SEDAN, KANSAS  
Deeded land—4,748 acres together with minerals thereunder
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The fact is that Shel Silverstein's new single is getting No.1 phones wherever it's played.

**"Sahra Cynthia Sylvia Stout Would Not Take the Garbage Out."**

From Shel Silverstein: the hairiest star of 1973. On Columbia Records.

# Talent

## Stax/Griffin Prod Form Cohesive Unit

LAS VEGAS—The Merv Griffin produced "Isaac Hayes and the Stax Organization presenting the Memphis Sound," a 60-minute television special filmed last week at Caesars Palace resulted in a solid marriage between Griffin Productions and Stax.

"With the kind of success we are having it would be foolish not to consider doing as much to-

## P. Dainty Push On Stones' Tour

LONDON — The Paul Dainty Organization is promoting the Rolling Stones' tour of Australia and New Zealand next month. The first concert will be held at Auckland's Western Springs Stadium on Feb. 11.

From there the Stones move on to the Milton Tennis Courts, Brisbane (Feb. 13 and 14), Kooyong Tennis Courts, Melbourne (Feb. 17-18), Memorial Park Drive, Adelaide (Feb. 20 and 21), Western Australian Cricket Arena, Perth (Feb. 24) and Randwick Race Course, Sydney, (Feb. 26-27).

The Stones will invite local acts to appear with them in each location. Prior to the Australian tour, the Stones play three dates in Honolulu, five dates in Tokyo, and one in Hong Kong. They last visited Australia in February 1965, though Mick Jagger returned in July 1969 to play Ned Kelly in the film of the same name. The Stones will be augmented for the tour by Jim Price and Bobby Keys on horns and Nicky Hopkins on keyboards.

gether as possible," noted Murray Schwartz, president of Griffin Productions. "We are currently considering doing a film together. I can't tell you the property because we're negotiating it but it's about a very famous black star starring Leslie Uggams whom my company represents. And, again it will be in association with Stax and Merv Griffin Productions. We found that we work so well on this that we are a very cohesive unit."

The Isaac Hayes special is the first of six musical television specials originating from Caesars Palace.

"We are treating each special as a pilot for a summer replacement series or even regular network programming," said Schwartz. "Our aim is to either sell the shows to a network or syndicate them. If we syndicate I estimate they will be seen in at least 100 markets."

Stax Records will release a soundtrack album on the show and advise Griffin Productions in all radio promotion.

"We're shocked at the scope of this," exclaimed Schwartz. "It started out as a very minor in-concert special and turned into a major show involving 125 people. Because of the association of Stax and Griffin Productions and Metromedia we've been able to deliver a major special for financially way less. We've found mutual value; for them promoting Stax and for us doing our special. Cost wise, you couldn't do what we're doing if we didn't have this association. Most syndicated shows have a very small orchestra and one or two acts whereas we have eight

*Continued on page 16*

## Signings

American Talent International is now handling exclusive booking representation for the Chicago-based group **The Flock**. . . Universal Attractions has signed **Harold Melvin & The Blue Notes** to a long-term exclusive agency and representation contract in all fields. . . **Dugg Duggan and the Family Jam** have signed with Crested Butte Records of Denver. First single is "Steppin' Out."

**Baxter**, a five-member New London, Connecticut rock group, has been signed to an exclusive recording contract by Paramount Records. Set for release is the group's first single, "Give it All," followed by "Baxter," an album. . . Don Management has signed **First Class**, a new vocal group from Baltimore. . . Just Sunshine Records has formed **Avoid Management/Deal Direct** as a management wing service for artists on its label.

## Jones Far East Tour Re-Set

LONDON—Tom Jones' tour of the Far East next month has been re-scheduled following an amicable settlement of a dispute between Jones' manager, Gordon Mills, and the Japanese tour promoters. Mills had previously cancelled the tour because of "exorbitant" ticket prices charged for cabaret and concert dates in Japan.

A spokesman for Mills said, "We found the promoters were charging \$125 for concert tickets and \$375 for cabaret dates, which we thought was much too high."

"We've now reached an agreement whereby a large sum of money — the difference between what we consider to be a fair ticket price and the actual price—will be paid by the promoters to a Japanese orphan fund. Tom Jones will be also donating money to charity."

Jones leaves London on Feb. 15 for dates in Osaka and Tokyo followed by a concert performance in Hong Kong on Feb. 25.

## WHO—WHAT—WHERE

### ARTISTS ITINERARIES

**CLAUDIO ABBADO** (Deutsche Grammophon): Philharmonic Orch. at Academy of Music, Jan. 9, 12, 13, 16.

**DAVID AMRAM** (RCA): New York, Bells of Hell, Jan. 12-17.

**PAUL ANKA** (Buddah): Acapulco, Regency Hyatt, Jan. 8-14.

**ROY AYERS** (Polydor): New York, Pace College, Jan. 19.

**DANIEL BARENBOIM** (Deutsche Grammophon): Cleveland, Cleveland Orch., Jan. 1-14; Chicago, Chicago Sym., Jan. 15-29; San Francisco, Opera House, Jan. 30.

**BOSTON SYMPHONY ORCHESTRA** (Deutsche Grammophon): Hartford, Conn., Bushnell Mem. Aud., Jan. 16; New York, Philharmonic Hall, Jan. 17-19; New York, Carnegie Hall, Jan. 18-20.

**BEVERLY BREMERS** (Scepter): Dayton, Suttmillers, Jan. 22-27.

**BREWER & SHIPLEY** (Buddah): Houston, Houston Astrodome, Jan. 14; Jacksonville, Jacksonville University, Feb. 18.

**JULIE BUDD** (RCA): Minneapolis, Radison Hotel, Jan. 11.

**THE COUNTS**: New York, Drake Hotel, Jan. 8-Feb. 11.

**CURTIS MAYFIELD** (Curton): California, Santa Monica Civic Auditorium, Jan. 26; San Francisco, Winterland, Jan. 27-28; Edmonton, Jubilee Auditorium, Jan. 31.

**ARTHUR FIEDLER** (Polydor): Baltimore, Baltimore Sym., Jan. 5-6; Ft. Wayne, Ind., Ft. Wayne Phil., Jan. 10-14; Houston, Houston Sym., Jan. 24; Owensboro, Ky., Owensboro Sym., Jan. 18-20; Bergen County, N.J., Bergen Phil., Jan. 25-28.

**DIETRICH FISCHER-DIESKAU** (Deutsche Grammophon): Cleveland, Severance Hall, Jan. 14; Chicago, Auditorium Theatre, Jan. 16; Chicago, Symphony Hall, Jan. 18-20; New York, Carnegie Hall, Jan. 23; Washington, D.C., Kennedy Center, Jan. 26; New York, Alice Tully Hall, Jan. 28, 30.

**FLASH** (Sovereign): New York, Philharmonic Hall, Jan. 14; Chappaqua, Horace Greeley High School, Jan. 27.

**FRANKIE 13** (Johnson): New York, Downstairs at the Upstairs, Jan. 2-13.

**BUCKMINSTER FULLER** (Audio Fidelity): New York, Carnegie Hall, Jan. 14.

**STEVE GOODMAN** (Buddah): Elgin, Illinois, Jan. 13.

**GUN HILL ROAD** (Buddah): Blacksburg, Va., Virginia Poly Tech., Jan. 26.

**DR. HOOK & THE MEDICINE SHOW** (Columbia): New York, Bitter End, Jan. 17-21.

**LEO KOTTKE** (Capitol): New York, Philharmonic Hall, Jan. 21.

**CLEO LAINE** (Stanyan/Discus): New York, Carnegie Hall, April 26.

**BUZZY LINHART** (Buddah): Philadelphia, Grindle's Lair, Jan. 18-21.

**ELLEN McILWAINE** (Polydor): Chicago, Mr. Kelly's, Jan. 8-21.

**J.F. MURPHY & SALT** (Elektra): Brooklyn, Bananafish Park, Jan. 10-11.

**NINA SIMONE** (RCA): Brooklyn, Academy of Music, Jan. 14.

**STANDING OVATION** (Motown): Brooklyn, Lee Canaan's Periphery, Jan. 3-17.

**LILY TOMLIN** (Polydor): Chicago, Mr. Kelly's, Jan. 8-21; New York, The Bitter End, Jan. 24-29.

**CHUCK WAYNE & JOE PUMA**: New York, Hilly's, Jan. 10-13.

## Billboard Hot Latin LP's IN NEW YORK

Billboard SPECIAL SURVEY for Week Ending 1/13/73

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	—	EL JUICIO . . . . . Willie Colon, Fania 424	1
2	—	ESTO FUE LO QUE TRAJO EL BARCO . . . . . Ismael Rivera, Tico 1305	1
3	—	25th ANNIVERSARY . . . . . Tito Rodriguez, TR 500	1
4	—	POR EL LIBRO . . . . . Gran Combo, EGC 003	1
5	—	LA CARNE LO MATO . . . . . Yoyito Cabreja, Westside 1224	1
6	—	EL PADRINO . . . . . Chaparro, Rico 709	1
7	—	QUE VIVA LA MUSICA . . . . . Ray Barretto, Fania 427	1
8	—	ON THE RIGHT TRACK . . . . . La Protesta, Rico 710	1
9	—	EL PEQUENO GIGANTE . . . . . Nelson Ned, UA Latino 31118	1
10	—	LA GRAN FUGA . . . . . Willie Colon, Fania 394	1
11	—	OUR LATIN THINGS . . . . . Fania Allstars, Fania 431	1
12	—	TE DIGO ORITA . . . . . Johnny Ventura, Mate 003	1
13	—	OCHO . . . . . UA Latino 31119	1
14	—	DOS . . . . . Malo, Warner Bros. BS 2652	1
15	—	EN ESPANOL . . . . . Vikki Carr, Columbia KC 31470	1
16	—	OLVIDA . . . . . Odilio Gonzalez, Dial 1043	1
17	—	PAYASO . . . . . Ralph Leavitt Y La Orchestra Le Selecta, Borinquen DG 1212	1
18	—	LOS AMANTES DE RAFAEL . . . . . Rafael, UA Latino 31072	1
19	—	LOS GRADUADOS . . . . . Zeide 3304	1
20	—	CHEO . . . . . Jose Cheo Feliciano, Alegre 8890	1

## From The Music Capitals of the World

### DOMESTIC

### LOS ANGELES

Capitol Records has denied purchase of P.J.'s night club as a talent showcase, thus quashing 1973's first music rumor here. . . . Nancy Wilson and Laurindo Almeida will appear at Venezuela's Onda Nueva Festival, also Letta M'bulu and hubby Cayphus Semenya.

Jerry Lonn of Seattle's Northwest Releasing in Anchorage to explore adding Alaska to the regional concert circuit. . . . Grace Slick and Paul Kantner denied plans to tour minus the Jefferson Airplane, though they're cutting a second duo album.

A Marilyn Monroe album with photo folio released by 20th Century Records. . . . Carla Thomas leading troupe to Viet Nam. . . . Sammy Davis Jr. to record Paul Anka's newest, "I'm Not Anyone," after a personal demo from Anka in Vegas. Anka played his "My Way" for Frank Sinatra in a similar meeting.

### Underground Tour

NEW YORK—The Velvet Underground, headed by Doug Yule, will be going on the road again in the U.S. The group's upcoming tour is being booked by ATI.

Over 100 radio stations in the south and midwest carried the New Year's Eve concert of the Allman Brothers and Wet Willie from New Orleans. . . . A Commander Cody songbook is out and the Lost Planet Airmen touring Germany.

Frank Sinatra, Sammy Davis Jr. and Vikki Carr headline the Inaugural Gala. . . . Steely Dan concentrating on weekend dates to spend more time in the studio. Their percentage of two sold-out shows at Under the Ice House in Glendale was \$1,750. . . . And that other steel-titled group, Steeleye Span, signed for the Frankfurt Film Fest with Julian Bream.

The Section backed John Kay's new album. . . . "Monsanto Night Presents Tony Bennett" taping in Hawaii. . . . Tennessee Ernie Ford records his first country music album in 20 years with Capitol. . . . Pat Williams scoring "Ssssss." . . . Sammy Davis Jr. and Billy Eckstine at Valley Music Theater. . . . Slim Whitman touring England. . . . Cheech & Chong doing three shows at Westbury Music Fair and another three at Maryland's Shady Grove Music Fair. Both theaters are tents with in-the-round stages.

NAT FREDLAND  
*Continued on page 16*

## BROADWAY SHOW 10,072

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# Daddy's home.



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Listen to what's happening at Motown. You'll hear the times change.



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## From The Music Capitals of the World

### DOMESTIC

• *Continued from page 14*

### NEW YORK

Peter Hellman's expose, "The Record Industry Plays its Flip Side," in this month's *Cosmopolitan*. . . . When Yes (Atlantic) returns to the U.S. early this year, film clips of their London and Manchester performances may be inserted in their concerts. . . . The next Jefferson Airplane (RCA)

album, according to member Paul Kanter, will be half live and half studio, but with all new material. . . . Miriam Mekeba, who was crowned "Empress of African Song" by Guinea's President Sekou Toure, has just finished a tour of Europe and Africa. Miss Makeba will begin touring the Caribbean and the U.S. early this year. Apple Records releasing "Approximately Infinite Universe," a newly-recorded two recorded set

by Yoko Ono, produced by Yoko and John Lennon and featuring the Plastic Ono Elephants Memory Band. . . . The Oregon Symphony has retained the services of Dan Barnhart to handle public relations. . . . Writer Alvin Toffler, on behalf of Composers, Choreographers & Theater, is making a general appeal for support of the organization, whose funds are dwindling.

Selections from Carole King's Ode album "Rhymes and Reasons," are now available in a songbook just completed by Screen Gems-Columbia Publications. . . . Rock group the Velvet Underground are preparing to tour once more. . . . "Music: The Infinite Reflection," an examination of music as a unique combination of spiritual and mental processes, will be televised Friday (12) at 8:00 p.m. on

WNYC-TV (Channel 31). . . . More bad luck for Trapeze (Threshold). The rock group's equipment, estimated at \$30,000, was stolen four hours before they were to open at the Village East. With hastily rented equipment, the show went on. . . . Man claiming to be God called the Moody Blues (Threshold) in Baltimore with some heavy lyrics he had written. . . . Rock trio Grand Funk Railroad headline Don Kirshner's "In Concert" program Friday (19) at 11:30 p.m. on ABC-TV.

Singer Joe Simon (Polydor) has been showing the signs of his success in record sales and personal appearances with his recent purchase of a \$15,000 black diamond mink coat and \$15,000 imported sports car. . . . Flying Dutchman exec chief, Bob Thiele, and singer Teresa Brewer were married re-

cently. . . . Philippe Sarde will score the new feature film "Helle," directed by Roger Vadim. . . . Partridge Family member Danny Bonaduce (Lion) will perform his debut single, "Dreamland," on the Jack Parr Show Tuesday (9) at 11:30 p.m. on ABC-TV.

Chicago (Columbia) will make their television variety debut when they appear on the special, "Duke Ellington . . . We Love You Madly," to be aired Feb. 11 on CBS-TV at 9:30 p.m. The group will perform the Ellington composition "Jump for Joy." . . . Eddy Arnold's first album for MGM Records, his new label after 27 years with RCA, will be entitled "So Many Ways." The John Lennon-Yoko Ono (Apple) film "Imagine" premieres at the Whitney Museum of American Art Thursday (11) for two weeks. PHIL GELORMINE

### SAN FRANCISCO

Upcoming Bill Graham shows at Winterland include the Elvin Bishop Band and War, Friday and Saturday, Jan. 12 and 13; Traffic, Free and John Martyn on Jan. 25 and 26; and Curtis Mayfield with Tower of Power on Jan. 27 and 28. . . . Woody Herman, with a new album on Fantasy, at The Great American Music Hall, San Francisco, for a concert on Jan. 13. . . . Local Bay Area group, The Ducks, signed to Just Sunshine Records with a debut LP scheduled this month. . . . Karen Wyman into the Venetian Room of the Fairmont Hotel (2-10).

Former Joy of Cooking pianist and vocalist Toni Brown, along with Joy's lead singer Terry Garthwaite, have completed an album of original country songs, titled "Cross Country" and scheduled for a January release on Capitol. . . . Tony Smith, previously with Loading Zone, and Steve Sherard now with Malo. . . . Norman Davis, well-known air personality in the early days of San Francisco rock, takes over the 2-7 a.m. time slot on KSAN-FM. . . . Vic Damone, Mills Brothers, Jose Feliciano and Sarah Vaughan set for the Fairmont Hotel's Venetian Room in the New Year. PAUL JAULUS

### CINCINNATI

Belkin Productions brings the Allman Bros. Band to Cincinnati Gardens for a single shot Jan. 27. *(Continued on page 19)*

### Stax/Griffin

• *Continued from page 14*

major attractions, a 21 piece orchestra, Merv is involved and Hayes is one of the most sought after people in TV.

"Caesars Palace is probably one of the best run operations in the country," Schwartz continued. It's fascinating to see the show come down here, set up at 8 in the morning, tape and we're out at 4:30 in the afternoon. That's the association with this hotel and that's the success of the project. This show is going smoothly because we put all the right elements together; Stax Records, Isaac Hayes, our company and Caesars Palace. With all of those elements together how can you miss?"

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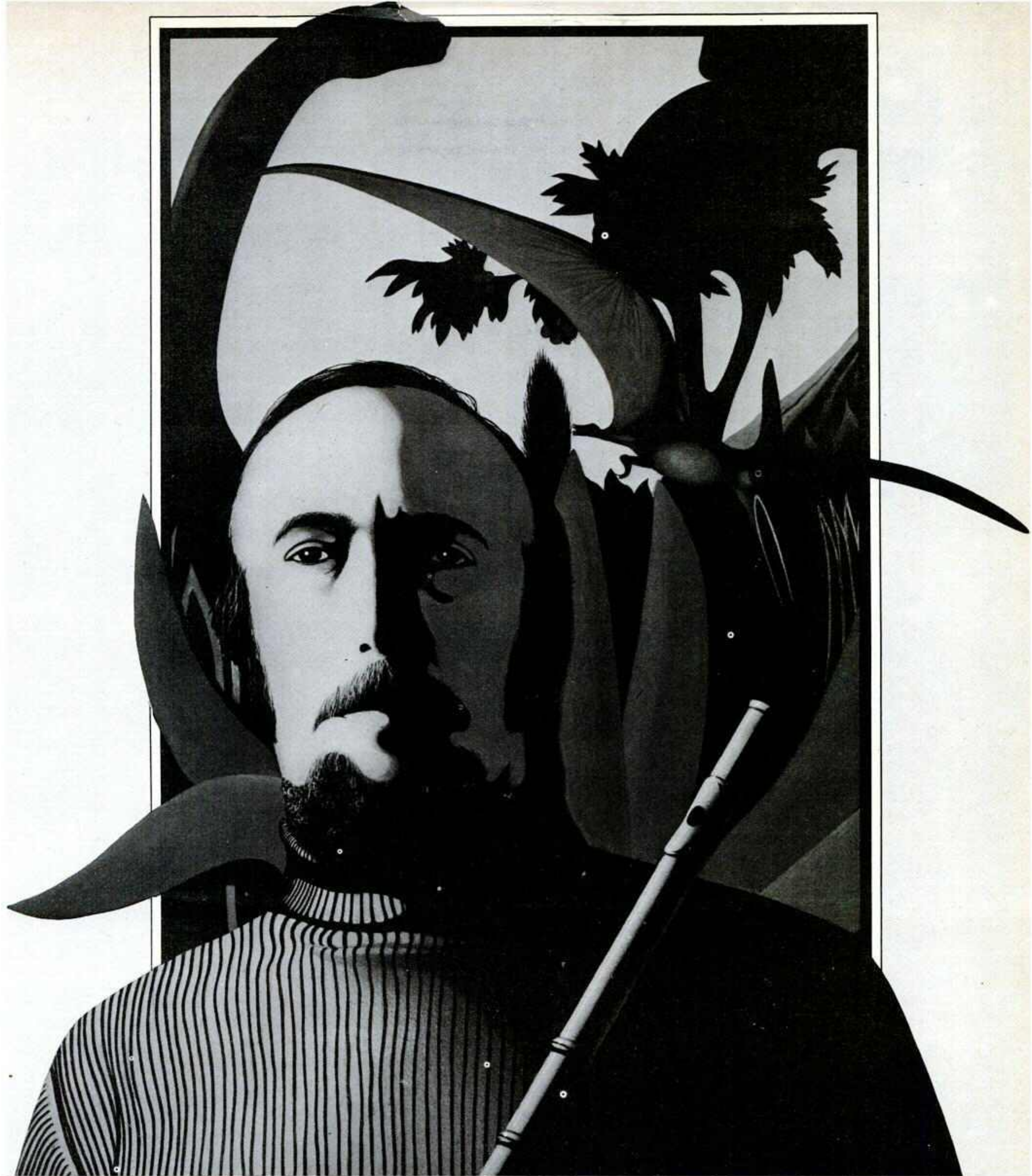
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# The Doug Sahm Sessions



PHOTOS: DAVID SAHM

During the first two weeks of October, Doug Sahm, known to some as Sir Douglas, recorded his first album for Atlantic Records at their studios on West 60th Street in Manhattan. The personnel on the album included: Jack Barber (bass) and Augie Meyer (keyboards) — members of the original Sir Douglas Quintet — Wayne Jackson of the Memphis Horns and David "Fathead" Newman on trumpet and sax, Dr. John (keyboards), Bob Dylan (harp, vocals, guitars, original material), assorted Texan running mates and fellow players like Flaco Jimenez (accordion), George Rains (drums), Atwood Allen, and Gary Scanlan, and Doug Sahm (guitars, fiddle, vocals, exotic Southwestern String Instruments, and main energy source). The album was produced by Jerry Wexler, Doug Sahm, and Arif Mardin.

Doug Sahm is one of those "rare breed" musicians who likes to get it right in one take. It's not just a question of playing and singing well, Doug just doesn't like wasting time with a lot of re-takes. Clutching the earphones to his head, he leans into the mike to lay down a perfect harmony over his mellow lead vocal to Willie Nelson's *Me & Paul*, one of the better "road" songs. Taking care of business with a minimum of time lost, he glides purposefully back into the control room to confer with Jerry Wexler. What else does the tune need... or more significantly... what doesn't it need? If there is one ongoing concern during the whole session, it is avoiding "clutter" on any of the tracks. After some tripling on the harmonies in the last verses, Bob Dylan decides to do his harmonica part over. He

had been sitting next to Doug, his back to the control room, interjecting sharply effective bursts of harmonica into the song. To most anyone, the harp track would have sounded perfect, but Dylan isn't convinced. So it's back into the cold glare of the studio for another take. The wrap-up comes with a brilliantly improvised series of horn fills by Wayne Jackson and David Newman that flesh the track out perfectly.

Professionalism — the most appropriate word for the prevailing mood during the sessions. Everyone is mellow, in the best Texas tradition, but the prime concern is the album; knowing instinctively what is right musically, and executing it with a maximum of cohesive energy and a minimum of self-absorption. For once, a surplus of talent in one place doesn't equate with the expected carnival of ego-trips. The creative buzz generated by these sessions is felt throughout New York. Fellow musicians like David Bromberg and Kenny Kosek come by and sit in. Elton John drops by for a visit.

The most amazing thing, however, is the music: Texas Swing, Shuffle Blues, Country with a back beat. An amalgam of material that includes Charley Pride's *San Antonio*, T-Bone Walker's *Papa Ain't Salty*, and a beautiful Dylan original called *Wallflower*. Despite the diverse background of many of the musicians on the session, their playing flows gracefully into Doug's music, infusing it with levels that go way beyond the accepted norms of "Country Rock."

It was as if this music was manifestly destined to happen, and everyone finally got together to make it. **W&M**

Reprinted from WORDS & MUSIC

**"Doug Sahm and Band"**  
coming soon  
from Atlantic Records  
and Tapes



## Studio Track

By SAM SUTHERLAND

Where's the single: **Donny Hathaway**, Atlantic Records' blossoming composer and performer, is the latest writer to move considerably beyond the three-minute barrier.

Sources report that Hathaway recorded his first symphony last week, in an undisclosed studio, presumably utilizing his customarily strong line-up of studio friends and probably a few additional ringers.

Choicest bit: the work was laid down in one four-hour session.

★ ★ ★

Meanwhile, **Jose Feliciano** is among artists who've recently completed that curious musician's pipe dream of the '70's, the home studio.

Feliciano's new 16-track facility is adjacent to his Feliciano Enterprises office complex in Orange County, Calif. And, wasting little time, the man has apparently flown in his producer, **Steve Cropper**, from his Memphis environs.

Musicians on dates for Feliciano's next album will include **J.A. Spell** on piano, **Richie Simpson** on drums, and **Jim Johnson** on bass. **Ronnie Capone** will engineer.

As for the Feliciano studio, plans call for commercial sessions with Orange County ad agencies to help keep the lights on.

★ ★ ★

Meanwhile, at **Gilfoy Sound Studios** in Bloomington, Ind., Jack Gilfoy reports that a second course in Recording Studio Techniques is slated to begin on Jan. 30.

Gilfoy's facility, among the first 16-track facilities in that area and still one of the few rooms boasting both Dolby and DBX noise reduction, was the site for an earlier course that brought students and musicians from the nearby Indiana University campus into contact with recording technology.

Now Gilfoy hopes to improve the modestly-priced course. He's particularly happy with the support he has received from the manufacturers, noting that companies like Audio Distributors, Gotham Audio, JBL and Ampex contributed everything from equipment to tape to personnel (the latter being **Joseph McCrory** from Ampex, who served as guest lecturer with a VTR tape presentation).

Equally encouraging was the response from **Hamilton Brosius** of Audiotechniques, Inc., who helped Gilfoy add a Burwen Dynamic Noise Filter to the array of noise reduction units available for the seminar. As Gilfoy notes, his students now have "firsthand knowledge as to all the available NRS systems."

Gilfoy hopes to continually update the course, both in techniques and equipment, and he's seeking literature, reprints, films, recordings, guest lecturers and anything else that might be pertinent to a thorough evaluation of the state of the recording art.

If you'd like to reach Gilfoy for more information on the course, the studio is at 300 Gilbert Ave. in Bloomington.

Moving in several directions is **Chris Dedrick**, an American writer and performer formerly with the Free Design and Project 3. Dedrick has received no small measure of critical support, but, working out of Orangeville, Ont., Canada, he is still just beginning to pull all the loose ends together for what looks like a rather ubiquitous career.

Having just completed his first solo LP at Toronto's **Manta Sound**, he's proceeding with negotiations for label assignment. The **Fat Lady Productions** work was engineered by **David Green**.

Then, at **A&R Studios** in New York, Dedrick is reported to have been working with **Phil Ramone** and **Peter Yarrow** on the production of **Michael Johnson's** tracks for Atlantic Records. Dedrick, Yarrow and Ramone are also collaborating on two other projects, notably Yarrow's second solo work for Warner Bros., featuring **Paul Simon** and **Garth Hudson**.

And, still under that triumvirate, Dedrick is handling horn and string arrangements, Ramone the board work, and Yarrow the musical and mental energies of **Lazarus**, the Warner Bros. act that is working on its second album for the label.

★ ★ ★

From **MGM's Hollywood** studio comes a rundown of recent sessions directed by **Val Valentin**, newly appointed vice president of engineering for MGM Records.

That man has been busy throughout December, with projects headed by work on new singles by **Donny Osmond**, produced by **Mike Curb** and **Don Costa** and engineered by **Ed Greene**. Greene also engineered a new album for **Steve Lawrence** and **Eydie Gorme**, again produced by the Curb/Costa team.

Yet another Curb/Costa production, the new **Tony Bennett** album, was also handled there, along with the duo's work on **Eddy Arnold's** first single for the label, engineered by **Angel Balestier**.

Meanwhile, **MGM engineer Jack Hunt** was on leave in Japan, lecturing his counterparts at Polydor and Ayoma. He has since returned, reportedly with "fond memories... and hundreds of boxes of green tea." Hmm.

### Ticketron Sued by H'wood Palladium

LOS ANGELES — The Hollywood Palladium has filed suit against Ticketron in Superior Court here. The Palladium seeks \$5,809 allegedly paid by Ticketron to Richard Griffey, whose G & W Enterprises promoted a Christmas 1971 dance at the facility.

The suit claims Ticketron, the major automated ticket sales chain in Southern California, violated written instructions to pay the money only to the Palladium.

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# Talent In Action

## DUKE ELLINGTON

Rainbow Grill, New York

Duke Ellington's orchestra is still the royal family of big bands. The subtlety, the splashing color, the humor and the sheer excellence of performance have not diminished. Perhaps some of the old faces from the band are missing, with the exception of Paul Gonsalves and Harry Carney, but the vitality and excitement continue, unbended by time.

Actually, to call the Ellington unit a big band is an oversimplification. They are a timeless tradition, pointing the way to the future in profound and telling arrangements and in the music, which returns us to the past. Ellington himself, is the epitome of charm and "Ellingance," behind the piano and as "spokesman" and leader.

The tunes, such as "Caravan," "I'm Beginning to See the Light," "Take the 'A' Train," "Mood Indigo" and "C-Jam Blues" display the unit's talents collectively and individually, restored with technical brilliance. Ellington opened Dec. 18.

ROBERT SOBEL

## TIM HARDIN

DAVE VAN RONK

ERIC KAZ

TRACY NELSON & MOTHER EARTH

Carnegie Hall, New York

The sparse crowd that barely filled half the hall grew to more than respectable proportions by the time Tracy Nelson & Mother Earth took the stage. Some people think that Miss Nelson, newly signed to Columbia Records, will someday fill the void left by the death of Janis Joplin. Right now, that's hard to say.

In New Audiences' production of Folk Variations II, Tracy Nelson's vocals ranged from sensuously throaty to the sort of hard-edge blues that Janis made her own. The group performed Eric Kaz' "Temptation Took Control of Me" and "The Sky's About to Cry" in fine style. The latter number demonstrated that imitation is not perhaps the best form of flattery. It was Miss Nelson's controlled, sinuous singing that carried the tune and the day. The artist accompanied herself on the piano for "There's No One to Take Your Place," a shouted lament that broke the place up.

Atlantic recording artist Kaz, a singer-songwriter whose tunes for Tracy Nelson have more bite and incisiveness than his own, plays piano, harmonica and acoustic guitar. He's pretty good on his own compositions, too, especially as demonstrated on "If You're Lonely" and "I Will Not Forget You fine." "Only I Could Make Her Cry" was a particularly feelingful piece.

"How does it feel to be a rumor in your own time?" asked Dave Van Ronk self-mockingly. This gentle giant has been around for a long time; he was inundated by the Dylan wave of the early 60's. But he is a true original—no one sounds like him and he never re-When I'm Gone." His vocals are peats himself.

Van Ronk interspersed a vocal jazz riff into "One Meat Ball" and then did the most beautiful song of the entire evening, Joni Mitchell's "River." The artist's last LP was for Polydor.

The best that can be said of Tim Hardin's set was that it was disorganized. "Black Sheep Boy" and "Danville Dame" didn't come off. On electric guitar and piano, Hardin strived for jazz stylings that had some merit. "Misty Roses" and "If I Were a Carpenter," from the Columbia artist's self-composed repertoire of songs drew audience approval. Well, even the great Homer nodded.

DAN BOTTSTEIN

## MUDDY WATERS, SY OLIVER

Maisonette, St. Regis Hotel, N.Y.

Muddy Waters before a black-tie audience paying \$25 a plate was no different from Muddy Waters before a blues festival audience where the dress is less formal and hamburger the staple. The blues rolled on uncompromisingly with the Chess artist's voice and definitive guitar floating and stinging over the rolling power of his backup group.

It was the usual Waters—he gave the audience no tricks or special material, just the raw power of the basic blues with their themes of bad luck and trouble woman and power. . . . Waters, in his first excursion into this kind of audience, got a strong response and it is hoped that the St. Regis experiment is a success. The hotel recently introduced jazz into its talent lineup but this is the first time that a group of Waters' stature made this scene.

Sy Oliver's little big band played for dancing, mixing contemporary with the nostalgia that Oliver carries with him from his Jimmie Lunceford days. It is an excellent band for all functions. IAN DOVE

## NITTY GRITTY DIRT BAND JOEY GEORGE

Max's Kansas City, New York

By now, it appears that the Nitty Gritty Dirt Band, a venerable and, by many, venerated band that records for United Artists, may be confined to a cult following. Sad indeed, for the warmth and directness that characterizes their sets are all too often lacking in other bands that have attempted a similar synthesis of rock 'n' roll, country and folk music.

Spontaneous encores occurred throughout their set at Max's, where they moved quickly through superb renditions of familiar country, blues, cajun and rock tunes, all handsomely tightened through the band's years of collective experience. John McEuen was dazzling throughout, handling a wide variety of instrumental duties.

Opening the evening's entertainment was Joey George, a young man who has moved from gardening to music. George is a strange, raw young performer, whose vocal style is a startling, rough blues rasp. Despite his obvious inexperience, George earned a strong response from the crowd.

SAM SUTHERLAND

## LES VARIATIONS PURE PRAIRIE LEAGUE SHA NA NA

Music Hall, Cincinnati, Ohio

Before an SRO crowd here of 3,700 Kohnen & Moorman Productions put together possibly one of the finer concerts Cincinnati has experienced. With a combination of hard rock, country-rock and a revisit of the mid-1950 era of rock 'n' roll, it produced quite an enjoyable evening for all.

Les Variations, the first French

## Nixon to Cite Duke

NEW YORK—President Nixon will join a roster of top recording talents slated to honor Duke Ellington in a 90-minute television special, "Duke Ellington . . . We Love You Madly."

Set for taping on Wednesday (10), with an airing date of Feb. 11 on the CBS network, the special is being produced by Bud Yorkin and Norman Lear's Tandem Productions.

Yorkin is serving as executive producer, while Quincy Jones is producer and Marian Rees, coproducer. Among talent set to appear are Peggy Lee, Aretha Franklin, Roberta Flack, Sarah Vaughan, Chicago, Count Basie and others associated with Ellington during his 60-year career.

group ever to perform in the States, displayed a captivating, driving force during the first part of the program. Lead singer Jo Lebb had everyone standing with his physical Mick Jagger-like contortions supported by Jacky Bitton on drums, Marc Tobaly on lead guitar and Jacques "Petit Pois" Grande on bass.

Following Les Variations was Pure Prairie League, a country rock group that came on to allow the audience to relax a bit with some "down home" country music with a contemporary instrumentation. Such cuts as "Flat Tire Merle," "Sugar Babe," "Take It Before You Go," "Harmony Song" and their biggest cut "Amy," brought the crowd to a standing ovation.

The RCA Records group includes Mike Connor on piano, John Call on steel guitar, Craig Fuller on lead guitar, Bill Hines on drums, Mike Reilly on bass and George Powell.

Then came the moment everyone was waiting for. Without any hesitation Sha Na Na literally jumped into their first number, with the crowd in an excited frenzy.

Three encores were in order that brought the Capitol recording group out to continue to enthrall everyone, to a final state of exhaustion. WARD MECHLIN

## From The Music Capitals of the World

• Continued from page 16

Sammy Davis Jr. spent Dec. 19-20 here to do two Christmas shows for American Financial Corp. at Music Hall. . . . Edgar Winter, Jo Jo Gunne and Grin show their wares at Hara Arena, Dayton, Ohio, Saturday (13), with Bob Bageris promoting. . . . Tony Bennett, backed by the Louis Bellson Orchestra, set for a concert stand at Music Hall Feb. 3, with the appearance getting heavy promotion, both free and paid.

Bob and Ray, with a full cast, including Wally Ballou, David and Linda Lovely and Fielding Backstage, make a one-nighter at Taft Theater Jan. 20. . . . Area promoter W. James Bridges, in association with Sol Hurok, has the Vienna Choir Boys concertizing at Memorial Hall, Dayton, Ohio, Saturday (13). . . . Nick Clooney's new music-talk show made its debut on WKRC-TV Tuesday (2), with the 14 cast members reported sharing in the profits on a commonwealth basis. . . . Funeral services were held here Wednesday (3) for Thomas Smith Jr., former drummer and leader of the Tommy Smith Combo, who died here Sunday (31). A native of Addyston Ala., he settled in Cincinnati 38 years ago.

Capitol Records artist Leo Kottke booked at Dennison University, Granville, Ohio, Jan. 27. On Feb. 24 he's at the Victoria Opera House, Dayton, Ohio, and follows with Ohio University, Athens, 25; Cleveland, 26, and Columbus, Ohio, 27. . . . The Ruth Lyons Christmas Fund, which benefits children in nearly 100 hospitals in Ohio, Kentucky and Indiana, this year raised a total of \$460,395, marking the fourth consecutive year that the fund has raised more than \$400,000. The annual drive is aired on Avco's four-station TV net and WLW Radio via Bob Braun's "50-50 Club." Braun has spearheaded the fund since the retirement of its founder, Ruth Lyons, in 1967.

Charles K. Murdock, vice-president and general manager of WLW Radio, has been elected a director of the newly formed National Broadcast Editorial Association for a two-year term. . . . Rumor hereabouts has it that Bob Braun,

## THEATER REVIEW:

# 'Oz' in Never Land

Geoff Robertson's theatrical presentation of the Oz obscenity trials is not so much a play as a cartoon. That style itself might seem appropriate, given the subject matter ("Oz" itself, a seminal English underground paper) and its own sense of mixed-media styles.

On stage, however, the fusion of documentary (with much of the play being drawn directly from the court records) theater and music emerges as incomplete. The show's songs, most of them written by Buzzy Linhart, with a minor offering from John Lennon and a mediocre contribution from Mick Jagger, appear lamentably incongruous. That effect is certainly not Linhart's responsibility, for at least two of the tunes (his now familiar "Love's Still Growing," and the newer "Masquerade Ball," written with Jordan Kaplan) are both strong music and appropriate commentary on the show's themes.

Yet, under the direction of Jim Sharman, the music is subordinated to point of virtual irrelevance. That attitude, coupled with the limited musicianship of the show's actor-vocalists and its small house band, and further aggravated by a remarkably poor sound system, proves an undeniable disservice to the music, and raises the question of whether the musical elements, in their present state of undress, should be included at all.

Having heard Linhart's own renditions of several of those songs, they offer a strength and sensitivity that never emerged during their theatrical incarnations. But, if the songs of "Oz" were integrated more forcefully into the dramatic progress of the play, omitting the clumsier transitions between action and music, and honing the musicianship of the performers, the frequent slowness of the action might be considerably spiced.

As for the dramatic impact of the play itself, "Oz" is sparked by several strong performances, notably those of the William Roericks, Dallas Alinder and Cliff De Young.

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## INTERVIEW

### Low Incomes: Top 40 Target

**EDITOR'S NOTE:** This is an in-depth interview with Bill Stewart, today operations manager of WYOO-AM in Minneapolis, who played a key role in the development of Top 40 radio as we know it today. In this fourth installment, Stewart discusses the jingle, the relative programming merits of the single vs. the LP cut and the importance of the jukebox. The interview was conducted by Claude Hall, radio-TV editor of the Billboard.

**HALL:** How did the first jingle come about? That is, a real professional jingle?

**STEWART:** To the best of my knowledge, well, I've seen many stories and just read another one two or three months ago that said Bill Meeks cut the first jingle in Dallas. But I don't think that's really so. To the best of my knowledge, the first jingles cut in Dallas were jingles that we did for KLIF-AM in 1954. I had these melodies in my mind and I knew the lyrics that I wanted. I got hold of Tom Merryman, who's the head now of TM Productions. I said: "Hey, Tom, I've got an idea for some jingles." He said that yeah, he played the piano and his wife sang and he could get a group together. He came down to the KLIF-AM studios. We cut the jingles and put them on the air. Later, the jingles became the first package of . . . I forget what the name of the company was . . . the fore-runners of TM . . . but those jingles were in the first package that went out in syndication. That was the first commercial jingles package, so far as I know. Bill Meeks, in those days, was in the agency business and doing some very, very interesting things in commercials. He was one of the first guys in the United States to come up with gimmick commercials. In those days, all commercials were straight.

And he was among the first to put in voices, sound effects, things like that. He was doing a great job at that time at that. But it was later, much later, that he went into the jingles business.

**HALL:** Do you think that the Top 40 format has any way to go? Or is it locked in now?

**STEWART:** Well, I think the Top 40 format is always going to be a viable format. It has to be. Because Top 40 radio is radio literally of the people. And this is why men such as Gordon McLendon, who's probably one of the great leaders in radio—both then and now—have been able to make valuable contributions to radio. Gordon recognized, either instinctively or somehow, I don't know, what the people needed. Wanted. Look at the types of radio he has been responsible for developing—the wall-to-wall KABL-AM format, the classifieds format, the all-news format. And, without doubt, Top 40 radio wouldn't be the success it is today without Gordon McLendon. Because he had the guts to risk his radio station . . . to put it on the line. And as I pointed out earlier Top 40 radio wasn't very respectable, at least it wasn't respected in the business community, in those days. Gordon never let anything deter him from taking a good idea and heading for the goal line. And he usually scored with it, too. But, to get back to the Top 40 in general, an old cliché that I used in the mid-50's. I keep coming back to because it's applicable today as it was then: That if people want to hear Chinese gong music then that's what Top 40 radio stations should play. The problem, I think, with Top 40 radio today is not that the general format is waning or losing popularity, but that programming people tend to digress too far from it. I think that most program directors fall into the "trick" bag . . . of feeling that they are playing their music for the record promoters or the people who live in the same apartment building. Or the people they run into in the places where you don't run into average people. For instance, I keep reading everywhere about "bubblegum" music. Well, you ask the average person what bubblegum music is and they won't know. Try it sometimes. Stand on a street corner and ask the first 10 people who pass: "What do you think about bubblegum music?" They won't know what-the-hell you're talking about. And yet this is one of the most accepted terms in our industry . . . mainly because of the fact that it has been tagged onto certain kinds of music by record people and by disk jockeys. And that type of music has become almost an anathema to program directors and disk jockeys in this day and age because they feel that if they're playing bubblegum music they are not hip. That they are square. But that itself is really a violation of Top 40 radio. Because Top 40 radio should be playing the music that the people want to hear. I think that what is happening is

that somewhere along the way when the music director or program director is totaling up the votes or sales reports that he gets from the record stores if he sees a thing by Donny Osmond or the Partridge Family or someone he considers to be the bubblegum, I think that record gets a little lower rating than it would otherwise. Consequently, what should be the major staple of our product, isn't. It's amazing.

**HALL:** The consensus is that the people these program directors want to reach with their programming aren't buying those records.

**STEWART:** But whose consensus is that? The only guy who, I think, really knows what's happening today in the radio business is George Wilson. He's literally down-to-earth. I think George is very aware of what's happening. And on the stations that George has under his wing—the Bartell chain—I think they play bubblegum music. If it shows up on the survey, they play it. He's very adverse to LP cuts. As an I. I just think it doesn't do much good. First of all, I think the average person doesn't have access to a lot of LP's. He's still buying the old 45's. It isn't just black people who're buying singles. It's the poor people. And there are an awful lot of poor people in this country. Those are the people we're really aiming at. We're not aiming at the people who live in the rich section of town and go down and buy six albums from their allowance every week. We're aiming at the people who, when they get their allowance . . . that 15 or 16-year-old kid . . . she gets her buck allowance once a week . . . she's lucky if her father doesn't get loaded on payday and come home broke. She gets her dollar and she has to figure out how best to spend that dollar and she goes down and carefully invests that dollar in a single. It's a very selective purchase. Well, I'm exaggerating, of course, but what I'm trying to point out is that the particular purchase of a single may represent a whole lot more than just one sale or one choice. In the high rent districts, where kids get a \$15 or \$20 allowance, they go down and buy LP's I think, but I feel they may buy LP's that they really don't want or need . . . they may feel they have to spend that money before it burns a hole in their pocket. That's why I feel a programmer can tell more by a single sale. Because the people who buy singles can't afford to buy anything else, that they don't have that much money to devote to leisure time. And they're a hell of a lot more selective in their purchases. Just like a jukebox. A jukebox, to me, is the greatest proof in the world of what's happening. Because people put money in. Go into a jukebox location in an average neighborhood and watch the guy who's drinking boilermakers at the bar. He gets a quarter change and to him it's a big decision to go over and put that quarter into the jukebox because, in doing that, he may not be able to buy a pack of cigarettes tomorrow, the day before payday. Because the average person in the U.S. today still lives from payday to payday to payday. We keep forgetting that, because we don't live from payday to payday. Most of us. We're a little better off than that. But a half-dollar to the average person is still a considerable amount of money and when he puts a half-dollar into a jukebox to play a record or three records or whatever it is, he is very selective about his choices. That may be the biggest decision he's going to make all of that week.

