VIDCA Lines Up Speakers, Exhibits

NEW YORK — VIDCA has already launched in 30 companies who have registered as exhibitors and has taken options on more companies who want to exhibit. In addition, the First International Cartridge TV, Video-Cassette and Video Disc Conference, which is jointly sponsored by VIDCA and Billboard Publications Inc., has set up a number of the speakers for the conference program which will be held April 19-23 in Cannes, France.

Schwartz Sees '71 as Boon Yr. for Retailers

By PAUL ACKERMAN

NEW YORK — The upcoming year of 1971 will be one of the greatest in the history of the retail record business, according to Jim Schwartz, record executive who heads up the Schwartz Brothers operation. Schwartz, a 25-year distributor, is also president of the National Association of Record Merchandisers, confirmed that his retail outlet in Wayne, N.J., has ended its first year with a sales volume of approximately $1,700,000. Between 65 percent and 70 percent of this total was accounted for by records and tape. Tape itself, Schwartz added, accounted for 25 percent.

AFM Uneasy Over NEC's Rider; Calls It Intolerable

By BOB GLASSENBERG

NEW YORK — The American Federation of Musicians is opposed to the present National Entertainment Conference ERA. It contains some 30 agreements on artists' appearances and the American Federation of Musicians because it negates the terms and conditions of the AFM Form contract — the only engagement agreement AFM members are permitted to execute. Under extreme reluctance this office must advise that, under no circumstances are AFM members to execute and perform under the NEC Rider nor under an AFM contract where any printed part of same is

Scuttle-Piracy Bill Introduced By McClellan

By MILDRED HALL

WASHINGTON — Sen. John A. McClellan, chairman of the Senate Copyrights Subcommittee, introduced a separate bill Dec. 18 giving limited copyrights to sound recordings. The aim of the bill is to cut down current massive record piracy. The bill would not give any performance rights to recordings, and would become effective three months after passage. It would not apply retroactively. He told the Senate that the earliest feasible effective date for the implementation of the general copyright revision bill is Jan. 1, 1973. The senator felt that "the widespread unauthorized".

Blank Tape Mfrs Buck Soft Mart

By BRUCE WEBER

LOS ANGELES — For many tape companies, 1970 was a year of declining sales and profits. Backing the trend were the major blanket tape manufacturers, which, despite the economic uncertainties, established another record year.

Trade sources reported that full-year volume exceeded 1969 levels by a large margin. And it also was reported that some leading tape producers chalked up sizable earnings gains for the year.

Trendsetter Winners Set

NEW YORK — The Billboard 1971 Trendsetter Awards, based on achievement in 1970, have been announced and range from blues pioneer Muddy Waters to classical conductor Zubin Mehta.

Distrib Net Formed On Collector Labels

By ELIOT TIEGEL

LOS ANGELES — Jazz and blues collector Ray Avery has opened a national distributing company which offers product from 13 collectors’ labels. Avery’s new firm, Rare Record Distributors, is an outgrowth of his Rare Records retail shop in Glendale, which services collectors worldwide.

"Stranded," written and performed by two young Englishmen, Rod Edwards and Roger Hend. It is a fascinating look at America as others see it. Produced and arranged by George Martin, it is his first project since the Beatles parted company.

R. Dean Taylor

THE GREAT NEW MALE ARTIST OF THE SEVENTIES,

"I Think, Therefore I Am"

Includes The Hit Single:

"INDIANA WANTS ME"
When I'm Dead
And Gone
McGuinness-Flint

#3014
From the Capitol album McGuinness-Flint SMAS-625

No. 1 in England
Now a Smash in the
United States

The Original... on Capitol
Lin Posts For Sale Sign on Starlyd-King; Asks $5 Mil
By BILL WILLIAMS

NASHVILLE—Starlyd-King is for sale, according to an official of the company.

"Lin Broadcasting, which owns Starlyd-King, is a basic broadcaster and asset that we have decided to divest itself of all outside interests," the spokesman said. He said the asking price would be between $450,000 and $5 million, "about what they paid for the company in the first place.

Starlyd acquired King Records more than a year ago, and Hal Neely moved into the programming and promotion departments of the firm. Since then the company has expanded its operation here and built a station in Mosaic, Ga. Lin acquired the operation a few months ago.

Cotillion Mounts Drive on Two LP's
NEW YORK — A special drive, with Atlantic group promotion executives meeting with distributors in New York, will be mounted to promote Cotillion debut albums by Em- eron Lake and Palmer, and McDonald and Giles. This will be an extremely heavy campaign, chasing these two U.K. groups off, said Bob Rolenz, Atlantic vice president. "Comparable to our efforts with the Bee Gees, Led Zeppelin, King Crimson and Crosby, Stills, Nash & Young.

The two albums will be released Jan. 5, and the sales campaign started Dec. 15.

"It is the first time our promotion people have gone on the road with distributors with just two albums — in effect, saying, that is this Cotillion label. Also there will be three or four weeks of solid trade and radio advertising, and we are concentrating on this for anybody else," added Rolenz.

Rollenz said Nor-Nice Lake and Palmer and McDonald and Giles are signed to Island Records in the U.K., but that the U.S. release was made with Cotillion before Island boss, Chris Blackwell, moved his product to Capit ol for the U.S. The ELP group is a merger between members of Nice, King Crimson and Atomic Rooster, while the second group comes from the ranks of Emerson, Lake and Palmer.

"With this in mind we are placing special emphasis on the college market," said Rollenz. "The burden is on us — neither group will be available for a U.S. visit before April next year.

Janus Expands To Country Field
NEW YORK — Janus Records, which has scored a string of hits under the direction of president Marvin Schlachter, is entering the country music field via a deal with Ambertone Records, located and operating basically in Alabama and Texas. A deal has been worked out, which, according to a Janus executive, "I'm so Lonesome I Could Cry," will be immediately released on the Janus label, it had been breaking in several markets on the Ambertone Records label. Another artist in the deal is Jerry Lane.

London Sets New Branch After Success of 2 Others
NEW YORK — The success of London Records' two new branches, in Los Angeles and California, has spurred the decision to launch another branch, London Records Southeast. The new branch, which will be based in Atlanta, will be announced later this month. Founded in Feb. 1971, with Cy House as branch manager and Ed Jarman as assistant, London Records specializes in promotion of new and established artists, and has moved quickly to secure a key branch in the Southeast.

According to Herb Goldfarb, London's national sales and distribution manager, the decision to open a branch in the Southeast was based on the promotion of better delivery, servicing local promotion, and tighter control over the entire branch concept, which has produced business synergies. The move of the new branch, more than the earlier in the Midwest and California areas where London's branches have been set up, London's Midwest branch was set up in 1969 and the California branch was launched in January and July 1970, London also operates its own branch in New York.

As other cases, the new Atlanta branch will allow London to handle outside labels and tapes, in addition to the company's own roster. London has also increased the number of salespeople, and the new branch will be under the management of one branch manager.

The new branch, announced by the Atlanta branch beyond the London family of labels will be announced shortly and the grand opening of the facility.

Craig's Daughter Launches a Label
NASHVILLE—Donna Craig Darnell, daughter of song writer, has launched a new label, 'Near You,' a new record company. The first release features Rob Chartner with 'It's a Rainy Day,' and a track from 'Almost Dance,' 'Gonna Get On,' an easy listening disk, a spokesman for the label said that distributors were now being lined up.

Mansfield Head Of Verve; Keys Jazz & Pop
LOS ANGELES — MGM has assigned Ken Mansfield to head Verve line. Mansfield's emphasis will be on jazz and pop material.

Mansfield was formerly involved in the music business as a publicist for the parent label. He is now Verve's vice president, general manager and director of sales. Also involved in the merger of such new acts as Curt New- bery and Wigwam.

TV Thinks Rainbow in Verve's top seller. Label president Mike Curb has George Martin conducting the sessions for London and Jimmy Smith cutting Top 40 type songs.

"We are concentrating on Verve," Curb said, and we will really concentrate on finding new means of marketing our jazz catalog.

On another creative note, special projects director Mike Viner is creating a series of children's albums called the Young Directors Series.

Among the names doing the narrations are Lorne Greene and Carol Channing, William Shatner, and Tracey Ullman. The series will debut on March 10 with The Beatles, "A Hard Day's Night," and Steve Martin will do his own music.

MGM will repack the series of children's stories and use the new series to open the kiddy program for the label. There are 46 titles in children's catalogs.

Dimension, Diamond, Steinberg for A&M
PHILADELPHIA — The Fifth Dimension, Neil Diamond and David Steinberg will entertain at the annual A&M Banquet, scheduled for March 2, at the Century Plaza Hotel in Los Angeles.

Steinberg has also been selected to master the A&M show for the evening, and the Les Brown orchestra will supply music for the evening. According to Juls Malamud, executive director of NARM, the selection of key artists to entertain at the function highlights the emphasis on contemporary music and the importance of the industry, which will be made throughout the convention.

Presentations at the banquet will be made in 19 categories to those involved in the studio, best-selling product in 1970. The awards are made on ac- tual sales spent across the counter by the consumer and a special NARM selection committee.

Categories in which presen- tations will be made include single of the year, best platter of the year, album of the year, best-selling album of the year, best-selling single of the year, and the像 you're already aware of, so I won't bore you with the details.

``This happens all the time. Our switches and lights up every time we play 'Here Come the Rattle- snakes,' on Country, but the dealers can't find that record either.

The problem of unavailable country product is not a new problem. The problem is to prompt the music dealers (CMA) to make a special appeal to the record and tape rack jobbers for their country music dealers (CMA) to make a special appeal to the record and tape rack jobbers for their special needs. The CMA and the country music dealers (CMA) are working hard to improve the situation.

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CAP DEALS HOT HAND ON TOP LP'S CHART—26

NEW YORK—Capitol Records has scored its highest mark on Billboard's Top LP's chart with a representation this week of 26 LP's—17 on the Capitol label and 9 on the independent labels which it distributes. Capitol's previous high on the Top LP's chart was achieved about a year ago with 24 LP's.

Don England, Capitol's marketing vice president, credits the album activity to the effectiveness of the streamlined marketing network which he instituted about three months ago. At that time, Capitol had 24 albums on the Top LP's chart. In the streamlined marketing network, England has 19 men working on all album product as well as middle-of-the-road singles, and 12 men concentrating on the promotion of singles.

Certron Closes in Nashville—70 Ousted; Moves to Coast

NASHVILLE—the Certron Music Division closed and locked its doors here, dismissed some 70 employees, and moved five surviving officials to its home base in Anaheim.

Among those who resigned in the action were Aubrey Mayhew, head of the division, as reported in last week's Billboard, and Merri Shiner, head of the publishing operation. Jim O'Brien, who joined the corporation only a few weeks ago, was among those no longer on the payroll.

"We have no intention in the world of going out of the music business," a spokesman said, "we are simply closing the operation here and moving it to the West Coast."

JUDY PILLS and Dave Brubeck, lower row, listen to the playback of a new album by the New Heavenly Blue, back row, who includes one lone soprano, center, and another of Brubeck's sons, on third from left. Another of Brubeck's sons, Darius, fourth from left, helped produce the RCA Records album along with Phillips.

3 Gold Albums to Moody Blues

NEW YORK—Three gold albums were presented the Moody Blues by Sir Edward Woodruff, managing director of the Record Company of England, Ltd. and London Records, and the Friars Club here.

Moody Blues are for "In Search of the Lost Chord" on the Deram label and their first album on the new Threshold label: "To Our Children's Children's Children" and "A Question of Attitude." For this year, the five-man group gained gold albums for their Deram album, "Days of Future Passed, Days of Future Passed," and "Days of Future Passed." The Moody Blues will return to the U.S. in April.

Merc Bows 28 Albums

CHICAGO—Mercury Records, long a force in the industry with a series of 19 sales meetings last week, the most sales meetings held by any company since the December 1968 meeting of the industry attorneys. A total of 15 popular LP's and 13 classical albums were released, along with 19-track recordings of the albums.

Certron Music Division, which includes works by Urth Hiepe, Leonard Bernstein, and the Stan Kenton Orchestra.

The company also is producing recordings by Betty Lou Davis, Jim Hall, and others.

Amer Group in U.S. Talks, Into Deals With Bell

NEW YORK—During his recent trip to the U.S. to establish American offices for his German company, Alfred K hdler, managing director of the Jantzen, distributed, publishing, production, and distribution complexes, held several meetings with record companies and the development of multi-project arrangements.

The arrangements were made for the release of a new single by the Edison Lighthouse, their first since "Love Grows," a certified million seller. The new single is titled "It's Only You I Pettula." Talks were held on a possible U.S. personal appearance tour for the group.

Happysad Sets Up Distributor Not

NEW YORK—Happysad Records, a new label headed by Ed Schwartz, set up distribution agreements in New York, Baltimore, Los Angeles, Chicago, Charlotte, N.C., Richmond, Va., Philadelphia, Pa., and Miami, Fla. Their first record, by Trouser's, is being rushed to distributors.

Schwartz Sees '71 as Big Year for Retailers

The sales record of the Harmony Hut, Schwartz pointed out, "is an example of the resurgence of the retail field for good stores, that is, stores with deep inventory and with considerable display to sell and up." The Wayne, N.J., store he added, contains 12,400 square feet. He pointed out that such stores do carry "a lot of rock, without resorting to drastic price cutting.

Schwartz's remarks highlight which has been noticed by industry observers during the past year, the growth of rock and roll outlets which serve a new generation of buyers vitally interested not only in best-selling product but also in depth of catalog. Such outlets have been opening throughout the country, and many more are being planned for 1971.
The coast to coast tour that hundreds of thousands of Americans are taking at the same time.

Pretty soon it should be a million. It’s a tour of the United States with an English rock group called Christie.

The first stop was a place you’ve all heard about if you read the charts called “Yellow River.”

The second stop is coming up and should be no surprise if you listen to the radio. It’s Christie’s new single, “San Bernardino.”

And by chance, if you look at the top LP charts, you’ll discover that a lot of people are taking the complete tour with Christie’s album “Yellow River.” Which includes songs about “Down the Mississippi Line” and “New York City.”

All in all it would seem that a lot of people have discovered that the best way to go coast to coast is to let Christie go ’round and ’round.

Yellow River
Christie

ON EPIC RECORDS AND TAPES
**EXECUTIVE TURNTABLE**

**JAMIESON**

**EBNER**

**SMEDRESMAN**

**KITTNER**

**Bob Jamieson** promoted to field sales manager, New York branch, Columbia Records. He was formerly regional manager, Epic Records, Midwest region, joining in 1968 as management trainee. . . . **Chris Ebner** and **Len Smedresman** named advertising coordinators in the newly established Creative Services department. Ebner was previously in the advertising department, joining last year. Smedresman joined RCA from The Music Agency. He was formerly with Ampex Stereo Tapes and ASCAP.

**Denny Kittler** named assistant to the national marketing manager, Ampex Stereo Tapes. Previously he worked in sales and marketing for IBM's office products division. **Barry Shaw** named assistant advertising manager, Ampex Stereo Tapes. He was previously general manager for ESP-Disk. . . . **Hy Faine**, national executive secretary of The American Guild of Musical Artists for the past 25 years, has resigned to accept an appointment as professor of Arts Administration and director of a new Arts Administration program at the University of California. He will continue as consultant with AGMA. . . . **Joey Ward**, formerly with RPM, has joined Creative Electronic Musical Industries Inc. as sales representative. . . . **Fran Nunery** named director of national sales, Viewlex Leisure Time companies, assisted by **Mel Mager** who continues as sales manager. Associated with the record industry for over 30 years, Nunery formed the Andrews-Nunery Envelope and Paper Corp. in 1960. **Stuart Andrews** continues as president of that company.

**Joseph Deters** promoted to national album marketing specialist at Capitol, overseeing the label's 18 field marketing men. He was formerly with the label since 1951 in various sales posts, most recent as district promotion manager in Cincinnati. . . . **Sidney Miller** joins Capitol's a&r staff. He was formerly executive vice president, general manager of the Capitol Tower. He originally joined Capitol in 1967 as a regional promotion man in Atlanta, and joined Fame earlier this year.