**EDITOR'S NOTE:** Next week, more about the jukebox in the Omaha bar where Top 40 was born.

### Charleston Reaction To Nesci Dismissal

By EDWARD MORRIS

CHARLESTON, W. Va.—Some had read about it but had forgotten the details. Others had heard about it second- or third-hand. Most knew nothing about the case. None of Charleston's radio music directors, as it turned out, altered programming concepts even slightly as a result of the recently dismissed obscenity indictment of John Frank Nesci, former personality for WOWI-FM, Norfolk, Va.

Nesci was indicted for alleged violation of the federal obscenity in broadcasting law in July for playing a cut from a Country Joe album. Shortly before the trial was to begin, the Justice Department authorized the U.S. attorney in Norfolk to dismiss the prosecution of the case (*Billboard*, Dec. 2).

WKAZ-AM music director Gary Meadows said that the Nesci affair could have never occurred at his station because he reviews all records for potential airplay. Anyone who took it upon himself to substitute unapproved and objectionable records, Meadows said, would be "immediately dismissed. I can't understand anyone in his right mind," he concluded, "playing something like that."

Tim Martin, WKLC-AM said he checks records with the station manager and with others whose opinions he respects before releasing them for broadcast. He said an announcer at the station had mentioned something about the Nesci affair, but that was all he knew of it.

The program director of country-music station WCAW-AM, Dick Kiser, said at first that the Nesci case did not apply to his station. But, as an afterthought, he noted that country music had been a trailblazer in songs with "suggestive" lyrics. Complaints from listeners, however, were few and far between, he said. This, he attributed to the fact that country music fans either enjoy safe suggestiveness or else are oblivious to it. Kiser added that both he and his music director screen music before it is released for play.

Skeeter Dodd, music director of competing country station WRDS-AM, said his personalities are given a controlled playlist and are not allowed to deviate from it. Like Kiser, though, Dodd agreed that country music fans are sophisticated in their listening habits and can countenance lyrics or subjects other kinds of listeners might be queasy about. "Country fans don't need to have things prettied up for them—if Katy's doing it," Dodd said, referring to Porter Wagoner's current hit, "they want to know about it."

Dodd added that he does appraise records closely to see that no references lauding drug-use get by. He said he had spent a lot of time

(Continued on page 21)

### 12-Hour Special Spots Forties' Music & Events

SAN FRANCISCO—"The Forties," a 12-hour radio spectacular documenting the music, events, and artists of the 1940's has been launched into syndication. Produced by John Gilliland as part of the "Pop Chronicles" which is regularly featured on KSFO-AM here, the show is a "true collector's item," according to KSFO-AM vice president and program director Allan Newman. The show was presented in two parts, each six hours long, on KSFO-AM Oct. 29 and Nov. 5. "And along with the show, we had a 40's month celebration with a dance remote and a jitterbug contest at Union Square, an on-air contest where we gave away various trips, a savings account from 1940, and a 1941 beige Cadillac named Malcolm."

In doing the show, Gilliland interviewed nearly everyone involved during the 40's with music . . . people such as Bing Crosby, Jimmy Van Husen, Johnny Mercer, Patty Andrews, Tex Beneke, etc. Newman said that the reaction

from listeners was tremendous and that a special Pulse taken looked overwhelming.

The documentary comes in several programs. The first program deals with the war years and features the voices of Humphrey Bogart, the Ink Spots, Franklin D. Roosevelt, Adolph Hitler, Bing Crosby, etc. Tunes include "Tuxedo Junction" by Glenn Miller and "Green Eyes" by Jimmy Dorsey. Bits of radio shows from that era are also included. Crosby and the Dorsey Brothers seem to occupy a large role in the whole show, but other artists featured include Freddy Martin, Harry James, Xavier Cugat, Sammy Kaye, Benny Goodman, Spike Jones, and Kate Smith. In program No. 9, for instance, Frank Sinatra is heard with "One for My Baby." And you can also hear Dick Haymes & the Song Spinners with "You'll Never Know."

The show is being syndicated by Doug Andrews, P.O. Box 1282, Hollywood, CA 90028.

### UM SELLING 2 LP SET OF COUNTRY CLASSICS

FORT LAUDERDALE, Fla.—Universal Media has launched a condensed version of the 37-hour "History of Country Music" documentary on a two-LP set featuring a hundred minutes of music history and 30 historic tunes. Jim Collins, general manager of Universal Media, said the two-LP set will be sold via radio and television stations on a "per inquiry basis."

The LP set features narration and music by such as Jimmie Rodgers, the Carter Family, Gene Autry, Ernest Tubbs, Hank Snow, and Tennessee Ernie. The Hank Williams story in the collection not only features songs by Hank Williams, but the first person account by publisher Wesley Rose of the night Hank Williams first stepped on the stage of the Grand Ole Opry.

Universal Media is headed by Michael D. Alger, former vice president of a Florida insurance and investment firm. Universal Media deals in products and services to the broadcast industry.

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### Who is Needom Carroll Grantham?

### San Antonio FM To Easy Listening

SAN ANTONIO—KEEZ-FM, which had been sort of a blended progressive and Top 40 music station, has switched to a format featuring "vocal and instrumental music that's easy to listen to," says new general manager Douglas McCall.

The station first went on the air in 1951. It was founded by Charles Balthrope. San Antonio Broadcasting just purchased the station from Camel Co. headed by Balthrope. The 100,000-watt stereo station broadcasts around the clock.

**EDITOR'S NOTE:** Next week, more about the jukebox in the Omaha bar where Top 40 was born.

# Billboard FM ACTION

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.

**HARDFORD:** WHNC-FM, Ron Berger  
**DeKALB, Ill.:** WLBK-FM, John Bell

**WARREN, Pa.:** WRRN-FM, Scott Saylor  
**TORONTO:** CHUM-FM, Benjy Karch  
**ST. LOUIS:** KSHE-FM, Shelly Grafman

**UTICA, N.Y.:** WOUR-FM, Mark Fox  
**PHILADELPHIA:** WDAS-FM, Harvey Holliday

## Hot Action Albums

**ROLLING STONES, "More Hot Rock,"** London  
Cuts: All  
Stations: WKTK-FM, WHCN-FM, WOUR-FM, WLBK-FM

**STEALERS WHEEL, "Stealers Wheel,"** A&M (import)  
Cuts: All  
Station: WKTK-FM

**STEVE KUHN, "Live In New York,"** Cobblestone  
Cuts: "The Child Is Gone," "Ida Lupino."  
Station: WKTK-FM

**FRED HUBBARD, "Sky Dive,"** CTI  
Cuts: "Sky Dive," "In A Mist."  
Station: WKTK-FM

**DEODATO, "Prelude,"** CTI  
Cuts: "Also Sparch Zarathustra (2001)."  
Stations: WKTK-FM, WLBK-FM

**BO HANSON, "Lord of the Rings,"** Charisma  
Cuts: All  
Station: WKTK-FM

**BOB MARTIN, "Midwest Farm Disaster,"** RCA  
Cuts: "Frogdix So. Dakota," "Midwest Farm Disaster."  
Station: WHCN-FM

**HANS STYMER BAND, "Dig A Hole,"** GSF (single)  
Station: WHCN-FM

**BEACH BOYS, "The Trader,"** Reprise (single)  
Station: WHCN-FM

**MICHAEL BROWN, "Circles,"** Kama Sutra (single)  
Station: WHCN-FM

**GRAM PARSONS, "Cry One More Time,"** Reprise (single)  
Station: WHCN-FM

**J.J. CALE, "Really,"** Shelter  
Cuts: All  
Station: WOUR-FM

**SANDY DENNY, "Sandy,"** A&M  
Cuts: All  
Stations: WKTK-FM, WRRN-FM

**ALBERT COLLINS, "Eight Days On The Road,"** Tumbleweed (single)  
Station: WKTK-FM

**BYRDS, "Vol. 2,"** Columbia  
Cuts: All  
Station: CHUM-FM

**TIMMY THOMAS, "Why Can't We Live Together,"** Glades  
Cuts: All  
Station: WDAS-FM

**BRUCE SPRINGSTEEN, "Bruce Springsteen,"** Columbia  
Cuts: "Blinded By the Light," "It's Hard to Be a Saint in the City."  
Station: WHCN-FM

**GILBERT O'SULLIVAN, "Back To Front,"** Mam  
Cut: "I'm In Love With You."  
Station: WHCN-FM

**GUESS WHO, "Artificial Paradise,"** RCA  
Cuts: All  
Station: KSHE-FM

**TOM FOGERTY, "Excalibur,"** Fantasy  
Cuts: All  
Stations: KSHE-FM, WRRN-FM

**LIGHTHOUSE, "You Girl,"** Evolution (single)  
Station: KSHE-FM

## Kan. Cable-TV Show Scores Using Informal DJ Format

LAWRENCE, Kan.—"Are We On Yet?" a late-night loosely formatted music variety show hosted by Tim Bradley, has been launched here by Sunflower Cablevision. The title is a natural, Bradley said, "because we sometimes wonder." The format of the show includes live music from local groups, vintage and experimental films, interviews, and a little bit of everything.

"The program could be described, I suppose, as a televised radio show, because I do sit at a

console and play records. The response has been very good and callers seem fascinated with the idea of seeing the person to whom they are talking on the phone, and also seeing a disk jockey at work. Students from the University of Kansas have shown some of their own films and we've been experimenting with electronic visual effects."

Bradley said he also felt that the possibilities of such a show are "unbounded. Television and

*(Continued on page 22)*

## Collie Hosts Country Seg

MEMPHIS—Sweep Productions, Memphis, will syndicate a new feature hosted by Biff Collie, veteran country music air personality who headquarters in Nashville. The radio show will be offered in three one-minute segments under the title of "Inside Nashville." Collie will report on the people and events in country music, according to Bill Heffernan, president of Sweep Productions. The show will

*(Continued on page 22)*

## Charleston on Dismissal

• *Continued from page 20*

learning dope terminology to be sure his judgments are comprehensive.

Dave Connor, music director for rock station WXIT-AM said he knew about the Nesci case, but that it hadn't altered the station's selection process at all. He said the music is screened before going to the DJ's—so well so, in fact, that only three or four records have caused listener complaints in the 20 months he has been with the station.

WTIP-AM and WTIO-FM music director, Charles Coleman, and WBES-AM director, Ernie Kristof, both said that their "beautiful music" formats precluded the Nesci case from being of active interest to them.

Least affected of all, according to this survey, was station WVAF-AM. Music director Greg Johnson said that he was not aware of the obscenity indictment and that WVAF-AM disk jockeys choose the music they wanted to play.

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# Vox Jox

I'm not necessarily perfect. Anyway, I had a long talk with Carl Reynolds, general manager of KGAL-AM in Lebanon, Ore., and the radio station seems like it might be a good scene after all. He may have a full staff by now, but, for the future, if you're interested in a West Coast position, why don't you drop an aircheck and resume to him. Some beautiful countryside up there and it might be an excellent station for a young

By **CLAUDE HALL**  
Radio-TV Editor

family man who wants to stay put for awhile and become a valid part of the community. . . . And, speaking of being a valid part of a community, Jim Embry is leaving WROZ, country music station in Evansville, Ind., to enter the wholesale food business with Utley-Cahoon Food Brokers in the city. He'd been a rock jock in the city in the 1960's and program director and air personality at WROZ-AM since 1965. A family man, Jim had really become a part of the Evansville market. And still is. And the beer's still on the ice if you ever get out this way and need one, Jim.

★ ★ ★

Most unusual Christmas card I got this year was a greetings by amateur radio. John Richards, WGLI, Babylon, Long Island, must be a ham operator. The station of origin was K2VGO and W6OEO operated by J.S. Hatcher, Los Angeles, passed the message on to me. . . . KIRO-AM, Seattle, needs a sports director who can handle play-by-play on football and basketball. Contact program director Jon Holiday. . . . Dave Morgan needs a first ticket night air personality at KSTN-AM Stockton, Calif. Call him at 209-948-5786. . . . Ron Fell, program director of KNBR-AM in San Francisco, called up to report that Carter B. Smith, who'd been at KSFO-AM, his competition, for 10 years, was now doing the KNBR-AM 3-7 p.m. show.

★ ★ ★

Bob Parris is the new program director of WLPL-FM and WSID-AM in Baltimore; he'd been at WINX-AM in Washington. . . . lineup at WLYV-AM in Ft. Wayne, Ind. includes Mike London 1-6 a.m., Phil Gardner 6-10 a.m., Jay Walker until 2 p.m., program director Chris O'Brien 2-6 p.m., music director Roy Edwards 6-11 p.m., and Ted Hatch 11 p.m.-1 a.m. Bob Hamilton is national program director of the chain and operates out of the beautiful city of Grand Rapids, Mich. . . . Watermark Inc., syndicators of "American Top 40" special every week, is now located at 10700 Ventura Blvd., Los Angeles, CA 91604 and the phone is 213-980-9490.

★ ★ ★  
Bill Wheatley has departed Mission Broadcasting to head up

## Kan. Cable TV

• *Continued from page 21*

videotape rock seem to be the coming thing." His big problem, he said, was in getting records and videotapes of groups performing. "Dave Vaughn at MCA distributors in St. Louis is the only record person who has shown any interest," but usually when Bradley calls a record distributor he ends up talking to a secretary who promises to put him on a mailing list, but doesn't. Bradley is listed as music director for the cablevision firm.

WEXY-AM, a 1,000-watt daytime country music station in Fort Lauderdale, Fla. He'd been sort of national program director of Mission, but mostly handling the programming of WWOK-AM in Miami, which he'd turned into one of the best country music stations in the nation. . . . Big shock in Los Angeles last week that almost equaled an earthquake as record and radio people found out about Dick Starr having cancer. He has a lot of friends in radio and records. I tried calling his wife, Carole, to find out more details, but couldn't make contact during the Christmas holidays. I left word on his phone recording system and you can do the same; call 305-279-3673. Hope it's not bad, Dick. My dad had cancer and recovered. Just pretend it's a bad ARB rating and set out to whip it.

★ ★ ★

The three new air personalities at WPDQ-AM, Jacksonville, Fla., are Emily Timmons, Don Smith, and Curtis Kelly. Bruce Dramer, Jerry Gordon, and Tommy Charles are leaving the station because of the format change. Charles is supposed to be joining WMP5-AM in Memphis. . . . A note from Wayne Erickson: "I left WDAL-AM in Meridian, Miss., about the end of November. I was doing 9-1 p.m. It's a hell of a good small-market rocker and I'd recommend it to anybody looking for a good-sounding station and great people to work with. I'm now doing 6-midnight at WQIK-AM in Jacksonville, Fla." I found all of your other comments well-taken, Wayne. Thanks.

★ ★ ★

A lot of losers (stations, not people) are trying some of the old radio shows as a method of drawing attention. WVNJ-AM-FM, New York, is now airing some of the old Arch Oboler "Lights Out" shows. . . . RKO General Broadcasting has named Hal Rosenberg, general manager of KRTH-FM in Los Angeles, a vice president. . . . A note from Biff Collie: "Memo to old record pilots: Always carry your headset with you. Somebody might ask you to go on the air. Joe Lawless, WKDA-AM Nashville program director, called an SOS yesterday (Dec. 13). I ran down and worked his afternoon traffic show. First time on the air in over three years."

★ ★ ★

Bill Anderson has been named program director of CFGM-AM, Ontario, Canada, where he's been since September; before that he worked at CJCJ-AM in Sydney, Canada, as assistant manager and program director for three years. Bob McAdorey, with CFTR-AM in Toronto, the past couple of years, has returned to CFGM-AM as morning personality. . . . Lee Abrams has left WRIF-FM, Detroit progressive station, and says he has been working on a rock

(Continued on page 23)

## Hosts Country Seg

• *Continued from page 21*

hit the market starting in mid-January.

Collie, who currently is national promotion director of country product for United Artists Records, worked on such radio stations in Los Angeles as KLAC-AM and KFOX-AM as a country air personality. He has also been deeply involved in the Country Music Association.

## WBRU-FM Move

PROVIDENCE, R.I. — WBRU-FM has begun broadcasting from new 50,000-watt facilities atop the 14-story Brown University Sciences Library. The station has been a progressive rock operation since 1969 and one of the best in the nation at influencing sales of progressive albums.

## Mogul Submits 5-Point Plan

NEW YORK—Emil Mogul, executive vice president of Screen Gems Radio Stations, Inc., called on the Radio Advertising Bureau to assume a more active role in monitoring business practices of the radio industry and offered a five-point proposal to help "the most underdeveloped, underrated and underrepresented communications medium in the U.S."

Speaking at his annual end-of-the-year luncheon, Dec. 28 at the Dorset Hotel, Mogul scored the industry for "questionable business ethics." He also called for withdrawal from the National Association of Broadcasters for failing to contribute to the general welfare of the radio industry.

"The NAB has never been a suitable spokesman for our interests," he noted. "Its entire structure is organized to meet the needs of the television community. As it continues to serve their needs, it ceases to satisfy ours. I've long been an advocate of this reform but recent developments have made it imperative."

Mogul's five-point program outlined: 1. The assumption of control by the RAB as spokesman for the industry with offices in Washington, D.C. 2. A multimedia institutional advertising campaign in the major markets across the country. 3. Formation of local councils in the top 50 markets. 4. Industry-wide action against unethical buying practices. 5. Similar action against "mock" ad agencies.

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# Billboard TOP 40 Easy Listening

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

THIS WEEK	Wks. Ago			TITLE—Artist, Label & Number (Dist. Label) (Pub., Lic.)	Wks. On Chart
	1	2	3		
1	3	5	8	BEEN TO CANAAN Carole King, Ode 66021 (A&M) (Colgems, ASCAP)	6
2	7	10	12	YOU'RE SO VAIN Carly Simon, Elektra 45824 (Quackenbush, ASCAP)	5
3	5	7	10	OH BABE, WHAT WOULD YOU SAY Hurricane Smith, Capitol 3383 (Chappell, ASCAP)	8
4	6	6	7	SEPARATE WAYS Elvis Presley, RCA 74-0815 (Press, BMI)	7
5	9	13	21	SMOKE GETS IN YOUR EYES Blue Haze, A&M 1357 (T.B. Harms, ASCAP)	13
6	1	1	2	SWEET SURRENDER Bread, Elektra 45818 (Screen Gems-Columbia, BMI)	10
7	4	4	1	CLAIR Gilbert O'Sullivan, MAM 3626 (London) (MAM, ASCAP)	12
8	2	2	4	WALK ON WATER Neil Diamond, Uni 55353 (MCA) (Prophet, ASCAP)	10
9	13	17	26	ROCKY MOUNTAIN HIGH John Denver, RCA 74-0829 (Cherry Lane, ASCAP)	8
10	14	18	27	DON'T LET ME BE LONELY TONIGHT James Taylor, Warner Bros. 7655 (Country Road/Blackwood, BMI)	5
11	12	12	23	YOU'RE A LADY Peter Dinklage, London 20075 (WB, ASCAP)	8
12	15	16	18	PIECES OF APRIL Three Dog Night, Dunhill 4331 (Antique/Leeds, ASCAP)	7
13	8	9	5	FUNNY FACE Donna Fargo, Dot 17429 (Famous) (Prima Donna, BMI)	13
14	10	8	6	IT NEVER RAINS IN SOUTHERN CALIFORNIA Albert Hammond, MUMS 76011 (CBS) (April/Landers/Roberts, ASCAP)	12
15	17	24	30	ME & MRS. JONES Billy Paul, Philadelphia International 73521 (CBS) (Assorted, BMI)	5
16	20	25	29	YOU TURN ME ON, I'M A RADIO Joni Mitchell, Asylum 11010 (Atlantic) (Mitchell, ASCAP)	6
17	19	21	22	SITTIN' Cat Stevens, A&M 1396 (Ackee, ASCAP)	6
18	11	11	15	KNOCK KNOCK WHO'S THERE Mary Hopkin, Apple 1855 (Peer Int'l, BMI)	7
19	22	30	39	LOOKING THROUGH THE EYES OF LOVE Partridge Family Starring Shirley Jones and Featuring David Cassidy, Bell 45-301 (Screen Gems-Columbia, BMI)	4
20	21	28	33	ONE LAST TIME Glen Campbell, Capitol 3483 (Blackwood/Ardis, BMI)	6
21	25	29	32	COME SOFTLY TO ME New Seekers Featuring Marty Kristian, MGM/Verve 10698 (Cornerstone, BMI)	4
22	23	26	34	DIDN'T WE Barbra Streisand, Columbia 4-45739 (Ja-Ma, ASCAP)	5
23	30	30	—	DREIDEL Don McLean, United Artists 51100 (Yahweh Tunes, BMI)	2
24	26	34	35	CROCODILE ROCK Elton John, MCA 40000 (James, BMI)	4
25	16	3	3	VENTURA HIGHWAY America, Warner Bros. 7641 (WB, ASCAP)	11
26	29	33	37	I NEVER SAID GOODBYE Engelbert Humperdinck, Parrot 40072 (London) (MAM, ASCAP)	9
27	34	36	40	YOUR MAMA DON'T DANCE Kenny Loggins & Jim Messina, Columbia 4-45719 (Wingate/Jasperilla, ASCAP)	4
28	31	32	—	SONGMAN Cashman & West, Dunhill 4333 (Blendingwell, ASCAP)	3
29	36	36	—	I'M NEVER GONNA BE ALONE ANYMORE Cornelius Brothers & Sister Rose, United Artists 50996 (Unart/Stage Door, BMI)	2
30	35	39	—	REMEMBER Nilsson, RCA 74-0855 (Blackwood, BMI)	3
31	38	40	—	BUT I DO Bobby Vinton, Epic 5-10936 (Columbia) (Arc, BMI)	3
32	—	—	—	DON'T EXPECT ME TO BE YOUR FRIEND Lobo, Big Tree 158 (Bell) (Kaiser-Famous, ASCAP)	1
33	33	35	—	LET US LOVE Bill Withers, Sussex 247 (Buddah) (Interior, BMI)	3
34	37	38	—	HAPPY (Love Theme From "Lady Sings the Blues") Bobby Darin, Motown 1217, (Jobete, ASCAP)	3
35	—	—	—	LIVING TOGETHER GROWING TOGETHER 5th Dimension, Bell 45,310 (Colgems/New Hidden Valley, ASCAP)	1
36	39	39	—	DANNY'S SONG Anne Murray, Capitol 3481 (Grossos, ASCAP)	2
37	—	—	—	DO YOU WANT TO DANCE Bette Midler, Atlantic 45-2928 (Clokus, BMI)	1
38	—	—	—	LAST SONG Edward Bear, Capitol 3452 (Eeyor, CAPAC)	1
39	40	40	—	DAISY A DAY Jud Strunk, MGM 14463 (Seven High, ASCAP)	2
40	—	—	—	DUELING BANJOS Deliverance/Soundtrack, Warner Brothers 7659 (Warner Tamerlane, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 1/13/73

## What's Happening

By SAM SUTHERLAND

**Return to the Days of Yesteryear:** From WKCR-FM at Columbia University in New York comes news of "Listen," a new radio play written by poet Robert Creeley and produced by Amram Shapiro, a recent Columbia graduate who headed poetry programming for the Columbia station last year.

Produced in cooperation with the station, "Listen" is being touted as one of the first U.S. works in the genre of serious radio plays, a medium already being pursued in Europe. The script, written by Creeley, who is a published and evidently acclaimed poet, will be handled by Matt Conley, formerly with the Stratford Shakespeare Festival and the Long Wharf Theatre and Justine Herman, a member of New York's Shade Repertory Co.

A pre-airing of the play is being held on Jan. 21 at New York's Mercer Arts Center.

More to follow on that one.

★ ★ ★

**MIDWEST—Illinois—WRSE-FM, Elmhurst College, Elmhurst, Ross Peckat reporting:** "Tommy," (LP), Various artists, Ode; "Too Long At The Fair," Bonnie Raitt, Warner Bros.; "Homecoming," (LP), America, Warner Bros. . . . WPGU-FM, U. of Illinois, Champaign, John Parks reporting: "What Am I Going To Do," The Guild; "Truckin' Down The Road," All Star Frogs; "Breath & Thunder," Mad John Fever. . . . WJMU-FM, Millikin U., Decatur: "Captain Video," Skip Battin, Signpost; "We," Shawn Phillips, A&M; "Friends Die Easy," McKendree Spring, Decca. . . . WIDB, Southern Illinois U., Carbondale, Todd Cave reporting: "Working On A Building," John Fogerty, Fantasy; "Free," Fabulous Rhinestones, Just Sunshine; "Too Long At The Fair," Bonnie Raitt, Warner Bros. . . . Michigan—WBKX, Northern Michigan U., Marquette, Gary Cichon reporting: "Good Friend," (LP cut, Loggins & Messina), Loggins & Messina, Columbia; "For My Lady," (LP cut, Seventh Sojourn), Moody Blues, Threshold; "You Are The Music, We're Just The Band," (LP), Trapeze, Threshold. . . . WMUK-FM, Western Michigan U., Kalamazoo, Bath Rosengard reporting: "Good God," (LP), Good God, Atlantic; "Full Moon," (LP), Full Moon, Douglas; "You Are The Music, We're Just The Band," (LP), Trapeze, Threshold. . . . WIDR, Western Michigan U., Kalamazoo, Terry Armbruster reporting: "Life Goes On," (LP), Paul Williams, A&M; "Home Free," (LP), Dan Fogelberg, Columbia; "Don McLean," (LP), Don McLean, United Artists. . . . Minnesota—KMSC, Moorhead State College, Moorhead: "Tommy," (LP), Various artists, Ode; "Excalibur," (LP), Tom Fogerty, Fantasy; "You Are The Music, We're Just The Band," (LP), Trapeze, Threshold. . . . WMMR, U. of Minnesota, Minneapolis, Michael Wild reporting: "Sandy," (LP), Sandy Denny, A&M; "The Road," Danny O'Keefe, Signpost; "It Doesn't Matter," Steve Stills & Manassas, Atlantic. . . . Missouri—KCLC-FM, The Lindenwood Colleges, St. Charles, Chuck Lackner reporting: "Tommy" (LP), Various artists, Ode; "The Station Brothers Band," (LP), The Station Brothers Band, Epic; "1957-1972," (LP), Smokey Robinson & The Miracles, Tamla. . . . Wisconsin—WSUW-FM, U. of Wisconsin at Whitewater, Dick Clayton reporting: "I Never Said Goodbye," Engelbert Humperdinck, London; "If You Had A Change In Mind," Tyrone Davis, Dakar; "New Heavenly Blue," (LP), New Heavenly Blue, Atlantic.

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**EAST—Pennsylvania—WDCV, Dickinson College, Carlisle, Barry Kresch reporting:** "Mose In Your Ear," (LP), Mose Allison, Atlantic; "String Driven Thing," (LP), String Driven Thing, Charisma; "Free," (LP), Airtio, CTI. . . . WRKC-FM, King's College, Wilkes-Barre, Maryann Engel reporting: "Really," (LP), J.J. Cale, Shelter; "Am I Expecting Too Much?" Allen Toussaint, Reprise; "The Grand Wazoo," (LP), The Mothers of Invention, Bizarre. . . . WKDU, WKDU-FM, Drexel U., Philadelphia, Jay Meyers reporting: "Come Softly To Me," New Seekers, Verve; "Everybody Loves A Love Song," Mac Davis, Columbia; "Living In The Past," Jethro Tull, Chrysalis. . . . Massachusetts—WVBC, Boston College, Boston, Charlene Darrow reporting: "Mr. Bojangles," (LP cut, Demon In Disguise), David Bromberg, Columbia; "Don't Keep Me Waiting," (LP cut, Tracks), McKendree Spring, Decca; "To The Morning," (LP cut, Home Free), Dan Fogelberg, Columbia. . . . WERS-FM, Emerson College, Boston, Alan Dorfman reporting: "Could It Be I'm Falling In Love," The Spinners, Atlantic; "But I Do," Bobby Vinton, Epic; "Holding My Own," Steve Sakson, Undressed. . . . WAIC-FM, American International College, Springfield: "Below The Salt," (LP), Steeleye Span, Chrysalis; "White Elephant," (LP), White Elephant, Just Sunshine; "An Evening With Groucho," (LP), Groucho Marx, A&M. . . . New Jersey—WFDU-FM, Fairleigh-Dickinson U., Teaneck, Tony Loving reporting: "Full Moon," (LP), Full Moon, Douglas; "Really," (LP), J.J. Cale, Shelter; "String Driven Thing," (LP), String Driven Thing, Charisma. . . . WWRC, Rider College, Trenton, Bruce Austin reporting: "Mom," Earth, Wind & Fire, Columbia; "Save Your Best," (LP cut, A Look Inside), Joe South, Capitol; "Suite: A Man and Woman," (LP cut, If The Music Stops), Tony Cole, 20th Century. . . . Connecticut—WVOF, Fairfield U., Fairfield, Fred Muratori reporting: "Stardancer," (LP), Tom Rapp and Pearls Before Swine, Blue Thumb; "The New Possibility," (LP), John Fahey, Takoma; "Third Down, 110 To Go," (LP), Jesse Winchester, Bearsville. . . . New Hampshire—WCAC, New Hampshire College, Manchester: "Fumble," (LP), Fumble, Sovereign; "Needed Time," Taj Mahal, Columbia; "Good God," (LP), Good God, Atlantic. . . . Maryland—WJHU, Johns Hopkins U., Baltimore, George Wicke reporting: "Powerhouse," (LP cut, Mose In Your Ear), Mose Allison, Atlantic; "Playin' In The Street," (LP cut, Really), J.J. Cale, Shelter; "Blind Baby," (LP cut, Naked Songs), Al Kooper, Columbia.

JANUARY 13, 1973, BILLBOARD

## UA Services FMers in Douglas Push

LOS ANGELES—United Artists Records is servicing college and FM radio stations with a specially produced hour radio show to promote the recently released Douglas Collection.

The Douglas Collection, a 10-album reissue of Alan Douglas' jazz recordings during the early '60's, includes albums by Billie Holiday, King Pleasure, Charles Mingus, Duke Ellington, Herbie Mann and others.

To broaden potential markets for the albums, while providing additional exposure, United Artists has assembled the hour-long show, produced and written by Martin Cerf, United Artists' creative services director, and Colman Andrews, editor of Coast Magazine. The program will be pressed on disks and serviced to stations this month.

Andrews, who narrates the program, gives brief discussions of the artists featured in the collection, and a selection from each LP is also included. The Douglas Collection Radio Show is being recommended as educational programming, which will provide an additional impetus to noncommercial programmers with educational status.

Coinciding with the release of the Douglas program will be another college and FM promotional effort in support of the newly reactivated Silver Spotlight Series. Featuring 150 double-sided singles, drawing from hit "oldies" titles, the series will boast a new logo depicting a 1957 Chevrolet.

Label copy for the singles will include the original recording date and the record's highest position on the Billboard charts printed on the label. Assembled by Cerf and Greg Shaw of the UA Creative Services department, the series will be serviced nationally to college, FM and Top 40 outlets and will be accompanied by an annotated catalog depicting the history of United Artists and the various labels affiliated with it over the years.

Artists represented will include Fats Domino, Eddie Cochran, Bobby Vee, Jay & The Americans, Jackie DeShannon, Dick & Dee Dee, Manfred Mann, the Ventures, Canned Heat and Sugarloaf.

## Lavsky Spurs Stations To Enter Jingle Business

NEW YORK—Campus broadcasters can improve their overall programming, increase station revenues and develop broader marketable professional skills by creating their own radio spots for advertisers. Dick Lavsky, president of Music House, a New York-based "jingle house" which creates musical and aural effects for a number of major advertisers, is thus encouraging college radio personnel to enter commercial production.

As college radio stations become increasingly sophisticated, many campus broadcasters with commercial status are learning that self-created ads can be integrated more easily into their regular programming, and these ads often reach students more effectively than conventional consumer air spots can.

Lavsky also stressed the value of such work for students who wish to broaden their radio skills to include advertising and sales as part of a professional broadcasting career. Lavsky, who majored in music at City College in New York, admits that a strong production facility takes time and money to develop, but he was able to outline the basic demands.

Lavsky stressed the need for good recording equipment, with "as many tracks as students can afford for a working situation." With multi-track equipment and a good basic music library for backgrounds, students can create smooth, professional spots.

Also vital is a relatively flexible mixing console, or, if costs prohibit a full console, adequate mixers to accommodate mixing down. Echo and equalization are also advisable. More than equipment, students must concentrate on effective timing of spots. Whether very simple or elaborate, good spots must comply with the client's demands for time.

Lavsky noted that an effectively run in-house production firm is entirely feasible for campus broadcasters, since their specialized audience, coupled with careful time-selling, can produce excellent results. Moreover, a college station, depending on its funding situation, can produce ads at a lower cost to the client while still returning profits to help support the production operation itself and, ultimately, the station.

Throughout, Lavsky feels that

students involved in ad production should seek as much exposure as possible to professional production facilities and their operations. Also important is an awareness of other media.

As for basic investments such as sound effects and music libraries, Lavsky conceded that the costs for such catalogs would be a significant factor. However, such libraries cut costs substantially when compared with original scoring, and students can begin by buying only the most recent tapes, rather than complete catalogs.

Lavsky cautioned that licensing fees may include "needle-drop" fees of up to \$25 a use, but such costs, included in the overall charge to the customer, are normal. Underpricing, Lavsky feels, is unwise: "If you don't want to make a lot of money, then handle the spots on a cost-plus basis. But, while smaller operations can't charge as much as the commercial production houses, remember that a client likes to pay for what he's getting."

## Vox Jox

• Continued from page 22

format for several years and has now completed the specifics. He's going to feed the whole thing into a computer, then start seeking stations needing his talents. His phone number is 313-356-2698. Anybody want his old programming job? Call Larry Shaw, 212-LT 1-7777.

Lineup at WFDF-AM, Flint, Mich., includes Dan Hunter in the mornings, Bob Burchett in midday, Joe Wade from WPHM-FM in Port Huron, Mich., in the afternoons; Bob Olsen from WTRX-AM in Flint at night; and Bob Shepard on weekends. The station features an uptempo MOR format.

★ ★ ★

Whew, but I'm having fun going through the four feet of mail I got during the past week. Here's a note from Bill Norman, sales manager of WNMB-FM, North Myrtle Beach, S.C., home of Micky Spillane and darn pretty country: "WNMB-FM is a new, stereo station serving all of South Carolina's Grand Strand. Currently, we're on the air 19 hours a day, but plan 24-hour coverage during the summer months. Programming consists of easy listening during the daytime hours and progressive at night. Lineup includes Hal London 6-9 a.m., John Smithson 9-noon, Don Allen noon-4 p.m., Bill Norman 4-7 p.m., and Doug Dickey 7-1 a.m., with Bruce Miller working weekends."

★ ★ ★

Tommy Graham telegrams: "I have traded the one-nighters with my rock group for the peace and tranquility of working in radio. After graduating 15 weeks early from Brown Institute, I went to KTCR-FM in Minneapolis as music director, left to join KSTP-AM in Minneapolis and am thrilled to say that I joined a staff now at WYOO-AM, Minneapolis and have learned more from Bill Stewart in two weeks than Brown taught me in 10 months. You were so kind to me in helping with suggestions of numerous FM stations for my album, which, by the way, went over 300,000 in sales, that I had to share this news with you. I am working as Tuneful Tommy and sing the intro into every song, sing the weather, and my spots—a Bill Stewart idea that is the talk of the Twin Cities. I am moving my piano into the studio tomorrow and plan to really cut loose. I work the swing shift, two days midnight-6 a.m. and three days 10 a.m.-3 p.m. If you hear from my old buddy, Dave Diamond, please tell him where I am."

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## Film Flashes

Underscoring the continuing development of the Israeli film industry are two productions now filming there. First and foremost is obviously "Jesus Christ Superstar," the Universal/Robert Stigwood production being co-produced and directed by Norman Jewison at various locations in Israel.

Being photographed by Alex Thompson in 35mm. Todd-A-O, the film features Ted Neeley repeating his L.A. production role of the man Himself, while MCA Records' Yvonne Elliman will again handle duties as Mary Magdalene, and Carl Anderson will portray Judas.

Jewison cited the choice of the Israeli location for the Andrew Lloyd Webber/Tim Rice musical as an attempt to balance the contemporary tone of the work against authentic backgrounds. "The way we are filming it is very 'Superstar,'" stated Jewison, "the 'where' we are filming is very 'Jesus Christ,'" and we need that balance."

Also shooting there, concurrently with a number of Israeli productions, is the Renfrew Films, Ltd. production of "Billy Two Hats" for United Artists. Ted Kotcheff is directing, while Norman Jewison and Patrick Palmer (associate producer, "Superstar") are producers.

Truly an international production, "Billy Two Hats" is an American western written in Scotland, organized in England and being directed and produced by Canadians. The Israeli location will offer some local actors, as well as Gregory Peck, Dezi Arnaz Jr. and Jack Warden.

More from Time-Life Films and BBC-TV: Latest BBC-TV and Time-Life co-productions include "Rumours of War," a 60-minute color film aimed for non-theatrical distribution and examining the story of the nuclear arms race.

Also in release is another documentary, "The Missing Link," which deals with the development of engineering science and its impact on urban design and construction. Possibly the light at the end of the tunnel for city planners.

# Soul Sauce

**BEST NEW SINGLE OF THE WEEK:**  
**"NEITHER ONE OF US"**  
**GLADYS KNIGHT & THE PIPS**  
 (SOUL)

**BEST NEW ALBUM OF THE WEEK:**  
**"JOE TEX SPILLS THE BEANS"**  
**JOE TEX**  
 (DIAL)

By JULIAN COLEMAN

Jazz great Billy Taylor has recently completed a stint as music director on two PBS TV's most popular series, "Sesame Street" and "Electric Company." Taylor composed and supervised the music for both shows. . . . Jerry Butler will be out on an eastern college tour, Feb. 1-11, then Feb. 16-26 he headlines at Lake Geneva, Wis.

Former Motown producer Johnny Bristol joined Columbia Records recently as a staff producer. While with Motown, Bristol produced such acts as Gladys Knight and The Pips and Jr. Walker and the All Stars and many hits for the Jackson 5. De-Lite Records reports that Stan Price is representing De-Lite and Virgo Records as national promotion director for all their R&B products. Price recently completed a successful tour of the country. . . . It looks like Aretha Franklin, who moved from Columbia to Atlantic near-

ly five years ago, may be headed back to Columbia. Aretha's current contract is up in mid-73. At this time there are more questions than answers.

**BITS 'N' PIECES:**

The Al Jefferson Testimonial set for Feb. 16 at the Marriot Twin Bridges Hotel, Washington, D.C. . . . The next Stylistics single will be "Break Up To Make Up." Taken from their Avco "Round 2" album. . . . Dave Crawford, one half of the Crawford-Shapiro producing team, has left Atlantic and joined ABC/Dunhill where it is rumored that Wilson Pickett may sign. Pickett is an alumnus of Atlantic. . . . First single for Columbia's new Latin find Azteca is called "Mamita Linda." . . . Breakouts: War, "The World Is A Ghetto"; Marvin Gaye, "Trouble Man"; Bobby Womack, "Harry Hippie"; Spinners, "Could It Be I've Fallen In Love"; James Brown and Lynn Collins, "What My Baby Needs

Now"; Holland and Dozier, "Don't Leave Me Starving For Your Love"; Smokey Robinson and The Miracles, "I Can't Stand

To See You Cry"; Jermaine Jackson, "Daddy Home"; Main Ingredient, "You Got To Take It"; J.R. Bailey, "After Hours."



SHOWN AT the signing of the new contract and presentation of their third gold disk for "I'm Stone In Love With You," are seated (L. to R.) Hugo & Luigi—Standing The Stylistics and at the far right the group's agent, Jack Bart, president of Universal Attractions.