**Don Hall** named a&r director for Verve and Forcast and **Johnny Pate** named head of Verve's jazz division. Pate was formerly a&r head for MGM in various sales posts, most recent as district promotion manager in Cincinnati. **Dino Airale** has left A&M after seven and one-half months as national promotion director. **Bob Jones** joins Motown in Los Angeles to work in the International Management and Jobette Music divisions as publicity manager.

**Paul Freund** joins National Tape Distributors, Inc., as operations vice president, a new post, it will work with subsidiary vice presidents in areas of warehousing and inventory control. He was formerly with Abbott Laboratories in Chicago in a similar management position. **Stan Moress** joins MGM Records as vice president for artist relations and product exploitation, a new job category, for the past five years he was with Jay Bernstein Associates, a Los Angeles public relations firm.

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**Amaret Inks Foreign Deals**

**LOS ANGELES**—Four new foreign agreements were reached this month by Amaret Records, according to company president, **Ken Myers**. The four additions—Canada, Australia/New Zealand, South Africa — will give the West Coast label representation in nearly three dozen foreign markets.

**Judy Hicks**, Amaret's International Sales manager, negotiated the deals with Quality Records (Canada), Columbia Records (Australia and New Zealand), and Uni-Export Import Export (South Africa). First releases in all the countries are King of Rock n Roll, the latest single by the Midwest group.

**New 'Revisited' LP's Joy for Show Tune Buffs**

**NEW YORK**—Ben Bagley's "Revisited" series is a continual joy for show tune buffs. In his latest outing for Crewe Records, Bagley (with pianist, **Robert Hart** (CR 1343), Harold Arlen (CR 1345) and Arthur Schwartz (CR 1266) all performed with superior samplings of melodic craftsmanship and lyric wit. For the "Revisited" series, and Hart set, Bagley assembled Blossom Dearie, Gloria DeHaven, Doro- shea London, Bhi Osterwald, Charles Rydell, Bobby Short and Normen Paris. For the series album, he rounded up Phyllis Diller, David Burns, Estelle Parsons, Brian Hyland, Blossom Dearie and Gloria DeHaven. And for the Schwartz LP, he recruited Cab Calloway, Blossom Dearie, Gloria DeHaven, Phyllis Diller, Wade Donovan, Charles Rydell and Normen Paris.

All are stalwart performers and do wondrous things to these truly wonderful songs.

**MIKE GROSS**

**Who's 'Tommy' Is 1,200,000 Seller**

**NEW YORK**—The Who's "Tommy," a two LP package on the Decca label, has sold more than 1,200,000 copies, 1,200,000 as incorrectly printed in last week's Billboard.

**FEST WINNERS TO UA MUSIC**

**MEXICO CITY**—The winning songs of the Third Festival of New Music, sponsored by the federal government, have all been acquired by ELMAS (Editorial Musical Latino Americano, S.A.), an affiliate of United Artists Music, Inc.

Acquired were "Peregino," the first place song by Jesus Trinidad, composed by Rhina, and "Mira que Mundu" the second place song by Jorge Valdez and Del Risco, which was sung by Horacio Pichardo. Rhina is an exclusive artist of UA Latino, which has ties with the UA Music Publishing house in Mexico.
SET A WINNING COURSE IN 1971 WITH ROULETTE

BOBBY BLOOM
WHERE ARE WE GOING
7095

THE FUZZ
I LOVE YOU FOR ALL SEASONS
CALLA 174

THE THREE DEGREES
YOU'RE THE ONE
7097

CHURCH STREET SOUL REVIVAL
7093

TOMMY JAMES

THEY'RE ALL WINNERS!
from diamond tip to plastic grip!

Fidelitone is the only needle manufacturer who makes a complete diamond needle controlling quality throughout production. Fidelitone also provides you with the most effective merchandising program in the industry.

Yes, we Make It Easy for you to sell more Fidelitone needles and make more money at it, but it's not easy to make diamond needles.

First, we grind the diamond points (a) to exacting tolerances ±.0001" (1/10,000 of an inch). We are now the world's leading producer of diamond points!
The needle shank (b) is hollow aluminum tubing only .02" in diameter that must be cut, crimped and drilled.
We compound and mold our own rubber bearings (c) to unique dynamic performance specifications.
We also mold plastic lever arms and grips (d). Everything is made and put together in our new factory, we run our own inspection, it goes into the Fidelitone plastic needle box (we make these, too!).

The complete Fidelitone story is easily summed up... stick with the leader! Fidelitone is the leader... the only American company to make a complete diamond needle... the only needle line to offer a complete merchandising plan that makes it easy for you to build sales and profits.

Fidelitone
Advancing Technology and Merchandising with...THE TOUCH OF MAGIC
4615 N. Roseland Avenue, Chicago, Illinois 60639

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The Charts.

[Another good reason why Billboard is the #1 in the international record tape industry]

In Billboard. Get into It!

Billboard 2160 Patterson St. Cincinnati, Ohio 45214

Please put me in the #1 spot first thing each week and enter my subscription for the period checked below:

I year $30
3 years $60

new renewal

payment enclosed

check enclosed

bill me:

above subscription rates for Continental U.S. & Canada

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MGM in Turnaround;
55G Ahead for Year

NEW YORK -- MGM's business picture took a turn for the better this year. The combined sum of operating results of the company's three divisions -- the film division came out at $55,000 ahead for 1970 as compared with $11,985,000 for 1969.

The net for the final quarter ended Aug. 31 for the combined operations was $44,000 as against a $6,368,000 loss for the same period in 1969.

Mike Curb, MGM Records president, said that "the turnaround can be attributed to the label's strength in the country field, in the soundtrack fields with "Amarcord," "Zabriskie Point," "Kelly's Heroes" and "Von. II. Of Space Odyssey," and the pop field with Eric Burdon, Bobby Bloom and the Mike Curb Congregation. Curb also noted that the closer relationship between the record company and the film division led to a joint venture with the 55G publishing company.

Disney Prod
Gives 2-for-1 Stock Split

NEW YORK -- Walt Disney Productions has made a two-for-one stock split. Stockholders of common stock by means of a 100 percent stock dividend payable March 1, 1971, to stockholders of record as of Feb. 4, 1971. Current cash dividends are at the annual rate of 30 cents per share. The annual rate of the split stock will be 15 cents per share.

The consolidated net income of Walt Disney Productions and its domestic, wholly owned subsidiaries for the fiscal year ended March 31, 1970 was $21,759,000 or $3.83 per share. The 1969 total was $15,804,000 or $3.33 per share. Fully diluted earnings for 1970 were $3.68 as compared with $2.83 in 1969. The fourth quarter net for 1970 was $8,234,000 or $1.42 per share, while last year's fourth quarter amounted to $7,325,000 or $1.59 per share. There were 4,250,000 less common and common equivalent shares outstanding during 1969.

Gross revenues for 1970 amounted to $167,103,000 as compared with $148,397,000 in 1969.

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G&W Sales Up,
Income Down

NEW YORK -- G&W Enterprises, Inc., parent company of Famous Music, reported a sales hike of $3,415,000 for the first quarter of the company's current fiscal year, although net income dropped $3,000.

For the three months ending Oct. 31, sales hit $390,764,000 compared to $387,249,000 for the same period of fiscal 1970. Net income for the latest quarter was $16,206,000 or $2.34 per share, while the figures for the same period last year were $15,860 or $2.11 per share.

David N. Judelson, Gulf & Western president, told the annual meeting of shareholders at the New York Coliseum that all 11 of the company's record labels grouped together in a profit for the quarter.

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Market Quotations

As of Closing, Thursday, December 21, 1970

NAME

1970
High
Low
Week's
High
Low
Week's
Close
Net

Admiral
110
99
57
105
100
100
4

AAA
390
395
319
317
335
335
335
2

Amer. Automatic Vending
11
51
53
11
51
51
51
0

Amer. Stock
480
515
465
415
415
415
415
0

Automatic Radio
277
258
216
216
216
216
216
0

Atlas
120
128
106
106
106
106
106
0

Capitol Ind.
535
129
338
338
338
338
338
0

CBS
188
188
188
188
188
188
188
0

Colombia Pictures
490
235
235
235
235
235
235
0

Craig Corp.
150
94
139
139
139
139
139
0

Disney Film
148
148
148
148
148
148
148
0

Disney, Walt
158
897
403
403
403
403
403
0

EMI
73
3
19
19
19
19
19
0

General Electric
92
92
92
92
92
92
92
0

Gulf & Western
200
195
147
147
147
147
147
0

Hollywood Corp.
80
140
140
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140
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Handlerman
470
194
194
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My warmest thanks for making Morning my best selling record of all time in both pop and country. Jim Ed Brown

See Jim Ed Brown starring in his own weekly nationwide TV program 'The Country Place'
VIDCA Lines Up Speakers, Exhibitors on All-Star Scale

Continued from page 1


Speakers Set


Stanley Gortikov, president of Capitol Industries, Inc., has accepted a slot on the closing panel which will wrap up the values of the conference program.

Collector Label Network

Continued from page 1

San Francisco and Musical Exchange in Torrance, Calif. He exports consoles to Japan, Europe, and the U.S. international entertainment industry. Each week, you get the full message, subscribe to the magazines of your specialty.

From talent to tape cartridges, merchandising records to manufacturing hardware and software goods, BILLBOARD PUBLICATIONS offers reports from around the world on the U.S. international entertainment industry. Each week, you get the full message, subscribe to the magazines of your specialty.

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RECORD REXEL

The weekly color newspaper for England's pop/rock audience. Publishing exclusive photographs and interviews with recording artists, charts on top soul singles and albums. Top country singles and albums. Top U.S. singles and albums. Radio news, reviews, and all significant happenings on the scene.

RECORD RETAILER

The United Kingdom's leading business paper serving the music-leisure industry. Each week, RECORD RETAILER issues the British Market Research Bureau Charts—Top 50's, Top 40's, dealer reports, talent coverage, publishing news, singles releases, reviews; studio happenings; and music industry reports from Ireland, Europe and the U.S. Latest trends and insights into the British recording industry.

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Chapter 1 is by John MacPherson, who has written for Billboard on the subject of the music business.

Producer Paul to Diamond Jim

LOS ANGELES—Soul singer/producer Clarence Paul has been contracted to Billboard Records. Bill Diamond Productions, headed by Buddy Kaye and Jim Hilton, Paul previously produced Motown artists such as Stevie Wonder, the Four Tops and the Temptations. Paul is currently producing David T. Vann's new album and Kim Weston for People Records.

Leonard to Dallas

DALLAS — Leonard Productions has moved its operations to Dallas from New York, according to Leonard, president Joe McLeod. Leonard is the founder of such songwriters as Jackie McLean, Fuller, Ramona Redd, Buck Griffin and Paul Burkick and signed singer O.W. Tanner. McLeod plans to have his first record release in spring or summer. He also announced the completion of the first guestbook for the Jimmy Stewart-Nugget Records in January. The Leonard publishing and independent record production firm is located at 2242 Valwood Parkway.

DECEMBER 26, 1970, BILLBOARD
KAREN WYMAN SINGS THE MARY MAGDALENE LOVE SONG FROM “JESUS CHRIST SUPERSTAR”

“I Don’t Know How To Love Him” 32760 is the sensitive and moving ballad from the rock opera, “Jesus Christ/Superstar.”

Decca Records, A Division of MCA Inc.
Cap Making a New Packaging Concept

Los Angeles — Quietly and with little fanfare, Fred Rice, executive vice president and development manager of Capitol Tape, has developed a new tape packaging concept.

The new second-generation tape cartridge (remember the long box?) has been marketed on two special projects, the "Grand Funk Railroad Live Album," a 2-LP set, and George Harrisons "All Things Must Pass," a 3-LP set.

Rice has designed an 8-track package 4 x 5% x 1/4 and a cardboard envelope for the 1 1/2 for Harrison and Grand Funk Railroad tapes. Capitol also plans to use the 3-LP set into two 8-track and two cassette tapes.

While the label has not pursed the new packaging concept on regular product, Rice says it is in the idea and plans to experiment with regular one-album tape releases.

The package offers the same advantages as the long box (full 4-LP cut-out, cover merchandising, etc.), but eliminates the disadvantages of the long box (wasted space and costs). Rice's new box costs about 25 cents per box, compared to the $1.69 for a long box.

The deeper size permits better viewing of titles without losing merchandising effect. In short, the packaging is more compact and still maintains marketing/merchandising appeal.

The packaging was designed for a double or triple LP package. Rice contends it can be revamped slightly for the one-album release. A spacer can be added to give the box postcard (support) without wasting space. If desired, a catalog can be staked into the box.

The 3-LP set also features a new package. Rice has developed a COUNTER browser displays a 3-LP set. 8-track cartridges and cassettes in one merchandiser.

The merchandiser to hold disk, 8-track and cassettes in one box. Or it can hold just tapes, if desired. The cover is in four colors.

The George Harrison poster could not be staked into the tape box (the LP set comes with a poster), Capitol is making the poster available to consumers (if they buy the tapes) with a postcard request.

Teletronics to Produce Man's Works on CTV

NEW YORK — Peter Max, one of the nation's leading pop artists, is teaming up with Teletronics, Inc., to produce cartridge TV interpretations of his work.

Max is using his creative talents to the over-all development of the audiovisual concept, with Teletronics supplying the electronic technology. Pilot films for the new project have been completed.

This is the first step by Teletronics in a move designed to improve its image, to improve its image and include production of innovative CTV software.

Although Teletronics is cautious about revealing the full extent of its plans for the venture, it is understood that original adaptations are under way under leading artists in music and other media to give the artists and their talents to the project.

A joint statement from the artists and Teletronics is expected to be made public early in the new year, following the signing of agreements and the developments of the various ramifications of the venture.

Despite its move towards involvement in the software end of the cartridge TV industry, Teletronics insists that it has no immediate plans for a completely vertical approach to the business.

Instead, the company will concentrate on developing and producing product on both film and tape which it will in turn make available to both CTV manufacturers and programmers for adaptation to their individual programs.

The company also has the technological expertise to duplicate product for any programmer or manufacturer desiring the use of such facilities.

Another unique service offered by Teletronics is that of the Telesynvoosing complex on the city's Eastside, is a computer bank which keeps track of every tape and allows a catalog owner to re-duplicate over "dead" stock.

MGM will Distribute New Tape Product

Los Angeles—MGM Records is distributing its own tape product, after years of problems arose between the manufacturer and its custom duplicator, Ampex, over whether there is a valid contract.

MGM's tape line is being sold through its network of independent distributors, according to president Mike Curb. Curb claims Ampex has not handled the line properly, and says MGM has lost much of its profit because of Ampex's handling of the line.

The new tape is a compact cassette, which is now being distributed through the Ampex network, including branches in New York, Los Angeles, Chicago, and other major cities.

The tape is being distributed to record stores and department stores throughout the country, and is expected to be available in record stores in the near future.

The company-owned Metro branches in Chicago, New York and every other major city are distributing the tape, according to Curb, who plans to make it available in all record stores in the next few weeks.
Teegarden & Van Winkle

“Everything is going to be alright.”

their smash follow up single to “God, Love And Rock & Roll,” is going to be alright.

Incidentally friends both of these chart singles are included in their new album.

Tape CARtridge

Audio Magnetics Widens Its Outlet Sales Base

LOS ANGELES — Audio Magnetics is broadening its retail sales base. The blank tape manufacturer has added five new sales representatives to its network and has given a sixth a broader responsibility in California.

"We are getting into more specialized areas," said Ray Allen, Audio's sales vice president. "With the addition of five more sales-repping firms, Audio's blank tape line is now being handled by 100 salesmen representing 25 firms around the country. We are probably the most specialized company in the tape industry because we have specialty reps for such special outlets like drug, military, audiovisual, automotive and college bookstores.

Audio's new associates are John Carroll of Teaneck, N. J. (for national accounts like Kress); United States Sales (for college bookshops); Mid-South Associates of Birmingham, Ala. (for the Southeast); Gossman Sales Co. of Auburndale, Mass. (for New England); and Albertson-Morrison Co. of Hudson, Ohio (with a second office in Cincinnati, Ohio.)