Billboard SPECIAL SURVEY for Week Ending 1/13/73

## BEST SELLING Soul Singles

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	SUPERSTITION Stevie Wonder, Tamla 54226 (Motown) (Stein & Van Stock/Black Bull, ASCAP)	8
2	2	WHY CAN'T WE LIVE TOGETHER Timmy Thomas, Glads 1703 (Sherlyn, BMI)	10
3	4	I GOT A BAG OF MY OWN James Brown, Polydor 14153 (Dynatone/Belinda, BMI)	9
4	3	ME & MRS. JONES Billy Paul, Phil. Int'l 73517 (Columbia) (Assorted, BMI)	12
5	6	SUPERFLY Curtis Mayfield, Curtom 1978 (Buddah) (Curtom, BMI)	8
6	10	WORLD IS A GHETTO War, United Artists 50975 (Far Out, ASCAP)	7
7	12	TROUBLE MAN Marvin Gaye, Tamla 54228 (Motown) (Jobete, ASCAP)	4
8	5	TROUBLE IN MY HOME/ I FOUND MY DAD Joe Simon, Spring 130 (Polydor) (Assorted, BMI/Assorted, BMI)	10
9	9	I'LL BE YOUR SHELTER (In Time of Storm) Luther Ingram, Koko 2113 (Stax/Volt) (East/Memphis/Klondike, BMI)	7
10	11	LOVE JONES Brighter Side of Darkness, 20th Century 2002 (Fox Fanfare/Seboms, BMI)	12
11	8	KEEPER OF THE CASTLE Four Tops, Dunhill 4330 (Trousdale/Soldier, BMI)	9
12	7	YOU OUGHT TO BE WITH ME Al Green, Hi 2227 (London) (Jec/Green, BMI)	11
13	15	WE NEED ORDER Chi-Lites, Brunswick 55489 (Julio-Brian & BMI/Hog, ASCAP)	6
14	18	HARRY HIPPIE Bobby Womack & Peace, United Artists 50946 (Chartwell, BMI)	5
15	13	IF YOU DON'T KNOW ME BY NOW Harold Melvin & the Blue Notes, Phil. Int'l 73520 (Columbia) (Assorted, BMI)	14
16	14	PAPA WAS A ROLLING STONE Temptations, Gordy 7121 (Motown) (Stone Diamond, BMI)	14
17	26	LET US LOVE Bill Withers, Sussex 247 (Buddah) (Interior, BMI)	3
18	17	I NEVER FOUND A MAN (To Love Me Like You Do) Esther Phillips, Kudu 910 (CTI) (East, BMI)	7
19	31	COULD IT BE I'VE FALLEN IN LOVE Spinners, Atlantic 45-2927 (Bellboy, BMI)	3
20	16	CORNER OF THE SKY Jackson 5, Motown 1214 (Jobete/Belwin-Mills, ASCAP)	10
21	23	MY THING Moments, Stang 5045 (Gambi, BMI)	7
22	19	I'M STONE IN LOVE WITH YOU Stylistics, Avco 4603 (Bellboy/Assorted, BMI)	14
23	25	I MISS YOU BABY Millie Jackson, Spring 131 (Polydor) (Gaucho/Belinda, BMI)	6
24	27	DADDY'S HOME Jermaine Jackson, Motown 1216 (Nom, BMI)	3
25	24	SILLY WASN'T I Valerie Simpson, Tamla 54224 (Motown) (Cotillion, ASCAP)	5

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
26	33	WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVIN' James Brown & Lynn Collins, Polydor 14157 (Dynatone/Belinda/Unichappell, BMI)	4
27	22	FEEL THE NEED IN ME Detroit Emeralds, Westbound 209 (Chess/Janus) (Bridgeport, BMI)	8
28	29	TODAY I STARTED LOVING YOU AGAIN Bettye Swann, Atlantic 2921 (Blue Book, BMI)	5
29	36	I CAN'T STAND TO SEE YOU CRY Smokey Robinson & the Miracles, Tamla 54225 (Motown) (Jobete, ASCAP)	3
30	20	992 ARGUMENTS O'Jays, Phil. Int'l, 73522 (Columbia) (Assorted, BMI)	9
31	28	WE DID IT Syl Johnson, Hi 2229 (London) (Jec, BMI)	6
32	34	GIVE ME YOUR LOVE Barbara Mason, Buddah 331 (Camed, BMI)	5
33	39	YOU'VE GOT TO TAKE IT (If You Want It) Main Ingredient, RCA 74-0856 (Damic, BMI)	2
34	21	ONE NIGHT AFFAIR Jerry Butler, Mercury 73335 (Assorted, BMI)	10
35	30	(I Got) SO MUCH TROUBLE IN MY MIND Joe Quarterman, GSF 6879 (Access/Avalanche, BMI)	8
36	37	SAVE THAT THANG Rimshots, A-1 4002A (All Platinum) (Gambel, BMI)	6
37	40	WISH THAT I COULD TALK TO YOU Sylvers, Pride 1019 (MGM) (Dotted Lion/Sylco, ASCAP)	3
38	44	DON'T LEAVE ME STARVING FOR YOUR LOVE Holland & Dozier Featuring Brian Holland, Invictus 9133 (Capitol) (Gold Forever, BMI)	3
39	38	BREAKING UP SOMEBODY'S HOME Albert King, Stax 0147 (South Memphis, BMI)	5
40	46	AFTER HOURS J.R. Bailey, Toy 3805 (Dish-A-Tunes/Two People/Giant Enterprise, BMI)	2
41	41	CRUMBS OFF THE TABLE Laura Lee, Hot Wax 7210 (Buddah) (Gold Forever, BMI)	4
42	42	I WON'T LET THE CHUMP BREAK YOUR HEART Carl Carlton, Back Beat 627 (Duke/Peacock) (Don, BMI)	5
43	43	GRAND CENTRAL SHUTTLE Johnny Griffith Inc., RCA 74-0805 (Ernkel, BMI)	2
44	—	OH NO NOT MY BABY Merry Clayton, Ode 66030 (A&M) (Screen Gems-Columbia, BMI)	1
45	45	SOMEBODY LOVES ME Whispers, Janus 200 (Baby Ronda, ASCAP)	3
46	—	BACK UP Manhattans, De-Luxe 45-144 (Starday/King) (Fi. Knox/Haffasham, BMI)	1
47	49	YOU CAN DO MAGIC Limmie & the Family Cooking, Avco 4602 (Kama Sutra/Five Arts, BMI)	2
48	50	THE TRUTH SHALL MAKE YOU FREE King Hannibal, Aware 027 (Captain/Bold Lad, BMI)	2
49	—	LOVE IS THERE Futures, Gamble 2502 (Columbia) (Assorted, BMI)	1
50	—	LET ME DO MY THING People's Choice, Phil. A. of Soul 358 (Jaime-Guyden) (Dandellion, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 1/13/73

## BEST SELLING Soul LP's

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

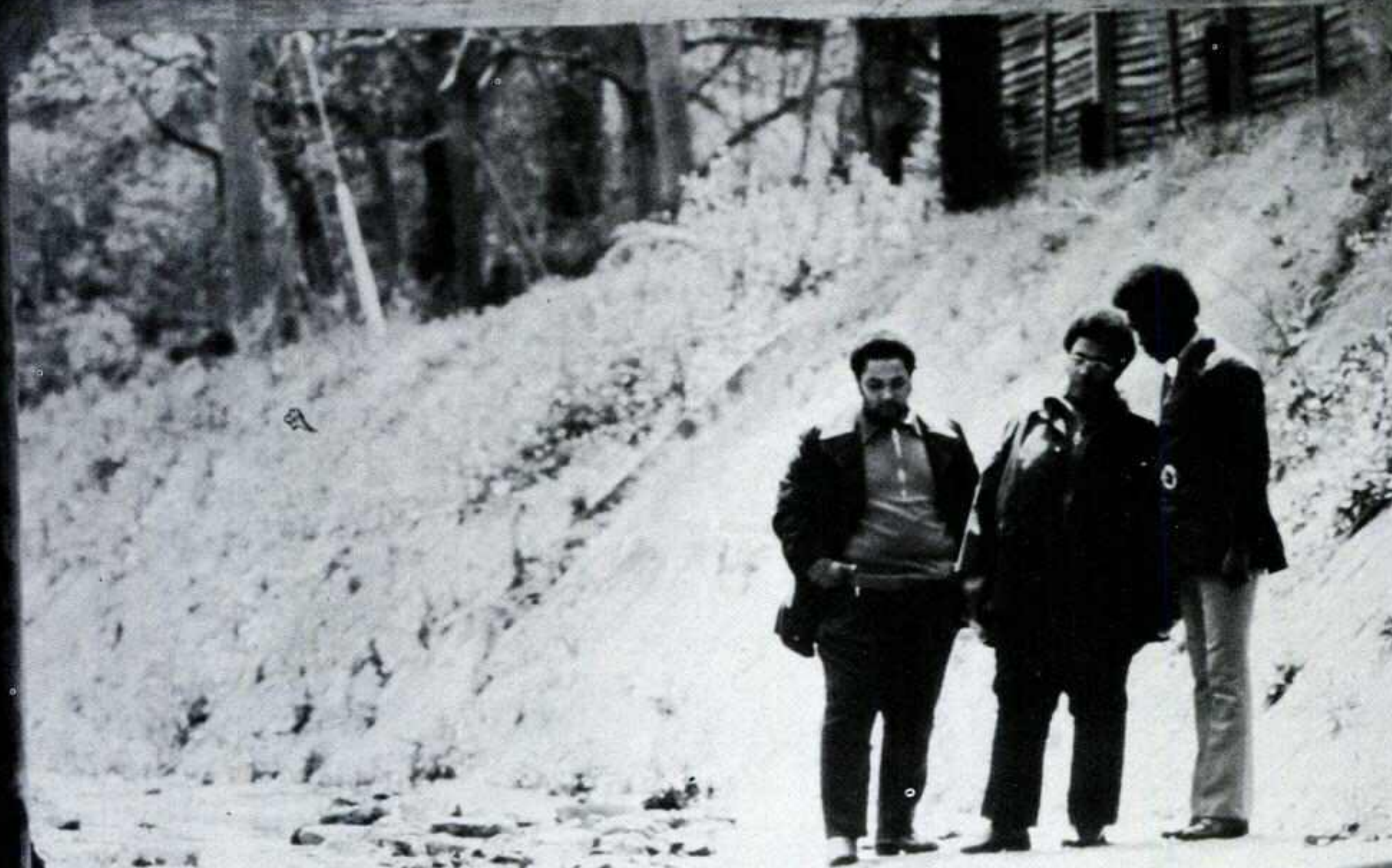
This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
1	1	360 DEGREES OF BILLY PAUL Billy Paul, Phil. Int'l KZ 31793 (Columbia)	8
2	5	TALKING BOOK Stevie Wonder, Tamla T 319 L (Motown)	8
3	3	THE WORLD IS A GHETTO War, United Artists UAS 5652	9
4	2	I'M STILL IN LOVE WITH YOU Al Green, Hi XSHL 32074 (London)	12
5	9	LADY SINGS THE BLUES Diana Ross/Soundtrack, Motown M 758 D	6
6	7	KEEPER OF THE CASTLE Four Tops, ABC/Dunhill DSX 50129	9
7	4	ROUND 2 Stylistics, Avco AC 11006	11
8	13	TROUBLE MAN Marvin Gaye, Tamla T 322 L (Motown)	4
9	6	CARAVANSERAI Santana, Columbia KC 31610	10
10	11	UNDERSTANDING Bobby Womack, United Artists UAS 5577	14
11	8	ALL DIRECTIONS Temptations, Gordy G 962 L (Motown)	14
12	12	SUPERFLY Soundtrack/Curtis Mayfield, Curtom CRS 8014 ST (Buddah)	14
13	15	GET ON THE GOOD FOOT James Brown, Polydor PD 2-3004	7
14	14	I MISS YOU Harold Melvin & the Blue Notes, Philadelphia International KZ 31648 (Columbia)	14
15	16	DOS Malo, Warner Bros. BS 2652	8
16	10	I CAN SEE CLEARLY NOW Johnny Nash, Epic KE 31607 (Columbia)	14
17	17	GREATEST HITS Chi-Lites, Brunswick BL 754184	13
18	20	IF LOVING YOU IS WRONG I DON'T WANT TO BE RIGHT Luther Ingram, Koko KOS 2202 (Stax/Volt)	14
19	18	BEN Michael Jackson, Motown M 755 L	14
20	21	JOE SIMON'S GREATEST HITS Sound Stage 7 KZ 31916 (Columbia)	4
21	19	BACK STABBERS O'Jays, Phil. Int'l KZ 31712 (Columbia)	14
22	26	MUSIC IS MY LIFE Billy Preston, A&M SP 3516	4
23	23	BITTER SWEET Main Ingredient, RCA LSP 4677	14
24	22	LONDON SESSIONS Chuck Berry, Chess CH 6002	14
25	25	JERMAINE Jermaine Jackson, Motown M 752 L	14

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
26	24	STILL BILL Bill Withers, Sussex SXBS 7014 (Buddah)	14
27	27	ALONE AGAIN, NATURALLY Esther Phillips, Kudu KU 09 (CTI)	5
28	28	BROTHER, BROTHER, BROTHER Isley Brothers, T-Neck TNS 3009 (Buddah)	14
29	33	SUPREMES Supremes, Motown M 756 L	7
30	29	GREATEST HITS ON EARTH 5th Dimension, Bell 1106	14
31	30	HEADS Osibisa, Decca DL 7-5368 (MCA)	13
32	32	PEOPLE HOLD ON Eddie Kendricks, Tamla T 315 L (Motown)	12
33	36	PLEASURE Ohio Players, Westbound WB 2017 (Chess/Janus)	3
34	31	I'LL PLAY THE BLUES FOR YOU Albert King, Stax STS 3009	14
35	34	A LONELY MAN Chi-Lites, Brunswick BL 75479	14
36	35	GUESS WHO B.B. King, ABC ABCX 759	14
37	37	MILLION TO ONE Manhattans, Deluxe 12004 (Starday/King)	4
38	—	1957-1972 Smokey Robinson & the Miracles, Tamla T 320 D (Motown)	1
39	40	SWEET AS FUNK CAN BE Dells, Cadet CA 50021 (Chess/Janus)	10
40	43	LAST DAYS IN TIME Earth, Wind & Fire, Columbia KC 31702	2
41	38	NATURE PLANNED IT Four Tops, Motown M 748 L	14
42	42	GREATEST HITS Tyrone Davis, Dakar 76902 (Brunswick)	3
43	48	CYMANDE Janus, JLS 3044	2
44	41	BUMP CITY Tower of Power, Warner Bros. BS 2616	14
45	—	GREEN IS BLUES Al Green, Hi SAL 32055 (London)	1
46	44	LIFE AND BREATH Whispers, Janus 3046	14
47	46	BABY WON'T YOU CHANGE YOUR MIND Black Ivory, Today TLP 1008 (Perception)	3
48	45	FIRST TIME Roberta Flack, Atlantic SD 8230	14
49	—	STARTING ALL OVER AGAIN Mel & Tim, Stax STS 3007 (Columbia)	1
50	47	SHAFT Isaac Hayes/Soundtrack, Enterprise/MGM ENS 2-5002 (Stax/Volt)	14



# God Only Knows.

We can't explain it. We recorded the Rance Allen Group album "Truth Is Where It's At" as a gospel lp. We brought out "That Will Be Good Enough For Me", taken from the album, as a gospel single. But look what's happened. All of a sudden they are being requested and played (and played often) on Top 40 R&B stations all across the country. And why not? When the message is right, anyone can read it.



## Our thanks to

Houston	KYOK
Little Rock	KOKY
Nashville	WLAC
Middleton, Ohio	WPBF
Washington, D.C.	WUST
Gary, Ind.	WWCA
Woodside, NY	WWRL
Jackson, Miss.	WOKJ
E. St. Louis	WESL
Ft. Worth	KKDA
Harve de Grace	WASA
Los Angeles	KSOL
Lancaster, PA	WLAN
South Bend, Ind.	WHME
Beckley, W. VA	WWNR
Mobile, Ala.	WGOK
Albany, GA	WJIZ
Dallas, TX	KNOK
Milwaukee	WAWA/WNOV
Chicago	WVON
Grand Rapids	WMAX
St. Louis	KWK/KXLW
Akron, OH	WSLR
Ft. Lauderdale, Fla.	WRBD
Hattisburg, Miss.	WOVV

The Gospel Truth, a division of The Stax Organization



## W. COAST MFRS.

### Shows Aid Promotion, Buyer Focus

By BOB KIRSCH

LOS ANGELES—West Coast hardware and software manufacturers are approaching the January home electronics shows with different attitudes, but the predominant feeling is that these shows will offer a chance to show new promotional programs and displays, a chance to meet a greater variety of buyers as a result of the cross-over from the National Housewares Exposition and Navy Pier Show, the opportunity of showing buyers complete lines as well as a few new products and a chance to conduct some good public relations with buyers.

Product introductions will not be taking a back seat in the true sense of the word, since most firms will be showing something new and several will be displaying what amounts to complete lines. The emphasis, however seems to hinge on time of year and the chance to talk to buyers as well as show them products.

Sanyo Electric, Inc. will be showing a number of new products, but vice president Howard Ladd said there are other good reasons for his firm's presence at the Consumer Electronics Show (CES). "The buy-

ers are eager in January," Ladd said. "Not only do you get the purely electronic buyers, you get many housewares buyers who are involved in electronics to a certain extent. These people will stop in since they're in town anyway, but many of them do not make a special trip for electronics in June. In addition, many retailers are thinking about promotions this time of year, and this is a good chance to offer them. It's also a good time and place for communication with our own dealers and reps, and communication is perhaps the most important part of our business."

"This is an excellent show for us," said Jerry Adler of Muntz Stereo Corp. of America, which is exhibiting in the Independent Home Entertainment show (IHE). "The big point to me is that all of the chain buyers are in town for this show. They may be there for housewares, but they'll stop into the Hilton. We have also traditionally done a lot of selling at this show."

(Continued on page 29)

### Blank Tape Cos. Spark Big Promotions

By RADCLIFFE JOE

NEW YORK—The advent of the first Winter Consumer Electronics Show has brought with it the introduction of at least three completely new blank tape lines, as well as a tremendous amount of innovations and new promotions among already established brands.

The three new names are Toyota, produced by the Electronic Homes Co., headed by George Saddler, former marketing director of TDK in this country; Columbia Magnetics, a division of Columbia Records, and Athenia, produced by Athenia Industries Inc.

Columbia Magnetics will debut its line at the Winter CES, placing emphasis on what marketing director Ted Cohen calls a premium Columbia line in varying lengths of cassettes, cartridges and open-reel product. (See Billboard, Dec. 30.)

The Columbia premium line is being developed from a formulation of low-noise, gamma ferric oxide, and will be aimed at the audiophile, music and youth markets.

Columbia Magnetics is also producing a Soundcraft line at a promotional price. This secondary line will be formulated, packaged and priced to appeal to the general consumer not using the most sophisticated recording equipment.

Electronic Homes is offering its initial product, a C-60, low-noise, high fidelity Toyota brand cassette at an 89-cent promotional price. The company does, however, plan

to market a complete line of blank tapes under the Toyota name.

According to Saddler, the promotional 89-cent C-60 Toyota cassette is already on the market. This will be followed in the early spring of 1973 by three more C-60 cassettes with list prices of \$1.49, \$2.49 and \$3.49.

The Toyota \$3.49 product will be the top-of-the-line, and, stresses Saddler, will be manufactured under the most stringent quality con-

trol standards possible, from the best raw material available.

Also planned for introduction to the consumer market by the 1973 Summer CES is a line of "L Series" cassettes ranging in playing times from C-45 to C-90. There will also be a complete line of 8-track cartridge product, and enough open-reel product to meet market demands.

Athenia Industries which for

(Continued on page 30)



CONSUMER ELECTRONICS SHOW (CES) executives will be cutting another ribbon this weekend as the first Winter CES opens (12) in Chicago's Conrad Hilton hotel. In this photo from the first Chicago CES in McCormick Place, Jack Wayman, staff vice president of the sponsoring Electronics Industries Association, is third from left. Insert is Larry Karel, producer of the long-established Independent Home Entertainment show, also in the Conrad Hilton.

### Headphone Sales Up 5%

By ANNE DUSTON

CHICAGO—Headphone companies are experiencing a 50 percent boom in sales over last year, especially in the lower end price range, according to firms planning to exhibit at the Winter shows.

Headphone companies exhibiting here include Fisher Radio, B&B Imports, Delmonico, KLH, Koss, Commodore, Miida, Marlin Radio, Micotron, Mura, Rystl, Sansui, Sonic International, Sterling Hi-Fi, Superscope, Rolector of America, Superex and Webcor.

Greg Cornells, vice president, sales, Koss, credited the boom to two factors: headphone jacks are now found on all high fidelity equipment rather than just the higher price product; and, more dealers are offering packages that include low-end stereo headphones. "We are pleased with the influx in the \$4.95 to \$20.00 market because it will eventually make a market for us," he said. Koss headphones range in price from \$15.95 to \$150.

Another factor noted by Ed Weisl, vice president, sales, Mura Corporation, is the dorm student who buys a good stereo headphone for personal listening rather than investing in speakers. "He gets as good or better sound on the headphones as he would on \$250-\$500 speakers," he said.

Dynamic stereo headphones are still a major part of the market, with electrostatic sales increasing from 5 percent to 8 percent in the past year. Superex will be introducing a new dynamic stereo without

(Continued on page 28)

### TVC Ruling

By MILDRED HALL

WASHINGTON — The Federal Communications Commission has finalized its rules for video player and recorder home entertainment items, after a year and a half of dialogue with the industry. The rules for the so-called Class I TV Devices will require type approval, "in the public interest," rather than the certification hoped for among smaller manufacturers. The rules will permit a higher output signal strength (for better pictures) than originally proposed, in spite of increased "potential for interference" which could result, the commission notes.

As partial safeguard against interference with neighboring sets, by those being used for video recorders or playbacks in the home, the radiation interference limits in the rules will provide protection for any set located at a distance of about 20 feet from the player or recorder device in use. To prevent

(Continued on page 27)

### Display Cases Huge Business

By EARL PAIGE

CHICAGO—Manufacturers and marketers of tape display cases for stores are caught up in a wave of expansion, according to spot checks of exhibitors coming here for the winter consumer electronics shows. Among reasons for the boom are the many stores adding tape for the first time and outlets increasing inventories. This creates a consequent need for a variety of display case sizes. There is at the same time a continuing recognition that tape is a highly pilferable item, and as one manufacturer put it, even among employees.

Some trends:

- Fairly competitive pricing due to the proliferation of manufacturers;
- Growing demand for giant-size units but continued use of modulars that can be stacked;
- Continuing need for versatile designs that can be converted to different size tape packages; different modes of retailing;
- Proliferation of designs incorporating the hand hole;
- Shift to fronts that do not have sliding doors;
- More interest in conveyor belt design, which is, however, not widely licensed; general feeling this construction is too costly;
- Slight interest in knocked-down (KD) shipping;
- Increased requests for cassette units;
- Designs offering varied exterior finishes;
- Automation of manufacturing processes;
- Some movement to international sales;
- Establishment of regional warehouse/manufacturing facilities to offset rising freight and handling costs.

One manufacturer not surprised by the proliferation of companies in the field is Gordon L. Freedman, president, Freedman Aircraft Engineering Corp., Charlevoix, Mich. "It comes in waves and always has ever since we entered the business in 1946. It's still a business where one man working on small quantities can do a pretty good job. But, actually, manufacturing cases is almost incidental. The big concern is freight and delivery."

(Continued on page 28)

### Stereo Tape Club Closed; \$14 Mil Suit

By JOHN SIPPEL

LOS ANGELES — Stereo Tape Club of America is being terminated by Cerro Corp., New York, which bought an 81 percent interest in that firm in May, 1971.

The move is a part of a total action, stemming from a federal district court suit filed here last week, in which Cerro alleges misconduct in connection with the sale and seeks \$14 million in damages. Cerro reported that the club has not been profitable since its purchase and will have an after-tax loss of \$3.97 million.

The suit names as defendants

(Continued on page 30)

### Winter Shows Aiming at 50,000 Houseware Buyers

• Continued from page 1

day (13) the Independent Home Entertainment (IHE) show, a long-established event, will open in the Hilton.

The winter consumer electronic shows bridge two events, the International Home Furnishings Market Jan. 8-12 and the giant National Housewares Exposition Jan. 15-19 at McCormick Place. CES officials expect 50,000 buyers to visit Chicago during the Jan. 8-19 period and claim to have 7,000 registrants for CES alone.

While it is proven that many housewares buyers do indeed buy consumer electronics and accessories (the shows attract hundreds of small operators of discount stores too) what is unproven is how many buyers who specialize in home entertainment products will be attracted here too, especially major buyers. The nearly 100 CES

exhibitors and the 150 IHE exhibitors, at least two-thirds of which feature home entertainment, offer an unprecedented attraction, many contend.

John Carouso, Dyna Sales, Fort Lauderdale, Fla., head of a manufacturer rep firm, said probably "90 percent" of the major home entertainment outlets in Florida will send buyers. He said Gold Triangle stores will send four and Jefferson Stores will send one or two. "We expect some new products, but basically buyers will be looking for deals and specials and ways to align their spring and early summer merchandising programs. Electronics are no longer seasonal—they're year round."

Emery Klien, B & B Import, Detroit, who just returned from the Orient, said his firm will be in both the CES and Pier shows and that B & B will have 25 new items. Yes re-evaluation could mean price hikes up to 10 percent, he said, adding: "I think the effect of this will offer quickly." He looks for many show specials and said his firm will offer promotion 8-track car units that can retail for \$24.95 and \$29.95 with speakers.

### Retail Assn. TVC Panels

See Page 28

### CES Focus on Video Units

See Page 30

## Motorola Promotion

CHICAGO — Five component systems and three consoles were among items unveiled by Motorola during distributor meetings recently at which the manufacturer announced a dealer incentive trip to Spain as part of the theme "Value Time USA." Televisions and radio equipment will be featured at substantially lower prices during January and February.

Typical of the components: model: FH410HW, 4-channel system with AM/FM stereo receiver, 8-track and four matching speakers, suggested list: \$324.95; model FS209JW, an ensemble, features built-in 8-track player, suggested list \$199.95. Two of the consoles are Mediterranean styles, models SK101105JK and SK463HP, each

with AM/FM stereo receiver, record changer and built-in four speakers. Both have built-in 8-track players, but it is optional on the smaller SK46 unit. Model SK1011 suggested list: \$279.95.

## Cartridge Rental Network Mo. Dist.

NEW YORK—Cartridge Rental Network has named Cartridge Video, St. Louis, Mo., as its exclusive distributor for the rental of videotape cartridges in an area encompassing Eastern Missouri and Southern Illinois.

Cartridge Video, Inc., is a new company formed by Ronald Krueger, president of the Wehrenberg Circuit of Theatres, and Edward and Donald Schnuck. According to Jerry Watner, ex-

ecutive vice president, CRN, the appointment of Cartridge Video, Inc., gives CRN videocassettes rental outlets in approximately one-third of the continental United States. Other distributors are expected to announce shortly.

## New TDK Tape

NEW YORK—The TDK Electronics Corp. has developed a new audiophile quality cassette tape called the Extra Dynamic (ED) which, according to TDK spokesmen, offers a new dimension in cassette recording fidelity, along with performance characteristics superior to those of any other cassette.

The tape, available in cassette lengths of 40, 60 and 90 minutes, provides a usable frequency response range of 20 to 23,000 Hz . . . the broadest range in the cassette industry, claim TDK officials.

The new cassette is also reported to offer greater dynamic range, higher saturation levels for improved transient characteristics, and the industry's best signal-to-noise ratio.

"Because of the tape's higher saturation level, a higher level of recording signal can be applied to the tape without causing distortion, resulting in lower noise level during playback," said TDK officials.

They continued, "To achieve these performance characteristics, the ED cassette uses a special grade of TDK's gamma ferric (SD) oxide magnetic coating, combined with a special binder and backing material."

The tapes are priced at \$3.75 for the C-40ED, \$4.50 for the C-60ED, and \$6.00 for the C-90ED.

## TVC Ruling

• Continued from page 26

co-channel interference, an antenna transfer switch will be required on the devices.

The video players must use wire or cable to transmit the program signal to the home set. Transmission by radiation between the device and the home set—as proposed by some applicants—would not be permitted. The rules cover only the devices designed to be received by a conventional TV receiver (including home TV games and cameras), but do not apply to Cable TV or closed-circuit TV cameras, which are covered in other rules, the FCC points out.

A number of manufacturers were granted temporary waivers and allowed to market product on the basis of test models certified by the FCC engineers, before the rules were finalized. These included the original rulemaking petitioner Motorola, the Magnavox Corp., Sony, Matsushita and Warwick Electronics. The waivers were to expire with the effective date of the rules (Jan. 19, 1973), but the commission has extended the waiver until Mar. 1, 1973, in view of the type-approval requirement.

All manufacturers are urged to submit their equipment for type approval as soon as possible, and the FCC promises to move as quickly as possible in acting on the applications to produce this newest marvel in home entertainment electronics.

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# Tape/Audio/Video

## Retailers Assn. Sets Sessions on TVC

NEW YORK—The 62nd annual convention of the National Retail Merchants Association (NRMA) will devote an entire session of its four-day confab to videocassettes. It is the first time that the association will pay such detailed attention to the emerging TVC concept.

The convention will be held at the New York Hilton Hotel, Sunday (7) to Wednesday (10), with the videocassette session scheduled to get underway at 8:30 Wednesday morning and run through to 10:30 a.m.

Subjects slated for discussion include, "How Do Videocassettes Fit Into the Overall Communications Picture," "Videocassette Equipment—State of the Art," "An Overview and Status Report," "Retail Marketing of Videocassettes," "How To Do More Retail Business In Videocassettes," and "Videocassettes—The In-House Training System of the Future."

Speakers lined up for the session include, Donald Johnston, vice president, marketing, Cartridge Television, Inc.; William F. Leahy, divisional vice president-merchandise manager, John Wanamaker Stores; Beardsley Graham, executive vice president, Videorecord Corp. of America; John Williams, divisional merchandise manager, J.L. Hudson Co.; Delmar Brinkley, Jr., project manager, training dept., Coca-Cola; Ken Winslow, managing editor, VidNews; and Robert J. Nissen, Sr., Telecommunications associate, Hubert Wilke, Inc.

## Display Cases Huge Business

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Although Freedman did not spell out exact plans, he said the firm will establish manufacturing facilities in different sections of the country. He said also that the firm has been approached to sell overseas but that domestic expansion has to come first.

Freedman, who called a meeting of RCA, Capitol, Decca and Columbia in 1946 and has been in record-tape display cases ever since, said there has been a slight trend to open display but that some firms have retrenched. He mentioned K-Mart, which he understands to have gone to open cases and then back to security units. Montgomery Ward still sells in open displays but with the elongated, or "spaghetti box" carton, which Freedman's units accommodate.

In fact, Freedman said his firm's cases are designed so they are completely versatile. They can be security or nonsecurity. Also, the regular LP browser cases can be converted to long-box tape units. One other firm utilizing long boxes is J.L. Marsh, Minneapolis, where Howard Holkestad has developed a plastic long box (see separate story).

"Open display is the only way to go and this will happen eventually," Freedman said. "But right now, tape is still recognized as a highly pilferable item. There is even the worry of employee theft. I see tape going to open display where there is sufficient store personnel to maintain someone in the department.

Freedman, incidentally, makes cases for greeting cards, sewing notions, candles, and myriad other items. "We have 25,000 items (including parts) in our computer." He said greeting card cases far overshadow the record-tape case volume.

The conveyor belt case that delivers cartridges right to the checkout counter is probably the most controversial aspect in the field, with many claiming such construction is too costly. Not so, said Henry Tyler, president, Genco Inc., Des Moines, who holds the patent on the conveyor bed case with hand holes combination and has not been inclined to license it. Tyler said a basic setup for a store runs about 50 cents a cartridge. The cases come in modules (600 cartridges or 540 cassettes with expander) and only require one with belt, motor and so forth, as other modules can be set up to feed the one belt. The initial case is \$300; all after that are \$258. Tyler said the dealer showing 2,000 cartridges would be able to display them in 16 feet of space with the cases paying for themselves usually in 90 days.

Actually, Genco Inc. was first in the retail tape business in its Stereoland stores when Tyler got the idea. He said the cases result in about 20 percent increase sales because the lighting glamorizes the tapes and people can browse without being intimidated as with the locked case. Also, there is a saving in labor force and finally pilferage is zero. Tyler claims he also thought of the idea for a "bun" or shoe to fit on cassettes so they cannot be removed through the normal display case hand hold,

but said J.L. Marsh developed it first. Tyler also has licensed J.L. Marsh for the rackjobbers use only in its accounts as well as Musicland stores and said he may consider other licensing. "This is a situation we will just have to look at on an individual basis," he said, indicating that who is licensed may depend on where they are located.

Tyler also countered one other complaint about conveyor belt cases—tapes accidentally dropped onto the belt. "You may wind up a busy weekend with 10 or 12 tapes at the checkout counter people didn't want." The Genco conveyor

case can be bent so different positioned displays can be accommodated. The firm also makes regular cases. A standard 500 capacity model sells for \$175 to \$200. There are two smaller units without lights, a 120 capacity for \$50 and a 170 capacity for \$74. Genco's cases do not feature sliding doors, are made with white acrylic exteriors and 3/4-inch material. The belt framework is 14-gauge steel. "You could just as easily run sacks of sand on it as tape cartridges," Tyler said.

(Next, some of the newer companies' products, plans.)

## Headphone Sales Up 5%

• Continued from page 26

volume control in an ultra modern design. The STN-Newport will list at \$19.95, according to Joel Schneider, product manager.

Quadraphonic headphones are considered a future sale product, although Mura Corporation is introducing a 4-channel headset for under \$20. It features a 10-foot cord, stereo 4-channel switch, padded ear pieces, and four speakers. It carries a two-year guarantee.

Koss carries four quadraphonic models which Cornehl's claims, are more than the industry can support at the present time. "This year mass merchandisers are offering 4-channel systems for the same prices as last year's stereo systems, around \$200," he said, forecasting a rise in 4-channel headphone sales.

Most wanted feature in electrostatic headphones is the flattest sound curve, a ratio of decibels against frequency. In dynamic headphones, the majority of buyers look for volume controls, although purists avoid controls because of slight sound changes.

Cornehl's called comfort in lower end headphones a "severe problem." He said: "It takes time to build a tolerance for using headphones, starting with a half-hour and building up to four or five hours. There are plenty of cheap headcrunchers around. In order to be comfortable for long listening periods, headphones should have adjustable spring steel headbands and adjustable swivel cup levels." Liquid filled ear cushions are the most wanted feature on Koss' most popular model, the \$60 PRO-4-AA stereo headphone.

Cornehl's also cited the importance of functional or point of purchase displays in stores, citing that three out of every 20 sales include headphones, with 17 customers leaving without being shown or sold headsets. Koss is introducing a 28-foot traveling van that will travel the country as a store on wheels. The unit will accommodate sales seminars as well as mini-hi-fi shows for campuses and shopping centers. The complete line of Koss products will be demonstrated, and will be available for sale. "If this works out, we will flood the world with them," Cornehl's said.



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JANUARY 13, 1973, BILLBOARD

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# West Coast Mfrs See Winter Shows Aiding Promotions, Buyers

• *Continued from page 16*

Stan Harris, sales director of Akai America Ltd., agrees with much of what Adler says. "The chains are all there," he said, "and we've found that more chain's are becoming involved in more sophisticated equipment. This is one of the reasons we're in the CES."

Jim Lantz, national sales manager for Audio Magnetics, said that "The CES is beneficial because you can let your dealers know about new programs and lines. There is also a lot of cross-over among buyers, especially houseware buyers who are involved in small electrics and some software. There is another important fact to consider, and that is that January is one hell of a tape month and has been traditionally throughout the industry. The retailer's inventory is low, so he's often ready to reorder in large numbers. Good specials and programs are perfect for this time of year, as well as seeing your people, which means good public relations. We're not talking about what's coming up in the Fall here. Now the dealers have seen what you had to offer in June and they know how well it has worked out."

Ken Johnson of Teledyne Packard Bell agrees with Lantz. "The Winter CES is a great place to refresh buyers as to what happened last Fall, and it's a good place to meet new buyers who might come over from the Housewares show. You can also plan ahead for the Spring selling season, which is a very important one."

Shad Helmstetter of Ampex Corp. feels that a Winter show "gives dealers and distributors a lot of lead time to see what's coming up, and I think this is good for the industry. We can let our people know we are involved in merchandising on a continuing basis, and that it's not just a once a year thing. We're able to show new promotions and products, and we can also meet new buyers. For any firm that's doing a lot of things, it's difficult to cram it all into one show. We think this will work out well, but it's still kind of a test for us and the rest of the industry."

Lauren Davies of Craig Corp. pointed out that as well as promotions, "January has always been a very strong introduction period for us. The January and February market is a strong one, and we would be introducing products even if there were no Winter CES. But I think the show is serving a good purpose and that it's good for the industry, because the first quarter is a good consumer electronics sales period. As well as products, we will show some promotions geared to consumer sell-through packages, such as the coupling of certain items in a consumer-oriented package. An example would be a car stereo plus speakers in one pack."

### Timing

Ed Mason, president of Belair Enterprises, also likes the January timing. "June is really too late to show new products and get any kind of reaction," he said. "By showing in January, I can get better reaction for the Spring and Summer seasons and pick up an indication of what will move well. We can show our line of U.S. made products and we can also get the buyers who might not normally come to the show. I also think the two shows under one roof will help everyone."

Jim Loser of Memorex Corp. said his firm is in the CES because "We feel we have an obligation to be there. It's difficult to assess how it will compare to the June show as far as buying is concerned, but I feel we're going in the right direction as far as a link-up between the electronics shows and the housewares shows. The January timing is ideal, because it's a strong period in terms of retailing and a peak time for showing promotions and/or product. Christmas is over, the new year has started and there is a lot of buyer and consumer interest. We can push into the Spring season through this show and this may help business through the year, having a six-month rather than one year interval between

shows. Still, I think we'll see product introductions coming along at about the same time as always. The industry is still geared to June and it's hard to generate a whole new program at a different time than everyone has been used to for years. Besides, blank tape manu-

facturers seem to gear their introductions more to an appropriate time than to a show. Our intent here is to reinforce our approach to dealers, since we are still relatively new in the consumer market place."

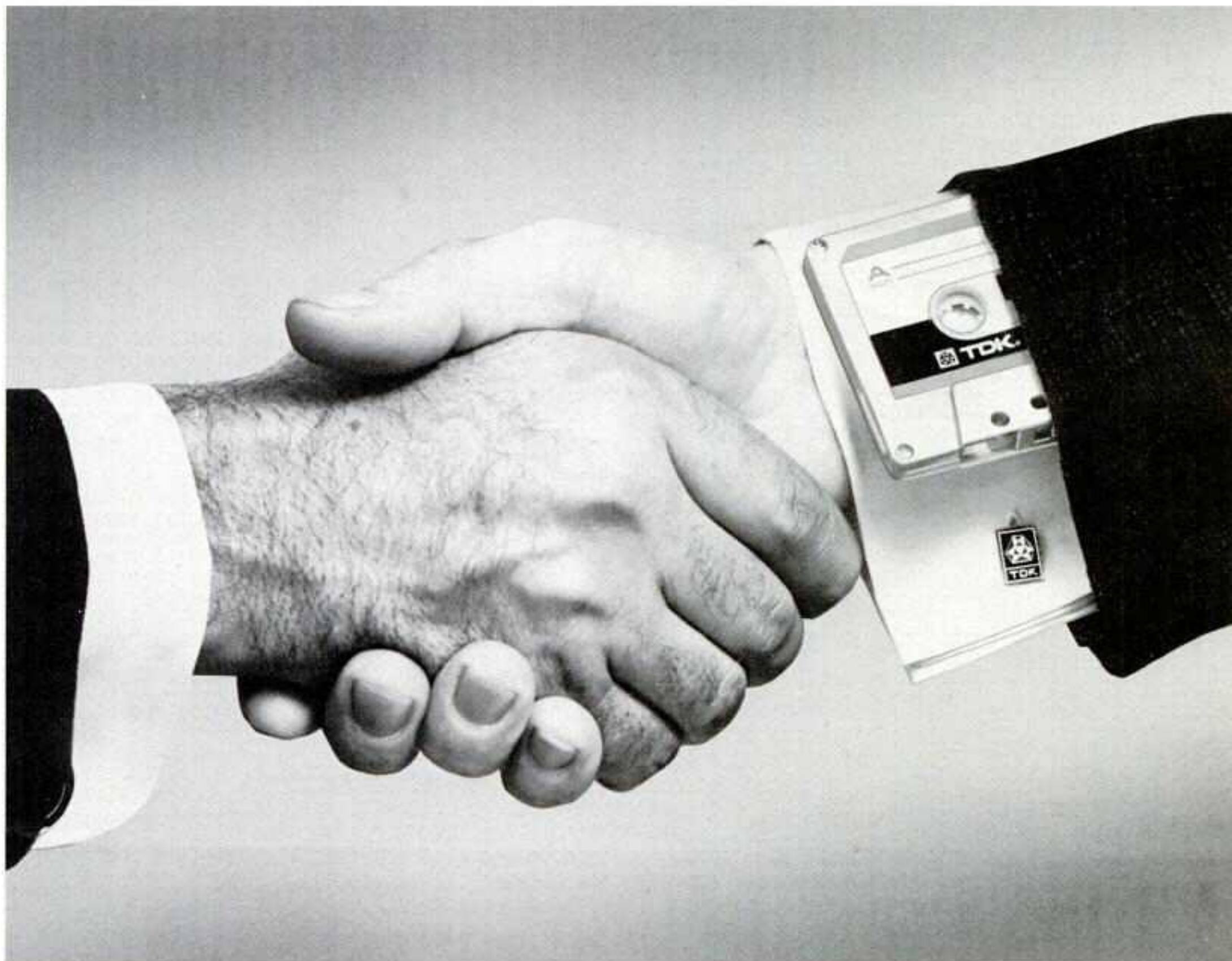
Ad manager I. Sato of Toyo

Radio Co. of America, Inc., feels that his firm's showing in the IHE is good because "January is a good time of year. You get a lot of different buyers and a lot of exposure this way."

"January is a good time for selling certain groups," said Ralph

Slotnick, president of Metro Sound which will be showing at the IHE. "It's a good month for selling product and programs to the chain and catalog people, who have to plan so far in advance that a June show often does them little good."

*(Continued on page 54)*



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# TV Cartridge Systems to Spur Buyer Discussions

By BOB KIRSCH

LOS ANGELES—Though there will be no exhibit concentrating solely on television cartridge in either tape or disk mode at either of the Chicago electronic shows, units will be present and the various configurations are going to play a major role in buying attitudes.

Many major retail outlets already carrying Cartrivision (the only system really on the market) will be sending buyers, but possibly more important are the dealers sending representatives to examine the various systems and make possible decisions as to what, if any unit, to carry.

Cartrivision will be on display in both the Teledyne Packard Bell and Admiral booths, and will take a prominent spot in each. Sony Corp. will undoubtedly show their audio-visual system as will Akai, though neither will make any direct attempt as yet to hit the consumer market.

In addition, firms such as RCA, Arvin and JVC will be at the CES, and their products will certainly be matters of discussion. The same holds true for firms not in attendance, such as Telefunken, North American Philips Corp. and MCA, all manufacturers of video disk systems. The blank tape manufacturers at the shows will also be thinking ahead to blank video tape.

Both Teledyne Packard Bell and Admiral will be showing their 25-inch Cartrivision consoles, with prices running between \$1,700 and \$1,900. Packard Bell will also debut their 19-inch Cartrivision system, with a somewhat lower price. Some of the thinking behind this undoubtedly stems from the showings recently of several video disks systems at substantially lower prices than Cartrivision units now on the market.

Primary among these disk systems is the MCA Disco-Vision unit shown publically last month. The unit can be expected to reach the market sometime this year, and is priced at \$400 or under for a single player or \$500 or under for a multi-disk unit. This is a playback only system, of course, but the price seems right to many dealers for qualification as a mass merchandising item. MCA has also prepared a large catalog of titles (over 11,000) and has apparently set much display material. A decision on which buying groups the system will be aimed at is expected within several weeks when a study being conducted by the Stanford Research Institute is completed.

At the moment, Cartrivision is the system with a foothold in the consumer marketplace. Many Sears, Roebuck & Co. outlets are carrying it, Montgomery Ward & Co. has the system, Admiral is manufacturing it and Packard Bell has between 200 and 250 stores carrying the system.

Packard Bell is in many major markets, including Los Angeles with the May Co., New York with Macy's and Gimbels, Houston with Foley's, Detroit with Hudson's, Philadelphia with Wannamakers, San Francisco with the Emporium and Macy's, Boston with Jordan Marsch, Seattle with Frederick & Nelson, Pittsburgh with Gimbels, Cleveland with Higbee's, Miami with Berdine's, Washington, D.C. with Woodward & Lothrop, Baltimore with Hecht's and Friendly Frost in New York and Connecticut. Many of these outlets are chains numbering up to 19 stores. In addition, the firm is sending the units to several large buying groups, including Prince Range and Best Brands Dealer's Assn., both in New Jersey.

Most dealer's carrying Cartrivision have worked out some type of marketing strategy and have sold at least several units. Many, including Foley's, are marketing the hardware and software in appropriate departments, and Cartrivision has appointed several distributors for software, including ABC Records and Tapes, the large Seattle based rackjobber.

The major complaint from re-

(Continued on page 54)

# Blank Tape Cos. Spark Big Promotions

• Continued from page 26

several years has been in the manufacture of precision engineered compression, transfer, injection and die cast molds, will also supply a full line of blank loaded tape product under the Athenia name.

The firm, located in Clifton, N.J., will draw heavily on its expertise as a plastics mold injector, to produce a product on which quality control emphasis will be placed.

According to Jules Sack, vice president, marketing and sales for Athenia, the company feels that

the cassette has come of age and should take its rightful place as a precision product. "It should be completely capable of performing its intended function on a sustaining basis," he said.

Among the established brands, BASF is pushing its line as never before with a \$1 million promotion campaign aimed primarily at the consumer market.

### Mass Market

The German conglomerate which had hitherto been selling its product in this country primarily to the audiophile market, has appointed a team of special sales representatives who will sell BASF tapes to mass merchandisers, who will in turn, sell to consumer outlets.

The massive push is, according to Heinz Kreuels, BASF's marketing manager for audio and video products in this country, hinging much of its clout on BASF's patented, jamproof "SM" mechanism, originally introduced exclusively in the BASF Chromdioxid line, and now featured in all cassettes manufactured by the company.

The thrust is also stressing BASF's ability to produce top-quality tapes at competitive prices because of the firm's total involvement in blank-tape production from the molding of the plastic to the finished tape product.

BASF's blank-tape entrants into the consumer market stakes include its SK cassette series—an economy-priced, low-noise, premium quality cassette in lengths of C-30s, C-60s, C-90s and C-120s.

## Close Tape Club

• Continued from page 26

Andrew Berkey II, Sidney L. Steinberg, William F. Staunton and Ralph Weinstock, along with Touche Ross & Co., a national accounting firm. Complaint alleges that misleading financial information was supplied in several prospectuses prior to the Cerro purchase, and holds the accounting firm liable for damages as it certified the statements. It is charged that accounts receivable and total assets were overstated. The damages include Cerro's losses in the purchase and ask for restitution of \$470,000 it charges Cerro paid the four defendants for stock.