The Herbert Kraus Co., which has been Audio's Southern California representative, has been assigned the Northern California market. "Kraus has enlarged his staff to become a statewide organization for us," Allen said. "He is a specialist in the automotive trade.

Allen acknowledged that it is not an easy task to find a specialty rep firm, but that these markets continue to grow in importance as Audio's blank tape business steadily rises.

The company's educational products department feeds merchandise to its own clients through a separate distributor setup. Schools receive the educator series of specially timed blank cassettes through audiovisual students who purchase them. Public schools purchase them through bookstores on a direct-adjacent tape basis.

Merc Discount

CHICAGO — Mercury Records has announced a 5 and 10 percent tape plan, which features 10 percent discount on all 8-tracks and cassettes from the December releases and an additional 5 percent discount on the entire tape catalog. There are 19 tapes in Mercury's December release, with the new plan introduced at the company's 19 sales meetings this week.

GRT CUTS SEEN AS BIG $ AID

SAN FRANCISCO — GRT's plan to slash operating overhead will go a long way toward putting the company in a proclining position during the second half of its fiscal year.

Payout and other operating cuts amount to more than $1.1 million (about a 20 percent reduction) in the second half of the fiscal year ending June 30.

GRT announced a first quarter net loss, ended Sept. 26, of $219,756, compared with net income of $357,414, or 12 cents a share, in the earlier period. Sales declined to $64 million from $74.7 million.

Part of the operating overhead slash came in staff personnel, with the company employing 650, down from 768 last June 30.

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EVR DEPT IN BLACK & RED
NEW YORK—It will be two years before CBS's Electronic Video Recording (EVR) division will be profitable, believes Robert M. Rice, vice president of finance for CBS.

In a statement to the Wall Street Journal Friday (11), Rice said he was a loss of several million dollars this year in the electronic video recorder sector, an area that seems analytic but is quite bullish about as a prospective strong earnings producer within a few years.

He envisions another loss for the CBS EVR this year, although a smaller one, in 1972. "We should begin to turn a profit in it (EVR) in 1972," he said.

Orroxy Into Continuous Magnetic Oxide Output

OPELKA, Ala.—Magnatech’s Orroxy division has begun producing ferric oxide magnet tapes at its recently completed facilities.

The Orroxy plant claims to have a 600,000 pound a month production capacity that was designed expressly for processing in manufacturing commercial quantities of magnetic iron oxide powder for use in tape.

According to William Orr, director of marketing for Orroxy, the main benefit to be derived from the new facility is uniformity of product. He said, “It is our experience that magnetic tape can only be as good as the materials used in its manufacture, with the quality of the oxides used being of major importance.

We added, "One of the problems has been that batch processing of magnetic oxides has essentially handicapped the industry in that all too often there has been a discontinuity in critical performance parameters."

Two grades of magnetic oxides are produced in the plant. The Orroxy 250, a small particle, low noise, high coercive force grade designed for use in emerging video, audio cassette and digital tapes. For the larger markets of audio and computer tapes the Orroxy 500 is available.

Orr observed that with the technological requirements of a high grade tape to which is appealing to our company, Orroxy could easily involve itself in the production of magnetic oxide tapes. "But," he said, "we want to serve the industry, not compete with it."

He added that Orroxy, utilizing this new approach, will not only include a range of oxides for its new plant, but will also provide software for the industry in the form of new products and services facilities.

The company also hopes to supply the industry with certain standard components, such as reels, binders, and automatic measurements, and equipment on which to make them.

Modern Album in Merger and Buys

NEW YORK—Modern Al-
bum, Inc., in a move designed to broaden the company's nationally vertically packaging complex, has acquired controlling inter-

The mergers and acquisitions consummated over a six-
month period include Innov-
as, an independent record-

company in Kansas City, Mo, the Princeton Co., a new merchandise company in New York, and Uni-

versal Tape Co.

The wide-ranging expansion program takes in the 25-year-old company from a unidirectional manufacturer of records, to an almost totally vertically producer of tape carry cases and storage albums, packaging, point of sale displays, and racks.

To effectively merchandise and market the new line of products, Modern Al-

bium recently opened a division in Toronto, Canada, and has rela-
ted its warehousing and distribution facilities in Burbank, Calif, Terrace Haute, Ind, and Flemington, N.J. Its corporate offices are located in College Point, N.Y.

According to Rolfe J. Froehli,

vice president, sales, of the company, Modern is working towards offering both tape and record companies a complete service of record covers and packaging.

He added that the company had also established an art and design department to serve those companies desiring such a service.

Commenting on the past year, and Modern's rise in the face of a depressed economy, Froehling said, "The tight money situation has slowed our progress somewhat, but has not really affected us unduly."
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When it comes to the headaches of duplication, American Sound has the remedy. Our duplication ingredients are second to none. Along with the new revolutionary “focus-gap” mastering and duplicating process, we have just added the “Dolby” system to our mastering. Yet we're competitively priced—and ready to help you whenever a headache strikes.

P.S. The latest fast-cycle injection molding equipment has just been added to our facility. We invite your inquiries on cassette parts as well as C-6 (Norelco Standard) and cassette and 8-Track blanks.
ACUCM Covers Fund-Raising, Production, Promotion for Arts

NEW YORK—The Association of College and University Concert Managers this meet-
ing at the New York Hilton, Dec. 13-17, dealt mainly with fund-raising, production and promotion for the arts. The key-
note speaker, Dr. Granville Meader, director of programs for the Business Committee for the Arts, spent much of his time outlining the prob-
lems the arts are having and solutions for the concert man-
gers.

"The arts are not thought about enough," said Meader. "Business has no idea of what the arts are or how the arts operate. We must turn to the sources of business for contrib-
utions. But money is not

IMF Fest Finals

LEESBURG, Fla. — The Fifth Annual National Folk Music Festival, to be sponsored by Old Spice, men's toiletries firm, should culminate in finals in August on the Edwardsville Campus of the Leesburg College. The regionals, held in March and April, will judge artists and folk categories to compete in the finals. Audition tapes from vocalists and instrumental groups will be judged to select finalists for the regional meetings. Entries close Feb. 1, 1971 for all regional competitions. The national champions will represent the U.S. at the North American College Music Championships to be held in Montreal. All in-
formation and entry forms may be obtained by writing IMF Box 1275, Leesburg Fla. 32748.

AFM Won't Ride With Any NEC Rider

• Continued from page 1

The letter from McDonnell also stated that the independent office of the AFM has made overtures to the officials of NEC and their counterparts at other colleges, and is willing to meet with them to help resolve the impasse. It would appear that the letters were written in an attempt to negotiate a mutually agree-
able solution without resorting to the threat of strike action.

The Head Count

The People's Nation is a group of stores in State College, Pa. In the "People's Nation," there are a number of smaller stores, including a music store, a record shop, a clothing store, assorted head items and an art shop. Clinton Burnis is the manager of the record department and also manages the music store. He believes they are running a sale which has lasted about three months with no end in sight. Their 10 best selling LP's are:

1. "Blow Against the Empire," Jefferson Starship, RCA.
2. "Kicking in,"(ErrorMessage)
6. "Brand X," Brand X.
10. "Hot Rats," The Mothers of Invention, bizarre.

What's Happening

BY BOB GLASSERBEG

A&M Records' campus representative in Boston, Bob Ross, has set up the College Promotion Council of Boston with the help of Columbia Records' campus representative Ken May. They are planning meetings for promotion men and college students to get together and educate each other to the problems at campus radio stations and in the music business. This is what is known as cooperation and is totally unheard of in the recording business. For example, under Ken's plan is that the meetings are run along the Cooper gathering lines; i.e., no hype and no free records. Friends often exchange ideas instead of gifts.

A new list of promotion people at record companies is being compiled. If you wish to be listed, please send me a letter with all pertinent information. I would like to see your offer in writing.

The State Education Department of New York invited John Hill, A&M Columbia Records, to join a group of academicians to discuss the various alternatives for projected Sensory-Perceptual Response Centers to be established by the University of the State of New York. Hill joined Michael Brill, an architect and specialist in infallatables and electronics, Vincent Giusupo, a library commu-

nec's music was also dis-

SOUTHWEST MISSOURI STATE COLLEGE

CAMPUS ATTRACTIONS

Ad Deadline: February 20, 1971

Issue Date: March 20, 1971

The States Building, the new student center, is scheduled to open on October 1, 1971. The building will house a variety of student services, including a cafeteria, bookstore, student union, and several classrooms. It is a multi-story structure with glass and steel exterior and is located on the main campus.

1. "Blow Against the Empire," Jefferson Starship, RCA.
2. "Kicking in," (ErrorMessage)
6. "Brand X," Brand X.
10. "Hot Rats," The Mothers of Invention, bizarre.
SEP TRAIN
Troubadour, Los Angeles
An exciting country rock sound of Sea Train. Capitol group, produced instant acceptance for this quintet, whose main assets are brilliant violinist Richard Green and the strong lead voices of Peter Rowan and Lloyd Baskin.

The band's music is more a sophisticated pop approach to country roots, with Green's solo the most consistent work of the group. He is capable of playing down his country style (as on the soaring, rapid fire growl, "Let's Do It Again," and the double string bowing required to create swirls of clear sound.

Green's most direct song was on Dec. 8 for his solo career, under the name of "I Can't Stop Loving You." The band's most interesting work collectively.

LOS INDIOS TABAJARAS
Alice Tully Hall, New York
The transition from the hinterlands of Broadway to a more sophisticated work is exemplified well by the group. At the Lunt-Fontanne, Peter Rowan and guitarist Lloyd Baskin have impressively powerful and emotional, yet tinged voices which they use in union and apart. Bassist Andy Kurlberg and drummer Larry Atamanuk created constant foundations for the group's musical patterns. Rowan's dramatic offering on "The Story of Job" helped produce the band's most interesting work collectively.

MEMBERS OF The Guess Who, RCA Records group, receive a gold record for the album "Share the Land." Standing, left to right, are Greg Lake and Ira Weitzman; Gary Usher, RCA vice-president for rock music; and Butterfield, Jim and Tony Brown, who are seated, is the group's manager.

Signings

from the friendship label.

Maxwell Romer of Nassau, Bahamas, and Bobby Blakney signed with Ford Records with "Giving Up," the first single from their album, "Swing Me," the debut disk for Blakney. Malcolm Roberts of Capitol signed the EMI, Tony Lewis, RCA vice-president for rock music, as producer in London. Folk singer Bob Gibson also signed with Capitol as did Allman Brothers, a British rock group.

Richie Havens renewed with MGM for five years via his Stormy Forest label. Bob Edgar, who is Rhea Records of Atascadero, Calif.

The Double Brothers, a San Jose, Calif., band, signed with Warner Bros. with Paris, and Martin's American Country Stars, and Atlantic Productions producing their debut album. Lee Roy Parnell, a Texas singer, re-signed with RCA, where John Jack Piels will produce his next album.

Roy Brown to Mercury, who also acquired his "Love for Sale"

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NEVILLE GERSON
President, Total Records, Inc.

LAURA DENI
DECEMBER 26, 1970, BILLBOARD
The break-away band is "GYPSY QUEEN.—PART I" MMS 202
B/W "DEAD AND GONE."

BAND 1* TURNING THE MUSIC WORLD UPSIDE DOWN

NEW YORK

MERCURY'S Buddy Miles, Columbia's Big Brother & the Holding Company, and Reprise's Sweetwater's Paul Grammer in Fillmore East, Jan. 8-9. United Artists' Pat Cooper opens a two-week engagement at Mr. Kelly's, Chicago, Saturday (26). Billie Holiday appears on the Tonight Show (25) and the "Barbara McNair" show (27). Head Vocal Minority is being recorded at Al Ham's in "Man, Woman, What Exactly Done" for Dick Brown's e film, "Woodie Woody on My 26th consecutive winter season at the Bonham Hotel, Ft. Lauderdale, Fla., Tuesday (22) for a minimum six-month engagement.

Columbia's Tom Rush and Capitol's Happy & Artie Traum play Carnegie Hall Monday (28). Capitol's Sea Train is slated for the next night. The Wednesday (20) Carnegie Hall bill is Jan & Sylvia and the Ritz Kristofferson, Country Music's new Nigerian publishing company of Scotland, Norman Gimbel, has come out with a new folio, "Brazilian Beauties." Gimbel wrote the famous lyrics of 90 percent of the songs in the Atlantic's Roberto Flick has a Saturday (26) Carnegie Hall date. The Song Factory, a new division of Marlin Publishing Corp., writes songs upon request from its Greenwich Village offices.

Polydor's Ten Wheel Drive with Gravy River opens a five-night run at the New York, 44th Ave., and Wednesday (23) Buddah's Bill Rose and Ampex' Aliotta Haynes (24). Ampex' American Dream plays the Main Point, Tuesday (29) and Wednesday (30). Mercury's Steve Leeds to Pittsburgh to film a "Come Alive" show. Norman Bergen is arranging a Juvenile session for Bob Miranda, a member of the Happenings. Lorenzo Pack will do a Jan. 8 "Joe Franklin Show" to plug his song, "This Black Cat Has Nine Lives," which also is the title of his upcoming book. Louis Armstrong's recording of the song has been aired on NBC's show. (Continued on page 24)

Talent

From The Music Capitals of the World

DOMESTIC

Wheels Drive's first appearance in the Miami area. Miami is expected to get a triple-type operation at one of its downtown theaters in the near future, and will feature a variety of major rock groups and also will serve as a showcase for the southern groups. The Capitol Records' Miami-P▶ power featuring 13 days of the Iron Butterfly and Tommy and the Roses, plus the Beach Boys. The latter two are both local groups. Into the Bird Room at the Marco Polo are Carl and Lisa, singing guitar.

Fontainebleau Hotel is presenting Paul Anka in Las Vegas tonight. The 25th through Jan. 8, Jimi Hendrix opened a week's engagement in the Club Gigi.

Iron Butterfly on the criterio recording session for an LP label being produced by Arif Mardin, the Allman Brothers also taped an album with Tom Dowd producers. High Treason joins the Four Bros in the Skidmore Room at the Deauville Hotel.

SARA LANE

CHICAGO

AMC Productions is sponsoring a Four-day indoor rock show from Dec. 31-Jan. 3, with the daily shows lasting around 12 hours theming the Jenny the Warp Vinyl Heat, Mercury's Currents-Byrd's, AMC's Lee Michaels, Liberty's Mason Profile, Marquis' Crow, Leonard-Jewels Warwicks, and the Richmond-Richards recently held its last LP on Vanguard Records release. Group currently is negotiating a new recording contract. Atlantic's London Wrongknight recently spent a week at the Quiet Knight Grill. Warner Herman's Straight's Alice Cooper was in town for a material for its forthcoming LP at the RCA Studios. Producing is Jack Richardson of Nunch's Productions and acting producer for the Gunshow. The McLean-Forrest Stage Group will play Mondays at the Quiet Knight starting this week (21). GEORGE KNEEMEYER

LOS ANGELES

A film short has been created based on the Steppenwolf song, "Snow Blind Friend," which is an anti-drug message founded on the group's first album LP, "Steppenwolf." As sung by lead singer John Kay, the story talks of a cocaine user who is committed to

RUSSELL EDEN "A new kind of electricity"

The voltage begins January 14

DREAM MACHINE RECORDS

RUSS EDEN "A new kind of electricity"

The voltage begins January 14

DREAM MACHINE RECORDS

Coming on Cotillion

EMERSON, LAKE & PALMER

JANUARY 1971

 Cotillion

DECEMBER 26, 1970, BILLBOARD
MOODY BLUES
TRAPEZE
Carnegie Hall, New York

The Moody Blues, one of the most inventive, original groups around, gave a high-caller concert in the first of two Carnegie Hall concerts Dec. 14, a concert of the caliber that has become their trademark. They were preceded by a short, but heavy set by the Mike Pinder on Mellotron, an organ-like instrument, Ray Thomas on flute, Justin Hayward on lead guitar and John Lodge on bass guitar, shared vocals, blending and harmonizing as solos. At all times, the group injected subtle refinements not usually associated with rock acts. Graeme Edge also was exceptional on drums. "Have You Heard," was a fine example of the melodic and rhythmic variety used by the Moody Blues within almost every number. "Question" and "Mandelchoman" were among the gems from their latest, third album, "A Question of Balance," while "Forever Morning" (Tuesday?) was a winner from "Days of Future Passed," the Deram album, also distributed by London, which established this former rock group on its more modern course. "Legend of the Mind" again was the solid closing number. Throughout the program, the work and vocal work both shone. Trapeze, in its first U.S. tour, were perhaps too heavy for the hall, especially the overpowering lead guitar. "Juliette" and "Touch My Life," both from Trapeze's forthcoming second album, were among the best numbers. The group was effective with its current three numbers. Trapeze's first album featured five.