Word from the Gardena base of the tape club was that its 20,000 square foot warehouse and office would be shut down and its 100 employees would be laid off. The club, it's understood, is trying to sell some or all of its club memberships.

## Kenwood Receiver

LOS ANGELES—Kenwood has introduced the KR-4200 AM-FM stereo receiver, featuring direct coupling in the power amplifier stage.

Other features include inputs for phono, record-play terminals for two tape decks and connections for two stereo speaker systems. The unit is priced at \$279.95.

**RECORDING TAPE RIOT!**  
**FACTORY FRESH: CHOICE OF**  
**SCOTCH #150 OR #203, 1800 FOOT**  
**1-MIL POLYESTER, 7" REELS; OR**  
**AMPEX #611, 1200 FT., 7" ACETATE**

Quantity	1-11	12	48
#150	1.95	1.87	1.75
#203	2.85	2.55	2.45
#611	1.08	1.50	1.39

"SCOTCH" BRAND CASSETTES

SC-30	1.10	1.06	1.01
SC-30 High Energy	1.43	1.39	1.32
SC-60	1.82	1.78	1.72
SC-60 High Energy	2.15	2.11	2.04
SC-90	1.94	1.90	1.78
SC-90 High Energy	2.31	2.27	2.23
SC-120	2.92	2.88	2.79

"Cartron" Cassettes Assembled With Screws (in Norelco-type Plastic Box)

C-30	.52	.48	.45
C-60	.62	.58	.55
C-90	.92	.88	.85
C-120	1.02	.98	.95

Add 10% to above prices for shipping  
 —5% for orders over \$80.00

**OPEN REEL STEREO TAPE BUYERS**  
 At last! An open reel compilation, including titles, songs, etc., of 95 long play, 1 1/2-3 hour albums by American Airlines, Continental Airlines, and Amplex 4 track stereo tapes (includes a group of "sound effects" tapes by Audio Fidelity). Send \$1.00—and we will also mail you a 140-page Harrison stereo tape catalog—so you'll get both for \$1.00—and this \$1.00 is refundable on your first \$10.00 purchase of open reel stereo tapes at our 30% discount!

**SAXITONE TAPE SALES**  
 1776 Columbia Rd., NW, Wash. D.C. 20009

**do you**  
 need 8-track lubricated tape, cassette tape, C-O's or loaded cassettes?  
 Get in touch with **EMPIRE MAGNETIC INDUSTRIES**  
 — the one stop for all your duplication or blank loading requirements at **LOWEST PRICES.**  
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 Phone: 516-293-5496



Do you just stock phonograph needles?

Or - do you merchandise them?



There's quite a difference—the difference between ho-hum, dead inventory and fast-moving, top profit merchandise that makes your accountant happy.

A major reason Fidelity needle dealers smile when they talk about needle sales, is their Fidelity Distributor.

Your Fidelity Distributor is a trained needle specialist providing:

- fast, personalized service
- extensive back-up stock including special items
- world's best, most complete needle replacement guide
- inventory management system
- powerful merchandising program

Your Fidelity Distributor is a needle merchandising specialist who is only satisfied when his dealers make substantial sales and profits on Fidelity needles.

If your business is just buying phonograph needles, you may be missing profit opportunities.

If your business is selling phonograph needles, contact your Fidelity Distributor.



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KNOW all about cartridges and will simplify your merchandising problem!

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**SHOW SPECIAL**  
**ONLY \$2.25**  
 50 up \$3.00  
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 Trailer Load \$2.25  
 Cases packed 1 per box and packed 72 pcs. to a skid.

**#54 8-Track CARRYING CASE**  
 Holds 24 8-Track Tapes  
**Custom Case Mfg. Co., Inc.**  
 6232 Bragg Blvd.  
 P.O. Box 5625, Fayetteville, N.C. 28303  
 Phone: Area Code 919-867-6111

Wanted: Distributors, State-wide master distributors and Reps.

## Japan Exhibit: Bow TVC Via C-60 Cassette

By HIDEO EGUCHI

TOKYO—A color picture cassette player and a 1/2-inch cartridge color videotape recorder were among the consumer electronics shown at the recent '72 Matsushita Engineering Exhibition in the main Mitsukoshi department store downtown here. Over 100,000 persons saw the show, according to the sponsor, Matsushita Electric Industrial Co., Ltd. of Osaka.

With the color picture cassette player, still pictures with stereo sound, both recorded on an ordinary audio cassette tape blank, can be played back in full synchronization at normal speed and viewed on a home color TV set. Up to 1,000 color still pictures can be recorded on both sides of a C-60 audio cassette tape, according to the Japanese manufacturer but the recording unit was not shown at the 6-day exhibition.

Matsushita's 20-inch color TV with 3/4-inch cassette videotape recorder, automatically records the desired programs at the selected time and plays them back via the built-in VTR. Preselection, not required to be in an exact time sequence, is accomplished by touching a ten-key decimal keyboard. The maximum recording time for each cassette VTR tape blank is sixty (60) minutes, and programs of 15, 30 or 45 minutes also can be preselected. Commercial production of this set has not been determined yet, the manufacturer said.

Also demonstrated at the exhibition were Matsushita's discrete four-channel FM broadcasting system and its version of the JVC/Nivico CD-4 quadradisc system. Components included a semiconductor cartridge, demodulator, pre-amplifier, amplifier and a newly developed three-way speaker system.

Matsushita plans to start producing its Technics SB-1000 speaker system next January for sale in Japan at the equivalent of some \$500. Distortion has been reduced to less than 0.2 percent, the manufacturer said.

## GRT Revives 8-Track Line

LOS ANGELES—GRT has bowed a budget 8-track tape line, featuring 50 titles in five "oldies but goodies" categories.

The program includes a promotional package featuring the "Music Man," Les Rogers. There is no real Les Rogers, but GRT advertising and sales promotion manager Jack Woodman said the firm picked a model for display cards "that could have been in the music business in the early '40's. We picked him from a stack of 85 good looking, over 40 bandleader types."

The photo will appear on all promotion and ad materials in the introductory promotional pack which includes a 150-type capacity floor merchandiser with headers, mobiles, banners and streamers.

The five categories in the line itself include classical, easy listening, jazz, rhythm and blues and country. Artists include Roger Miller, Joan Baez, the Kingston Trio and Buck Owens. To receive the complete promotion pack, retailers must place an opening ad for 150 tapes.

## RCA to Show TVC

NEW YORK—The RCA SelectaVision MagTape videocassette system will get its first public screening at the Winter CES show, according to officials of the company.

The unit will be one of the major features at the RCA booth, which will also show a line of new compact and console stereo systems featuring the company's Dimensia IV innovation, a gadget designed to enhance conventional stereo through four separate speakers and special circuitry.

The company is also planning a surprise showing of another new product, but no one is saying exactly what it is.

The MagTape TVC system had hitherto been shown only to selected distributors, dealers and some members of the press. However, with delivery date targeted for later this year, the company feels that the time has come for a general showing of the product.

The unit utilizes 3/4-inch videotape, and is expected to carry a list price of about \$700. A black and white camera which will be marketed along with the unit will list for about \$270.

RCA is still reluctant to talk about its programming plans for the system, but indications are that behind-the-scenes planning in this area is continuing apace.

DEALERS • RACK JOBBERS • INCREASE YOUR PROFITS

8 TRACK TAPE  
CENTER \$39.50  
(144 Capacity)



Display case is manufactured from #1 White Pine Beautifully Stained Natural Grain and Finished in High Gloss, Durable Plastic Coat. Other sizes are Available. Can be shipped UPS, REA or Whatever Means Customer Chooses. Shipping Weight 33 Lbs.

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Reach thru sliding theftproof plexi-glass front.

## Watts Record Care. The industry's hottest line for '73!

In case you haven't noticed, record care has become a multi-million dollar business.

Remember when only the serious record collector used Watts record care equipment? That's all in the past. Today, Watts is being snatched up by the entire record buying public. Especially young people — both on and off the campus. Keener ears are aware of the better sound from records receiving the Watts treatment. And they've been making Watts' sales soar. We have created a Watts mer-

chandiser display rack in two sizes. Both are designed for a fast profit buck. They deliver: (1) rapid turnover; (2) high profit margin; (3) repeat business; (4) impulse sales . . . with a minimum of investment and care.

Find out how you can get your share of this mammoth market. Return the coupon today. Watts record care products are available through leading jobbers and distributors. Elpa Marketing Industries, Inc., New Hyde Park, New York 11040.



Mr. Bud Childs, President  
Elpa Marketing Industries, Inc.,  
New Hyde Park, N. Y. 11040

Dear Bud:  
I'd like to get started with Watts Record Care Equipment.

- Have a salesman visit me.
- Please telephone me at \_\_\_\_\_
- Send more details on Watts Record Care.

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State \_\_\_\_\_ Zip \_\_\_\_\_

Authorized by \_\_\_\_\_

B-1

More  
Tape/Audio/Video  
on Page 54

# Country Music

## Fan Fair Expansion Outlined As Labels, Artists Cooperate

NASHVILLE—The Second International Country Music Fan Fair, set for next June, will be expanded this year and include more entertainment and diversion for the consumers involved.

Bud Wendell, chairman of the event, said that free tours of Opryland and the Country Music Hall of Fame would be included this year, as well as numerous shows and meetings. The registration fee for the 5-day package again will be \$20.

Beginning June 6, the event will start with a Bluegrass show, and will be followed by a series of shows featuring the artists of various labels. There also will be another Master Fiddling Contest, with square dancing, a Reunion

Show, featuring old-time artists, and banquets. There also will be free booth and exhibit space. (For the latter, write to Bill Hudson, 905 16th Avenue South, Nashville, Tenn. 37212.)

Registration also starts at once, and this is handled by writing to Fan Fair, P.O. Box 100, Nashville, Tenn. 37202. Fan Fair is co-sponsored by the Country Music Association and WSM. Tickets to the Grand Ole Opry performances that week-end also are being held for registrants.

The Johnson Sisters, co-presidents of the International Fan Club Organization, said their annual banquet and show would be held Wednesday night, June 6, at the Sheraton Hotel here. Tickets to

this event may be obtained by writing IFCO, P.O. Box 177, Wild Horse, Colo.

Members of the Fan Fair Committee are Joe Allison, Dick Blake, Ronnie Bledsoe, Jerry Bradley, Chic Doherty, Loudilla Johnson, Irving Waugh and Jack Wiedemann.

## Merc Slates Young Month

CHICAGO—January is Faron Young Month. Lou Simon, senior vice president of Mercury, said the new Young LP, "This Time The Hurtin's On Me," and single of same title will be emphasized via a 50,000-watt country station advertising program, supplemented by trade and consumer press. Specially designed posters, mailers and order forms will spotlight the new and five Young catalog LP's.

## Utopian in Georgia

MACON, Ga.—Utopian Records, a new label, has been formed here with a release by Randy Howard just distributed.

All recording for the label will be done in Nashville, with distribution handled by Nationwide Sound.

Howard, who also runs the label, was formerly the program director of WDEN AM-FM Radio here. He has been involved in the country music business for the past six years.

## More Revivals Due As KLAC Recreates

HOLLYWOOD—KLAC will do a series of monthly country shows and dances at the Palladium here, with Ray Price headlining the opening event Jan. 19.

Bill Ward, station manager, said Molly Bee also would return to Southern California, where she appeared on "Hometown Jamboree" of the 1950's, created and presented by Cliffie Stone.

Ward says the real purpose of the Jamboree is to bring back dancing and to give local country music fans the opportunity of meeting their favorite performers.

The show and dance format will be similar to that of Cliffie Stone's famous show, Hometown Jam-

boree, which is legendary in this area. This show was instrumental in the start of such artists as Ernie Ford, Miss Bee, Tommy Sands, Freddie Hart and others.

KLAC will present the show on a monthly basis, and broadcast them live.

This is the second such "revival" in recent months. Dallas reinstated its "Big D Jamboree" last summer, and has met with overwhelming success.

## Reeves Builds Concert Sound

NASHVILLE—Del Reeves, United Artists, will go on the road at the start of this year with a "new show," including dobro and fiddles.

Reeves used the sound in his new release, "Trucker's Paradise," and will follow in other singles to be released. As a result of this, he said he would supplement his band, the Good Time Charlies, with additional instrumentalists, and utilize it on stage. He is in the process of hiring additional members now.

Reeves said his concert audiences expected basically the same sort of sound he is getting on record, and this sound was created by Kelso Herston, who is producing the artist again.

## Country Artists Join in Lincoln Radio Honors

FORT WORTH — LeRoy Van Dyke, Connie Smith and Jerry Clower will headline the fourth national Abe Lincoln Awards entertainment show here Feb. 8.

Four Nashville musicians will provide additional entertainment. They include Harold Bradley, Buddy Harmon, Bob Moore and Bill Pursell.

The Abe Lincoln Awards are sponsored by the Southern Baptist Radio and Television Commission, recognizing the radio industry which has contributed more than \$7 million worth of free public

service time to Radio and Television Commission programs.

The entertainment portion of the program will follow the format of "Country Crossroads," the country music radio program produced by the Commission. It is heard on more than 450 radio stations across the U.S. and an additional 357 stations of the Armed Forces Network. Bill Mack also will take part.

The principal speaker will be Julian Goodman, a native Kentuckian now of New York, president of NBC. Fifteen broadcasters will be honored.

## Bluegrass Aid To Crusade

CHATTANOOGA—A Bluegrass Festival, featuring a leading cast, will be held here Jan. 23 for the benefit of the 1973 Crusade of the American Cancer Society.

Mrs. Jo Walker, executive director of the Country Music Association, is special events committee chairman for this year's drive.

Mrs. Walker said the cast would include Bill Monroe, Lester Flatt, Jim and Jesse, James Monroe, and the Osborne Brothers. Each will have his own group. Dale Meador, local Bluegrass artist, also will be featured.

Mercury Records

is pleased to honor

Faron Young

by proclaiming

January

Faron Young Month

With A Tremendous Month Long

Sales Promotion Campaign

Faron Young Month will be highlighted by the release of a powerpacked new album,

**"THIS TIME THE HURTIN'S ON ME"**

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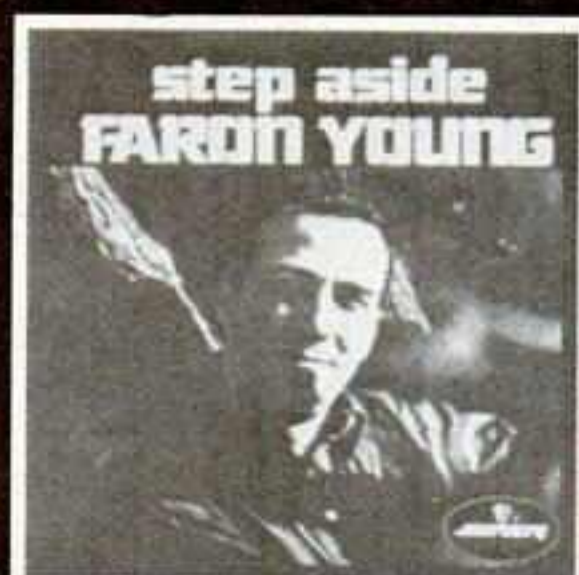
SR61376—(also available on 8-Track Stereo MCB-61376 and Musicassette MCR4-61376)

And the RUSH RELEASE of a new single, **"SHE FIGHTS THAT LOVIN' FEELING"** (Mercury 73359) from the album!

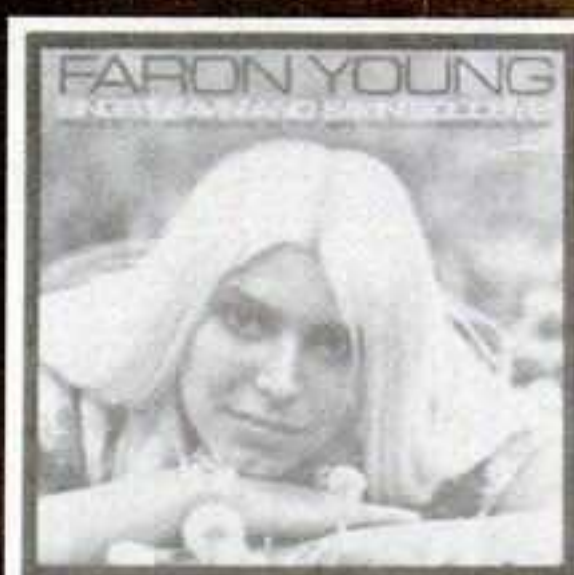
CELEBRATE "FARON YOUNG MONTH" ALL YEAR LONG BY STOCKING AND SELLING THE COMPLETE FARON YOUNG CATALOG OF ALBUMS AND TAPES



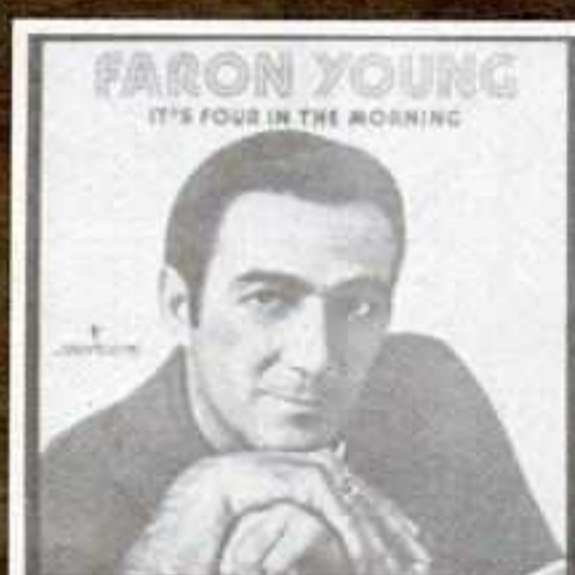
"THE BEST OF FARON YOUNG" SR61267



"STEP ASIDE" SR61337



"LEAVIN' AND SAYIN' GOODBYE" SR61354



"IT'S FOUR IN THE MORNING" SR61359



"THIS LITTLE GIRL OF MINE" SR61364



# HAPPY NEW YEAR BUCK!

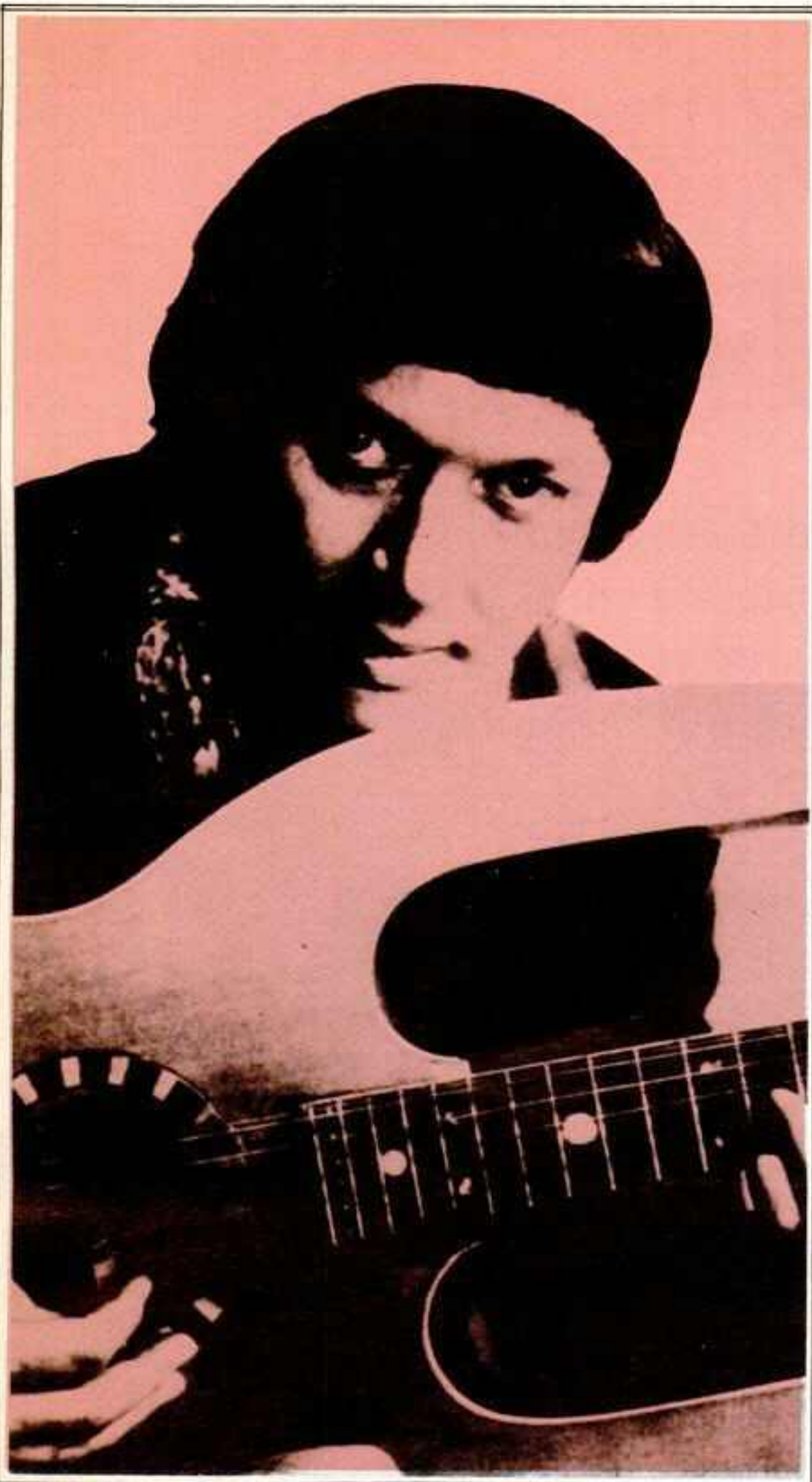
Capitol Country proudly announces the arrival of  
a great new Buck Owens album. Complete with  
"In The Palm Of Your Hand," "Made In Japan" and  
"You Ain't Gonna Have Ol' Buck To Kick Around No More."



**Buck Owens. In The Palm Of Your Hand.  
American music. Hit music.  
from CAPITOL COUNTRY  
Records & Tapes**



Management: Jack McFadden



# JERRY WALLACE

**'do you know what it's like to be lonesome'**

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# Billboard Hot Country Singles


Billboard SPECIAL SURVEY for Week Ending 1/13/73


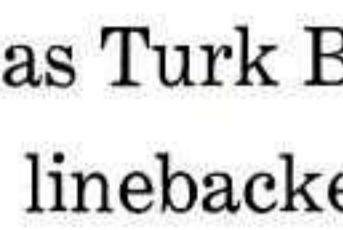
★ STAR Performer—Singles registering greatest proportionate upward progress this week.



This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	<b>SHE'S GOT TO BE A SAINT</b> ..... 11 Ray Price, Columbia 4-45724 (Galleon/Norlou, ASCAP)	11	37	43	<b>DON'T LET THE GREEN GRASS FOOL YOU</b> ..... 11 O.B. McClinton, Enterprise 9059 (Columbia) (Assorted, BMI)	11
2	3	<b>SOUL SONG</b> ..... 10 Joe Stampley, Dot 17442 (Famous) (Gallico/Algee, BMI)	10	38	44	<b>LOVE SURE FEELS GOOD IN MY HEART</b> 4 Susan Raye, Capitol 3499 (Blue Book, BMI)	4
3	4	<b>SHE NEEDS SOMEONE TO HOLD HER</b> 7 Conway Twitty, Decca 33033 (MCA) (Hello Darlin', SESAC)	7	39	48	<b>LOVE IS THE LOOK YOU'RE LOOKING FOR</b> ..... 4 Connie Smith, RCA 74-0855 (Neely's Bend, BMI)	4
4	7	<b>OLD DOGS, CHILDREN &amp; WATERMELON WINE</b> ..... 7 Tom T. Hall, Mercury 73346 (Hallnote, BMI)	7	40	36	<b>ALL HEAVEN BREAKS LOOSE</b> ..... 10 David Rogers, Columbia 4-45714 (Unichappell/Chappell, ASCAP)	10
5	5	<b>A PICTURE OF ME (Without You)</b> ... 12 George Jones, Epic 5-10917 (Columbia) (Gallico/Algee, BMI)	12	41	51	<b>'TIL I GET IT RIGHT</b> ..... 3 Tammy Wynette, Epic 5-10940 (Columbia) (Tree, BMI)	3
6	6	<b>LOVIN' ON BACK STREETS</b> ..... 11 Mel Street, Metromedia Country 901 (Contention, SESAC)	11	42	47	<b>THE SHELTER OF YOUR EYES</b> ..... 5 Don Williams, JMI 12 (Jack, BMI)	5
7	2	<b>GOT THE ALL OVERS FOR YOU</b> ..... 14 Freddie Hart & the Heartbeats, Capitol 3453 (Blue Book, BMI)	14	43	46	<b>WE KNOW IT'S OVER</b> ..... 6 Dave Dudley & Karen O'Donnal, Mercury 73345 (Newkeys, BMI)	6
8	10	<b>I WONDER IF THEY EVER THINK OF ME</b> ..... 6 Merle Haggard & the Strangers, Capitol 3488 (Blue Book, BMI)	6	44	49	<b>ONE LAST TIME</b> ..... 5 Glen Campbell, Capitol 3483 (Blackwood/Addrisi, BMI)	5
9	11	<b>LOVE'S THE ANSWER/JAMESTOWN FERRY</b> ..... 9 Tanya Tucker, Columbia 4-45721 (Algee, BMI/Tree, BMI)	9	45	50	<b>IN THE PALM OF YOUR HAND</b> ..... 3 Buck Owens, Capitol 3504 (Blue Book, BMI)	3
10	14	<b>DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME</b> ..... 6 Jerry Wallace, Decca 33036 (MCA) (TAJ, ASCAP)	6	46	52	<b>UNBELIEVABLE LOVE</b> ..... 5 Jim Ed Brown, RCA 74-0846 (Tree, BMI)	5
11	13	<b>SHE LOVES ME (Right Out of My Mind)</b> ..... 9 Freddie Weller, Columbia 4-45723 (Young World/Center Star, BMI)	9	47	54	<b>DANNY'S SONG</b> ..... 4 Anne Murray, Capitol 3481 (Goossos, ASCAP)	4
12	15	<b>RATED X</b> ..... 6 Loretta Lynn, Decca 33039 (MCA) (Sure-Fire, BMI)	6	48	53	<b>BLUE TRAIN</b> ..... 4 George Hamilton IV, RCA 74-0854 (Acuff-Rose, BMI)	4
13	9	<b>PRETEND IT NEVER HAPPENED</b> ..... 13 Waylon Jennings, RCA 74-0808 (Nelson, BMI)	13	49	57	<b>MY TENNESSEE MOUNTAIN HOME</b> ... 2 Dolly Parton, RCA 74-0869 (Ovepar, BMI)	2
14	17	<b>CATFISH JOHN</b> ..... 10 Johnny Russell, RCA 74-0810 (Jack, BMI)	10	50	55	<b>YOU LAY SO EASY ON MY MIND</b> ... 4 Bobby G. Rice, Metromedia Country 902 (Americus, ASCAP)	4
15	8	<b>HEAVEN IS MY WOMAN'S LOVE</b> ... 17 Tommy Overstreet, Dot 17428 (Famous) (Famous/Ironside, ASCAP)	17	51	58	<b>TEDDY BEAR SONG</b> ..... 3 Barbara Fairchild, Columbia 4-45743 (Duchess, BMI)	3
16	20	<b>PASS ME BY</b> ..... 10 Johnny Rodriguez, Mercury 73334 (Hallnote, BMI)	10	52	63	<b>GOOD THINGS</b> ..... 3 David Houston, Epic 5-10939 (Columbia) (Algee, BMI)	3
17	16	<b>KATY DID</b> ..... 10 Porter Wagoner, RCA 74-0820 (Ovepar, BMI)	10	53	59	<b>HOPPY'S GONE</b> ..... 3 Roger Miller, Mercury 73354 (Tree, BMI)	3
18	12	<b>WHITE SILVER SANDS</b> ..... 13 Sonny James, Columbia 4-45706 (Sharina, BMI)	13	54	38	<b>OLD FASHIONED SINGING</b> ..... 8 George Jones & Tammy Wynette, Epic 5-10923 (Columbia) (Altam, BMI)	8
19	25	<b>NEON ROSE</b> ..... 6 Mel Tillis & the Statesiders, MGM 14454 (Tomale, ASCAP/Brougham Hall, BMI)	6	55	29	<b>HOLDIN' ON TO THE LOVE I GOT</b> ... 11 Barbara Mandrell, Columbia 4-45702 (Algee/Altam, BMI)	11
20	19	<b>SHE'S TOO GOOD TO BE TRUE</b> ... 15 Charley Pride, RCA 74-0802 (Pi-Gem, BMI)	15	56	66	<b>THERE STANDS THE GLASS</b> ..... 3 Johnny Bush, RCA 74-0867 (Hill & Range/Jamie, BMI)	3
21	24	<b>SHE'S MY ROCK</b> ..... 10 Stoney Edwards, Capitol 3462 (Ironside, ASCAP)	10	57	61	<b>I HATE GOODBYES</b> ..... 2 Bobby Bare, RCA 74-0866 (Jack & Bill, ASCAP)	2
22	23	<b>WHOLE LOTTA LOVING</b> ..... 9 Hank Williams & Lois Johnson, MGM 14443 (Travis, BMI)	9	58	68	<b>THE TOAST OF '45</b> ..... 4 Sammi Smith, Mega G15-0097 (Jack, BMI)	4
23	26	<b>AFRAID I'LL WANT TO LOVE HER ONE MORE TIME</b> ..... 9 Billy "Crash" Craddock, ABC 11342 (Little David, BMI)	9	59	33	<b>I REALLY DON'T WANT TO KNOW</b> ... 11 Charlie McCoy, Monument 8554 (Columbia) (Hill & Range, BMI)	11
24	27	<b>ANY OLD WIND THAT BLOWS</b> ..... 4 Johnny Cash, Columbia 4-4570 (House of Cash, BMI)	4	60	56	<b>PROUD MARY</b> ..... 8 Brush Arbor, Capitol 3468 (Jondora, BMI)	8
25	31	<b>THE LORD KNOWS I'M DRINKING</b> ... 5 Cal Smith, Decca 33040 (MCA) (Stallion, BMI)	5	61	65	<b>MOVE IT ON OVER</b> ..... 3 Buddy Alan, Capitol 3428 (Rose, BMI)	3
26	18	<b>IS THIS THE BEST I'M GONNA FEEL</b> 13 Don Gibson, Hickory 1651 (Acuff-Rose, BMI)	13	62	62	<b>I LIKE EVERYTHING ABOUT LOVING YOU</b> ..... 5 Bobbie Roy, Capitol 3477 (Willex, ASCAP)	5
27	21	<b>FOOL ME</b> ..... 14 Lynn Anderson, Columbia 4-45692 (Lowery, BMI)	14	63	—	<b>I MUST BE DOIN' SOMETHING RIGHT</b> 1 Roy Drusky, Mercury 73356 (Ben Peters, BMI)	1
28	22	<b>TO KNOW HIM IS TO LOVE HIM</b> ... 11 Jody Miller, Epic 5-10916 (Columbia) (Vogue, BMI)	11	64	64	<b>'CAUSE I LOVE YOU</b> ..... 4 Don Gibson & Sue Thompson, Hickory 1654 (Acuff-Rose, BMI)	4
29	32	<b>SATISFACTION</b> ..... 6 Jack Greene, Decca 33008 (MCA) (Tree, BMI)	6	65	—	<b>TRUE TRUE LOVIN'</b> ..... 1 Ferlin Husky, ABC 11345 (Ronbre/Coach Four, BMI)	1
30	34	<b>EVERYBODY NEEDS LOVIN'</b> ..... 9 Norro Wilson, RCA 74-0824 (Gallico/Algee, BMI)	9	66	—	<b>MARGIE WHO'S WATCHING THE BABY</b> 1 Earl Richards, Ace of Hearts 0461 (Bealin, ASCAP/Get the Music/Pale/Ace, BMI)	1
31	37	<b>SOMEWHERE MY LOVE</b> ..... 8 Red Steagall, Capitol 3461 (Robbins, ASCAP)	8	67	—	<b>FEEL SO FINE</b> ..... 1 Kenny Vernon, Capitol 3506 (Travis/Big Bopper, BMI)	1
32	41	<b>HELLO WE'RE LONELY</b> ..... 5 Patti Page & Tom T. Hall, Mercury 73347 (Hallnote, BMI)	5	68	70	<b>GOODBYES COME HARD FOR ME</b> ... 6 Kenny Serratt, MGM 14435 (Shade Tree, BMI)	6
33	40	<b>IF IT'S ALL RIGHT WITH YOU</b> ..... 7 Dottie West, RCA 74-0828 (House of Gold, BMI)	7	69	—	<b>KEEP ME IN MIND</b> ..... 1 Lynn Anderson, Columbia 4-45769 (Flagship, BMI)	1
34	39	<b>DOWNFALL OF ME</b> ..... 7 Sonny James, Capitol 3475 (Marson, BMI)	7	70	73	<b>YES MAM (I Found Her in a Honky Tonk)</b> ..... 2 Glen Barber, Hickory 1653 (Acuff-Rose, BMI)	2
35	42	<b>ALWAYS ON MY MIND/SEPARATE WAYS</b> ..... 6 Elvis Presley, RCA 74-0815 (Press/Rose Bridge, BMI)	6	71	71	<b>THANKS TO YOU FOR LOVING ME</b> ... 7 Jerry Wallace, United Artists 50971 (Tree, BMI)	7
36	45	<b>YOU TOOK THE RAMBLIN' OUT OF ME</b> 4 Jerry Reed, RCA 74-0857 (Vector, BMI)	4	72	72	<b>I'VE BEEN THERE</b> ..... 2 Jonie Mosby, Capitol 3454 (Mandina, BMI)	2
				73	74	<b>THANK YOU FOR TOUCHING MY LIFE</b> 3 Tony Douglas, Dot 17443 (Famous) (Cochise, BMI)	3
				74	75	<b>MIDNIGHT FLYER</b> ..... 2 Osborne Brothers, Decca 33028 (MCA) (Rocky Top, BMI)	2
				75	—	<b>SOFT LIPS &amp; HARD LIQUOR</b> ..... 1 Charlie Walker, RCA 74-0870 (Forest Hills, BMI)	1

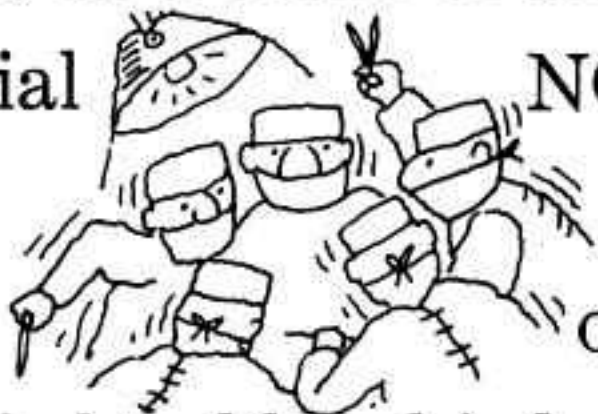
# THE CASE OF THE AIRTIGHT ALIBI.



## A BILLBOARD "CAMPUS ATTRACTIONS" MINUTE MYSTERY.

The instant Inspector Montaigne entered  the Deja-Vu Fraternity House, he had the uneasy feeling that he had been there before.

"Queer," he said half aloud,  as Turk Bronkowitz, the 250 lb. (pronounced: "pound") All-American  linebacker minced past.


It was touch and go for  a while there, as a team of the nation's foremost surgeons worked feverishly to remove an official  NCAA football from the inspector's face.



As far as the police were concerned, it was an  open and shut case.

Inspector  Montaigne had obviously tried to blow his brains out by forcing the air of  a regulation size football up his nose.

After spending six months on a strict diet of kelp and Gatorade, Inspector


Montaigne returned to the scene  of the crime, where he was immediately arrested by police,  who reasoned that a criminal always returns to the scene of the crime.

"Where were you on the night in question?" Sergeant O'Hara asked,  fondling a rubber hose.

 "What were you doing out after dark?" the hose asked, fondling Sergeant O'Hara. The inspector explained that he was on his way to a campus concert and wasn't anywhere near the scene of his attempted suicide. As the minutes dragged into hours, the police hammered away at the inspector's story,  but to no avail. Inspector Montaigne had established an airtight alibi.

How did Inspector Montaigne know his alibi about going to a campus concert would be airtight?

### SOLUTION:

Elementary. By simply reading Billboard's Campus  Attractions, Inspector Montaigne was able to keep up on every performer, manager and booking agent, who know the value of the most complete campus entertainment guide available anywhere. Watch for it. Billboard's Campus Attractions.

Issue date: March 24, 1973

# Billboard Hot Country LP's

Billboard SPECIAL SURVEY  
for Week Ending 1/13/73

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

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	2	<b>GOT THE ALL OVERS FOR YOU</b> Freddie Hart, Capitol ST 11107	11
2	1	<b>THE BEST OF THE BEST OF</b> Merle Haggard, Capitol ST 11082	15
3	3	<b>LYNN ANDERSON'S GREATEST HITS</b> Columbia KC 31641	10
4	4	<b>HAPPIEST GIRL IN THE WHOLE U.S.A.</b> Donna Fargo, Dot DOS 2600 (Famous)	27
5	6	<b>MY MAN</b> Tammy Wynette, Epic KE 31717 (Columbia)	9
6	7	<b>IT'S NOT LOVE (But It's Not Bad)</b> Merle Haggard, Capitol ST 11127	6
7	5	<b>HERE I AM AGAIN</b> Loretta Lynn, Decca DL 7-5381 (MCA)	12
8	8	<b>CHARLIE McCOY</b> Monument KZ 31910 (Columbia)	9
9	11	<b>THIS MUCH A MAN</b> Marty Robbins, Decca DL 7-5389 (MCA)	5
10	9	<b>A SUNSHINY DAY WITH</b> Charley Pride, RCA LSP 4742	22
11	14	<b>GLEN TRAVIS CAMPBELL</b> Capitol SW 11117	7
12	13	<b>BURNING LOVE (And Hits from His Movies)</b> Elvis Presley, RCA Camden CAS 2595	10
13	12	<b>I CAN'T STOP LOVING YOU/(Lost Her Love) ON OUR LAST DATE</b> Conway Twitty, Decca DL 7-5361 (MCA)	17
14	10	<b>LONELY WOMEN MAKE GOOD LOVERS</b> Bob Luman, Epic KE 31746 (Columbia)	8
15	15	<b>ALL TIME GREATEST HITS</b> Ray Price, Columbia G 31364	19
16	19	<b>BORROWED ANGEL</b> Mel Street, Metromedia Country MCS 5001	10
17	17	<b>WHEEL OF FORTUNE</b> Susan Raye, Capitol ST 11106	14
18	22	<b>A PICTURE OF ME</b> George Jones, Epic KE 31718 (Columbia)	4
19	23	<b>HEAVEN IS MY WOMAN'S LOVE</b> Tommy Overstreet, Dot DOS 26003 (Famous)	8
20	25	<b>DON'T SHE LOOK GOOD</b> Bill Anderson, Decca DL 7-5383 (MCA)	4
21	24	<b>INCOMPARABLE</b> Charley Pride, RCA Camden CAS 2584	6
22	18	<b>SOMEBODY LOVES ME</b> Johnny Paycheck, Epic KE 31707 (Columbia)	13
23	16	<b>TOGETHER ALWAYS</b> Porter Wagoner & Dolly Parton, RCA LSP 4761	16
24	28	<b>LONESOME 7-7203</b> Tony Booth, Capitol ST 11126	5
25	27	<b>I AIN'T NEVER</b> Mel Tillis & the Stateliders, MGM SE 4870	5
26	26	<b>IF YOU TOUCH ME (You've Got to Love Me)</b> Joe Stampley, Dot DOS 26002 (Famous)	14
27	33	<b>ROY CLARK LIVE</b> Dot DOS 26005 (Famous)	3
28	21	<b>LADIES LOVE OUTLAWS</b> Waylon Jennings, RCA LSP 4751	15
29	29	<b>TO GET TO YOU</b> Jerry Wallace, Decca DL 7-5349 (MCA)	29
30	34	<b>JESUS WAS A CAPRICORN</b> Kris Kristofferson, Monument KZ 31909 (Columbia)	7
31	31	<b>BEST OF CHARLEY PRIDE, VOL. 2</b> RCA LSP 4682	43
32	38	<b>BEST OF</b> Sammi Smith Mega M 311019	2
33	20	<b>COUNTRY MUSIC THEN &amp; NOW</b> Statler Brothers, Mercury SR 61367	19
34	39	<b>I'VE GOT A WOMAN'S LOVE</b> Marty Robbins, Columbia KC 31628	3
35	30	<b>WHEN THE SNOW IS ON THE ROSES</b> Sonny James, Columbia KC 31646	30
36	41	<b>GARDEN PARTY</b> Rick Nelson & the Stone Canyon Band, Decca DL 7-5391 (MCA)	2
37	40	<b>BEST OF CHARLIE RICH</b> Epic KE 31933 (Columbia)	3
38	36	<b>DELTA DAWN</b> Tanya Tucker, Columbia KC 31742	13
39	37	<b>TURN ON SOME HAPPY</b> Danny Davis & Nashville Brass, RCA LSP 4803	7
40	—	<b>I'VE FOUND SOMEONE OF MY OWN</b> Cal Smith, Decca DL 75369 (MCA)	1
41	42	<b>EXPERIENCE</b> Porter Wagoner, RCA LSP 4810	8
42	44	<b>WILL THE CIRCLE BE UNBROKEN</b> Nitty Gritty Dirt Band, United Artists UAS 9801	3
43	43	<b>BEST OF TOMMY CASH, VOL. 1</b> Epic KE 31995 (Columbia)	3
44	45	<b>GREATEST HITS, VOL. II</b> Hank Williams, Jr., MGM SE 4822	2
45	—	<b>LIVE AT KANSAS STATE</b> Earl Scruggs Revue, Columbia KC 31758	1

## Country Music

# Nashville Scene

By BILL WILLIAMS

Bud Wendell's intentions were good, but the die wasn't cast. Bud bought unusual Christmas gifts for the "Opry" artists, reproductions of the back stage door of the Opry House finished in antique gold. The man making the gifts—bracelets for the ladies and cuff links for the men—finished the ladies' gifts in time for the holiday, but not the men's. Wendell postponed the entire gift-giving for a week. . . . Dottie West barely made it back from Germany for Christmas, and had to do her shopping on Christmas Eve. . . . Roy Drusky heads for Rotterdam to do a one-nighter, but it will be televised by BBC, which makes it all worthwhile. . . . Carol Lee Snow is very close to negotiating a new contract.

Boots Barnes has been retained to push a bunch of MGM records, including the Pat Boone single and LP which was done on his own label; Benny Martin, who has been placed on the label, and a re-release of the First Nashville Jesus Band and the Willis Brothers, also released now on MGM. . . . Jack Greene has set three sessions in the next couple of weeks. He also will play a number of fair conventions, which should get him off to a flying start for next summer. . . . Marti Brown, who has been around for a good while, has been signed by Atlantic. . . . Billy Grammer is about to cut an instrumental album, his first in a long time. . . . Jack Pruitt bought his wife, Jeannie, the diamond ring he wanted to buy her when they were first married a number of years ago. . . . David Houston in briefly for some Navy transcriptions.

Leona Williams is going to do a session of songs written especially for her by Don Gibson. . . . Charlie Walker has moved to the Atlas agency. . . . Billy Linneman has produced the new Benny Martin single, "Mona Lisa." . . . Jim Pittman, who has been making custom guitars since 1947, presented Merle Kilgore with a solid black special. He does all the work by hand and uses aged Rosewood and imported German silver spruce. He had made previous guitars for Kitty Wells, Hank Williams Jr., Lamar Morris and Ray Pennington. . . . Britain's middleweight wrestling champion, Brian Maxine, now is singing country. He has

done an album in England with songs written by John D. Loudermilk. . . . Dot's Jim Foglesong has produced his first session with Roy Clark. He picked one from the winning songwriting team of Boudleaux and Felice Bryant.