FRED KIRBY

SAMMY DAVIS JR.,
MEL TORME
Sand's, Las Vegas

In a new teaming effort, Mel Torme and Sammy Davis Jr. alternated their turns, then joined to offer solid entertainment. Davis reminded the audience before cutting loose with "For Once In My Life" and "Didn't We." He offered a Beatles medley featuring both familiar and obscure songs.

Torme entered the strains of "Strike Up The Band." The high point of his solo stint was the powerful "Whose Garden Was This." Davis returned to the stage for his "As Long As She Needs Me," and a tongue in cheek "What Kind of Fool Am I?" along with several impressions.

The SRO audience constantly interrupted a Davis-Torme duet with applause. Although the show ran two hours, it was a rare evening of total entertainment.

PETE SEEGER
Carnegie Hall, New York

Peter Seeger's sold-out Carnegie Hall extravaganza for hope, justice and peace, Dec. 11, was a forest in song, and there could have been more of Seeger alone. Flanked by an audience on-stage. Seeger accompanied himself on acoustic banjo and guitar, giving his new "Rainbow Race," "Last Train to Nuremberg," "Wait Deep in the Big Muddy," and "Where Have All the Flowers Gone," a full measure of social commitment and pertinence.

The Columbia artist introduced a song from his hometown of Beacon, N.Y., joining them on "Finnin' to Die Rag" and then letting Jimmy Collier take over with strong vocals on "It's Not Easy Being Green," with backup by Chris Whittington on electric bass and Jeff McVay on piano.

ROBIN LOGGIE

GABOR SZABO QUARTET
Manne Hole, Los Angeles

Sensuous, hypnotic and inventively exciting, this group married the best of jazz and pop influences.

During two sets on his opening night Dec. 15, the Blue Thumb Records artist created a mood which built in brilliance and originality. This group's jazz communicates directly and simply, without pretensions or unthinking avant-garde excursions.

There is a clearly defined union between Szabo, his marvelous Fender bassist Wolfgang Kuehne, the subtle swashbuckling vibes

(Continued on page 24)
From The Music Capitals of the World

DOMESTIC

- Continued from page 22

Joe Feliciano goes to Japan Jan. 2-10 and then plays Sydney, Australia for three weeks. . . .

Sweet Paul plays the Whisky A Go Go for five days on the bill with Davidson & Associates. . . .


ELIO TIEGEL

LAS VEGAS

Sand artists D speedy and Bill will star in America's Pictures' "Fun City," to be shot entirely here. The film is produced by John Harris. . . . The Trevors who just closed at the Flamingo co-starred with the Fifth Dimension in a college concert at Brigham Young University . . . Kay Ballard and Andy Russell will reopen the Fremont's 80-Foot-Center show from next year's weekend. . . . Jimmy Hassell and the Gang opened at Sands and were featured by Leadstone, and by Jeff Strugis, did a one-time only show in The Sands with Ray Anthony and Frank Sinatra Jr. It returned to the Frontier. . . . Sammy Davis Jr. and Mel Torme opened at the Sands Copa Room while Lonis Prima, San Busker and Co. and Johnny Tillotson replaced Frankie Avalon and Steve Rossi and Slappy White in the Cappers. . . . Allie MacDonald, daughter of Sahara-Nevada Corp. vice president George MacDonald, made an appearance on the Johnny Carson TV show.

RCA Records put together another Perry Como album at the International. Unlike the album cut last summer at the hotel, this album was recorded in the afternoon in a studio at Wayne Newton and Jackie Kahan's home. . . .

A free concert was offered at the Frontier in the middle of contemporary sounds of Dennis Grillo and his orchestra with Pete Barbuti and the Charles Daniels and the Lynn Vega Singers. . . .

L.A. because the father of a girl. . . . Sonny King has been signed to a contract with West Coast Records in Long Beach and Charlie Ventura at So. Nev. Memorial Hospital. . . . Pat Boone appointed by President Nixon as director of the U.S. governing body. Next summer . . .

Boone tours Vietnam with his wife and daughters. . . . Alaidon singing star Kay Kay is now working in the Johnny Carson TV show.

The doo-wop group, Pipers who appeared on Perry Como's on the international included: Mick Bell, Dean Chapman, Danny Newhart, Tom McKenzie, Oren Waters, Tony Sands, Michelle Wilson, Janelle Ford, Lorns Wright, Merry Vernon, Paulene Carthen and Jeanne Clark.

Soup songstress Lainie Kazan at the Desert Inn. . . . Johnny Mann's "I'm So Proud We'll Heal" musical revue returns to the Sahara early in 1971 and will be made into a 90-minute TV special on NBC in February.

The celebration, with a Talent Associates release "Oh Sweet Sunday," has returned to the Sahara for four weeks. The group has been working on its first album between engagements here and at Disneyland. . . . Sarah Vaughan and Dick Shawn opened at the Cal-Neva Lodge.

The Trevors recorded a new Attitude album at the MGM's Cantina Theater. . . . Bobby Darin has been seen in the desert at the Desert Inn for four weeks. A new album "Gig" was cut through Feb. 8. This engagement marks Darin's debut at the Desert Inn. . . .

The University of Nevada Las Vegas College invited an invasion to participate in the Jerusalem Festival of American College Chorus Jan. 8-17 in Israel. The competition is sponsored jointly by the Julliard School of Music, the New York Philharmonic Orchestra and the Israel-American Cultural Committee.

Suzie Arden opened a month long engagement at the Min. . . . Tony Martin headlines the Flamingo's Casino Theater line-up which includes the Trevors, Dave Barry and the Society of Seven. The Flamingo, formerly known as the Fabulous Echoes, has a new album on the Epic label.

LAURA DENI

SAN FRANCISCO

Chuck Berry and Bo Scaggs were at Pepperland Friday and Saturday (18 & 19). The Grateful Dead, Country Joe and the Mississippi Hornet. Howard Wales were there Monday (21). Ravi Shankar played the Fillmore Dec. 16 . . . Delaney & Bonnie opened. The voices of East Harlem will be there Christmas weekend.

New Year's Eve brings The.

Talent In Action

- Continued from page 23

Lynn Blessing and master timer keeper John Dens. . . .

He has a background in his acoustic guitar and the sound is clean, clear, warmly flowing and totally mind Bogging. His solo notes and multiple note patterns fit perfectly with the rhythm and three mallet melodic approaches of his drumming. . . .

He has written some songs and records for his own album "I won't Build a Lifetime" and "Rambler." The other "Memories of the West," "Mike From Montana," "Pretty Girl Why," "My Friend," "Sombrero Sam," "Magical Connection" and "Theme from Spaghetti.

ELIO TIEGEL

FREDDIE HUBBARD

Village Vanguard, New York

Freddie Hubbard, CTI Records trumpet star, taped his first recording of his brother's, Frank Hubbard, bass. Joe Bonner, piano, and Junior Cook, tenor saxophone, join Hubbard on Dec. 15 to let the world know jazz is alive and well. The record led his group through tunes with a tight, sharp, well taken care of in the evening away.

The first tune was the title number from his latest CTI release "Straight Life," LP on CTI. The song was taken to a new standard by jazz pianist, interpreting Hubbard's and lead utilizing all 88 keys.