Mac Wiseman of RCA tapes a guest appearance on Ian Tyson's CBC-TV series in February. . . . At Blountsville, Tenn., a young couple was married on stage during a Faron Young show. The band provided the wedding music. . . . Mercury has set January as Faron Young month. . . . The Cumberlands, from Louisville, have signed a long-term publishing agreement with Experience Publishing, which is administered by Chappell. . . . Earl Green, Glenn Sherley and Harlan Sanders—all of whom were in prison together—did a show this past weekend at the Tennessee state prison. Other performers on the show were Johnny Cash, Johnny Rodriguez, Don Wayne, Jeanne Pruitt and Jackie Burns. . . . Buck Owens and his group drew more than 5,000, with some turned away at the Toys for Tots program in Bakersfield. On the show with him were the Buckaroos, Mayf Nutter, Jack Lebock, Freddie Hart, the Bakersfield Brass, Tony Booth, the Ray Sisters, Susan Raye and a few others. . . . Tom and Ted LeGarde have so much going that they've engaged William Chic Artus as their advance man and road manager. They now will carry their own sound and lighting equipment. . . . Tommy Hill of Austin, Tex., has done a Nashville session at Mercury, produced by Tom McConnell. It will be his first release for national distribution. . . . Pat Roberts will appear with Merle Haggard in concert Feb. 1-4.

## Mom & Dads' Hit Causes Country Push

LOS ANGELES—Gene Norman, founder-president of GNP-Crescendo records here, is making a strong try to establish a country music image. Norman's effort is based upon the success he has enjoyed internationally with the Mom and Dads, whose version of "Ranger's Waltz" he represents everywhere but Canada.

Norman has just released his first record from Portland label, owned by Gene Breeden. It is Rose Maddox's "Mr. Jackson," and will be followed by other Portland product. GNP has also acquired 12 sides by Mayf Nutter, whose first on that label is "I Don't Care." Bobby Nelson, country act based in Milwaukee, has signed with Crescendo, with "I Remember You" as his current release.

Norman has been notified by RSD 10 network, Australia, that the Mom and Dads' hit was the number one pop record, selected by its stations for 1972. Norman, who claims the single sold 124,000 in Australia, is trying to determine if the record is an all-time record-breaking single for Australia.

'IF  
THAT'S  
THE WAY  
YOU  
WANT IT'

PLAY ME NOW

**MONA**



**GILL**

YOU'LL LIKE IT

C/W

"IF I KNEW YOU  
DIDN'T  
KNOW BETTER"

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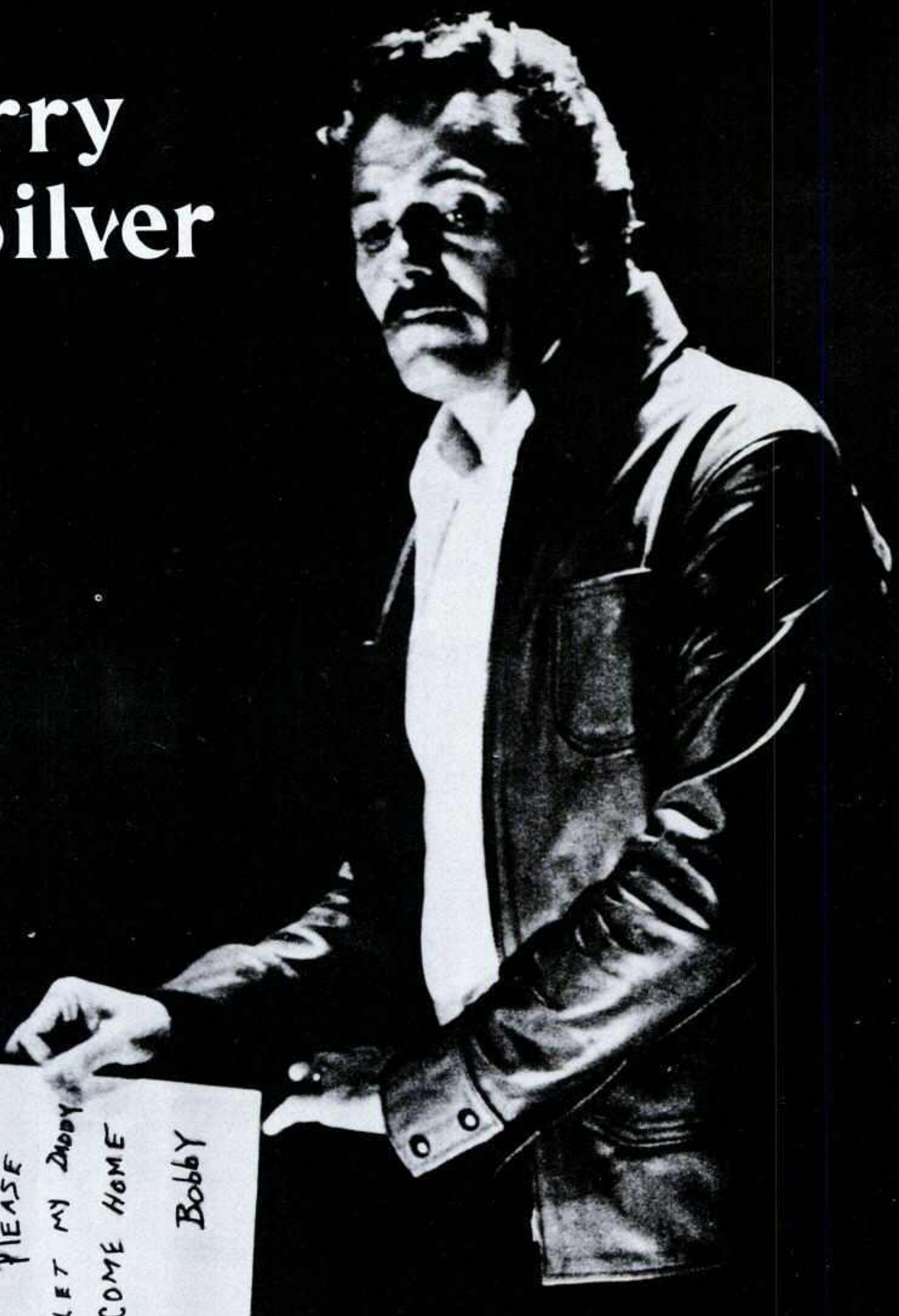
## COME JOIN US!



Be a part of the upcoming "COUNTRY MUSIC PUBLISHER'S SPECIAL" highlighted in the January 20th issue of BILLBOARD. This is an excellent opportunity for you to tell your story and start 1973 off with a boom. You'll receive top exposure from your sales message when you reach BILLBOARD'S 33,750+ readers. Additionally, there will be bonus distribution of this key issue given out to those attending the MIDEM Convention. We're giving Country Music Publisher's a chance to stand out from the crowd. This is an outstanding chance to get company recognition while the readers mind is tuned in to your particular field. Act now, call your BILLBOARD representative today. Don't delay and let more aggressive companies get the jump on you in '73.

Absolute deadline January 10, 1973

# Jerry Silver



• DEAR MR HANOI  
• PLEASE  
• LET MY DADDY  
• COME HOME  
• Bobby

## "DEAR MR. HANOI"

L&M Records #2001

L&M RECORDS

**Blue Surf Music Co. Inc.**

Distributed by: GENERAL RECORD CORPORATION,  
125 Simpson Street, Atlanta, Georgia 30313  
LAM Management Company  
1403 West Nash Street, Wilson, N. C. 27893  
919/291-4035

## Polka Label in Jukebox Push

MIAMI—If the name Walter Jagiello sounds unfamiliar it's because the locally based president of Jay-Jay Records is better known as Lil' Wally, a veteran of the polka music scene for over 20 years. Jagiello said in a phone interview that he is mounting a push with jukebox programmers and will exhibit at the annual jukebox convention in Chicago this November. He will also commence sampling programmers.

He noted his original of eight years ago, "In Heaven There Is No Beer," is now being rerecorded widely (see story on Heartbeat) and said, "Polka records don't get noticed because they rarely sell a million in a year, but over two or three years' time we have many million sellers." He said Jay-Jay has a catalog of 600 titles (in stereo) with strips and eight jukebox LP's. His main point: that many young jukebox programmers are not familiar with the money to be made with jukebox polka music.

## Coin Machine World

### COLO. SCHOOL

Coin Machine Technical Training Institute, Ltd., Fort Morgan, Colo., can offer refresher courses in jukebox maintenance now, according to administrator Barbara J. Frank. Brush-up courses are \$300 per phase. The school has received the cooperation of all four domestic jukebox manufacturers with Wurlitzer sending field engineer Robert Harding for two days recently.

### TEXAS AGENCY

Gov. Preston Smith appointed Guy H. Barnett of Freeport and R.L. Bounds of Mexia to terms on the Texas Vending Commission. Barnett is being appointed to a term ending Sept. 1, 1975, to replace Jack C. Morgan of Kaufman, who resigned from the controversial agency. Bounds is replacing L.C. Butler of Houston, whose appointment was rejected by the state Senate. Bounds' term will expire Sept. 1, 1977.

### AUSTRIA TAX

The Austrian Coin Machine Association met during the recent International Coin Machine Exhibition (INCOMAT) in Vienna to discuss demands for a new coin for local machines.

revision in the tax setup for jukeboxes. INCOMAT attracted 50 firms from nine nations: Austria (23), W. Germany (8), America (5), Italy (5), U.K. (4), Belgium (2) and one each from France, Sweden and Switzerland.



JUKEBOX business people at the recent Music Operators of Minn. meeting held a seminar on programming. The panel (from left standing) Clayton Norberg, Mrs. Belle Stansfield (her husband is head of the Wis. group), Larry Ruegamer of Acme one-stop, Lawrence Sanford; front row (from left) Dick Brown of Brown Bros. one-stop, Kip Parker of Acme and Irv Gorsen of Dart one-stop, who at left below shows promotion cards. Music Operators of America executive vice president Fred Granger (left in right photo) presented award to Norman Pink, head of the Minn. group.

## HEARTBEAT REVIVED TO PLUG BOXES

CHICAGO—Glenview, Ill.-based Heartbeat Records is being revived after a hiatus of eight years with almost total emphasis on the jukebox singles market, according to trumpet player Seymour Schwartz, president of the label. Schwartz has had material out in recent years on the Sony label.

Schwartz is promoting both through one-stops and distributors, the latter in about five markets, principally in the South. He said one-stops and distributors both work with local radio stations for air exposure on MOR outlets. Additionally, about 500 copies of the three Heartbeat singles will be mailed to selected stations.

The initial release consists of "No Beer in Heaven/Lawrence Welk Polka," by vocalist Two Ton Baker; "La Vie En Rose/Darktown Strutter's Ball," with Seymour's trumpet; "Lover's Waltz/Rock-a-Boogie," an organ instrumental. Schwartz, mindful of criticism over long singles, said he will keep material between two minutes and 2:20.

## Ask Programmers' Conference Ideas

• Continued from page 1

could attend planning meetings, the first of which will probably be held at the end of this month. An agenda and the basic philosophy of the conference will be discussed then with much of this to be determined from the return questionnaires.

Programmers are being asked to rate likely conference topics and make their own suggestions. Obvious topics include the problem of defective records, records that are overly long, increasing airplay of LP cuts creating demand for singles not yet released for jukebox use and the role of the jukebox LP.

It is hoped the conference can bring together jukebox programmers and industry experts from nearly all phases of the business including label representatives, one-stops, radio programmers and recording artists.

One of the basic problems in planning seminars on jukebox programming is that programmers are normally involved in many other operations with their companies.

Few have been able to attend the several programming seminars conducted by Music Operators of America during recent years.

Thus a prime aspect of the planning sessions will be deciding on a site and date favorable to programmer schedules.

## Programmer's Potpourri

ELEKTRA: Judy Collins, "Both Sides Now/Amazing Grace" 45053; Bread, "Make It With You/It Don't Matter To Me" 45054; "If/Mother Freedom" 45057; "Baby I'm-a Want You/Everything I Own" 45058; New Seekers, "Look What They've Done To My Song/Beautiful" 45055; "I'd Like to Teach the World to Sing/Nickel Song" 45060; Love, "Alone Again/My Little Red Book" 45056; Doors, "Riders On the Storm/Love Her Madly" 45059; VIRGO: Mitch Ryder/Detroit Wheels, "Jenny Take A Ride/Devil With The Blue Dress" 6021; "Sock It To Me Baby/Breakout" 6025; Toys, "A Lover's Concerto/Attack" 6022; Norma Tanega, "Walkin' My Cat Named Dog/A Street That Rhymed" 6023;

### Atlantic Oldies

Sam & Dave, "Hold On I'm Comin'/I Thank You" 13091; "Soul Man/When Something Is Wrong with My Baby" 13092; Rufus Thomas, "The Dog/Walking the Dog" 13093; Mar-Keys, "Last Night/Philly Dog" 13094; Wm. Bell/Eddie Floyd, "You Don't Miss Your Water/Knock On Wood" 13095; Otis Redding, "I've Been Loving You Too Long/These Arms of..." 13096; "Respect/Pain In My Heart" 13097; "Fa-Fa-Fa/Mr. Pitiful" 13098.

### Ore. Assn. Meets

GLEN EDEN BEACH, Ore.—Music Operators of America president Harlan Wingrave and executive vice president Fred Granger will attend the meeting here Jan. 19-20 of the Oregon state association at Salishan Lodge.

## JUKEBOX MEETINGS

Jan. 27-28—Music Merchants of Wisconsin/Milwaukee Phonograph Operators, Pioneer Inn, Oshkosh.  
Feb. 2-4—South Carolina Coin Operators Association, Town House Motor Inn, Columbia.  
Mar. 22-24—Music Operators of America board meeting, Americana, Miami Beach.

## Univ. Study for Bally Promises New Jukebox Spots Pricing

By SARA LANE

DAYTONA BEACH, Fla.—A professor in marketing at Florida Univ. in Gainesville whose students have researched problems related to pinball operation said recently that studies could also point to new markets for jukeboxes and new pricing policies for the growing problem of too-long records.

Speaking at the Florida Amusement & Music Association annual convention, Dr. Robert J. Boewadt, assistant professor of marketing in the College of Business Administration at FU, said: "What markets haven't you penetrated with jukeboxes? You're into a lot of markets now, but how do you get deeper into them? You know there must be markets you haven't even tapped as yet and the more areas you home in on, the more money you make."

As for pricing, he said: "I think this has to be one of the most critical areas. What do you do with these records that go on and on? Are you going to continue to price these longer recordings at the same price you get for 2-minute to 3-minute records?"

Admitting that he was "thinking off the top of his head," and that his marketing class hadn't considered a study of jukeboxes yet, he continued, "After all, your machine is working only so many hours a day and the longer records

get, the less revenue you take in. I'm sure my students would find many areas in which you may be remiss or solve problems which you may now be experiencing."

Boewadt's entry into the jukebox business came after his methods caught the attention of Bill O'Donnell, president, Bally Corp., who invited Boewadt to Chicago and endowed the course with \$2,000.

O'Donnell has heard of the FU method called "The living case project," a teaching procedure where business students are exposed to actual business problems and resolve these problems for trade associations, industries and businesses.

The course originated when FU was approached by Ford Motor Co. to participate in what Ford termed "the Pinto Project." FU competed with 200 other U.S. universities to try to devise marketing

strategies to increase Pinto sales. FU won two years running.

After this, Nortek Properties, Inc., a Miami based firm, wanted FU to help plan two new communities. O'Donnell heard of the Nortek work and contacted Boewadt. The professor said FU solicits money from companies—usually \$1,000 to \$2,000—for each class or team for the projects. In return, the companies receive workable solutions to problems at a less expensive rate than a consultant would charge.

Working usually in five-man teams, the students are modestly compensated at from \$50 to \$80 each, but the amount varies with the degree of success the team achieves for the sponsor. "In reality, we're paying the students for taking the class. We give them a budget to solve the company problems and a cash bonus to the team

that comes up with the best suggestions," Boewadt said.

After studying the problems for a quarter, the teams make a report at the end of the term to a company official—much like a professional consultant does to industry leaders. "Students get on-the-job training through the course. They tackle problems in a realistic manner and develop practical solutions to corporate problems. Nortek reported to Boewadt that having these studies done by a commercial management consultant would have cost nearly \$10,000. So, it is beneficial to all involved," Boewadt said.

Suggestions for marketing improvements for Bally pinball machines were worked up in an intensive study. One of the student's ideas which has been tested and which appears to be helpful, is using school colors in front of

machines—a relatively inexpensive modification.

Eight teams of five students focused on Bally and came up with many interesting hard facts. "We found first that the pinball machine image has grown up a lot and improved in the last few years. There's a general feeling among students at universities we've studied that pinball players are people just like themselves. The kind of people that are 'straight'—not the recalcitrants or local leaders of protest because the average student doesn't fall into this category. Pinball machine playing is quite acceptable now, in fact, it's the 'in' thing to do! Moreover, FU students were able to identify pinball machine players as an all-sex activity whereas once it was considered an all-male activity.

"Pinball machine owners were losing half their potential market because of this male-thing," Boewadt explained. "Now, at FU, for instance it's becoming the kind of thing that kids do on dates. They go to the rathskeller (that's what they call it), drink beer, play the jukebox and pinball machines and have a good time. And, there's an increasing acceptance among college administrators that this is one way to make more money for the university. Quite frankly, when you

(Continued on page 40)

## Wurlitzer, Rock-Ola Expand Canadian Dist.

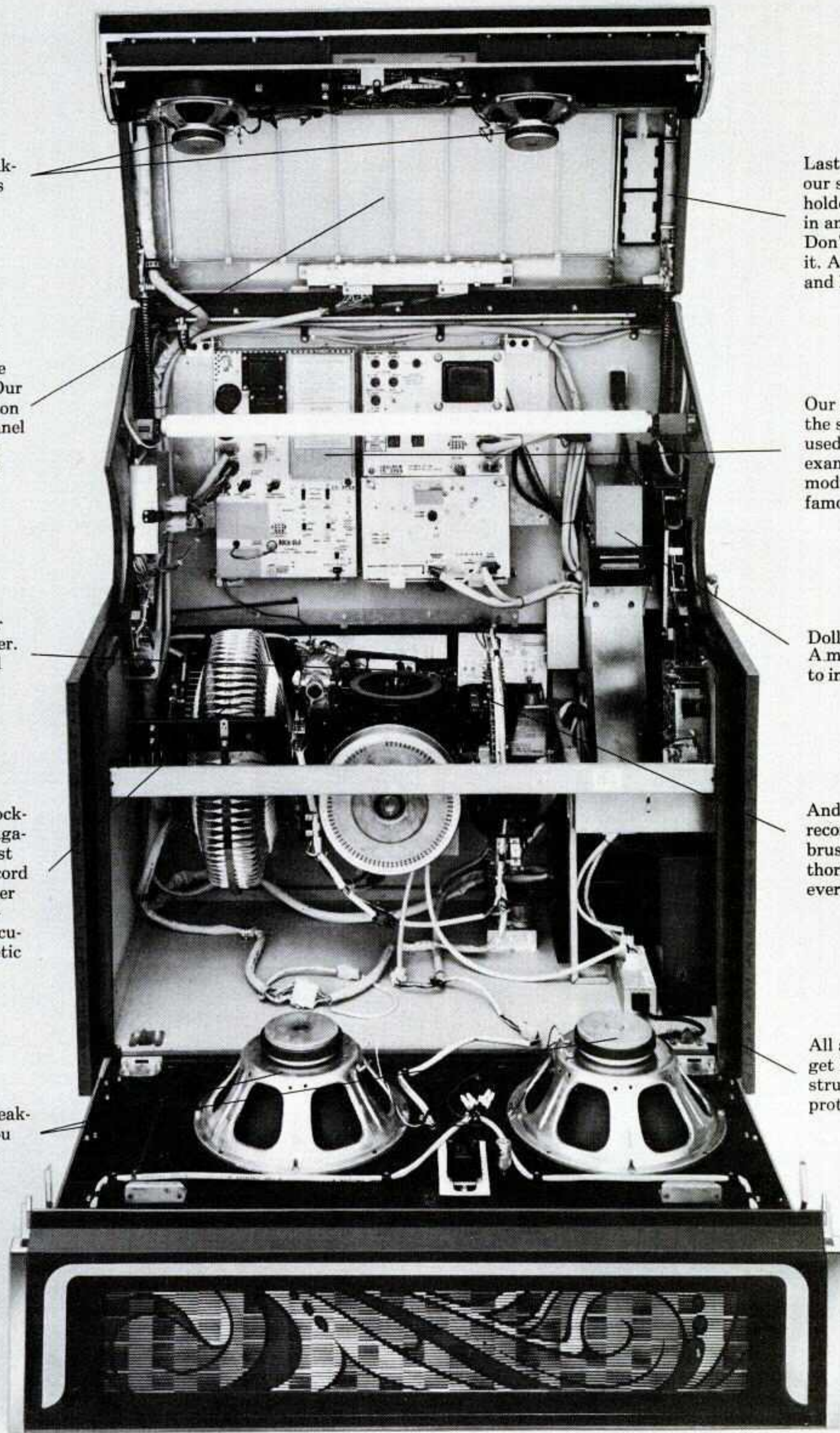
TORONTO—Wurlitzer Co. and the Rock-Ola Corp. have stepped up their respective marketing of jukeboxes in Canada recently. Wurlitzer appointed Dale Dist. to handle the entire country. Rock-Ola appointed New-Way Sales to represent all of Western Canada. Dale M. Johnson, with facilities

here, Montreal, Vancouver and plans for one in Halifax, said he intends to establish a nationally stabilized finance program to aid operators in buying newer machines. He cited music packaging as a vital factor mentioning Wurlitzer features such as the pre-

select idea, record-now-playing indicator and bonus all-coin accumulator.

New-Way here, owned by Jerry Janda Sr., who is assisted by his sons, Paul and Jerry, has been a Rock-Ola distributor and is now expanding its marketing operations.

# The Works.



Two 6-inch full range speakers sing out the high notes with true high fidelity.

Last year we invented the "sightline" program deck. This year we moved all the patron controls upstairs! Our ten-numbers-in-line selection system, the instruction panel and the Compute-A-Flash "record playing" indicator are right at hand.

You'll be glad we kept our electrical total play counter. It never needs mechanical adjustment.

Here's the heart of The Works: our dependable Rock-Ola Revolving Record Magazine. It has a precision-cast slotted hub for perfect record indexing. It works together with our famous Mech-O-Matic record changer, Accu-Trac tone arm and magnetic cartridge with diamond needle.

Two 12-inch full range speakers lay down the lows. You can feel the beat beat on.

Last year you depended on our swing-down program holder assembly to get you in and out of a location fast. Don't fret. We didn't change it. And the dome still opens and locks with a single key.

Our special pre-amp/amp is the same reliable unit you're used to. It's just one more example of the easy-to-service modular design Rock-Ola is famous for.

Dollar Bill Acceptor. A money making option to increase the take.

And this year, we've added a record-saving swinging needle brush that cleans the needle thoroughly before and after every play.

All around The Works, you get Rock-Ola's rugged construction, loaded with spill-protection features.

We're letting you in on a trade secret. The new 160-selection Rock-Ola 450 jukebox is all new on the outside. But underneath it all, the works are virtually unchanged from last year. Because our policy is "If it can't be improved, leave it alone." So basically, you have a brand new Rock-Ola for your locations. And a familiar, dependable Rock-Ola to service.



Here's what's new. A red hot color scheme executed in lenticular glass that shimmers before your eyes as you approach. We call it Animotion.<sup>®</sup> And our digital selection panel has moved upstairs to the sightline program deck. Now everything's together for the easiest selection ever. You've got The Works. See it now at your Rock-Ola Distributor.

**ROCK-OLA**   
THE SOUND ONE

# Jukebox programming

## What's Playing?

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

### ALBUQUERQUE: NEW PURCHASES



Mary Roth Servomation

Pop: "All the Love of the Universe," Santana, Columbia 45753; "You're So Vain," Carly Simon; "Big City Miss Ruth Ann," Gallery, Sussex 248; "Don't Expect Me to be Your Friend," Lobo, Big Tree 189; Country: "The Lord Knows I'm Drinking," Cal Smith.

### BALTIMORE: SOUL



Jerry J. Eanet  
Evans Sales & Service

New purchases: "Could It Be I'm Falling in Love," Spinners, Atlantic 2927; "Love Train," O'Jays, Philadelphia Intl. 3524; "Give Me Your Love," Barbara Mason, Buddah 331. Cover: "Misty," Erroll Garner, Mercury C30037.

### BATON ROUGE: NEW PURCHASES



Joyce Ashford & Gene Sharp  
State Novelty Co.

Pop: "You're So Vain," Carly Simon; EL: "Been to Canaan," Carole King, Country; "Lovin' on Backstreets," Mel Street.

### WASHINGTON, D.C.: SOUL

Shelley Rosenberg  
D. C. Vending

New purchases: "Love Train," O'Jays, Philadelphia Intl. 3524; "What My Baby Needs Now Is a Little More Lovin'," James Brown & Lynn Collins, Polydor 14157; "Trouble Man," Marvin Gaye, Tamla 54228.

### LA CROSSE, WIS.: COUNTRY



Jim Stansfield & Belle Stansfield  
Jim Stansfield Novelty

New purchases: "Neon Rose," Mel Tillis; "The Lord Knows I'm Drinking," Cal Smith; "Catfish John," Johnny Russell; "There Stands the Glass," Johnny Bush, RCA 0867.

### MADISON, WIS.: CAMPUS

Pat Schwartz  
Modern Specialty

New purchases: "Dancing in the Moonlight," King Harvest, Perception 515; "You're a Lady," Dawn, Bell 258; "Hi Hi Hi," Wings; "Dead Skunk," Loudon Wainwright III, Columbia 45726.

### MANHATTAN, KAN.: CAMPUS



Judy Wiedner  
Bird Music Co.

New purchases: "You're So Vain," Carly Simon; "Oh Babe, What Would You Say," Hurricane Smith; "Turn Me On, I'm a Radio," Joni Mitchell, Asylum 11010; "Peaceful Easy Feeling," Eagles, Asylum 11013 (reports difficulty in obtaining the latter early enough).

### RICHMOND, VA.: COUNTRY

Peggy Cournow  
Richmond Amusement  
Sales Co.

New purchases: "Rated X," Loretta Lynn; "She Needs Someone to Hold Her," Conway Twitty; "I Wonder if They Ever Think of Me," Merle Haggard; "White Silver Sand," Sonny James; "Whole Lotta Lovin'," Hank Williams & Lois Johnson.

### ROLLING MEADOWS, ILL.: NEW PURCHASES



Wayne Hesch & Robert Hesch  
A&H Entertainers

Pop: "Me and Mrs. Jones," Billy Paul; "If You Don't Know Me by Now," Harold Melvin & the Blue Notes; "Your Mama Don't Dance," Ken Loggins with Jim Messina; "Oh Babe, What Would You Say," Hurricane Smith, Country; "Old Dogs, Children & Watermelon Wine," Tom T. Hall, High School age; "Greco-Roman Rock," Elton John.

### SPRINGFIELD, ILL.: NEW PURCHASES



Bud Hashman  
Star Novelty Co.

Pop: "You're So Vain," Carly Simon; "Separate Ways," Elvis Presley, RCA 0815; "Hi Hi Hi," Wings; "Knock Knock Who's There," Mary Hopkins, Apple 1835; "But I Do," Bobby Vinton, Epic 10936. Country: "Rated X," Loretta Lynn; "Hello We're Lonely," Patti Page & Tom T. Hall, Mercury 73347; "You Took the Ramblin' Out of Me," Jerry Reed.

# Univ. Business Plan

Continued from page 38

have 2,000 students in a dormitory and a game room in that same dormitory with jukeboxes and pinball machines, you're going to make money."

The first test for Bally concentrated on those markets they already had and how to penetrate them deeper. "We used a battery of psychological tests, basically they're very verifiable" and can tell you something about the average age of people who play, their socio-economic characteristics, where people are looking to play pinball machines and how Bally could reach their market better." Another aspect of the study was focusing on different types of relationships with Bally distributors.

"I can only gloss over the studies we conducted because whenever we do these, much of it becomes proprietary to the corporation. We gave Bally a third study which they requested—perhaps the most important. I feel that this study could be very important to the jukebox industry as well. We studied what's happening in Tallahassee—particularly to slow machines in Florida. The students surveyed all the state legislators.

We wanted to find out if under certain conditions they would permit slots in the state. One of the alternatives was, would you allow slots in Florida if they were only placed in a casino in Miami Beach? You'd be surprised at the number of legislators who came out of the wall on that one and said, "yeah, well that sounds good."

Surveys that are conducted for industries and corporations can be used as hard data. "Lots of times we sit back and start making marketing decisions right off the top of our heads. Well, that's all right when you're sitting at a bar or something, but when you start putting the hard bucks down on a line, you really need something tangible to go on. So, depending on the problem defined to us is we tend to give you the answers—the hard data to make rational business decisions."

"Any business worth its salt and especially those which are having some kind of problems can avail itself of our service," Boewadt said. "One way to make money is to save money. We're the only university teaching this way, but I'm sure you're going to see it go across the nation."

# MARKETPLACE

CHECK TYPE OF AD YOU WANT:

- REGULAR CLASSIFIED—50¢ a word. Minimum \$10.00. First line set all caps. Name, address and phone number to be included in word count.
- DISPLAY CLASSIFIED AD—One inch, \$25.00. 4-times \$22.50; 26-times \$21.25; 52-times \$18.00. Box rule around all ads.
- Box Number, c/o BILLBOARD, figure 10 additional words and include 50¢ service charge for box number and address.

DEADLINE—Closes 4:30 p.m. Tuesday, 11 days prior to date of issue.

CASH WITH ORDER, Classified Adv. Dept., Billboard.

ADDRESS ALL ADS—Erv Kattus, BILLBOARD, 2160 Patterson St., Cincinnati, Ohio 45214, or telephone Classified Adv. Dept. 513/381-6450. (New York: 212/757-2800.)

Check heading under which ad is to appear (Tape & Cartridge category classified ad not accepted.)

- Distribution Services
- Record Mfg. Services, Supplies & Equipment
- Help Wanted
- Used Coin Machine Equipment
- Promotional Services
- Business Opportunities
- Professional Services
- For Sale
- Wanted to Buy
- Publishing Services
- Miscellaneous

Enclosed is \$ \_\_\_\_\_  Check  Money Order. PAYMENT MUST ACCOMPANY ORDER

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

Telephone # \_\_\_\_\_

### BUSINESS OPPORTUNITIES

#### ONCE-IN-A-LIFETIME CAREER OPPORTUNITY FOR A CREATIVE MERCHANDISER OF RECORDS & TAPES!

We really mean it! We need a highly creative person to establish, manage, and plan the growth of the Record & Tape Dept. of a nationwide chain of stores with millions of catalog, magazine, newspaper and radio impressions annually. Generous salary, plus you will share in the profits. If you want to move up to the big-time and if you are qualified, send resume to:

Wilson & Wagoner, Dept. N  
260 South Forge St.  
Akron, Ohio 44308 ja27

### WELL ESTABLISHED RECORD STORE

Posters, LP's, Tapes, 15,000 cat. oldie 45's. Store has tradition on S.F. peninsula of having what the customer wants. Oldie 45 reputation is such, surrounding area stores refer customers. Only record store in town. Gross \$90,000 to 110,000.  
(415) 365-2161; 593-2045  
Box 907  
Redwood City, Calif. 94064 ja13

### FINANCIAL PARTNER NEEDED FOR east Alabama recording studio.

Box 624, c/o Billboard, 2160 Patterson St., Cincinnati, Ohio 45214. ja13

4 INK SPOTS AND REVUE AVAILABLE for fairs, night clubs, concerts, etc. Show includes acts, band. Contact: Jump Jackson, Mgr., 8959 S. Oglesby, Chicago, Ill. (312) 375-4276. ja20

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New York, N.Y. 10019 ttn

"FREE" CATALOG... EVERYTHING for the Deejay! Comedy, books, air-checks, wild tracks, old radio shows, FCC tests, and more! Write: Command, Box 26348-B, San Francisco 94126. ttn

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RECORD PRESSING SPECIALS			
Qty.	7" 45rpm	12" 33 1/2 rpm	
100	\$ 80.00	\$115.00	
500	105.00	235.00	
1000	145.00	375.00	

Write for information for quantities of over 1000, custom jackets, stereo promotion & national distribution. Orders shipped in ten days if accompanied by certified check or money order. TERMS: 50% deposit. Balance COD.

Onesda Video-Audio Tape Cassette Corp.  
740 Blandina St., Utica, N.Y. 13501 ja13

SHRINK WRAP RECORDS AND TAPES professionally. "L" sealer, shrink gun, \$235 and film available. M. Latter Mfg., 5050 Venice Boulevard, Los Angeles California 90019. (213) 939-2371. ja13

### DISTRIBUTORS

PATCHES \$2.40 A DOZEN. 1000 OTHER NOW items. House of Rippis, 38 N. Mac Quisten Parkway, Mt. Vernon, New York 10550. ja27

### DISTRIBUTING SERVICES

#### BOOST YOUR RETAIL SALES

Record retailers are getting 100% markup and more on incense and other paraphernalia!

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OAT WILLIES DEPT. STORE  
P.O. Box 924, Austin, Tex. 78767 ja13

ATTENTION, RECORD OUTLETS. WE have the largest selection of 45 rpm oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Records, Inc. 1135 W. Elizabeth Ave., Linden, N.J. 07036. ttn

WHILE OTHER PEOPLE ARE RAISING their prices, we are lowering ours. Major label LP's are as low as \$1.00. Your choice. Write for free listings. Scorpio Music Distributors, 8612 Limekiln Pike, Philadelphia, Pa. 19138. Dealers only. ttn

### FOR SALE

#### SHRINK WRAPPING EQUIPMENT TAPE, CASSETTE, L SEALER AND SHRINK GUN

Average production, 200 per hour, \$175 complete.

Tape and L.P.L. Sealer and Shrink Gun, average production, 200 per hour, \$250 complete.

Continuous tape wrapping L Sealer and Shrink Tunnel, average production, 400 per hour, \$595.

Most popular deluxe production machine for Tapes and LP's, L Sealer and Shrink Tunnel, average 600 production per hour, \$895.

All machines 110 volts, 30 day money back guarantee. Free roll film with each machine.

### STEVENS PACKAGING

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Northridge, Calif. 91324  
(213) 349-1710  
Dealer inquiries invited eow

### FOR SALE

8-Track Tape Winders ..... \$ 695.00  
Cassette Tape Winders ..... 695.00  
8-Track Run-In—Cueing machines, 4 position ..... 349.95  
8-Track Lube Tape, 5 1/2¢ per 100'  
8-Track Cartridges, 22¢  
Call: (405) 232-8214  
Or Write:

MAGNETIC RECORDERS, INC.,  
P.O. Box 60797,  
Oklahoma City, Okla. 63106 ja20

FOR SALE: 100 ASS'T C&W 45'S \$6.00—1000 or over \$5.00 per 100. Labels such as RCA, Decca, Monument, etc. B.B. Records, 257 Bayard Rd., Upper Darby, Pa. 19082. (215) LE2-4473. (We Export). ttn

100 DIFFERENT OLDIE 45'S \$6.75. Many top labels, artists. FREE 8 track tape included. JASCO, Box 403, Middle Village, N.Y. 11379. ja13

CURRENT TOP HITS—8-TRACK VARIETY pack. Super-pop and Solid-Gold-Soul. Legal in all states. Send for free sample. Distributors wanted. K-N Enterprises, Inc., Box 4522, Shreveport, La. 71104. Phone (318) 424-5231. ja27

### WANTED TO BUY

AUDIOTECHNIQUES, INC. WANTS TO buy your used Scully Model 280 series tape recorders, any width from quarter inch to two inch. Write or phone Bob Berliner or Ham Brosious giving condition, serial number and configuration. Audiotechniques, Inc., 142 Hamilton Avenue, Stamford, Conn. 06902 (203) 359-2312. ja20

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#### BILLBOARD IS ON MICROFILM:

Back copies of BILLBOARD are available on microfilm dating from November 1894 to December 1970.

Microfilm copies of articles from any of these issues may be obtained from Billboard Publications at a cost of \$1.50 per page up to 5 pages.

For prices on additional copies and for further information contact:

Andy Tomko  
General Services  
Billboard Publications  
165 W. 46th Street  
New York, N.Y. 10036 ttn

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Save 20% on subscriptions to Billboard for groups of 10 or more. For rates and information write:

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New York, N.Y. 10036 ttn

FASTEST SELLING INCENSE, STICKS and Cones. Spiritual Sky & Topanga Sun; full lines available. For free information write D & D Distributors, P.O. Box 644, Butler, Ala. 36904. or call: (205) 459-3446. ja20

POSTERS, BLACK LIGHTS, INCENSE, beads, patches, stickers and decals. Send for free catalog. (404) 876-4474. H & B Distributors, 961 Peachtree St., N.E., Atlanta, Georgia 30309. ttn

ATTENTION RECORD COLLECTORS: Search no more for RnB, RnR, Pop, C/W, Rockabilly oldies. Send for free list. Sevy Alexander, 408 Pond St., Franklin, Mass. 02038. ja27

DJ'S—NEW COUNTRY SWINGERS 45 (C&W), free-write on your stationery. B&T Records, 41 South Market, Frederick, Maryland 21701. ja13

RARE MOVIE SOUNDTRACKS, SPAR-tacus, The Robe, Egyptian, The Ten Commandments, Virginia Woolf, Ben-Hur, many, many more. Send \$1.00 for big list to Soundtracks—B, Box 77172, Los Angeles, Calif. 90007. fe3

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2 1/2 YEARS INTENSE COMMERCIAL ROCK (Top 40 & Progressive)

I have worked for and achieved Program Director, Music Director, Public Relations Director. I am a personality. Superior musical knowledge, vast experience in talk shows, Prod., news, Traffic, copywriting, budgeting and continuity. First phone. Married, 24 years old. Will relocate anywhere today. No floater. Superior recommendations of past managements. Tape and resume available.

Call: BILL HARTLEY, JR.  
(206) WA 7-1599; 33434 33rd Pl. So., Auburn, Wash. 98002. ja13

### SCHOOLS & INSTRUCTIONS

FCC FIRST PHONE IN (5) WEEKS. Training guaranteed. Call 1-800-237-2251 toll free for brochure. Write: R.E.L., P.O. Box 806, Sarasota, Fla. 33578. ttn

JANUARY 13, 1973, BILLBOARD



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If you're a deejay searching for a radio station, or a radio station searching for a deejay, Billboard is your best buy. No other trade publication is read by so many air personalities and program directors, as well as the sharp programming-oriented general managers. Best of all, general managers report that Radio-TV Job Mart ads can draw five times the results of the next leading radio-TV publication.

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**WANTED: FULL TIME WORK**, in rock or contemporary music market. 25 years old, have worked at WXID, KLTV and the American Forces Thailand Network as disc jockey. Have worked for AFTN TV, 74 and WCLA TV, 3 in news. Will work hardest for greatest rating. Write Bob Kincaid, 271 Clearpark Circle, San Jose, Calif. 95136 or call (408) 578-1212. I'm your man.

6-Year veteran wants a little more than a jockeying position. Looking to settle down. Not hell-bent on being the "king-of-jock-and-roll." Ratings prove I know my business. I am sincere, eager and ready yesterday. Resume and air-check on request. Box 554, Radio-TV Job Mart, Billboard, 165 West 46 Street, N.Y. 10036.

"Combo Man" (Jock/Engineer) avail. 1st phone/locate anywhere exp.: booking, sales, production/any program "ROBIN LEE," 8836 Old Ocean View Rd., Norfolk, Va. 23503. Phone 1-703-587-2809.

Just married. Seeking secure announcing position in small market and place to settle. Prefer Rock or MOR. Broadcast school graduate, friendly, age 24, veteran, 1st phone, limited experience. Willing to work hard for minimum salary. Relocate anywhere. Presently employed but available immediately. Box 552, Radio-TV Job Mart, Billboard, 165 W. 46 St., New York, N.Y. 10036.

## POSITIONS OPEN

Program Consultant looking for DJ's MOR C & W and Rock. Send tapes to Ev Wren, 7075 West Hampden, Denver, Colo. 80227.

**CREATIVE NEWS?** — Major Market West Coast AM Radio looking for three Super-Talents! Writing ability more important than delivery... but we need samples of both. Pre-requisite: An interest in humans. Box 553, Radio-TV Job Mart, Billboard, 165 W. 46th St., New York, N.Y. 10036.

# Gospel Music

## Shaped Notes

John Benton of Stanley, N.C., has purchased the name of the **Harvesters Quartet** from Bill Hefner of Charlotte. The announcement was made by **Ron Blackwood**, president of the **Timothy Amos Agency**. Benton, who is manager of the **Tar Heel Quartet**, says his group will make the name change immediately. Members of the group are **Benton, Jerry Hovis, Richard Sanders, Jim Morrell, Wayne Lambert and Mike McCarrn**. . . . **London Parris and the Apostles** drew the largest gospel music crowd ever at an appearance in Bemidji, Minn. Promoted by **Harold Vogel**, the show drew a turnaway audience. . . . The **Florida Boys** have done a series of post-Christmas recordings.

The **Oak Ridge Boys**, **Wendy Bagwell** and the **Sunliters** perform at the Pennsylvania Fair Association meeting in Pittsburgh Jan. 11. . . . The **Gospel Singing Jubilee** will be taped Jan. 8-9-10. . . .

The **Blackwood Brothers** will receive their Christmas present in February, according to road manager **Cecil Blackwood**. It's a new bus, shipped from Belgium. Once it arrives, it will be driven to Nashville for a complete interior modeling by the firm of **Crown Custom Interiors**. . . . **Buddy Poe** has left the **Sego Brothers** and **Naomi** and has formed the **Royal Masters Quartet** of Birmingham.

. . . **Ron Blackwood** announces the appointment of **Jerry Webb** as his Administrative Assistant. . . . **Webb**, from Mt. Vernon, Ill., will work in all facets of the activities, including the **Blackwood Singers, Blackwood Family Productions, and Blackwood Recording**. **Webb** will continue to serve as producer of the **Tom Drake Agency** and vice president of the **Timothy Amos Agency**. Prior to his move to Nashville, **Webb** managed **The Challengers**, an all-male gospel quartet.

The **Statesmen**, with **Hovie Lister**, scored a first when they appeared in a special Christmas drama in Los Angeles. It was under the auspices of the **Miss Velma Foundation**. This marked the first time a gospel group had appeared in the sacred play, which was carried throughout California on color television. . . . The first Lear-jet shuttle sing in gospel music history took place last week at Jacksonville, Fla., and Valdosta, Ga. **Don Butler** of **Sumar Talent** said this involves two concerts in two different cities, with the same talent booked. The shuttle rushes the groups from one stage to the other in time for their stand on the program. Those taking part were the **Statesmen, the Stamps, the Prophets, Wendy Bagwell and the Sunliters, the Georgians, and Windy Johnson and the Messengers**. . . . **Erv Lewis** has recorded a new album for **Impact**, and he has a fine way of promoting it. He is a national representative of **Teen Crusade**, and, as such, travels nationally in a musical ministry.

At **Billings, Montana, Warrior Music Inc.** has opened a recording studio with two labels, **Sweet Chariot and Scroll Records**. They are arms of **Warrior Records and Warrior Music**. The studio has just done a gospel album with **Evangelist Tony Gonzales**, and is cutting a single with **Salvation's Children**.

## Sacred Harp in LP Creates Past Link

MOBILE, Ala.—An album described as an "important link in American musical culture" has been recorded live at an all-day sing at **Ramah Primitive Baptist Church** in Pike County, Ala.

The album, titled "**Joyful Noise**," contains 20 Sacred Harp songs which is a form of religious folk music. Put together by **John A. Botts**, the album contains numerous songs of unknown composers. It is distributed with a Sacred Harp songbook, by the **Sacred Harp Book Co.** of Troy, Ala.

This is the true "shaped note" type of music, with the different shapes (square, right triangle, round and diamond) representing certain

positions on the musical scale. The singing is a capella. Sacred Harp singing is prominent in parts of the South even today. It is performed at music conventions and at all-day or all-night sings.

The shaped-note music had its origin in England and was brought to this country by settlers. The earliest noted composer of this type music in the U.S. was **William Billings**, who first published in Boston in 1746. Sacred Harp music is taught at **Middle Tennessee State University**.

The album, unlike the songbook, is distributed by **Channel I Productions** of Mobile.

## Nashville Gets Arm Of Word Publishing

NASHVILLE—Word, Inc., the multimillion-dollar complex of Waco, Tex., has opened a publishing office here to be headed by **J. Aaron Brown**.

**Brown** becomes general manager of both **Canaanland Music (BMI)** and **Word Music (ASCAP)**. Although the label does most of its recording here and draws heavily on Nashville-written songs, it is the first time **Word** has located here.

The leading gospel/religious recording and publishing firm in the world, **Word** is the parent com-

pany of the **Word, Canaan, Light and Myrrh Recording Companies; Lexicon Publishing; Word Book Publishing; Creative Resources; Word Tours, and Word and Canaan Record Clubs**, as well as the two publishing firms here.

The announcement was made by **Marvin Norcross**, vice president and secretary-treasurer of **Word Inc.**, who does most of the production for the **Gospel** label here.

**Brown** previously built the **Silverline Music Publishing Company** for the **Oak Ridge Boys**. He now is busy building a staff of writers and screening material.

## Stamps Start an Elvis Year

NASHVILLE—**J.D. Sumner** and the **Stamps** begin the new year with an **Elvis Presley** tour and a worldwide television show to be telecast by satellite.

**Ed Enoch**, business manager for the **Stamps**, said the group would go to **Hawaii** with **Presley** on their first tour, and do rehearsals for

the TV show. At the close of this tour, the quartet will appear in gospel concert in California, re-joining **Presley** at the **Las Vegas Hilton** Jan. 23-Feb. 25.

**Ed Wideman**, a former member of the **King James Version**, has replaced **Richard Sterban** as a member of the **Stamps**.

## AFTER LAST YEAR, 1973 LOOKS GOOD TO SPEERS

NASHVILLE—The **Speer Family** ended 1972 in a blaze of problems.

En route to Atlanta, the engine in their sleeper bus blew up. They returned here and borrowed a mobile home from **Heart Warming Records**. Heading back again, it had to be put in the shop four times.

At their hotel in Atlanta, the room of **Susan Speer** was burglarized, the thief taking clothes, shoes, jewelry, and her suitcases.

Back at home, **Mrs. Brock Speer** called to say the transmission had gone out on her car, the hot water heater blew up, and the motor on the furnace and air conditioner also blew up.

Things went well, however, for their album at the **RCA studios** when they returned.

When in Mississippi  
You Can Buy **BILLBOARD**  
at the  
**Hub News Company**  
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# International News Reports

## U.K. Boom Seen Continuing

• Continued from page 1

panies and dealers alike now estimate tape to be accounting for around 15 percent of the total music market—up from 7 percent 12 months ago.

Commented Decca tape marketing manager Graham Smith: "1972 has definitely been the year of tape. A factor has been the current boom in sales of hi-fi equipment which has naturally affected the tape market. There has been a startling increase in sales of domestic and car tape units which means that there are now more people in the market to buy software."

However, it has been in the shops that the spurt in tape sales has been most striking. Stephen Ridet of the Tape Revolution chain, which last month opened new branches in Tottenham Court Road, London, and Golders Green, described Christmas business as "fantastic—I've never seen anything like it before."

Continued Ridet: "The first Tape Revolution shop, which opened just over a year ago, got off to a relatively slow start but with the two new branches, business has been phenomenal since the day they opened. There was no question of potential customers getting to know us—the trade just seemed to be there."

John Varley, owner of the Panda Sounds tape shops in Newcastle and Heaton, also reported that business was "fantastic" this Christmas and added that it was extremely noticeable how consumer awareness to the two tape systems had increased dramatically during the past 12 months.

Andy Wood, owner of The Tape Centre at Kingston, commented that he felt one of the reasons for tape's growth has been the move by more and more record companies towards the simultaneous release of tapes and the equivalent album. "It's most important that a new LP by an artist is released in all configurations at the same time," he explained, "so that the tapes and the record version can benefit from the promotion given to an album."

### Smith Chain

The record departments of the W.H. Smith chain had their biggest-ever Christmas selling period, according to Joanna Smith, head record buyer. "It was just tremendous. All our branches were packed and if we had had more space and more records we could have sold them." Miss Smith estimated that the sale of cassettes and cartridges was up by four times over last year. "I was in our Ealing branch on the Friday before Christmas and it seemed that every other

item sold was a cassette or cartridge," she said.

Miss Smith added that deliveries from record companies were not as bad as she had expected but "too many best-sellers were too hard to get." She commented that Phonodisc was "very good" although EMI still has "a long way to go."

John Moore of the Goose Records chain described business over the Christmas period as "splendid." The four Goose Records branches have all reported significant increases in turnover compared with the same period last year—in Norwich business was up by 30 percent, in Maidstone by 49 percent, in Croydon by 57 percent and in Bath business increased by a massive 85 percent.

"There's been an obvious boom this year, which started in the summer and culminated with a bumper Christmas period," he commented. "In the pre-Christmas weeks we were knocking up 25 percent increases."

"Distribution from the record companies was, on the whole, not too bad. In one or two cases we put in large orders to see us over the Christmas period, although I believe some of the smaller shops who couldn't make such large orders were short on singles."

"The quality of new releases this year was also very high. We weren't selling as much back-catalog material as we usually do—it was the new releases which were selling. In the singles field there wasn't an obvious leader, but we had about 10 strong records which spread the sales over a wide range."

"There's only one word for it—fantastic," commented Laurie Krieger, boss of the Harlequin chain. "We took almost \$1,250,000 during December, something we would never have dreamed possible. Tape figured prominently of course, although we had our usual problem of not being able to display enough stock. Some of our shops were 33 percent to 50 percent up on last year's sales."

"Business has been tremendous," reported Pat Harrison, manager of the Chappell Music Centre in London's Bond Street. She had no complaints over service from manufacturers and believed that EMI had overcome its factory problems, although Decca's classical product had been delayed.

Ada Newman, manageress of Rushworth and Draper's record department in Liverpool, reported, "I've been in the business for 25 years and I've never known anything like it. Usually just before Christmas trade slackens off towards the end of the week, but this year people were buying anything and everything right through to Christmas eve and trade has been almost as good since we reopened."

## Weber Joins Metronome

HAMBURG — Dr. Gerhard Weber, who since leaving Liberty-USA has been a marketing consultant for Metronome, has now joined the staff of that company as deputy managing director.

Announcing the appointment, Leif Kraul, Metronome's managing director, said that the addition of Weber to the management would leave him freer to concentrate on talent and catalog acquisition.

Metronome recently lost the Kinney group of labels for Germany and Kraul will be at MIDEM this year seeking product which Metronome can represent in Germany.

Another new appointment in the company is that of Harald Heilmann who is promoted from assistant sales manager to sales manager.

Metronome Records is 25 percent owned by Deutsche Grammophon.



WITH THE retirement of CBS-Cupol managing director Helge Roundquist, the CBS-Cupol executive team is being reorganized as of Jan. 1. Roundquist, who founded Cupol 25 years ago and has been managing director since 1970, becomes chairman of the board, and Jorgen Larsen will add the post of managing director to his existing responsibilities as CBS director of Scandinavian operations.

CBS-Cupol will comprise three departments, A&R, marketing and finance and administration, headed by Mats Olsson, Sten af Klinteberg, and Ingmar Ostberg respectively, with Klinteberg relocating from CBS international in Paris. Pictured, from the left, are Olsson, Larsen and Ostberg.

## From The Music Capitals of the World

### LONDON

With sales in excess of 35,000 double units of the music from the ATV series "The Strauss Family," Polydor has scored one of its biggest ever successes with a home-produced album. Polydor had advance orders of 5,000 when the package was released. The company acquired world rights to the double album following Pye's decision not to record the album. Although ATV has finished screening the series in the U.K., ABC-TV will present the series in the U.S. shortly. Polydor managing director John Fruin said that although the budget to produce the album was "not excessive" it was high in the terms of an MOR album. . . . A general reshuffle of RSO Publishing is being planned following the departure last month of managing director Sam Mortimer and professional John Davies. Mortimer left the company to join Chas Chandler's Barn Music and it is understood that Steve Stevenson is coming to London from Stigwood's office in Los Angeles to supervise the Robert Stigwood organization's publishing affairs. Additionally Lyn Barker who has been with the company for four years will be responsible for copyright activities. RSO, the label offshoot of the Robert Stigwood firm, is being launched on March 1 in the U.K. and David English, the former Decca press officer who joined RSO as label manager, has now been named general manager of the RSO label.

## Polydor Canada Distrib Deals

CHICAGO—Polydor Records of Canada has acquired distribution of Mercury, Dial and Smash labels owned by Phonogram, Inc., new name now of Mercury Record Productions, Inc., here. Distribution of Philips, Fontana and Vertigo, also Phonogram, Inc. brands, remains with London Records of Canada, said Phonogram, Inc., president Irwin H. Steinberg.

Polydor will thus distribute acts from the Phonogram labels such as Rod Stewart, Uriah Heep, Jade Warrior, Jerry Butler, Daniel Boone, Tom T. Hall, Jerry Lee Lewis, Statler Bros., Faron Young, Dave Dudley, Johnny Rodriguez, Chuck Mangione and Joe Tex.

Music Sales has taken over the exclusive representation of the United States Music catalog. The UA catalog, which includes material by Don McLean, the scores from "Hair," "Diamonds Are Forever" and "Chitty Chitty Bang Bang," was previously handled by Campbell-Connelly. Music Sales has also taken over representation of the Alfred catalog. The catalog includes a substantial quantity of guitar & drum tutors.

David Cassidy is scheduled to come to the U.K. from a European tour on March 12 or 13. He is coming to London for concert dates for Robert Paterson. Cassidy will open in Manchester on March 13 and will then appear at the Wembley Empire Pool on March 17-18. Tony Barrow International will be responsible for press and publicity activities for Cassidy.

David Rickerby, music controller of the BASF record division in the U.K., has been appointed promotion manager at Decca. He succeeds Don Wardell who is leaving the company at the end of the month to take up a new post as head of Jonathan King's U.K. label in the U.K. . . . Les Tomlin, the former London area sales manager at Pye, has joined the Dick James Organization as sales manager for the DJM and Jam labels. DJM's current sales manager Eddie Foster has been made international sales manager and will be responsible for liaison with the label's overseas licensees. . . . Henry Hadaway's Satril label has signed the Rockin' Berries to a worldwide recording contract. Deal was set by Hadaway with the group's manager Johnnie Francis. Satril has also concluded a licensing deal with Ariola for the release of its product throughout France excluding France and Italy.

Essex Music has formed Cauliflower Music, a jointly-owned firm, with Herbie Flowers and Roger Coulam. The first hit from the catalog is "Stay With Me" by Blue Mink which was written by Flowers and Coulam with Roger Greenaway and Roger Cook. The song has also been recorded by Richard Anthony in France and by the Fifth Dimension in the U.S.

Polydor is preparing a major campaign to accompany the nationwide tour being undertaken by James Last, which opens in Croydon on Feb. 15. Final details of

(Continued on page 43)



PAUL LEBBINK, 66, managing director of Phonogram, Brussels, is retiring this week after many years in the record business. Lebbink, who was responsible for the discovery of such talents as the Singing Nun, Los Paraguayos and Jacques Brel, has been a vice president of the Belgian record industry association and a leading light on the Belgian music scene. To honor his services to the industry, he was recently awarded a Royal Decoration which was handed over by Pierre-Jean Goemaere, head of Inelco and president of the Chambre Syndicale Belge de l'Industrie de la Musique Enregistree. At the ceremony are, left to right, Goemaere, Hans G. Gout, who will succeed Lebbink as Phonogram managing director, Stanley Robins, president of EMI Belgium, and Lebbink.

## WHOLESALE MICHAEL TO OPEN BERLIN DEPOT

HAMBURG—West German record wholesaler Hans Georg Michael, who already has depots in Duisburg, Coblenz and Munich, soon will open a new warehouse in Berlin.

Although some record companies have actually closed their warehouses here because they were no longer paying, Michael believes that a Berlin depot can be viable. "At present, Berlin dealers cannot place orders with record companies later than midday on Friday. We can offer a much more rapid service."

Michael's Mico-Service supplies more than 7,000 customers throughout Germany and the company representatives carry all the current best-selling product in their vans.

"Fast service," said Michael, "means that the dealers don't have to carry too much stock and this is the German answer to the American rack-jobbing system. While rack jobbers only change records at certain intervals, we can restock dealers very rapidly with fast-selling product."

Michael believes that in the years to come it will not only be the small dealers who order from a centrally-based wholesaler, but the department stores as well. Mico-Service already supplies 400 such stores in Germany.

The company, which celebrates its 25th anniversary this year, turned over an estimated 30 million marks in 1972. One problem Mico Service is currently facing is that Electrola and Teldec refuse to supply it with product, preferring to use their own distribution network exclusively. To circumvent this ban, Michael is obtaining product by direct importation from Common Market countries.

## WEA-Filipacchi Gets \$66G Fine

BRUSSELS — The highest fine relative to turnover yet imposed by the Common Market Commission has been inflicted on WEA-Filipacchi Music of Paris for breaking the EEC's antitrust regulations.

WEA-Filipacchi, which is 51 percent owned by Warner Brothers and in which the French Rothschild Bank has a 39 percent stake, was fined \$66,000 (1.5 percent of its turnover) for infractions of the export and competition regulations of the Common Market under Article 85 of the Treaty of Rome.

The company is reportedly considering an appeal against the fine. WEA-Filipacchi allegedly had sent a circular to dealers in France asking them to stop exporting WEA product to West German dealers. The Commission observed that albums selling for \$2.86 in France were being retailed at \$4.53 in Germany. This made it advantageous for German dealers to obtain

WEA product from French dealers by direct importation rather than order it from WEA-GmbH in Hamburg. Exports from French dealers, mainly in Eastern France, had been flowing regularly into West Germany for a period of six months.

It was in order to eliminate this competition with its sister company that WEA in Paris had sought to dissuade dealers from exporting product to West Germany.

The Commission noted that although WEA-Filipacchi had been informed that it was breaking the EEC antitrust regulations, the company had continued to try to restrain dealers from exporting WEA product.

The fine was announced by the Commission on Dec. 22 and represented virtually the last formal act by the six nation EEC Executive. The Commission Executive handed over to an enlarged executive on Jan. 1 with the advent of Britain, Ireland and Denmark's membership.

## GRT Fete for Koffman LP

TORONTO — GRT of Canada Ltd. this week hosted a party for instrumentalist Moe Koffman to celebrate the release of his second LP for the label, a two-record set entitled "The Four Seasons."

The album is based on Vivaldi's "Seasons," and it follows his "Koffman Plays Bach" album. It was produced and arranged by Doug Riley, who also aided in the adaptations.

GRT president, Ross Reynolds, is discussing U.S. and global distribution of Koffman with several U.S. labels.

## PRESIDENT OF DANISH PUBS

COPENHAGEN — John Rasmussen, head of Imudico, was elected president of the Society of Danish Music Publishers at the Society's annual meeting. Harry Jensen of Multitone was elected vice president and Sv. E. Joergensen of Intersong was appointed secretary. New address of the Society is 10 Soelv-gade, 1307 Copenhagen K, Denmark.

## K-Tel Sees \$9.4 Mil Sales Gross in LP's

LONDON — K-Tel, the Canadian/U.S. company which has pioneered TV merchandising of compilation albums in the U.K., was expecting to gross more than \$9.4 million in sales of its four releases in the last six months of 1972. Three of the four releases held the first, second and third places in the last Music Week album chart of 1972.

Meanwhile K-Tel has formed a joint company with the Hemdale Group — K-Tel/Hemdale Film Distributors Ltd. — to distribute and promote selected films. The move is believed to be the first in the U.K. whereby films will be marketed and promoted by a television promotions company.

There is also a possibility that K-Tel's TV promotional experience may be enlisted to promote records by Hemdale artists through television advertising. The Hemdale deal follows a similar arrangement in North America, where K-Tel is promoting two Hemdale films.

## Canada's Disk Production Up

OTTAWA — Latest figures from Statistics Canada demonstrate significant increases in record production for the month of October.

A total of 6.59 million records were produced last October, compared with 5.28 million a year ago. Total prerecorded tape production was up 1.11 million from 600,000 in 1971.

## From The Music Capitals of the World

• Continued from page 42

the campaign have yet to be decided but it will include the re-activation of the entire James Last catalog on the label which includes 31 albums and cassette titles and 12 cartridges. . . . Page Full of Hits Music boss Terry Noon has acquired the publishing rights to two American groups. Noon has picked up the original compositions written by the Capitol label act Edward Bear. Page Full of Hits will handle the songs in the U.K. and Europe. The other act is Pepper Tree which will be handled for the U.K. only.

PHILIP PALMER

## ATHENS

Lyra group Nostradamos, which won two press awards this year for their hit "Thos Mou To Heri Sou" (Give Me Your Hand) release their first album this week. . . . Discotheque for Young People, a TV program introduced by ex-beauty queen Yoyo Atzoletaki, is proving to be an important promotional showcase for new talent. The one-hour program is screened every Sunday by EIRT-TV. . . . The title song from "The Godfather" has proved a popular track for many artists and among the versions currently available are those by Al Martino (Capitol), Andy Williams (CBS), Gianni Morandi (RCA), Nino Rota (RCA) and a Greek cover by Jimmy Makoulis (Philips). . . . Among new releases from Emial are Cat Stevens' "Catch Bull at Four"

(Island) and Franck Pourcel's "Western" (HMV). . . . Phonogram artist Marinella is to record a Greek version of Demis Roussos's hit at the recent Rio Song Festival, "Velvet Mornings." She has been using the song in her act for some weeks. . . . To celebrate its 10-year association with Terris Chrysos, Music Box will be releasing a new album by the artist comprising Greek versions of major international hits. . . . According to the weekly best seller chart published by the daily newspaper Hellinikos Vorras, the top disks in northern Greece during the first two weeks of December were "I Gotcha" by Joe Tex (Mercury), "Popcorn" by Hot Butter, "Children of the Revolution" by T. Rex, "My Reason" by Demis Roussos (Philips) and "Standing in the Road" by Blackfoot Sue (Columbia).

EOT, the Greek National Tourist organization, is to release an instrumental album of old bouzouki songs arranged and conducted by Manos Hadjidakas, composer of "Never on Sunday." EOT releases one album a year oriented towards the tourist market. . . . Almost all Greek record companies report heavy sales of new product this Christmas. . . . Pianist Yiannis Vakarellis, now in London for post-graduate piano studies, gave concerts in Athens and Thessaloniki this month. . . . Lyra has just released Joan Baez's new album, "Ballad Book." . . . Composer Yiorgos Katsaros has been given his own television show every Saturday evening on the EIRT

(Continued on page 45)

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# HITS OF THE WORLD

## ARGENTINA

(Courtesy of Escalera a la Fama)  
\*Denotes local origin

- This Week**
- 1 AHORA QUE SOY LIBRE—\*Juan Marcelo (RCA)—Relay
  - 2 LA TARDE QUE TE AME—\*Industria Nacional (CBS)—Melograf
  - 3 BOTTOMS UP—Middle of the Road (RCA); Flash (CBS)—Relay
  - 4 AMARTE AMARTE UNA VEZ MAS—\*Rabito (Odeon)—Odeon
  - 5 FRESA SALVAJE—Camilo Sesto (RCA)
  - 6 ABRAZAME FUERTE MI AMOR—\*Beto Orlando (Odeon)—Korn
  - 7 POR QUE TE QUIERO TANTO—Laureano Brizuela (CBS); Juan Pardo (Odeon)—Odeon
  - 8 HOOKED ON A FEELING—Jonathan King (Odeon)
  - 9 SANTUS SANTUS ALELLUYA—Barbara and Dick (RCA); Barry Ryan (Polydor)—Melograf
  - 10 POR AMOR—Roberto Carlos (CBS)—Melograf
  - 11 EL AMOR COMO EL VIENTO UN DIA SE VA (THA CARDS)—Tony Ronald (M. Hall)—Pamco
  - 12 ALONE AGAIN (NATURALLY)—Gilbert O'Sullivan (CBS); Tedy Brandoo (M. Hall)—Korn

### LP

- 1 ALTA TENSION—Various (RCA)
- 2 MUSICA EN LIBERTAD—Various (M. Hall)
- 3 AGENTINISIMA (4)—Various (Microfon)
- 4 BOLICHE'S MUSIC—Various (CBS)
- 5 CANTATA SUDAMERICANA—Mercedes Sosa (Philips)

## BELGIUM (Flemish)

(Courtesy of Humo)  
\*Denotes local origin

- This Week**
- 1 UBERAL AUF DER WELT—Freddy Breck (BASF)
  - 2 CRAZY HORSES—\*The Osmonds (MGM)
  - 3 I THINK I LOVE YOU—Partridge Family (Polydor)
  - 4 THIS WORLD TODAY IS A MESS—\*Donna Hightower (Decca)
  - 5 ICH HAB' DIE LIEBE GESEHN—Vicky Leandros (Philips)
  - 6 ZOMERSPROETJES—Rocco Granata (Cardinal)
  - 7 ZONDER JOU BEN IK VERLOREN—\*Will Tura (Palette)
  - 8 IK HEB ROZEN VOOR JE MEE—Paul Severs (Start)
  - 9 GUDBUY T' JANE—Slade (Polydor)
  - 10 CLAIR—Gilbert O'Sullivan (MAM)
  - 11 CROCODILE ROCK—\*Elton John (Supreme)
  - 12 MARIE-JEANNE—\*George Baker Selection (Negram)
  - 13 SILENT NIGHT—\*Tom Tomson (Topi)
  - 14 THERE HAS BEEN A TIME—\*The Cats (Imperial)
  - 15 MEXICO—Les Humphries Singers (Decca)
  - 16 YOU'RE A LADY—Peter Skellern (Decca)
  - 17 I PUT A SPELL ON YOU—Creedence Clearwater Revival (Fantasia)
  - 18 BEN—\*Michael Jackson (Tamla/Motown)
  - 19 YOU-KOU-LA-LE-LOUPI—Mouth & McNeal (Decca)
  - 20 EEN KLEINE FOTO—Willy Sommers (Vogue)

### LP

- 1 WILL TURA NR. 10—Will Tura (Palette)
- 2 DE 13 BESTE—Verschill. Vertolkers (Philips)
- 3 SLAYED—Slade (Polydor)
- 4 HOLL. HITPOURRI NR. 10—Verschill. Vert. (11 prov.)
- 5 JUBILEE—The Strangers (Decca)

## BRITAIN

(Courtesy: Music Week)  
\*Denotes local origin

- This Week**
- 1 LONG HAIR LOVER FROM LIVERPOOL—Little Jimmy Osmond (MGM)—KPM (Mike Curb/Perry Botkin)
  - 2 SOLID GOLD EASY ACTION—T. Rex (EMI)—Wizard (Tony Visconti)
  - 3 CRAZY HORSE—Osmonds (MGM)—Kolob (M. Lloyd/A. Osmond)
  - 4 THE JEAN GENIE—David Bowie (RCA)—Titanic/Chrysalis (David Bowie)
  - 5 GUDBUY T' JANE—Slade (Polydor)—Barn (Chas. Chandler)
  - 6 HAPPY CHRISTMAS, WAR IS OVER—John & Yoko/P.O.B./Harlem Community Choir (Apple)—Ono/Northern (J&Y/Spector)
  - 7 MY DING-A-LING—Chuck Berry (Chess)—Carlin (Esmond Edwards)
  - 8 SHOTGUN WEDDING—Roy C. (U.K.)—Sparta Florida
  - 9 NIGHTS IN WHITE SATIN—Moody Blues (Deram)—Tyler (Tony Clarke)
  - 10 HI HI HI/C. MOON—Wings (Apple)—McCartney/Northern (Paul McCartney)
  - 11 BIG SEVEN—Judge Dread (Big Shot)—Bush (Sinclair/Bryan/Shrowder)

- 12 BEN—Michael Jackson (Tamla/Motown)—Jobete/Carlin (Corporation)
- 13 ALWAYS ON MY MIND—Elvis Presley (RCA)—London Tree
- 14 HELP ME MAKE IT THROUGH THE NIGHT—Gladys Knight & the Pips (Tamla/Motown)—KPM Johnny Bristol
- 15 BALL PARK INCIDENT—Wizzard (Harvest)—Wood/Carlin (Roy Wood)
- 16 WHY—Donny Osmond (MGM)—Debmars (Mike Curb/Don Costa)
- 17 CROCODILE ROCK—Elton John (DJM)—DJM (Gus Dudgeon)
- 18 GETTING A DRAG—Lynsey De Paul (MAM)—ATV Music (Gordon Mills)
- 19 LITTLE DRUMMER BOY—Royal Scots Dragoon Guards Band (RCA)—Bregman/Vocco/Conn (Peter Kerr)
- 20 YOU'RE SO VAIN—Carly Simon (Elektra)—Essex (Richard Perry)
- 21 ROCK ME BABY—David Cassidy (Bell)—Carlin (Wes Farrell)
- 22 DESPERATE DAN—Lieutenant Pigeon (Decca)—Makepeace (Stavely Makepeace)
- 23 ANGEL/WHAT MADE MILWAUKEE FAMOUS—Rod Stewart (Mercury)—Schroeder/KPM (Rod Stewart)
- 24 LOOKIN' THROUGH THE WINDOWS—Jackson Five (Tamla/Motown)—Jobete/Carlin (Hal Davis/Corporation)
- 25 CLAIR—Gilbert O'Sullivan (MAM)—MAM (Gordon Mills)
- 26 STAY WITH ME—Blue Mink (Regal Zonophone)—Cauliflower/Cookaway (Blue Mink)
- 27 COME SOFTLY TO ME—New Seekers (Polydor)—Edwin H. Morris (Michael Lloyd)

- 28 CAN'T KEEP IT IN—Cat Stevens (Island)—Freshwater (Paul Samwell-Smith)
- 29 KEEPER OF THE CASTLE—Four Tops (Probe)—KPM (S. Barri/D. Lampert/B. Potter)
- 30 I'M STONE IN LOVE WITH YOU—Stylistics (Avco)—Gamble Huff/Carlin (Thom Bell)

## HONG KONG

(Courtesy of Radio Hong Kong)

- This Last Week**
- 1 3 I'D LOVE YOU TO WANT ME—Lobo (Philips)
  - 2 1 ROCK ME BABY—David Cassidy (Bell)
  - 3 2 CLAIR—Gilbert O'Sullivan (MAM)
  - 4 5 ELECTED—Alice Cooper (Warner Bros.)
  - 5 9 CROCODILE ROCK—Elton John (DJM)
  - 6 4 BEN—Michael Jackson (Motown)
  - 7 6 NIGHTS IN WHITE SATIN—The Moody Blues (Deram)
  - 8 7 SPACE MAN—Nilsson (RCA)
  - 9 8 WHY—Donny Osmond (MGM)
  - 10 15 I NEVER SAID GOODBYE—Engelbert Humperdinck (Decca)
  - 11 10 I BELIEVE IN MUSIC—Gallery (Sussex)
  - 12 11 IF I COULD REACH YOU—5th Dimension (Bell)
  - 13 — A BRAND NEW SONG—Cliff Richard (Columbia)
  - 14 — SEPARATE WAYS—Elvis Presley (RCA)

- 15 12 RUN TO ME—The Bee Gees (Polydor)
- 16 14 AND YOU AND I—Yes (Atlantic)
- 17 16 LISTEN TO THE MUSIC—Dobbie Bros. (Warner Bros.)
- 18 — ALIVE—The Bee Gees (Polydor)
- 19 — SWEET SURRENDER—Bread (Elektra)
- 20 19 YOU WEAR IT WELL—Rod Stewart (Mercury)

## SOUTH AFRICA

(Courtesy of Springbok Radio)  
\*Denotes local origin

- This Week**
- 1 I CAN SEE CLEARLY NOW—Johnny Nash (CBS)—Breakaway Music (GRC)
  - 2 MOULDY OLD DOUGH—Lieutenant Pigeon (Decca)—Plymouth Music (Gallo)
  - 3 RUN TO ME—The Bee Gees (Polydor)—Intersong (Pty.) Ltd. (Trutone)
  - 4 I NEED YOUR LOVE—Letta Mbulu (Tamla/Motown)—Semenya Music (Teal)
  - 5 I NEED SOMEONE—\*Alan Garrity (Gallo)—MPA (Gallo)
  - 6 IT'S TOO LATE NOW—\*Lauren Copley (Map)—Angela Music (GRC)
  - 7 A SHOULDER TO CRY ON—\*Denise Freeman (Columbia)—Ardmore & Beechwood (EMI)
  - 8 HELLO-A—\*Sharon Tandy/Billy Forrest (WRC)—Brigadiers (Teal)
  - 9 GARDEN PARTY—Rick Nelson (MCA)—Intersong (Gallo)
  - 10 BURNING LOVE—Elvis Presley (RCA)—Clan Music (Teal)

Musical Isle, which has been testing FIND in 25 Playback Electronics Stores during the past two months, will now move into a number of Goldblatts and Lyon and Healy outlets throughout Wisconsin, Indiana, Illinois and Kentucky with FIND. This will bring the total number of dealers serviced with FIND by Musical Isle to between 150 and 200.

"We've been very pleased with FIND so far," says Louise Pennington, in charge of special order procurement for the firm. "Delivery has been good and the fill has been very satisfactory."

Musical Isle sends out the FIND catalog, folder and order cards to the outlets it services, and these items are generally displayed by the register. The sales people then fill out the order cards for the customers.

"There are a lot of items we can't get from local distributors," Ms. Pennington says, "so we go right to FIND. They have excellent in filling orders on the more obscure labels as well as the larger labels. We really don't try to locate certain things locally at all. We go right to FIND."

"We've found that our special order business has grown and we are selling quite a mixture of things, especially a lot of pop and classical. Also, we are doing well with some of the off-beat tapes. There are other things in the FIND catalog that also makes it easier for us, such as having the price listed next to the record."

Ms. Pennington added that everything has been satisfactory so far, and she plans to continue to use FIND.

Response to the expanded catalog is still strong, and dealers are still expressing pleasure over the easy listening, jazz and classical listings as well as the complete pop listings. NARM members will also have a chance to hear FIND talked about at the NARM convention in February. FIND president Bill Wardlow will do the honors.

*Candy Tusken*

FIND Service International  
Box 755  
Terre Haute, Indiana 47808  
A.C. (812) 466-1282  
Bill Wardlow, President  
and

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

**news**

## Canada Executive Turntable

Capitol Records Canada Ltd. has announced the appointment of Dave Evans named director of marketing.

Evans will direct the entire marketing program for Capitol's output. Evans, who has been with Capitol for several years, was most recently national sales and promotion manager.

Evans' first duty in his new position was to confirm the appointment of Bob Rowe as national sales manager. His responsibilities will encompass the total sales activity for the wholesale division. . . . CHUM Ltd. which has just received CRTC approval for the purchase of CKVN Vancouver, has announced the appointment of Chuck McCoy as music director for its new western outpost. McCoy was part of the CHUM programming team in Toronto. Prior to joining CHUM, he was a disk jockey at CKFH Toronto.

## Ontario Tour—Ian & Sylvia

TORONTO — Martin Onrot of Encore Productions has announced the scheduling of a short Ontario tour with Columbia's Ian and Sylvia Tyson.

The Tysons will perform with The Great Speckled Bird at Centennial Hall, London (12), Mohawk College, Hamilton (13), Memorial Centre, Peterborough (21), and Massey Hall, Toronto (28).

The act has just completed a tour of western provinces and following the Ontario dates, will undertake a cross-Canada swing.

## Phonogram Alters

MONTREAL, Que., Can.—Phonogram, the new international corporate monicker for Mercury, U.S., is making some Dominion distribution changes.

Polydor of Canada here will distribute all future and catalog product on Mercury, Dial and Smash labels. London Records of Canada here will continue to distribute Philips, Fontana and Vertigo.

The one exception to the new distribution is Jade Warrior, which is on Vertigo in the U.S., but which will be on Mercury in Canada.

## ATV's Bradleys to Bow Via Product

LONDON—Bradleys, the label offshoot of ATV Music, will be introduced next month with the release of three singles followed by three albums in March.

The label is being distributed in the U.K. by Pye and overseas outlets are currently being arranged. Precision Tapes will release Bradleys product on both cassette and cartridge.

The first three singles—titles still to be fixed—will be by Paul Brett, Cala—the new band headed by Shiva, originally with Quintessence—and Hunter Musket, a new band produced by Keith Relf. Albums will retail at \$5.60 and \$5.95.

General manager Derek Johns is organizing a special road show featuring the three acts which will tour U.K. colleges. The tour is being arranged with a new agency,

Websters, which has exclusive representation of Bradleys acts.

Derek Johns—previously with WEA and CBS—has his own staff working for him within ATV Music which include a field promotion and marketing manager, Stuart Slater, and a promotion manager, Alan Reid, who will co-ordinate promotional activities with ATV Music promotion man David Wright. Bradleys also has its own U.S. representative, Jeff Cooper, based in Los Angeles.

Bradleys is only allowed to release product by artists which are signed to a publishing agreement with ATV Music. In turn, Pye, which introduces its own publishing company this week under Johnny Wise, is only able to publish copyrights recorded by Pye artists.

## WEA Finalizing 'Q' Decision

• Continued from page 4

mate cutouts, where, he said, there is a market for them.

Asked why Elektra doesn't get involved with a full-priced classical line rather than building its midpriced Nonesuch line, Holzman explained that Nonesuch had carved out an area for itself with unique results. In order to compete with full-priced classics "You need major names."

Friday (4) was the day when Elektra people and WEA's staff held their meetings. WEA's executive staff, its branch managers and sales managers met with Elektra's Mel Posner; George Steele and Stan Marshall. Sales personnel from Atlanta, Chicago and Cleveland met in one group; salesmen from Carlstadt, N.J., Cherry Hill, N.J., and Medford, Mass. met in another and salesmen from Dallas and Glendale, Calif. met in a third sales group.

In addition, WEA and Elektra regional promotion men met with promotion coordinators John Davis and Bob Brownstein, while WEA's

## Babylon Master

NEW YORK—Babylon Records, an independently distributed label, has purchased their first release, a master produced by Jay Warner of Music Bank Productions, featuring artist Dave Chester. Babylon president Steve Caspithas also signed artist Dave Chester, whose first album is being produced by Warner.

buyers met with Tony Sidorski and Bob Brodbeck.

### Feature Movie

Once all the business meetings were completed, Elektra ran its Friday night movie, "Something Out Of The Ordinary—1973," the first effort from Bill Harvey's new audio/visual department and a creation of Harvey and Frank Bez. The 46-minute 16mm film spotlighted nine of the label's talent in its Jan.-Feb. release: the New Seekers, Judi Collins, Mickey Newbury, Bread, Carly Simon and four newcomers, Billy Merritt, Dana Cooper, Veronique Sanson and Kurt Boetcher. "Frank Bez and I interpreted their music visually" to create an entertainment vehicle for the convention," Harvey said. The music was heard on a new hardware system with 16mm stereo sound which was developed by Elektra and debuted at the convention. A new artist, Don Agrati, provided the closing song, "Two-Bit Afternoon," which was interpreted with animation.

Several of the label's artists were showcased over the run of the convention period. Sweet Salvation, the top soul vocal group, performed Thursday evening. Aztec Two Step and Newbury performed Friday evening and Casey Kelly and Bread worked Saturday's closing dinner period.

Bread was presented with a platinum album during one of the luncheons and Newbury was given a special talent presentation during a reception for the Phoenix and music press corps.

# Report of BBC Selection Committee Scrapping Denied

LONDON—A report that the BBC selection committee, in existence since October to pick records for the Jimmy Young, Dave Lee Travis, Johnnie Walker and Alan Freeman Radio One shows, was to be scrapped was denied this week by executive producer Teddy Warrick. At the same time Radio One boss Derek Chinnery commented: "This was just another move to put our dealings with record companies and music publishers on a more professional footing."

"I have been trying to avoid use of the words 'panel' or 'committee' since that gives the impression of a group of men sitting in judgement whereas what happens is that these producers get together to discuss the week's releases in relationship to the four shows."

Looked at in the light of a logical step by the BBC to further decrease the congestion in its offices caused by record promotion men, there appears to be no reason for the Corporation to return to its former methods and the panel seems to be considered in a favorable light by the record companies.

## Opposition

Nevertheless there is some opposition, mainly from publishers. The Music Publishers Association has already met with BBC executives on this subject and secretary David Toff told Billboard that he is expecting another meeting sometime this month.

British Phonographic Institute's Geoffrey Bridge on the other hand feels that it is as yet too early to judge and commented: "It is the BPI's view that we should give this system at least six months before reviewing the situation."

"The MPA disagrees, which it is perfectly entitled to do. I know some people are not too happy with the set-up but I'm not being inundated with complaints so I

think it is best to let the system settle in before taking any action one way or the other. I find the people at the BBC eminently reasonable and have always found them open to suggestions so that if it is found not to be working I'm sure we can reach agreement."

On the record company side Decca promotion chief Don Wardell said: "I find the panel an excellent arrangement just as long as we have the right of appeal when a record is rejected first time around."

"It seems a fair system and certainly saves everyone a lot of time although it still seems difficult to get new artists on the air."

At CBS, Colin Forcey was not entirely in favor but was pleased that each of the daily shows now had its own record of the week. "The big failing seems to be that they are now working on a quick turnover basis and unless a record takes off in the first two or three weeks of being put on the playlist it is taken off."

## Hurts Records

"This hurts the sort of records which can sometimes take a lot

longer to make the charts, those that we plug for three months, after which the record takes off. I do think they should give a slightly longer period to assess the potential of a record."

Bill Fowler at WEA, however, liked the fast turnover and in fact gave almost unqualified support to the panel. "I find that new product is being listened to more and even the records of the week are no longer by obvious hit artists."

"It used to be very difficult to plug a record by a new artist on a new label but now you get your records exposed to more than one producer at a time."

Warwick, deputy head of Radio 1, told Billboard that he felt the system was working as had been anticipated and that feedback which had reached him from the industry had been mostly favorable.

"Individual producers can still make recommendations because the pluggers will still see them. If a producer rejects a record before it gets to us and the promotion man gives up then he is simply not doing his job."

# German Pubs' Suit Vs. Cos. Dismissed

HAMBURG—The 15th Civil Court of the Petty Sessions here has dismissed the action brought by the German Association of Music Publishers against the Federal Association of Phonographic Establishments and has directed that the costs of the proceedings be born by the plaintiff.

The purpose of the court action was to decide whether the Federal Association was in future entitled to the new name of "Federal Rec-

ord Association—Union of Publishers of Sound Bearing Products," which had been decided on by a members' meeting, instead of the previous name.

The Association of Music Publishers had, together with the Association of Composers and the Association of Lyricists, raised an objection at the Court of Registers in Hamburg against the new name. The Association of Music Publishers maintained that the designation of record manufacturers as "Publishers of Sound Bearing Products" could in appropriate "business quarters" lead to the inaccurate impression that the manufacture of sound bearing products was a form of publishing.

In a written verdict the court stated that the new name of the association would not have a confusing effect on the music industry. With numerous examples from various laws, the court amplified its reasons by stating that the term "publisher" was understood in a variety of ways. Also the Federal Tribunal had ascertained that a clear and unified linguistic usage was lacking for the terms publishing business, publishing product and publishing house.

The Federal Association would now give the various meanings of the term publisher a clear sense inasmuch that the altered name would make it clear what the members of the association in fact publish, namely sound bearing products.

# CHUM Quarter Sales Increase

TORONTO—Sales and bookings of CHUM Ltd. of Toronto, one of the country's largest broadcast networks, for the Nov. 30 first quarter were well ahead of the year-ago period.

"We are optimistic about earnings for 1973," CHUM Ltd. president, Allan Waters, said in his annual report.

The corporation's profit for the first quarter was \$416,175 or 13 cents a share on revenue of \$3.8 million.

CHUM Ltd. recently received CRTC approval to purchase the assets of station CKVN Vancouver for \$2.3 million.

It now operates stations in Halifax (CJCH), Ottawa (CFRA), Peterborough (CPTR), Toronto (CHUM), and Vancouver.

# From The Music Capitals of the World

• Continued from page 43

network. . . . **Yiorgos Petrides**, lead singer of Music Box act the **Idols**, has quit the group to go solo. . . . Five former members of several well-known disbanded groups have formed a new act, **Mad**. The band has just completed its first album for Minos Matsas & Son Co. **LEFTY KONGALIDES**

## LENINGRAD

**Gewandhausorchester Leipzig** (East Germany) performed in Leningrad, Moscow and Minsk. . . . Among international classical artists, booked by Gosconcert agency for concert appearances in Russia during December were conductors **Zbigniew Hwedczak**, Poland, **Franz-Paul Dekker** (Canada) and Cuba's **Manuel Duchesne Kusan**; Norwegian pianist **Jens Harold Bratly**; organists **Ferdinand Klinda** (CSSR) and **Erich Pleszki** (GDR); vocalists **Kristan Hallsson**, Iceland and **Resa Koleva** from Bulgaria. . . . Melodiya has released an album, collection of old Russian romances performed by popular artists of the '30s-'40s—**Tamara Tseretali**, **Nadezhda Obukhova**, **Ivan Kozlovsky**. Another monaural album presents artists of Gipsy Theater Romen—**Rada Volshaniyova**, **S. Timofeeva**, **Nikolai Slitchenko** in a program of Gipsy songs. . . . Leningrad male vocal group, **Druzha**, starring **Edith Piekha** will visit Finland in January-February.

Closing its 1972 budget line Music of the Peoples of the USSR (which includes 33 monaural albums), launched to mark the 50th anniversary of the USSR, Melodiya released seven albums in December. . . . Among the contemporary groups featured in the gala-show, staged by Lenconcert agency in the 7,000-seat Yubileiny sport palace here, lasting ten nights, Dec. 1-10. Estonia's **Laine** group led by **Raivo Dixon** proved to be most popular with capacity crowds each night. . . . Pianist **Emil Gilels** is back from his extended concert tour of West Germany. . . . **Helena Vondrackova** was here in December and Spanish pop singer **Michel** began a second month of his current Russian tour, being starred in one-man shows in seven cities. . . . Famous Russian operetta artists **N. Ruban** and **G. Yaron** released an album on Melodiya in December. . . . Moscow Symphony orchestra conducted by **Mme. Veronika Dudarova** is touring Poland. . . . Peru's pop singer **Mario Gensolen** closed his Russian tour by concerts in the Ukraine. . . . French singer **Gilbert Becoud** was here in December. **VADIM YURCHENKOV**

## DUBLIN

**Father Joe McVeigh**, a County Fermanagh-born priest based in Monaghan Town, has released his first disk. It's the first step in a campaign to raise between \$25,000-\$50,000 to build a recreational center for youth in Monaghan. The single, "Wondering What It's All About," was recorded at McArdle's Studios in Monaghan and is issued on a new label, **Swing**, which is operated by **Gerry Devine**, label manager of Monaghan's **Shamrock Records**. . . . **Joe Loss** and his orchestra play a series of Irish dates between Jan. 15-21. . . . **Tony Johnston**, manager-owner of **Flame and Cuchulainn Records**, has started a mail order business with **Michael Carlin** of Carlin's Record Shop in Newry, Northern Ireland. They will send **Flame, Cuchulainn** and disks on other Irish labels to customers in the U.K. and elsewhere. The new company is based in Newry, County Down.

EMI will soon release "The Best of Robert Wilson." It was scheduled for release several weeks ago, but production difficulties held it up.

The Freshmen's single "Soolai-

mon," which was promoted on radio and tv, but was never released (a deliberate move on the management's part) has become a turntable hit in the past few weeks. The record however, will still not be made available, despite many requests for its release, although the group's manager **Oliver Barry** has agreed to auction just one copy for charity in the near future. . . . The **Tremeloes**, with new member **Bob Benham**, recently played the **Fillmore West** in Bray, County Wicklow. **The Who** has been provisionally booked for the same venue in March or April. . . . **Planxty** will appear at London's Royal Albert Hall on Jan. 15 as part of the "Fanfare to Europe" celebrations. **KEN STEWART**

## TORONTO

GRT of Canada president, **Ross Reynolds**, reported that November sales figures were the highest of any month in the company's three-year history—up by some 50 percent over the biggest month previously. . . . GRT has been enjoying success with product by **Lighthouse**, **Moe Koffman**. . . . The CBC TV Network has set Sat. Jan. 13 (6:30 p.m. EST) as the airdate for the "Maple Music" documentary special, filmed during the **Maple Music Junket**—the film is to be made available in January to various European TV networks.

. . . **Brent Marucci**, former music director of CJOE London and the man who first discovered the current U.S. hit "Africa" by **Thundermug**, is now a member of a group called **Hunter**, which will perform with the **London Symphony Orchestra** (Feb. 11). . . . **David Clayton-Thomas**, holidaying with his family in Toronto, turned out for **Ronnie Hawkins'** opening at the **Nickelodeon** with his new band. . . . Others there included **Ian Tyson**, **John Prine** and **Christopher Kearney**. **Thomas** and **Tyson** wound up jamming on stage with the band. **Hawkins** has a new album out on **Monument** in the U.S. and Canada.

**Stompin' Tom Connors** was presented with his third gold album by **Jack Starr**, owner of the **Horseshoe Tavern** in Toronto, last week—award was to recognize the \$100,000 sales on the "Live at the Horseshoe" album. **Connors'** latest album for **Boot Records** is called "Stompin' Tom and the Hockey Song."

Polydor's national promotion director, **Allan Katz**, in Toronto this week with newly-signed singer, **Debbie Lori Kaye**—Polydor has rushed out a single "God Bless the Child," a reworking of the **Billie Holiday** favorite. . . . Much Productions putting a heavy campaign behind the release of its first single by **Copper Penny**, "You're Still the One"—it was produced by **Harry Hinde**. . . . UA is re-releasing the **Peter Sarstedt** album and a single "Where Do You Go To My Lovely."

Capitol's **Bill Bannon** reports that **Edward Bear's** "Last Song" is now the top-selling single, Canadian or otherwise, on the label. . . . **Montreal Talent Associates** now handling publicity for **Lori Zimmerman** and the **Vegetable Band**. . . . **Stampeders** in the studio mixing a new album for early release—for the first time, the former **Calgary** trio are using strings. . . . **Larry Goldblatt**, former **B S & T** manager in Toronto last week meeting with members of **Edward Bear**. . . . **Columbia's Mike Watson** hosted a party at the **Riverboat** for **Jack Schechtman**. . . . **Space Opera** manager, **Michael Mann**, also in Toronto this week, finalizing last minute details for release of group's long-awaited debut **Columbia** album. **RITCHIE YORKE**



TO MARK 600,000 sales of the records in the boxed-set "James Last the Whole Night Through," World Record Club was presented with a special silver disk by Polydor U.K. managing director John Fruin, left. With Fruin at the presentation are, left to right, Derek Sinclair and Austin Bennett of World Record Club and Polydor marketing manager Tim Harrold.



SINGER Alice Babs was appointed Royal Court Singer of Sweden on the occasion of the 90th birthday of King Gustaf VI Adolf on Nov. 11. The Elektra singing star was discovered in 1940, and has been one of Sweden's leading vocalists ever since, touring the world with the inter-Scandinavian trio called the Swedanes, and making several appearances with Duke Ellington. Shown is Miss Babs, receiving her honor from King Gustaf.

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Shall Make  
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# RADIO ACTION AND PICK SINGLES

## Breaking Disks

"Don't Expect Me to Be Your Friend," Lobo's follow-up to his No. 2 chart single, "I'd Love You to Want Me," leaps from 54 to 33 in its third week on the Hot 100. Top 40 airplay for the Big Tree (distributed by Bell) release in Los Angeles, Philadelphia, St. Louis, Baltimore, Dallas, Seattle, Atlanta, Hartford, Houston, Buffalo, Salt Lake City and Fargo. It is No. 14 on the WMAK-AM, Nashville. Good sales reported in 17 of 41 markets surveyed, with only the weak spots: Chicago, Detroit and Atlanta. Billboard made this the top pop pick 12-23.

## Hot Chart Action

Hurricane Smith's first U.S. release, "Oh Babe, What Would You Say" goes to 15 in its seventh week on the Hot 100, a jump of ten slots. Top ten playlisting reported in Philadelphia: WFIL-AM, WIBG-AM; Boston: WRKO-AM, WMEX-AM; Minneapolis-St. Paul: WDRY-AM; Atlanta: WFOM-AM; Portland: KGW-AM; Albany: WIRY-AM. Sales strong in all survey markets but New Orleans and Miami. Reported as top selling single in New York, Chicago, Philadelphia, Seattle and Washington D.C. As Norman Smith, Hurricane engineered all Beatles albums through "Rubber Soul" plus most Pink Floyd product. He had three English top five singles in 1972. "Hurricane Smith" LP up from 180 to 155 on this week's chart.

## Pop

### ROBERTA FLACK—KILLING ME SOFTLY WITH HIS SONG (4:02)

producer: Joel Dorn; writers: Norman Gimbel, Charles Fox; Fox-Gimbel, BMI. Roberta starts off the new year with a bitter story of a semi-tragic love condition done in her impeccably soft and flowing style. Her voice glides over her phrases, enhanced by deep echo and some secular sounding background voices. But there's nothing religious about this effort; it should motivate other singers to realize that beauty can be commercial if it is in the heart to begin with. Flip: "Just Like A Woman" (6:14); producer: same; writer: Bob Dylan; Dwarf, ASCAP. ATLANTIC 2940.

### SEALS AND CROFTS—HUMMINGBIRD (3:30)

producer: Louie Shelton; writers: James Seals, Dash Crofts; Dawn-breaker, BMI. This effort has the 3 "S"—softness, steadiness, strength as its main ear-catching quality. The harmonic line pairs the two voices with the strings and there is a light, airy feeling to the song. "Hummingbird don't fly away, fly away" is the catchy phrase and it comes around enough to make its point. Flip: no info available. WB 7671.

### BEACH BOYS—SAIL ON SAILOR (3:15)

Utilizing a simple arrangement, the group offers a song about confidence couched in nautical terms. The ditty was cut in Holland last summer and appears in their new LP, "Holland." The tempo remains as constant as the roaring waves and there are no hidden messages, only easy phrases. Flip: "The Trader" (5:01). There is no data on the review single covering producer, writer, publisher for either side. BROTHER 3613 (WB).

Number of singles reviewed this week

55

Number reviewed last week

49

Songs listed on this page are the consensus of a review panel which listened to the music individually and then collectively and then voted for the titles published this week.

Review Editor—ELIOT TIEGEL

### CONGRESS ALLEY—GOD BLESS THE CHILDREN (2:25)

producer: Vinny Testa; writer: Jimmy Holiday; ASA, ASCAP. A reprieve of a song which has been done before, but this time with an arrangement which combines catchy horn work, a flowing beat and delightful harmonies by the four members of the group. There is more going on than the title infers; this is not a message song, but a top quality production which happens to tell a meaningful story. Flip: no info available. AVCO 4610.

## Also Recommended

WEST, BRUCE & LAING—The Doctor (3:16); producer: West, Bruce, Laing; writers: West, Bruce, Laing, Palmer; Upfall Bruce, ASCAP. COLUMBIA Y-45751.

AZTECA—Mamita Linda (3:02); producers: Azteca, Coke Escpvedo; writers: T. Donlinger, J. Vincent; Big Elk, ASCAP. 4-45762.

LES EMMERSON—Control of Me (3:28); producers: Ted Gerow, Les Emmerson; writer: Les Emmerson; 4 Star/Galeneye, BMI. LION 141 (MGM).

ERIC CLAPTON—Bell Bottom Blues (5:01); producer: The Dominos, Tom Dowd; writer: Eric Clapton; Casserole, BMI. POLYDOR 15056.

HUGO MONTENEGRO—Lost Horizon (2:37); producers: Pete Spargo, Jack Pfeiffer, David Blume; writers: Burt Bacharach, Hal David; Colgems/New Hidden Valley/J.C., ASCAP. RCA 74-0875.

DALE VAN HORNE—Just a Song (2:56); producer: Fred Foster; writer: D. Linde; Combine, BMI. MONUMENT 8559. Columbia.

BARBARA KEITH—Free the People (3:49); no info available for producer, writer, publisher. REPRIS 0650.

JOEY SCARBURY—Memphis Nights (3:50); producer: Mike Post; writer: Martin Meskell; Darla, ASCAP. BELL 45,314.

THE WAILERS—Rock It Baby (2:35); producers: Bob Marley, Chris Blackwell; writer: Bob Marley; Cayman, ASCAP. ISLAND 1211 (Capitol).

EXUMA—Monkberry Moon Delight (3:00); producers: Kenny Kerner, Richie Wise; writers: Paul and Linda McCartney; Maclean/McCartney, BMI. KAMA SUTRA 565 (Buddah).

BARCLAY JAMES HARVEST—Thank You (3:06); producer: Barclay James Harvest; writer: Holroyd; Buddah, ASCAP. HARVEST 3501 (Capitol).

URSA MAJOR—Let the Music Play (3:05); producer: Bob Ezrin; writers: Dick Wagner, Bob Ezrin; Early Frost, BMI. RCA 74-0874.

## Country

### WARNER MACK—SOME ROADS HAVE NO ENDING (2:30)

producer: no info; writer: Warner McPherson; Page Boy, SESAC; Mack's new disk grows on you; should be extremely popular on jukeboxes; radio stations will find that this kind of record can be played any time of day with wide appeal to demographics from 25-49 and over. As usual, Mack has turned in a sterling vocal effort and the lyrics have a little more depth than the typical country tune. Flip: no info available. DECCA 33045 (MCA).

### BOBBY MACK—THE HEARTACHES CAUSED BY YOU (2:37)

producer: no info; writers: B. Mack, S. Williams; Golden Horn, ASCAP. Mack may be relatively unknown at the moment, but this record will put him into the spotlight firmly fast. Good solid lyric performed with throaty deep-voiced vocal style . . . and a natural for country music radio stations. Flip: "It's Time To Move Along" (2:48); producers: same; writers: same; publisher: same. ACE OF HEARTS 0462.

## Also Recommended

RANDY HOWARD—Somethin' Else (2:30); producer: Joe Gibson; writer: R. Howard; Utopia, ASCAP. UTOPIAN 1.

TONI BROWN & TERRY GARTHWAITE—Come To Me Now (2:55); producers: Wayne Moss, Toni Brown, Terry Garthwaite; writer: Toni Brown; Bear Brown, ASCAP. CAPITOL 3523.

SCOTTI CARSON—He Used To Sing To Me (3:18); producers: Chet Atkins, Ronny Light; writer: Shel Silverstein; Evil Eye, BMI. RCA 74-0877.

ANDRA WILLIS—Down Home Lovin' Woman (2:42); producer: Steve Stone; writers: W. Watkins, E. Villareal; Darla, ASCAP.

TONY LORDI—Sweetwater (3:21); producers: Pete Spargo, Jack Maher; writer: Tony Lordi; Duchess, BMI. RCA 74-0873.

RICK JOHNSON—I've Heard These Very Lines Before (2:50); producer: Jack Key; writer: Rick Johnson; Six-Keys, ASCAP. RICE 5055.

## Soul

### GLADYS KNIGHT & THE PIPS—NEITHER ONE OF US (Wants to Be the First to Say Goodbye) (4:15)

producer: Joe Porter; writer: J. Weatherly; Keca, ASCAP. Ms. Knight is right back in the middle of the hitmaker groove with a hard-driving yet powerfully-worded record that simply does everything right. Sure-fire pop crossover potential for a penultimate end-of-love song. Flip: no information available. SOUL 35098 (Motown).

### O'JAYS—LOVE TRAIN (2:59)

producers: Gamble-Huff; writers: Kenny Gamble-Leon Huff; Assorted, BMI. The O'Jays take off with a more philosophically-upbeat variant on their "Backstabbers" sound. Impeccably tight Gamble-Huff production in a message lyric that manages to sound soulful instead of sappy and has good pop potential. Flip: Who Am I (5:14); producers: Gamble-Huff-Sigler; writers: B. Sigler-P. Hurt; publisher: same. PHILADELPHIA INTL. 3524 (Columbia).

## Also Recommended

LINDA CLIFFORD—Love Is Not the Question (2:58); producer: Rich Tufo; writer: Rich Tufo; Emro, Curtom, BMI. POLYDOR 14159.

BOBBY SHEEN—I May Not Be What You Want (2:25); producers: Clayton Ivey, Terry Woodford; writers: P. Mitchell, E. Shelby; Muscle Shoals Sound, BMI. WB 7662.

MARK IV—My Everything' You Are (3:10); producer: Roy C.; writer: R. Hammond; Johnson Hammond, MRC, BMI. MERCURY 73353.

Billboard  
 THE WEEK ENDING  
 JANUARY 13, 1973



THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart
		Artist (Producer) Label, Number (Distributing Label)			Artist (Producer) Label, Number (Distributing Label)			Artist (Producer) Label, Number (Distributing Label)
1	1	<b>YOU'RE SO VAIN</b> Carly Simon (Richard Perry), Elektra 45824	7	34	<b>JAMBALAYA (On the Bayou)</b> Blue Ridge Rangers (John Fogerty), Fantasy 689	67	72	<b>DAYTIME, NIGHTTIME</b> Keith Hampshire (Pig-Weed Productions), A&M 1396
2	4	<b>SUPERSTITIION</b> Stevie Wonder (Stevie Wonder), Tamla 54226 (Motown)	9	41	<b>DADDY'S HOME</b> Jermaine Jackson (The Corporation), Motown 1216	68	80	<b>JESUS IS JUST ALRIGHT</b> Doobie Brothers (Ted Templeman), Warner Bros. 7661
3	3	<b>ME AND MRS. JONES</b> Billy Paul (Gamble-Huff), Philadelphia International 73521 (Columbia)	11	36	<b>SOMETHING'S WRONG WITH ME</b> Austin Roberts (Danny Janssen, Bobby Hart & Austin Roberts), Chelsea 78-0101 (RCA)	69	79	<b>BIG CITY MISS RUTH ANN</b> Gallery (Mike Theodore, Dennis Coffey), Sussex 248 (Buddah)
4	2	<b>CLAIR</b> Gilbert O'Sullivan (Gordon Mills), MAM 3626 (London)	12	37	<b>REELIN' AND ROCKIN'</b> Chuck Berry (Esmond Edwards), Chess 2136	70	70	<b>YOU'RE A LADY</b> Dawn (Hank Medress, Dave Appell, & The Tokens), Bell 45-258
5	5	<b>FUNNY FACE</b> Donna Fargo (Stan Silver), Dot 17429 (Famous)	16	38	<b>PAPA WAS A ROLLING STONE</b> Temptations (Norman Whitfield), Gordy 7121 (Motown)	71	86	<b>I NEVER SAID GOODBYE</b> Engelbert Humperdinck (Gordon Mills), Parrot 40072 (London)
6	8	<b>YOUR MAMA DON'T DANCE</b> Ken Loggins with Jim Messina (Jim Messina), Columbia 4-45719	10	40	<b>HARRY HIPPIE</b> Bobby Womack & Peace (Bobby Womack, Joe Hicks & Muscle Shoals Sound), United Artists 50946	72	64	<b>TROUBLE IN MY HOME</b> Joe Simon (Staff for Gamble-Huff Prod.), Spring 130 (Polydor)
7	7	<b>ROCKIN' PNEUMONIA-BOOGIE WOOGIE FLU</b> Johnny Rivers (Johnny Rivers), United Artists 50960	15	41	<b>COULD IT BE I'M FALLING IN LOVE</b> Spinners (Thom Bell), Atlantic 45-2927	73	77	<b>SONGMAN</b> Cashman & West (Steve Barri), Dunhill 4333
8	9	<b>SUPERFLY</b> Curtis Mayfield (Curtis Mayfield), Curtom 1978 (Buddah)	9	42	<b>I'LL BE YOUR SHELTER (In Time of Storm)</b> Luther Ingram (Johnny Baylor), Koko 2113 (Columbia)	74	66	<b>WHAT AM I CRYING FOR</b> Dennis Yost & the Classics IV (Buddy Buie), MGM South 7002
9	13	<b>CROCODILE ROCK</b> Elton John (Gus Dudgeon), MCA 40000	6	43	<b>DREIDEL</b> Don McLean (Ed Freeman), United Artists 51100	75	81	<b>SILLY WASN'T I</b> Valerie Simpson (Ashford-Simpson), Tamla 54224 (Motown)
10	11	<b>KEEPER OF THE CASTLE</b> Four Tops (Steve Barri/Dennis Lambert/Brian Potter), Dunhill 4330	20	44	<b>DO YOU WANT TO DANCE</b> Bette Midler (Joel Dorn), Atlantic 45-2928	76	78	<b>MAMA WEER ALL CRAZE NOW</b> Slade (Chas. Chandler for Barn Prod.), Polydor 15053
11	12	<b>LIVING IN THE PAST</b> Jethro Tull (Terry Ellis & Ian Anderson), Chrysalis 2006 (Warner Bros.)	11	45	<b>SWEET SURRENDER</b> Bread (David Gates), Elektra 45818	77	83	<b>DANNY'S SONG</b> Anne Murray (Brian Ahern), Capitol 3481
12	6	<b>IT NEVER RAINS IN SOUTHERN CALIFORNIA</b> Albert Hammond (Don Altfeld & Albert Hammond), Mums 76011 (Columbia)	13	46	<b>I CAN SEE CLEARLY NOW</b> Johnny Nash (Johnny Nash), Epic 5-10902 (Columbia)	78	93	<b>DON'T LEAVE ME STARVIN' FOR YOUR LOVE</b> Holland-Dozier featuring Brian Holland (Staff), Invictus 9133 (Capitol)
13	19	<b>WHY CAN'T WE LIVE TOGETHER</b> Timmy Thomas (Steve Alaimo for T.K. Prod.), Glades 1703	8	47	<b>LET US LOVE</b> Bill Withers (Bill Withers-R. Jackson-J. Gadsdon-M. Dunlap-B. Blackman), Sussex 247 (Buddah)	79	82	<b>ONE LAST TIME</b> Glen Campbell (Jimmy Bowen), Capitol 3483
14	15	<b>DON'T LET ME BE LONELY TONIGHT</b> James Taylor (Peter Asher), Warner Bros. 7655	7	48	<b>IF YOU DON'T KNOW ME BY NOW</b> Harold Melvin & the Blue Notes (Gamble-Huff), Philadelphia International 73520 (Columbia)	80	—	<b>DUELING BANJOS</b> Deliverance/Soundtrack (no info), WB 7659
15	25	<b>OH BABE, WHAT WOULD YOU SAY</b> Hurricane Smith (Norman Smith), Capitol 3383	7	49	<b>LOOKING THROUGH THE EYES OF LOVE</b> Partridge Family starring Shirley Jones and featuring David Cassidy (Wes Farrell), Bell 45-301	81	85	<b>OH NO NOT MY BABY</b> Merry Clayton (Lou Adler), Ode 66030 (A&M)
16	18	<b>SITTING</b> Cat Stevens (Paul Samwell-Smith), A&M 1396	9	50	<b>YOU'RE A LADY</b> Peter Skellern (Peter Sames), London 20075	82	89	<b>BOOGIE WOOGIE MAN</b> Paul Davis (Chips Moman & Paul Davis), Bang 599
17	26	<b>TROUBLE MAN</b> Marvin Gaye (Marvin Gaye), Tamla 54228 (Motown)	5	51	<b>I CAN'T STAND TO SEE YOU CRY</b> Smokey Robinson & The Miracles (Johnny Bristol), Tamla 54225 (Motown)	83	98	<b>SOUL SONG</b> Joe Stampley (Norris Wilson), Dot 17442 (Famous)
18	22	<b>HI HI HI</b> Wings (Paul McCartney), Apple 1857	5	52	<b>I'M NEVER GONNA BE ALONE ANYMORE</b> Cornelius Brothers & Sister Rose (Bob Archibald), United Artists 50996	84	84	<b>YOU COULD DO MAGIC</b> Limmie & Family Cooking (Sandy Linzer & Steve Metz), Avco 4602
19	21	<b>PIECES OF APRIL</b> Three Dog Night (Richard Podolor), Dunhill 4331	9	53	<b>REMEMBER</b> Nilsson (Richard Perry), RCA 74-0855	85	88	<b>DIDN'T WE</b> Barbra Streisand (Richard Perry), Columbia 4-45739
20	23	<b>I WANNA BE WITH YOU</b> Raspberries (Jimmy Tenner), Capitol 3473	8	54	<b>NO</b> Bulldog (Gene Cornish & Dino Danelli), Decca 32996 (MCA)	86	—	<b>CONTROL OF ME</b> Les Emmerson (Ted Gerow, Les Emmerson), Lion 141 (MGM)
21	30	<b>THE WORLD IS A GHETTO</b> War (Jerry Goldstein, in association with Lonnie Jordan & Howard Scott/Far Out Prod.), United Artists 50975	9	55	<b>THE COVER OF ROLLING STONE</b> Dr. Hook & the Medicine Show (Ron Haffkine), Columbia 4-45732	87	87	<b>I'M SORRY</b> Joey Heatherton (Tony Scotti & Tommy Oliver), MGM 14434
22	10	<b>YOU OUGHT TO BE WITH ME</b> Al Green (Willie Mitchell), HI 2227 (London)	13	56	<b>YOU'VE GOT TO TAKE IT (If You Want It)</b> Main Ingredient (Silvester/Simmons), RCA 74-0856	88	92	<b>HAPPY</b> Bobby Darin (Bob Crewe), Motown 1217
23	31	<b>DO IT AGAIN</b> Steely Dan (Gary Katz), ABC 11338	9	57	<b>CORNER OF THE SKY</b> Jackson 5 (Shirley Matthews & Deke Richards), Motown 1214	89	95	<b>CHOO CHOO MAMA</b> Ten Years After (Ten Years After), Columbia 4-45736
24	24	<b>BEEN TO CANAAN</b> Carole King (Lou Adler), Ode 66031 (A&M)	8	58	<b>PEACEFUL EASY FEELING</b> Eagles (Glyn Johns), Asylum 11013 (Atlantic)	90	90	<b>FEVER/MY CREW</b> Rita Coolidge (David Anderle), A&M 1398
25	32	<b>LOVE JONES</b> Brighter Side of Darkness (Clarence Johnson), 20th Century 2002	6	59	<b>WOMAN TO WOMAN</b> Joe Cocker (Denny Cordell & Nigel Thomas), A&M 1370	91	91	<b>JESUS WAS A CAPRICORN</b> Kris Kristofferson (Dennis Linde), Monument 8558 (Columbia)
26	28	<b>SEPARATE WAYS</b> Elvis Presley, RCA 74-0815	7	60	<b>LAST SONG</b> Edward Bear (Eeyor Music), Capitol 3452	92	94	<b>BUT I DO</b> Bobby Vinton (Bobby Vinton), Epic 5-10936 (Columbia)
27	29	<b>SMOKE GETS IN YOUR EYES</b> Blue Haze (Phillip Swern & Johnny Arthey), A&M 1357	10	61	<b>IN HEAVEN THERE IS NO BEER</b> Clean Living (Maynard Solomon), Vanguard 35162	93	97	<b>SHE'S GOT TO BE A SAINT</b> Ray Price (Don Law Productions), Columbia 4-45724
28	17	<b>WALK ON WATER</b> Neil Diamond (Tom Catalano & Neil Diamond), Uni 55352 (MCA)	10	62	<b>WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVIN'</b> James Brown & Lynn Collins (James Brown), Polydor 14157	94	100	<b>SLOW MOTION, Part 1</b> Johnny Williams (Gamble-Huff), Philadelphia International 73518 (Columbia)
29	35	<b>ROCKY MOUNTAIN HIGH</b> John Denver (Milton Okun), RCA 74-0829	8	63	<b>LONG DARK ROAD</b> Hollies (Ron Richards & the Hollies), Epic 5-10920 (Columbia)	95	—	<b>GIVE ME YOUR LOVE</b> Barbara Mason (Curtis Mayfield), Buddah 331
30	34	<b>DANCING IN THE MOONLIGHT</b> King Harvest (Berjot-Robinson), Perception 515	12	64	<b>LIVING TOGETHER GROWING TOGETHER</b> 5th Dimension (Bones Howe), Bell 45,310	96	99	<b>ON &amp; OFF</b> Anacostia (Van McCoy for Whitehouse Productions), Columbia 45685
31	14	<b>I AM WOMAN</b> Helen Reddy (Jay Senter), Capitol 3350	21	65	<b>ANTHEM</b> Wayne Newton (Wes Farrell), Chelsea 78-0109 (RCA)	97	—	<b>WE</b> Shawn Phillips (Jonathan Weston), A&M 1402
32	38	<b>YOU TURN ME ON, I'M A RADIO</b> Joni Mitchell, Asylum 11010 (Atlantic)	11	66	<b>LUCKY MAN</b> Emerson, Lake & Palmer (Greg Lake), Cotillion 44106	98	—	<b>GOOD MORNING HEARTACHE</b> Diana Ross (Berry Gordy), Motown 1211
33	54	<b>DON'T EXPECT ME TO BE YOUR FRIEND</b> Lobo (Phil Gernhard), Big Tree 158 (Bell)	3	75		99	—	<b>TWEEDLEE DEE</b> Little Jimmy Osmond (Mike Curb & Don Costa), MGM 14468

**HOT 100 A-Z - (Publisher - Licensee)**

Anthem (Pocketful of Tunes/Wherefore, BMI) ..... 65 Been to Canaan (Colgems, ASCAP) 24 Big City Miss Ruth Ann (Cedarwood/Free Breeze, BMI) 69 Boogie Woogie Man (Web IV, BMI) ..... 82 But I Do (Arc, BMI) ..... 92 Choo Choo Mama (Chrysalis, ASCAP) ..... 89 Clair (Man, ASCAP) ..... 4 Control of Me (4 Star/Galewey, BMI) ..... 86 Corner of the Sky (Jobete, BMI) ..... 57 Could It Be I'm Falling in Love (Hilkey, BMI) ..... 41 Cover of Rolling Stone (Epic Eye, BMI) ..... 55 Crocodile Rock (James, BMI) ..... 9	Daddy's Home (Horn, BMI) ..... 35 Dancing in the Moonlight (Unart, BMI/St. Nathanson, ASCAP) ..... 70 Danny's Song (Gnosse, ASCAP) ..... 30 Daytime Nighttime (Spectacular, BMI) ..... 67 Didn't We (Ja-Me, ASCAP) ..... 85 Do It Again (Wingate/RCA, BMI) ..... 23 Giant, ASCAP) ..... 23 Do You Want to Dance (Clockwork, BMI) ..... 44 Don't Expect Me to Be Your Friend (Kaiser-Famous, ASCAP) 33 Don't Leave Me Starvin' for Your Love (Gold Forever, BMI) ..... 78 Doan's Let Me Be Lonely Tonight (Country Road/Blackwood, BMI) 14 Dreidel (Yakweh Tunes, BMI) ..... 43 Dancing Banjos (Warner/Tamla, BMI) ..... 80 Duesling Banjos (Warner/Tamla, BMI) ..... 80 Fever (Jay & Cue, BMI) ..... 90 Finny Face (Prima Donna, BMI) 5 Give Me Your Love (Comad, BMI) 95 Good Morning Heartache (Northern, ASCAP) ..... 98 Happy Jobete, ASCAP) ..... 88 Harry Hippie (Charwell, BMI) ..... 40 Hi Hi Hi (McCartney/Maclean, BMI) ..... 18 I Am Woman (Bogert/Loggins, BMI) 31 I Can See Clearly Now (Cayman, ASCAP) ..... 46 I Can't Stand to See You Cry (Jobete, ASCAP) ..... 51 I Kiss You Baby (Goscha/Bellinda, BMI) ..... 100 I Wanna Be With You (C.A.M.-U.S.A., BMI) ..... 20 I Never Said Goodbye (MAM, ASCAP) ..... 71 I'm Never Gonna Be Alone Anymore (Unart/Stage Door, BMI) ..... 52 I'm Sorry (Champion, BMI) ..... 87 In Heaven There Is No Beer (Blackwood, BMI) ..... 61 If You Don't Know Me by Now (Asarted, BMI) ..... 48 I'll Be Your Shelter (In Time of Storm) (East/Memphis/Klondike, BMI) ..... 42 It Never Rains in Southern California (April/Landers-Roberts, ASCAP) ..... 12 Jambalaya (On the Bayou) (January, BMI) ..... 34 Jesus Is Just Alright (York-Alexis, ASCAP) ..... 68 Jesus Was a Capricorn (Resaca, BMI) ..... 91 Keeper of the Castle (Trombala/Soldier, BMI) ..... 10 Last Song (Eeyor, CAPAC) ..... 60 Let Us Love (Interior, BMI) ..... 47 Living in the Past (Chrysalis, ASCAP) ..... 11 Living Together, Growing Together (Colgems/New Hidden Valley, ASCAP) ..... 64 Long Dark Road (Zanadu Zang, ASCAP) ..... 63 Looking Through the Eyes of Love (Screen Gems-Columbia, BMI) ..... 49 Love Jones (Fox Fanfare/Sehon, BMI) ..... 25 Lucky Man (Tro-Total, BMI) ..... 66 Mama Weer All Craze Now (January, BMI) ..... 76 Me & Mrs. Jones (Assorted, BMI) ..... 3 Rocky Mountain High (Cherry Lane, BMI) ..... 29 On Babe What Would You Say (Chappell, ASCAP) ..... 13 On No Not My Baby (Screen Gems-Columbia, BMI) ..... 81 On & Off (Van McCoy, BMI) ..... 96 One Last Time (Blackwood/Address, BMI) ..... 79 Papa Was a Rollin' Stone (Stone Diamond, BMI) ..... 38 Peaceful Easy Feeling (Jazzbird-Benchmark, ASCAP) ..... 58 Pieces of April (Antique/Laeds, ASCAP) ..... 19 Reelin' & Rockin' (Arc, BMI) ..... 37 The Relay (Track, BMI) ..... 29 Remember (Blackwood, BMI) ..... 53 Rockin' Pneumonia-Boogie Woogie Flue (Cotillion, BMI) ..... 7 Sweet Surrender (Screen Gems-Columbia, BMI) ..... 83 Separate Ways (Press, BMI) ..... 26 She's Got to Be a Saint (Gallion/Norton, ASCAP) ..... 93 Silly Wasn't I (Cotillion, ASCAP) 75 Sitting (Ackee, ASCAP) ..... 16 Slow Motion, Part 1 (Assorted, BMI) ..... 94 Smoke Gets in Your Eyes (T.B. Harms, ASCAP) ..... 27 Something's Wrong With Me (Pocketful of Tunes, BMI) ..... 36 Woman to Woman (Essex, ASCAP) 59 World Is a Ghetto (Far Out, ASCAP) ..... 21 Superfly (Curtom, BMI) ..... 8 Superstition (Stein & Van Stock/Black Bull, ASCAP) ..... 2 Sweet Surrender (Screen Gems-Columbia, BMI) ..... 45 Trouble in My Home (Assorted, BMI) ..... 72 You're So Vain (Quackbush, BMI) ..... 17 Tweedlee Dee (Progressive, BMI) 99 Walk on Water (Prophet, ASCAP) 28 We (Dick James, BMI) ..... 97 What Am I Crying For (Lo-Sal, BMI) ..... 74 What My Baby Needs Now Is a Little More Lovin' (Dynamite/Five Arts, BMI) ..... 62 Why Can't We Live Together (Sherlyn, BMI) ..... 13 Woman to Woman (Essex, ASCAP) 59 World Is a Ghetto (Far Out, ASCAP) ..... 21 You Can Do Magic (Kama Sutra/Five Arts, BMI) ..... 84 You Ought to Be With Me (Jac/Green, BMI) ..... 22 You're a Lady (WB, ASCAP) ..... 70 You're So Vain (Quackbush, BMI) ..... 50 Your Mama Don't Dance (Wingate/Jasperella, BMI) ..... 6 You Turn Me On, I'm a Radio (Miltel, ASCAP) ..... 32 You've Got to Take It (If You Want It) (Damic, BMI) ..... 56
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Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.



# "I'M GONNA TEAR YOUR PLAYHOUSE DOWN" #2232

a new single by  
**ANN PEEBLES**

All three trade magazines "picked" it.\* And rightfully so. It's the single that will make everyone aware of that little girl with the big voice.

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Produced by Willie Mitchell.

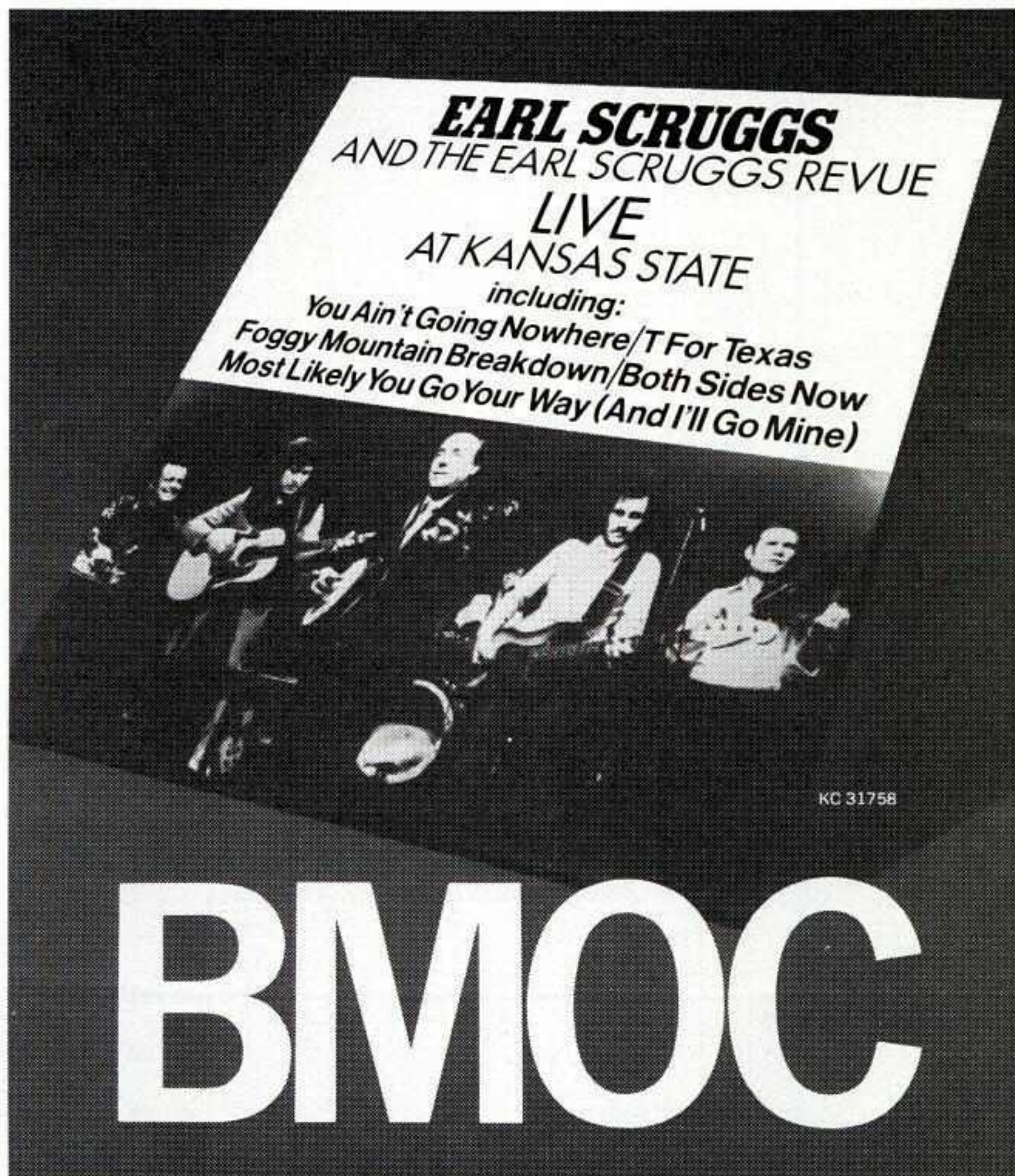
\*RECORD WORLD, 1/6/73  
Hits Of The Week

BILLBOARD, 1/6/73  
Pick Singles (Soul)  
Best New Single Of The Week (Soul Sauce)

CASH BOX, 1/6/73  
Picks Of The Week







At one performance after another The Earl Scruggs Revue has generated an amazing kind of excitement. Incredible high energy evenings that's had full houses of fans screaming, and clapping for more.

Which is exactly what you can expect on this "Live at Kansas State" album. The Earl Scruggs Revue tearing the roof off.

**The Earl Scruggs Revue. "Live at Kansas State."**  
**On Columbia Records and Tapes.**

# TOP LP's & TAPE

POSITION  
106-200

THIS WEEK	LAST WEEK	Weeks on Chart	STAR PERFORMER—LP's registering greatest proportionate upward progress this week. ARTIST Title, Label, Number (Dist. Label)	TAPE PACKAGES AVAILABLE			THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	TAPE PACKAGES AVAILABLE									
				8-TRACK	CASSETTE	REEL TO REEL					8-TRACK	CASSETTE	REEL TO REEL							
106	105	9	DAVID BOWIE The Man Who Sold the World RCA LSP 4816				137	129	19	VIKKI CARR En Espanol Columbia KC 31470			NA	169	171	8	GROUCHO MARX An Evening With Groucho A&M SP 3515			NA
107	128	7	STEELY DAN Can't Buy a Thrill ABC ABCX 758			NA	138	140	9	JOHN ENTWISTLE Whistle Rymes Decca DL 7-9190 (MCA)			NA	170	173	4	LAWRENCE WELK Reminiscing Ranwood R 5001			NA
108	98	21	T. REX The Slider Reprise MS 2095				139	150	3	NITTY GRITTY DIRT BAND Will the Circle Be Unbroken United Artists UAS 9801			NA	171	164	4	WAYNE NEWTON Can't You Hear the Song Chelsea CHE 1003 (RCA)			NA
109	120	3	J.J. CALE Really Shelter 8912 (Capitol)			NA	140	145	6	FLASH In the Can Sovereign SMAS 11115 (Capitol)			NA	172	157	26	MAIN INGREDIENT Bitter Sweet RCA LSP 4677			NA
110	114	59	LED ZEPPELIN Atlantic SD 7208				141	167	4	BILLIE HOLIDAY Billie Holiday Story Decca DSX 7161 (MCA)			NA	173	165	34	DONNY OSMOND Portrait of Donny MGM SE 4820			NA
111	162	2	GILBERT O'SULLIVAN Back To Front MAM 5 (London)			NA	142	138	32	ROLLING STONES Exile on Main Street Rolling Stones COC 2-29000 (Atlantic)			NA	174	174	33	JACKSON 5 Lookin' Through the Windows Motown M 750 L			NA
112	119	24	KENNY LOGGINS w/JIM MESSINA Sittin' In Columbia C 31044				143	146	7	DR. HOOK & THE MEDICINE SHOW Sloppy Seconds Columbia KC 31622			NA	175	197	2	HUDSON & LANDRY Right Off! Dore LP 329			NA
113	108	31	URIAH HEEP Demons & Wizards Mercury SRM 1-630			NA	144	141	10	LYNN ANDERSON Greatest Hits Columbia KC 31641			NA	176	175	9	MILES DAVIS On the Corner Columbia KC 31906			NA
114	118	7	LITTLE JIMMY OSMOND Killer Joe MGM SE 4855			NA	145	134	13	CHUCK BERRY Golden Decade Chess 2CH-1514			NA	177	179	3	1776/SOUNDTRACK Film Cast Columbia S-31741			NA
115	90	10	MALO Dos Warner Bros. BS 2652				146	132	9	GORDON LIGHTFOOT Old Dan's Records Reprise MS 2116			NA	178	—	1	AZTECA Columbia KC 31776			NA
116	101	13	JOHNNY MATHIS Song Sung Blue Columbia KC 31626			NA	147	135	36	ROBERTA FLACK & DONNY HATHAWAY Atlantic SD 7216			NA	179	185	8	EARTH, WIND & FIRE Last Days in Time Columbia KC 31702			NA
117	104	23	GILBERT O'SULLIVAN Himself MAM 4 (London)			NA	148	148	8	GLEN CAMPBELL Glen Travis Campbell Capitol SW 11117			NA	180	190	2	MEL & TIM Starting All Over Again Stax STS 3007 (Columbia)			NA
118	107	28	CARLOS SANTANA & BUDDY MILES LIVE Columbia KC 31308				149	126	13	MARK-ALMOND Rising Columbia KC 31917			NA	181	161	15	JAMES GANG Passin' Thru ABC ABCX 760			NA
119	115	32	ARLO GUTHRIE Hobo's Lullaby Reprise MS 2060				150	136	14	ERIC CLAPTON At His Best Polydor PD 3503			NA	182	176	9	BULLDOG Decca DL 7-5340 (MCA)			NA
120	122	54	ROLLING STONES Hot Rocks, 1964-1971 London 2PS 606/7				151	151	29	ALICE COOPER School's Out Warner Bros. BS 2623			NA	183	—	1	CYMANDE Janus JLS 3044			NA
121	127	10	MOTT THE HOOPLE All the Young Dudes Columbia KC 31750			NA	152	166	4	CHUBBY CHECKER Greatest Hits ABKCO AB 4219			NA	184	189	3	ESTHER PHILLIPS Alone Again (Naturally) Kudu KU-09 (CTI)			NA
122	111	28	ELVIS PRESLEY Elvis Live at Madison Square Garden RCA LSP 4776				153	147	22	SMOKEY ROBINSON & THE MIRACLES Flying High Together Tamla T 318 L (Motown)			NA	185	156	8	FIRESIGN THEATRE Not Insane or Anything You Want To Columbia KC 31585			NA
123	116	24	VAN MORRISON Saint Dominic's Preview Warner Bros. BS 2633				154	154	50	BREAD Baby I'm-a Want You Elektra EKS 75015			NA	186	181	5	RICHARD HARRIS Slides ABC/Dunhill DSX 50133			NA
124	113	29	ISLEY BROTHERS Brother, Brother, Brother T-Neck TNS 3009 (Buddah)			NA	155	149	30	EAGLES Asylum SD 5054 (Atlantic)			NA	187	191	33	DEEP PURPLE Machine Head Warner Bros. BS 2607			NA
125	170	2	SMOKEY ROBINSON & THE MIRACLES 1957-1972 Tamla T 320 D (Motown)			NA	156	180	2	HURRICANE SMITH Capitol ST 1139			NA	188	178	8	SHIRLEY BASSEY And I Love You So United Artists UAS 5643			NA
126	123	49	AL GREEN Let's Stay Together Hi SHL 32070 (London)				157	143	13	BONNIE RAITT Give It Up Warner Bros. BS 2643			NA	189	192	6	YOUNGBLOODS High On A Ridge Top Warner Bros. BS 2653			NA
127	110	16	HUMBLE PIE Lost & Found A&M SP 3513			NA	158	—	1	BOBBY WOMACK/SOUNDTRACK Across 110th Street United Artists UAS 5525			NA	190	195	2	MARLO THOMAS & FRIENDS Free To Be . . . You & Me Bell 1110			NA
128	137	8	BOBBY VINTON All Time Greatest Hits Epic KC 31487 (Columbia)				159	160	7	PAUL WILLIAMS Life Goes On A&M SP 4367			NA	191	193	4	CAPTAIN BEEFHEART Clear Spot Reprise MS 2115			NA
129	121	29	JIM CROCE You Don't Mess Around With Jim ABC ABCX 756			NA	160	153	48	ROBERTA FLACK First Take Atlantic SD 8230			NA	192	188	5	JOAN BAEZ Balladbook Vanguard 41/2			NA
130	130	5	BYRDS Best of the Byrds, Vol. II Columbia KC 31795			NA	161	—	1	BILLIE HOLIDAY Strange Fruit Atlantic SD 1614			NA	193	194	3	JESSE WINCHESTER Third Down, 110 to Go Bearsville BR 2102 (Warner Bros.)			NA
131	106	16	ANDY WILLIAMS Alone Again (Naturally) Columbia KC 31625			NA	162	142	19	B.B. KING Guess Who ABC ABCX 759			NA	194	168	13	JOEY HEATHERTON The Joey Heatherton Album MGM SE 4858			NA
132	159	5	LOU REED Transformer RCA LSP 4807			NA	163	155	27	FOUR TOPS Nature Planned It Motown M 748 L			NA	195	186	8	RAY CHARLES Through the Eyes of Love ABC/TRC ABCX 765			NA
133	133	8	SUPREMES Motown M 756 L			NA	164	183	3	JOE SIMON The Best Of Sound Stage 7 15009 (Columbia)			NA	196	184	9	JONATHAN EDWARDS Honky Tonk Stardust Cowboy Atco SD 7015			NA
134	124	26	NILSSON Son of Schmilsson RCA LSP 4717				165	152	14	SAMMY DAVIS, JR. Portrait of Sammy Davis, Jr. MGM SE 4852			NA	197	169	25	CORNELIUS BROTHERS & SISTER ROSE United Artists UAS 5568			NA
135	131	8	CHARLIE MCCOY Monument KZ 31910 (Columbia)			NA	166	163	40	ERIC CLAPTON History Of Atco SD 2-803			NA	198	196	6	TONY BENNETT The Good Things in Life MGM/Verve MV 5088			NA
136	139	3	ALL IN THE FAMILY, VOL. II TV Cast Atlantic SD 7232			NA	167	—	1	PIPIN' Original Cast Motown M 760 L			NA	199	—	1	LIGHTHOUSE Sunny Days Evolution 3016 (Stereo Dimension)			NA
							168	144	17	RICHIE HAVENS On Stage Stormy Forest 2SFS 6012 (MGM)			NA	200	200	2	CHARLEY PRIDE Incomparable RCA Camden CAS			NA

## TOP LP's & TAPE

A-Z (LISTED BY ARTISTS)

Alice Cooper	151	Chubby Checker	152	Four Tops	33, 163	Lobo	40	Osmonds	37	1776	177
All in the Family	136	Cheech & Chong	61	Marvin Gaye	38	Loggins & Messina	20, 112	Partridge Family	47, 98	Hurricane Smith	156
Duane Allman	45	Chicago	56	J. Geils	88	London Symphony & Guests		Billy Paul	23	Steely Dan	107
America	9	Chi Lites	84	Grand Funk Railroad	34	(Tommy)	10	Esther Phillips	184	Cat Stevens	8
Lynn Anderson	144	Eric Clapton	150, 166	Grateful Dead	29	Don McLean	65	Shawn Phillips	68	Rod Stewart	52
Azteca	178	Joe Cocker	30	Al Green	7, 99, 126	Charlie McCoy	135	Pippin	167	Barbra Streisand	19
Joan Baez	192	Rita Coolidge	57	Arlo Guthrie	119	Main Ingredient	172	Poco	81	Supremes	133
Band	62	Cornelius Bros. & Sister Rose	197	Albert Hammond	92	Malo	115	Elvis Presley	22, 122	Stylistics	49
Shirley Bassey	188	Creedence Clearwater Revival	27	Richie Havens	168	Mark Almond	149	Billy Preston	100	James Taylor	4
Bee Gees	60	Jim Croce	129	Richard Harris	186	Groucho Marx	169	Charley Pride	200	Temptations	21
Tony Bennett	198	Mac Davis	82	Joey Heatherton	194	Johnny Mathis	116	Bonnie Raitt	157	Ten Years After	53
Chuck Berry	67, 145	Miles Davis	176	Jimi Hendrix	65	Melanie	70	Rare Earth	94	Marlo Thomas	190
Black Sabbath	26	Sammy Davis	165	Billie Holiday	141, 161	Mel & Tim	180	Raspberries	48	Three Dog Night	58
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Bread	24, 154	Neil Diamond	12, 55	Luther Ingram	80	Steve Miller	76	Johnny Rivers	97	Uriah Heep	35, 113
James Brown	75	Dr. Hook & the Medicine Show	143	Isley Brothers	124	Liza Minnelli	73	Smokey Robinson & the	125, 153	Bobby Vinton	128
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J.J. Cale	109	Earth, Wind & Fire	179	Jackson 5	174	Moody Blues	2, 28	Diana Ross	17	Andy Williams	131
Glen Campbell	148	Jonathan Edwards	196	James Gang	181	Mott the Hoople	121	Leon Russell	83	Paul Williams	159
Captain Beefheart	191	Emerson, Lake & Palmer	69	Jeffrey Tull	5, 78	Johnny Nash	41	Santana	15	Jesse Winchester	193
George Carlin	50	John Entwistle	138	Elton John	59	Rick Nelson	43	Carlos Santana & Buddy Miles	118	Edgar Winter	89
Carpenters	79	Donna Fargo	103	B.B. King	162	New Riders of the Purple Sage	91	Seals & Crofts	11	Bill Withers	101
Vikki Carr	137	Fifth Dimension	72	Carole King	3, 96	Wayne Newton	171	Simon & Garfunkel	77	Bobby Womack	66, 158
David Cassidy	54	Firesign Theatre	185	Kris Kristofferson	93	Nilsson	134	Carly Simon	1	Stevie Wonder	14
Ray Charles	195	Roberta Flack	160	Led Zeppelin	110	Nitty Gritty Dirt Band	139	Joe Simon	164	Yes	36
		Roberta Flack & Donny Hathaway	147	Gordon Lightfoot	146	O'Jays	87	SOUNDTRACKS		Neil Young	51
		Flash	140	Light House	199	Gilbert O'Sullivan	111, 117	Fiddler on the Roof	105	Youngbloods	189
						Donny Osmond	32, 104, 173	Man of La Mancha	86		
						Little Jimmy Osmond	114	Superfly	18		

# Classical Music

Billboard SPECIAL SURVEY for Week Ending 1/13/73

## Christa Ludwig Heads British Decca Sweep of French Awards

PARIS—West German Opera star Christa Ludwig headed a British Decca sweep of awards at the annual Academie Nationale du Disque Lyrique opera, vocal and choral prize-giving here.

Miss Ludwig flew in specially to receive the top award, the Grand Prix des Affaires Culturelles, for the best lyrical achievement of the year for her role in Wagner's "Tannhauser" with the Vienna Philharmonic orchestra conducted by Sir Georg Solti. The work was released by Decca as a four-record set.

In all, British Decca took five of the 17 awards, with EMI, Deutsche Grammophon, and RCA winning two each, and CBS, Hungaroton, Philips, Erato, ORTF and Chant du Monde one each.

Among record executives who attended the presentation were Jozsef Meszaros, recording director of the Hungarian Hungaroton company, which shared the Prix Gustave Charpentier with the opera "Harmonia Caelestis" by Prince Paul Esterhazy.

From London was the head of

Decca-owned Argo firm, which shared the Prix Gustave Charpentier with Hungaroton for its double-album set of Francesco's Cavalli's "La Calisto," featuring Janet Baker and an orchestra conducted by Raymond Leppard. Among other artists present were French singer Gerard Souzay and the prize-giving was presided by French cultural affairs minister Jacques Duhamel.

The awards were: Grand Prix des Affaires Culturelles (best lyrical achievement): Christa Ludwig in "Tannhauser" (Wagner), Vienna Philharmonic Orchestra, cond. Sir Georg Solti (Decca); Prix Gustave Charpentier (best recorded lyrical creation): "La Calisto" (Cavalli) Janet Baker, Glyndebourne Festival Opera, London Philharmonic Orchestra, cond. Raymond Leppard (Argo-Decca). "Harmonia Caelestis" (Esterhazy) Kristine Laky, Ferenc Liszt Academy Chamber Orchestra and Chorus cond. Frigyes Sandor (Hungaroton). Prix Philippe Gaubert (best integral French lyrical recording): "Manon" (Massenet) Beverly Sills, New Philharmonia Orchestra, Ambrosian Singers, cond. Julius Rudel (EMI).

Prix Arturo Toscanini—Marcelle Denya-Cortney (best integral foreign lyrical recording): "Boris Godunov" (Mussorgsky) Galina Vishnevskaya, Vienna Philharmonic Orchestra, cond. Herbert von Karajan (Decca). Prix Albert Carre (best lyrical cast): "Capriccio" (Richard Strauss) Dietrich Fischer-Dieskau, Bavarian Radio Symphony Orchestra, cond. Karl Bohm (DGG).

Also Prix Hector Berlioz (best sacred or secular oratorio): "Russia of the Woods" (Sviridov) Alexei Maslennikov, Russian Republic Chorus cond. Alexander Yurlov, USSR Radio Orchestra, cond. Gennadi Rozhdestvenski (Chant du Monde). Prix Andre Messager (best conductor): Karl Bohm—"Requiem" (Mozart), Edith Mathis, Vienna Opera Chorus and Philharmonic Orchestra (DGG). Prix Ninon Vallin—Yvonne Gall (best female singer): Birgit Nilsson—"Wessendonck Lieder" (Wagner), London Symphony Orchestra, cond. Colin Davis (Philips). Prix Charles Panzera (best song interpreter): Dietrich Fischer-Dieskau—"Kuckert-Lieder" (Mahler), accom. Leonard Bernstein (CBS).

Prix Paul Franz—Lily Pons (best male recital): Placido Domingo (tenor), Sherril Milnes (baritone) "Great Opera Duets," London Symphony Orchestra, cond. Anton Guadagno (RCA). Prix Joseph Canteloube (best folklore or musical research): Choeurs, Cordes et Cuivres," Philippe Caillard Ensemble (Erato). Prix Fondation Jacques Ibert (best technical achievement): "Pelleas et Melisande" (Debussy), Micheline Grancher, Jacques Mars, ORTF National Orchestra and Chorus, cond. Desire-Emile Inghelbrecht (Inedits-ORTF).

## Masterworks in 40% Sales Jump in 1972

NEW YORK—1972 has been a banner sales year for the Columbia classical line, according to Pierre Bourdain, product manager, Columbia Masterworks. The past 12 months, Bourdain stated, has seen a 40 percent jump in sales for the Columbia Masterworks' line. Aside from successful new releases, the Columbia classical line has experienced strong sales activity with its two-year-old "Greatest Hits" series. "The fact that this series has experienced an upsurge of renewed activity without the benefit of new additions to its release roster is an indication of how healthy the classical market is," Bourdain said.

In addition to the sales activity of the "Greatest Hits" packages, Bourdain revealed that 40 percent of the total sales in new classical product has been in quadraphonic. Bourdain believes that the SQ disk and Q8 tape will prove a boon to the classics industry. Columbia's budget Odyssey series also prospered in '72, nearly doubling its sales figures of the previous year. Bourdain credits the label's special promotion with some of classics' success but said that the time has come for the classical line to come into its own with pop-oriented audiences. "The combination of

the soft pop market and highly profitable repackaging lines has turned the industry on to classics," he stated. "The consumer has always been there, but the increased effort of dealers coupled with better stocking and merchandising has made it easier for him to buy."

## DG Captures Awards

NEW YORK—Deutsche Grammophon label recordings have garnered awards worldwide. One of the three top prizes at the prestigious High Fidelity/Montreux International Record Awards competition in Montreux, France was awarded the LaSalle Quartet's deluxe five-disk anthology of "Music of the New Viennese School: Schoenberg, Berg, Webern." The LaSalle recording garnered other awards since its release early this year. High Fidelity also cited five other albums on Deutsche Grammophon in its listing of the 25 best records of 1972.

Among works were Arturo Benedetti Michelangeli's Debussy's "Images" (Books 1 & 2) and the "Children's Corner Suite," representing the Italian pianists re-entry into the recording field after many

years' absence, and "Janacek: Complete Works for Piano" as performed by pianist Rudolf Firkusny, with members of the Bavarian Radio Symphony Orchestra conducted by another fellow countryman, Rafael Kubelik.

Three vocal works were also mentioned, including the Mozart "Requiem"; "La Cenerentola," and Richard Strauss' "conversation piece" opera, "Capriccio."

In a compendium drawn from reviews in this year's Stereo Quarterly and High Fidelity Magazines, Stereo Quarterly awarded "Year's Best" accolades to 10 DG recordings out of a total of 56 records similarly cited.

Cue Magazine picked four Deutsche Grammophon label recordings for its top 20 albums of 1972 listing. Honored were Janacek's Complete Works for Piano (both orchestral and solo) with Rudolf Firkusny, pianist, and the Bavarian Radio Symphony Orchestra conducted by Rafael Kubelik; and three operas that have been making waves on listings of the year's best efforts: Wagner's "Lohengrin," Strauss' "Capriccio" and Rossini's "La Cenerentola."

Finally, Barbara King of the Saturday Review's The Arts Magazine, has listed 12 recordings on DG that were reviewed, as among the year's best. Named were the Janacek-Firkusny piano works, Strauss' "Capriccio" and the "Metropolitan Opera Gala" recording.

## Ship LP's to N.Y. for Review

NEW YORK—Beginning with the issue dated Jan. 20, 1973, reviews of classical records will emanate from New York.

Record firms should now send their review copies to Robert Sobel, Classical Editor, Billboard, 165 W. 46th St., New York. Previously, records were reviewed at the magazine's headquarters, on the West Coast.

## BEST SELLING Classical LP's

This Month TITLE, Artist, Label & Number

- 1 **BERNSTEIN: MASS**  
Columbia M2 31008
- 2 **SONIC SEASON**  
Walter Carlos, Columbia KG 32134
- 3 **TALES OF HOFFMAN**  
Beverly Sills, Audio Treasury ATS 20014
- 4 **A CLOCKWORK ORANGE**  
Soundtrack, Warner Bros. BS 2573
- 5 **MY FAVORITE CHOPIN**  
Van Cliburn, RCA Red Seal LSC 2576
- 6 **HIGHLIGHTS FROM THE METROPOLITAN OPERA GALA HONORING SIR RUDOLF BING, VOL. 1**  
Various Artists, DGG 2530-360 (Polydor)
- 7 **HOLST: THE PLANETS**  
Los Angeles Philharmonic (Mehta), London CS 6734
- 8 **TRANS-ELECTRONIC MUSIC PRODUCTIONS INC. PRESENTS SWITCHED ON BACH**  
Walter Carlos/Benjamin Folkman, Columbia MS 7194
- 9 **MAHLER: 8th SYMPHONY**  
Chicago Symphony Orch. (Solti), London OSA 1295
- 10 **A CLOCKWORK ORANGE**  
Walter Carlos, Columbia KG 31480
- 11 **WAGNER: RING OF THE NIBELUNGEN**  
Solti/Various Artists, London RING-5
- 12 **TALES OF HOFFMAN**  
Joan Sutherland, London 13106
- 13 **VERDI: LA TRAVIATA**  
Sills, Gedda/Peneal/John Aildis Choir (Ceccato), Angel SCLX 3780
- 14 **SCOTT JOPLIN: PIANO RAGS, VOL. 2**  
Joshua Rifkin, Nonesuch 71264 (Elektra)
- 15 **MY FAVORITE DEBUSSY**  
Van Cliburn, RCA LSP 3283
- 16 **BEVERLY SILLS CONCERT**  
Audio Treasury ATS 20011
- 17 **SOUNDTRACK: 2001: A SPACE ODYSSEY**  
MGM SIE ST 13
- 18 **DONIZETTI: LUCIA DI LAMMERMOOR**  
Joan Sutherland, London OSA 13103
- 19 **HEAVY ORGAN**  
Virgil Fox, Decca DL 75323 (MCA)
- 20 **THE SEA HAWK**  
National Philharmonic Orch. of London (Gerhardt), RCA LSC 3330
- 21 **BERLIOZ: BENVENUTO CELLINI**  
BBC Symphony Orch. (Colin Davis), Philips 6707019 (Mercury)
- 22 **HOROWITZ PLAYS CHOPIN**  
Columbia M 30643
- 23 **BEETHOVEN #9**  
Von Karajan, DGG 2720013 (Polydor)
- 24 **THE CHOPIN I LOVE**  
Artur Schnabel, RCA Red Seal LSC 4000
- 25 **TCHAIKOSKY: 1812 OVERTURE**  
New York Philharmonic (Bernstein), Columbia D3S818
- 26 **HITS FROM THE HOLLYWOOD BOWL**  
Los Angeles Philharmonic (Mehta), London XPS 613
- 27 **BEETHOVEN: SYMPHONY #9**  
London Symphony Orch. & Chorus (Stokowski), London PSC 21043
- 28 **STRAUSS: ALSO SPRACH ZARATHUSTRA**  
Los Angeles Philharmonic (Mehta), London CS 6609
- 29 **BEETHOVEN'S 9th SYMPHONY**  
NBC Symphony (Toscanini), Victrola 1607
- 30 **VERDI: I LOMBARDI**  
Royal Philharmonic & Chorus (Gardelli), Philips 7603.032 (Mercury)
- 31 **PUCCINI: MANON LE SCAVI**  
New Philharmonic Orch. (Caballe), Angel 3782-BL
- 32 **RAVEL'S GREATEST HITS**  
Various Artists, Columbia MS 7512
- 33 **GERSHWIN: RHAPSODY IN BLUE**  
Columbia Symphony (Bernstein), Columbia MS 6091
- 34 **BACH'S GREATEST HITS**  
Various Artists, Columbia MG 31261
- 35 **PAGANINI: VIOLIN CONCERTO #3**  
Henry Szeryng, Philips 6500.175 (Mercury)
- 36 **BACH CANTATAS: VOL. 3**  
Consensus Musicus of Vienna (Haronncourt), Telefunken SKW 3/1-2
- 37 **TCHAIKOVSKY'S GREATEST HITS**  
Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia M 7503
- 38 **HOLST: THE PLANETS**  
Boston Symphony (Steinberg), DGG 2530102 (Polydor)
- 39 **MOZART: THE GREATEST HITS ALBUM**  
Various Artists, Columbia 31267
- 40 **BACH CANTATAS, VOL. 5**  
Consensus Musicus, Vienna & Vienna Boys Choir, Telefunken SKW-5



FOR THE FIRST TIME in American recording history, the conductor, in this case Pierre Boulez, stands in the center of his orchestra, the New York Philharmonic. The Columbia Masterworks disk, which will be released in a few months, will give the listener the same effect with the proper equipment (Billboard, 12/23/72). The Philharmonic performed Bartok's "Concerto for Orchestra" in this session.

FORMERLY MUSKAT

# Bentley Electronics Expands, Adds Line

By SARA LANE

MIAMI, Fla. — Bentley Electronics Corp., formerly Muskat Electronics, is moving to new, enlarged headquarters in Miami Lakes Industrial Park by the first of the year, according to Warren Weiss, one of the principals. The new space will house showrooms, an air-conditioned warehouse, an assemblage area and is more than four times as large as the present headquarters.

The expansion was predicated by sales increases of Bentley's home entertainment units, plus a new line coming out shortly which will include higher quality stereo chassis.

Adolph Muskat, who started Muskat Electronics a year and a half ago with Jerry Wittels and Weiss, sold a percentage of his stock to National Luggage Corp., a publicly owned firm. National also has National Luggage (a chain of high class luggage stores now to be called Bentley Luggage), Bentley Graphics and Bentley Red Cross, a chain of shoe stores on the west coast of Florida.

Bentley Electronics products include portable radios, AM-FM digital clock radios, battery and electric cassette recorders, 8-track decks, discrete quadrasonic units, and complete home entertainment units including an 8-track with AM-FM multiplex and record changer. The company also manufactures stereo headphones, novelty

radios—some in the shape of balls and some which are 2¾ inches square.

Bentley has several factories in Tokyo, Hong Kong and Taiwan manufacturing according to its specifications. Chassis are designed by Bentley engineers and cabinets designed by the staff. All are manufactured and assembled in the Orient. The company is not anticipating any U.S. manufacturing in its new headquarters—"just assembling," Weiss said.

"I feel the electronics scene will shift from Japan to Taiwan in the next year or two due to the yen re-evaluation," Weiss predicted. "Since Taiwan is a country just starting out, so to speak, I don't think they'll hinder production there. Right now, the Taiwanese people are unsophisticated in electronic production, so they're using Japanese engineers for quality control and shipping Japanese components to Taiwan and assembling them with Japanese supervision. But, within the next two years, I'm sure the Taiwanese engineers will become sophisticated enough to put out a quality product and eventually, we'll be doing all our manufacturing in Taiwan — with Japanese supervision."

Bentley Electronics is also considering the manufacture of a new promotional brand under another label with lower prices for the mass market.

## Videocassette

CANNES—The Third International Market for Videocassette and Videodisk programs and equipment—VIDCA—will be held at the Palais de Festivals here from Sept. 28 to Oct. 3, 1973.

A conference on current developments in the video field will also be incorporated into the exposition. The confab will serve as a forum to examine and discuss developments in legal and financial areas of the developing industry.

The exposition is expected to attract a high proportion of software exhibits, and more than 1,500 participants representing 35 countries are anticipated.

## CES Focus on Video Units

• Continued from page 30

tailers carrying the system is lack of units for sale. Delivery, however, has traditionally been a problem for any new configuration and this is not expected to cause any serious snags.

The dealers are still advertising the units and still training salespeople in selling techniques. Sears, for example, is busy training the consumer through an upgrading of their consumer literature. Sears markets the system under its Warwick line, and a spokesman for the chain said that "Literature is now being upgraded so that it is more readily understandable to the guy on the street."

"We don't want this system to become overwhelmed with technical lingo," he continued, "and we feel we can communicate the same material to the layman in simpler language. The literature I'm talking about is what we send out when people write in asking for information. They may have seen an ad or the catalog, and they want to know more about the unit."

Packard Bell works in conjunction with its dealers in training salespeople, and has recently completed a training film to be shown on the units themselves. The local distributor often trains the dealer or buyer, who in turn trains the sales personnel.

Cartrivision has not said exactly how many units have been sold, but the number is felt to be considerable taking into account the price range and the newness of the item. Orders are said to be higher than deliveries, and some dealers are not selling any more until delivery can be guaranteed. As mentioned, however, this does not appear to be a serious problem.

### New Dealers

There will be many important retailers visiting Chicago, however, who do not yet carry any type of television cartridge system. For many manufacturers, these are the dealers to concentrate on, as many are looking hard at the market. What do some dealers, not yet involved and some already involved have to say about their future in the field?

"We are certainly looking into an audio-visual system of some type," said David Rothfeld, Korvette vice president, divisional merchandise manager. "We are anxious about a disk system and we also hope to see some indication of what type of software will be available in all of the systems and when it will be ready. We are obviously looking for something that can be a mass market item."

"Tape has an advantage over disk in that it can record," Roth-

## Edison Awards To Three Acts

NEW YORK—Van Morrison, Ry Cooder and the Beach Boys have been awarded Edison Awards by the Dutch Record Industry for excellence in the field of contemporary music. The Edison Awards are given annually in February at Amsterdam's Congresgebouw and are televised throughout the continent.

## 7 Japanese Pre-Recorded Tape Companies Bankrupt

TOKYO—Seven Japanese manufacturers of prerecorded music tapes have gone bankrupt in the past two months (October and November) due to excessive production and consequent discount sales, according to a survey made by Teikoku Koshinjo, a leading private credit inquiry office.

Five music tape makers went bankrupt in November and two in October, the Japanese credit investigation bureau said last week. Among them were Nippon Ongaku Kogyo K.K. and Emcee Ongaku Kogyo K.K., both of Tokyo.

Nippon, Ongaku Kogyo (Musical Industries), Akio Watanabe, president, was established in October 1959 with a capitalization of eight million yen (about \$26,000) and manufactured an average 75 million yen (\$250,000) worth of cartridge/cassette music tapes a month for nationwide distribution and sale under its JASS label. The company participated in the Grand Cassette Festival, claimed to be the world's first, which was held at the Odakyu department store in Tokyo, Sept. 1-6.

Emcee Ongaku Kogyo, Hiroshi Tatebe, president, was established last January with a capital of five million yen (about \$16,500) and produced an average 20 million yen (\$65,000) worth of prerecorded music tapes a month. Due to lack of experience, the company went bankrupt with a liability of 120 million yen (\$400,000).

Regarding discount sales, the audio music cassette "Passionate Latin" by Tadateru Misago and the Tokyo Cuban Boys, a selection of 16 standards whose composers and music publishers are represented by JASRAC and Folster, was conceived and produced by Nippon Audio K.K., recorded and manufactured by TBS Service Co., Ltd., for retail at 2,600 yen or about \$8.50. It's selling on the Sidewalks of Shibuya, Tokyo, for 800 yen (\$2.60).

## GRT Tape Renews

• Continued from page 1

the U.S. The first agreement with the firm was signed in April of 1971.

In addition, GRT will now have exclusive U.S. tape distribution for ABC-Dunhill Records. The firm previously shared rights with Ampex Corp.

Under both agreements, GRT will handle all manufacturing, marketing and distribution of the tapes, according to advertising and special products manager Jack Woodman. Promotion of the tapes will also be handled by GRT in concert with the record companies.

GRT also handles tape duplication for more than 20 other record companies, including its own Chess/Janus Records. During the past three months, the firm has added several other companies, including VMI Records, Just Sunshine Records and Aero Space Records.

The firm will generally sign from 12 to 20 new licensing agreements a year, according to Tom Bonetti, president of GRT Tapes.

## West Coast Mfrs

• Continued from page 29

This is good for us, because we aim our car stereo product at the consumer who shops in such outlets."

Jack Doyle, president of Pioneer Electronics of America feels that "January is a good time of year for a show, and each year we've seen a little more involvement in electronics during this time of year. I do think the cross-section of electronics and housewares buyers will work to everyone's advantage. Still, the industry's development schedule remains based on a Spring show, and I don't think this will change. This is mainly a show for showing a line off and offering a few new items."

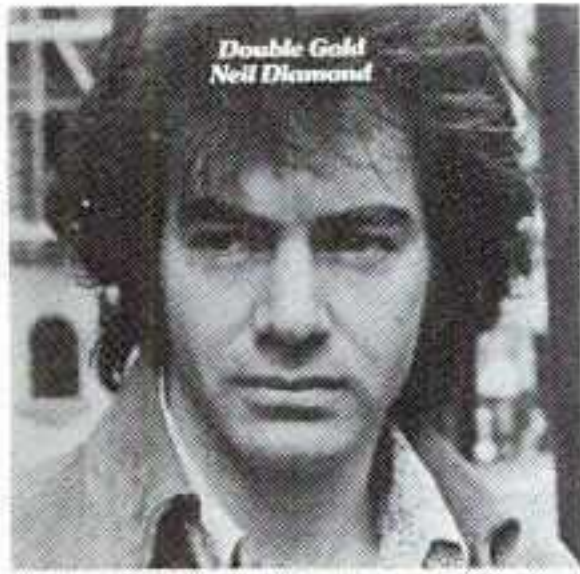
All of the manufacturers quoted above will be showing something new in Chicago, whether it be product, promotion or both. And all agree that the shows are beneficial, both in timing and location. It is quite possible that this January may show the industry that there is room, and even a need, for more than one electronics show a year.

## BEST SELLING Jazz LP's

This Month TITLE—Artist, Label & Number (Distributing Label)

- 1 CHICAGO V  
Columbia KC 31102
- 2 ON THE CORNER  
Miles Davis, Columbia KC 31906
- 3 SUPERFLY  
Soundtrack/Curtis Mayfield, Curtom CBS 8014 (ST) (Buddah)
- 4 ALL THE KING'S HORSES  
Grover Washington, Jr., Kudu KU-07 (CTI)
- 5 TALK TO THE PEOPLE  
Les McCann, Atlantic SD 1619
- 6 LIVE AT THE EAST  
Pharoah Sanders, Impulse 9227 (ABC)
- 7 CHERRY  
Stanley Turrentine with Milt Jackson, CTI CTI 6017
- 8 STICK IT  
Buddy Rich, RCA LSP 4802
- 9 HIS GREATEST YEARS, VOL. 2  
John Coltrane, Impulse AS 9223-2 (ABC)
- 10 INNER CITY BLUES  
Grover Washington, Jr., Kudu KU 03 (CTI)
- 11 LORD OF LORDS  
Alice Coltrane, Impulse AS 9224 (ABC)
- 12 LIVE  
Carlos Santana & Buddy Miles, Columbia KC 31308
- 13 MISSISSIPPI GAMBLER  
Herbie Mann, Atlantic SD 1610
- 14 BEST OF PHAROAH SANDERS  
Impulse AS 9229-2 (ABC)
- 15 COOL COOKING  
Kenny Burrell, Cadet 2-60019 (Chess/Janus)
- 16 M.F. HORN TWO  
Maynard Ferguson, Columbia KC 31709
- 17 PUSH PUSH  
Herbie Mann, Embryo SD 532 (Atlantic)
- 18 HAPPY PEOPLE  
Cannonball Adderley, Capitol ST 11121
- 19 THE EVOLUTION OF MANN  
Herbie Mann, Atlantic SD 2-300
- 20 HEATING SYSTEM  
Jack McDuff, Cadet 2-60017 (Chess/Janus)
- 21 WATER FALLS  
John Klemmer, Impulse AS9220 (ABC)
- 22 ALIVE  
Chuck Mangione, Mercury SRM 1-650
- 23 BRUBECK ON CAMPUS  
Dave Brubeck, Columbia KG 31298
- 24 THE HUB OF HUBBARD  
Freddie Hubbard, MPS 20726
- 25 SMACKWATER JACK  
Quincy Jones, A&M SP 4307

Billboard SPECIAL SURVEY for Week Ending 1/13/73



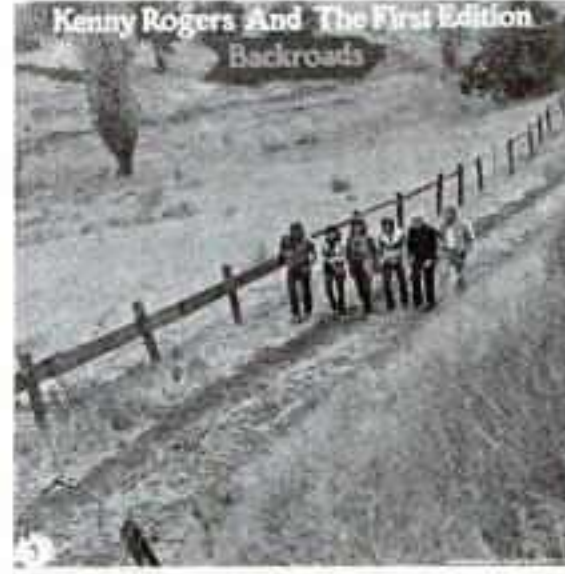
**POP**  
**NEIL DIAMOND—**  
Double Gold  
Bang BSD 2-227

A best hits of early Diamond package makes its debut and adds to the growing catalog of this performer's works. These are the initial recorded works by Diamond and the titles are sure fire: "Solitary Man," "Cherry, Cherry," "Girl You'll Be A Woman Soon," "Shilo," "Kentucky Woman," "I'm A Believer." The two records provide a good collection of Diamond, although there is now ample coverage of many of these tunes on latter recorded works. A nice orchestral sound coupled with tight sounding female voices, rolls the music along.



**POP**  
**NEW SEEKERS—**  
Come Softly to Me  
MGM MV 5090

The New Seekers find a new spiritual and temporal home with the Mike Curb Method at MGM. Featured are soft-rock standards and large-scale clean arrangements. "Come Softly To Me," "Morning Has Broken," and "Day By Day" should delight long-time Seekers fans and find a warm reception with contemporary-oriented MOR programmers.



**POP**  
**KENNY ROGERS & THE**  
**FIRST EDITION—**  
Backroads  
Jolly Rogers 5001 (MGM)

Americana is the creative topic which is emphasized by this fine sounding group on its first LP under its own banner. The emphasis is totally country music, with leader Rogers singing very softly and underscoring the lyrics. The tempos are slow and delicate so that the fine string arrangements sparkle behind the sextet. "Today I Started Loving You Again" is a top cut as is "Indian Joe" about a rodeo cowboy. This LP indicates where the band is today and its emphasis on a strong country sound indicates it is reaching out to broaden its audience.



**POP**  
**PETULA CLARK—**  
Now  
MGM SE-4589

Petula Clark joins the MGM moderne-MOR roster with a well-conceived soft-rock package. Coming off best are rock standards "My Guy" and "Baby, I'm Yours" plus "Wedding Song." This is not the Pet Clark of heavily-textured, complex productions such as she was associated with in her heyday. But her distinctive big, warm sound remains pleasurable as ever.



**SOUL**  
**JOE TEX—**  
Joe Tex Spills The Beans  
Dial DL 6004

Solid, masculine blues tunes are what Tex offers—again. He remains in a hard, funky commercial blues bag, working out on 12 of his own songs under Buddy Killen's aegis and utilizing a host of Nashville cats who sing along with Joe and who play with a fun-filled affinity for songs of the heart and soul. If you like basic 12 bar blues, catch "Woman Stealer." Tex's raw, gutsy voice soars over the band on all the tracks with a lovable amplified bass booming, booming in an understanding fashion. "I Come To You" is a good calling card for a good lover man.



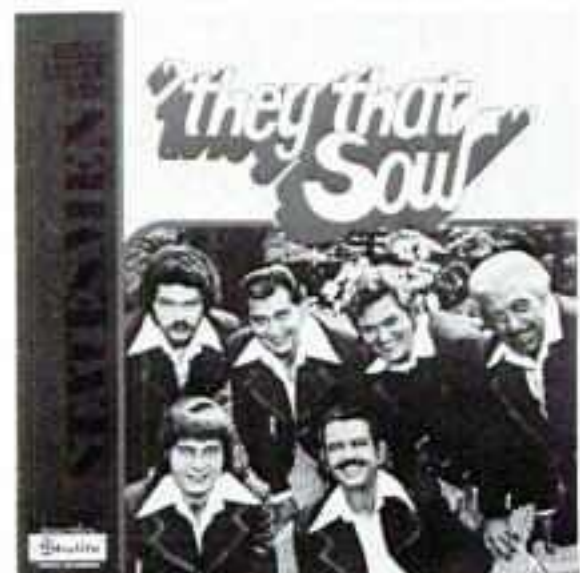
**SOUL**  
**LEON THOMAS—**  
Blues And The Soulful Truth  
Flying Dutchman FD 10155

A multi-varied present awaits listeners. For Thomas has assembled a bagful of tunes all with different colorations, yet the orchestral sound is so unifying that the package flows easily from cut to cut. But "Love Each Other" has strong commercial potential if trimmed and released as a single and "Gypsy Queen" is so adventurous in terms of instrumentation and vocal blending that it could be a jazz and FM programmer's treat. Thomas' voice is smooth and strong and he tinges several songs with his yodel treatment and lets go with a hearty laugh, almost an ominous one, on "Shape Your Mind To Die." Producer Bob Thiele's friends on this date include drummer Pretty Purdie, guitarist Larry Coryell and arranger/saxman Pee Wee Ellis.



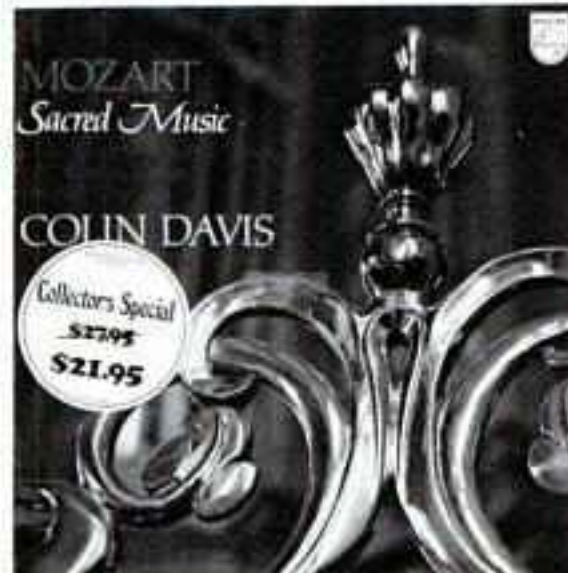
**COUNTRY**  
**JERRY LEE LEWIS—**  
Who's Gonna Play This Old Piano  
Mercury SR 61366

An automatic for Jerry Lee Lewis, who capitalizes this time on his unique piano styling in his hit single—the title tune that also graces this LP. Best cuts also include the plaintive "No Traffic Out of Abilene" which has progressive country flavor and hit potential. "Wall Around Heaven" is a tear-jerker about mama, a natural for the field. Dealers should note that Jerry Lee Lewis also gets considerable pop attention.



**GOSPEL**  
**HOVIE LISTER & STATESMEN—**  
"They That Sow"  
Skylite SLP 6120

This group is one of the best-known in gospel music and they continue to endive in sterling and stirring performances both live and on record. Best cuts: "You're On His Mind," which has enormous pop appeal, and the title tune "They That Sow," which is a slow and quite good ballad.



**CLASSICAL**  
**COLIN DAVIS & VARIOUS**  
**ORCHESTRAS—**  
Mozart Sacred Music  
Philips 6707 016

Mozart's church music was admittedly not his most distinctive genre overall, but there is no such thing as uninteresting Mozart music. This budget-priced four-record set from Colin Davis and various Philips aggregations provides no paucity of gem-like moments. The remarkable Mozart Requiem naturally highlights the set.

## SPECIAL MERIT PICKS

### POP

**WHITE DUCK**—In Season, UNI 73140  
Group demonstrates perception and staying power in latest LP. Best cuts: A raunchy-bluesy "Bull Island Boogie" and the soft and MOR-toned "Lazy Days" that warrants Top 40 airplay.

### LATIN

**SERAFIN CORTEZ**—Naturalmente Serafin. International SLP 00429  
Cortez leads a 10-piece band of New York players in a delightfully flowing series of Latin tunes which should appeal to Chicano communities. He has an easy to listen voice and the brass sections holds back just the right amount of its energy to keep him up front. This is one of the Fania labels and it hits right on the traditional Latin mark.

**ERNIE'S CONSPIRACY**—Ernie's Conspiracy. Vaya VS-9  
Standard New York Latin fare with good percussive sounds and nice vocal treatments. Leader Ernie Agosto plays lead trumpet and is supported by six other players who sound like they have a good groove going. This is mainstream Latin music devoid of driving amplified guitars, but featuring instead piano solos and trumpet wails. An attractive cover lends graphic impact.

### CLASSICAL

**QUARTETTO ITALIANO**—Brahms Schumann. Complete String Quartets. Philips 6703 029 3 LP  
Both Brahms and Schumann left behind three string quartets, and it is all here on this three-record box with the kind of typically sterling performance we can count on from the Quartetto Italiano. The music of each composer has much to recommend it, the early Schumann works with their Mozart-like counterpoint and Brahms in characteristically melodic romantic bombast.

**ALFRED BRENDEL**—Schubert's Sonata in B flat, D. 960. Philips 6500 285  
Sensitive, compelling piano work by Alfred Brendel of Vienna. Works include Franz Schubert's Sonata in B flat, D. 960 and his Fantasia in C, Op. 15, D. 760 "Wanderer." Dealers note: LP imported.

**RICHARD & JOHN CONTIGUGLIA**—Liszt Operatic Fantasies Connoisseur. Society CS 2039  
The highly respected young duo-pianist brothers, Richard and John Contiguglia, have discovered another rarity to add to recorded repertoire, in this premiere album of a Liszt four-part suite of operatic transcriptions for two keyboards. The music is relentlessly inventive and flamboyant.

**ANTHONY DI BONAVENTURA SCARLATTI**—23 Sonatas. Connoisseur Society CS 2044  
A clear-light rendition of 23 delightful Scarlatti piano selections by a strong new piano virtuoso.

### INTERNATIONAL

**DUO REIM**—Chassidic Goes Pop. London Intl SW 99543  
This is an LP of Yiddish and Hebrew folk songs recorded with a very modern sounding band. Benny Rosenbaum and Yisrael Gottesdiener are the lead voices and the ethnic appeal of the repertoire is aimed at adults in Jewish communities around the country. The sound is lush and the recording is a first rate job for Studios Lindau in Zurich.

## ACTION Records

### NATIONAL BREAKOUTS

#### SINGLES

There Are No National Breakouts This Week.

#### ALBUMS

There Are No National Breakouts This Week.

### REGIONAL BREAKOUTS

#### SINGLES

There Are No Regional Breakouts This Week.

#### ALBUMS

There Are No Regional Breakouts This Week.

## Bubbling Under The HOT 100

101. COME SOFTLY TO ME ..... New Seekers Featuring Marty Kristian, MGM/Verve 10698
102. THE ROAD ..... Danny O'Keefe, Signpost 70012 (Atlantic)
103. I CAN'T MOVE NO MOUNTAINS .. Blood, Sweat & Tears, Columbia 4-45755
104. SWEET LORRAINE/BLIND EYE ..... Uriah Heep, Mercury 73349
105. DON'T BURN ME ..... Paul Kelly, Warner Brothers 7657
106. TRYING TO LIVE MY LIFE WITHOUT YOU ..... Otis Clay, Hi 2226 (London)
107. GO LIKE ELIJAH ..... Chi Coltrane, Columbia 4-45749
108. I'VE NEVER FOUND A MAN (To Love Me Like You Do) ..... Esther Phillips, Kudu 910 (CTI)
109. HOT WIRE ..... Al Green, Bell 6076
110. AFRICA ..... Thundermug, Big Tree 154 (Bell)
111. GYPSY ..... Van Morrison, Warner Brothers 7665
112. YOU CAN'T GET THERE FROM HERE ..... Casey Kelly, Elektra 45826
113. HEAVEN HELP US ALL ..... Beverly Bremers, Scepter 12370
114. IF IT'S ALRIGHT WITH YOU ..... Dottie West, RCA 74-0828
115. THE TRUTH SHALL MAKE YOU FREE ..... King Hannibal, Aware 027
116. LOVING YOU IS JUST AN OLD HABIT ..... Jim Weatherly, RCA 74-0822
117. DO YOU BELIEVE ..... Melanie, Neighborhood 4209 (Famous)
118. HOW CAN I TELL YOU ..... Travis Wamack, Fame 91008 (United Artists)
119. LITTLE WILLE ..... The Sweet, Bell 45-251
120. THE NIGHT THE LIGHTS WENT OUT IN GEORGIA ..... Vicki Lawrence, Bell 45-303

## Bubbling Under The TOP LP'S

201. KING HARVEST ..... Dancing in the Moonlight, Perception PLP 36
202. FOCUS ..... Moving Waves, Sire SAS 7401 (Famous)
203. AUSTIN ROBERTS ..... Chelsea CHE 1004 (RCA)
204. EARL SCRUGGS & THE EARL SCRUGGS REVUE ..... Live at Kansas State, Columbia KC 31758
205. PROCOL HARUM ..... A Whiter Shade of Pale, A&M SP 4373
206. PERCY FAITH ..... All Time Greatest Hits, Columbia KG 31588
207. AMAZING SPIDER MAN ..... From Beyond the Grave, Buddah BD5 5119
208. FLASH CADDILLAC AND CONTINENTAL KIDS ..... Epic KE 31787 (Columbia)
209. EUMIR DEODATA ..... Prelude/Deodata, CTI 6021
210. SANDY DENNY ..... Sandy, A&M SP 4371
211. WACKERS ..... Shredder, Elektra EKS 75046
212. TRAPEZE ..... You Are the Music—We're Just the Band, Threshold THS-8 (London)
213. DENNIS COFFEY ..... Electric Coffey, Sussex SXBS 7021 (Buddah)

# GERTRUDE



ON WARNER BROS



**GERTRUDE**  
THREE RECORD SET RECORDED IN CONCERT



RECORDS & TAPES



**From the Gold Album Comes a Lively  
Single: "Sugar Magnolia" (WB 7667)**