The group also played two tunes from Hubbard's last CTI release, "Red Clay," the "Intrepid Fox" and "Suite Sioux." Both tunes were inspired by jazz perfection. "Up Jumped the Devil" was written by written during his stint with Art Blakey and the Jazz Messengers. The rhythm section functioned as if one musician played all the instrument. The vocals were delivered with finesse by the musicians were outstanding. The four voices reflected the total spectrum of Hubbard's professional years as a jazz musician.

BOB GLASSBENEN

JANET LAWSON

Blue Whale, New York

If Janet Lawson, United Artists Records, is to make a success of the very challenging and demanding career, she will have to ride herself of the many influences that are negating her individuality and approach to originality of expression as an artist.

Miss Lawson, who opened Dec. 15, at the Blue Whale, is neither a top talent Phoenix House for Ex-Drug Addicts

NEW YORK—In the recent review of Jethro Tull's Carnegie Hall concert for the benefit Phoenix House, the reviewer incorrectly reported that drug addicts are housed at Phoenix House. Phoenix House is a self-help, therapeutic, community for ex-drug addicts.

Jack Lemmon, second from left, and Capitol's Bugglezo prepare for a 10-city tour in behalf of the Christmas Seal and the battle against pneumonia, tuberculosis and air pollution. The Bugglezos, sponsored by the National Teen Ambassadors for the 1970 Christmas Seal campaign and its "Let's Stick Together Theme," are featured on their NBC series.
The International Conference is the first world-wide symposium concentrating specifically on the new audio-visual frontiers. Businesses and professionals from all over the world will have the unique opportunity to meet, discuss, exchange ideas and prepare for developments in the field of audiovisual cartridges and records.

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

The Program:
MONDAY, APRIL 19
9:00 a.m.-11:00 a.m.
Session 1
What Is the Unique Place of Cartridge TV in Entertainment and Education?
Talk A. As seen from the U.S. Viewpoint
Talk B. As seen from the European Viewpoint
Talk C. As seen from the Japanese Viewpoint

Session 2
How Creators of Video Disc and Cartridge TV Programs View Their Function
Talk A. The role of the film and TV company in entertainment programming
Talk B. The role of the Educational film producing company
Talk C. The role of the Recording Organization
Talk D. The role of the Book and Magazine Publishing Company

TUESDAY, APRIL 20
9:00 a.m.-11:00 a.m.
Session 3
Evaluating the Characteristics and Plans of Principal Systems
This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have been announced.

FRIDAY, APRIL 23
9:00 a.m.-11:00 a.m.
Session 4
How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?
Talk A. Appraising the Market in Schools and Universities
Talk B. Looking at Cartridge TV Use for Industry, Training and Information
Talk C. Evaluating the Applications for Home Instruction
Talk D. The Home Entertainment Market

THURSDAY, APRIL 22
9:00 a.m.-11:00 a.m.
Session 5
Distribution Patterns
Talk A. Direct sales to the Educational and Corporate Markets
Talk B. Problems and Profitability of Lease vs. Sale of Product
Talk C. A report on the Japanese Experience in Selling Cartridge TV
Talk D. What are the most promising retail outlets for Product sale?

Session 6
Key Considerations for Companies Entering the Cartridge TV Field
Talk A. How and why companies are setting up a separate Cartridge TV Department
Talk B. Principal factors in developing a saleable product line for Cartridge TV
Talk C. Deciding on the Duplicating Facility: where, how many, Company-Owned vs. Outside Facility?
Talk D. The alternatives of Industry Standardization vs. Competing Systems
5:30 p.m.-7:30 p.m.

Session 7
Avoiding Legal Pitfalls in Copyright and Royalty Matters
Talk A. In the U.S. and Canada
Talk B. In Western Europe
Talk C. In Japan and the Far East
Due to the importance of the subject, this session will continue on Friday in a roundtable discussion with emphasis on royalties and related contractual arrangements.

For conference information, call or write:
VIDCA-BILLBOARD Conference
Suite 900
300 Madison Avenue
New York, New York 10017
(212) 687-5523

French and English translation:
All sessions will have simultaneous translations into both French and English.

The No. 1 Opportunity:
This is a "first" presented in association with the VIDCA, the International Market for Video Discs and Video Disc Programs and Equipment, and Billboard Publications, Inc. Take advantage of this prime opportunity and register now!
Soul Sauce

BEST NEW RECORD OF THE WEEK:
"He Called Me Baby"
CANDI STATON
(Fame)

By ED OCHES

SOUL SLICES: Soul Sauce says—slow down, relax and have a musical Christmas. And look in next week when Soul Sauce predicts how our soul friends will keep us happy in ’71. You’ll be surprised as we were! . . . Meanwhile, the Notations, climbing like the San Andreas Fault, are the new life force for today’s sound. And now, let’s get back to the Apollo till Dec. 22. James Brown with Bobby Byrd, The J.B.’s, Vicky Anderson and The Lost Generation. . . Thank you, Roker Family and labels, for your special salute to Soul Sauce in your December issue of “Musician” . . . We salute you, too, as a great part of the Four Walls, and Jimmy Reed, with “Crying Blue,” and they’re bound to bring in the new year with more than a whisper. Speaking of Whisper, they’re hitting again with “I’m the One.” . . . Skip Layne writes from Hollywood to close us in on the rise of the Triamflangan and Allen Toussaint’s “Sweet Touch of Love.” We’ve noticed . . . Bill Lasley, national promotion manager for Lionel Records, is getting ready to lay a new hit by the Sadistics on their “One Light, Two Lights,” put the group smack on the soul map for ’71 . . . Sly & the Family Stone bring their fireworks to the Los Angeles Forum, Dec. 28 . . . New James Brown: “Get Up, Get In . . . Soul Sauce picks and plays: Vic Motes, “A Sinner’s Prayer” (RCA); Ernie Andrews, “Bridge Over Troubled Waters” (Phil-L.A. of Soul); Billy Mack, “I Couldn’t Sleep” (Miss Betty); C.C. Black, “I’m in a Daze” (United); Carl Carlton, “I Can Feel It” (Back Beat): Jimmy Bee, “At Last” (Kent); Robert Parker, “Hump” (SSS); Silent Majority, “Frightened Girl” (Wax): Billy Preston, “My Sweet Lord” (Apple); Laura Lee, “Widow’s Padlock” (Hot Wax): The Juneses, “Pretty Pretty” (VMC); Sampson & Delilah, “Move Over” (CTI); Continental Four, “I Don’t Have You” (Jax Walking). . . . Darren King, “What Is This” (Uni) . . . Soul Sauce again thanks for their charts and energy. WLIR in Orlando, KALO in Little Rock, WLBK in New York, WBBK in New Orleans, WYLD in New Orleans, WBCF in Chicago, and WGRG in Chicago. Thank you! . . . Breaking for the top: Barbara & the Uniques, Candy Station, General Crook, Greater Day . . . Clinton Moore, who found its beautiful with King Floyd and Roetta Johnson, reads Soul Sauce. Do you?

ACUCM Covers Fund-Raising, Production, Promotion for Arts

* Continued from page 20

It has made me popular but did not understand the reasons behind it.

Other sessions dealt with the problems of safety during concerts, the problem of bomb threats. There were also workshops pertaining to contracts, equipment, packaged shows, contracts, programming and publicity and promotion.

The conference did much to educate the concert managers in the ways of the industry and new music. Over 100 exhibitors were on view, covering every facet of the performing arts and rock music.

ZDK, Antigua
Station in Bow

ST. JOHN’S, Antigua—The new, 10,000-watt radio station ZDK — featuring mostly pop music—has gone on the air here. Iver Bird is manager, and the Station has given a warm welcome to the campus.

RUFUS THOMAS, lead, demonstrates on B.B. King what the "Push" is all about. Rufus, poppa of the Stax roster, stopped by to show his "Kings of Memphis" at the ABC artist being performed.

What’s Happening

* Continued from page 20

Padgett, at KAVC, the program director is Tony Son. The ad
visor to the station is David Platon. Padgett also has many stations have record services. It would be a warm welcome for the campus

A change of call letters for WOWL, Southern Connecticut State
College, New Haven. As of Jan. 1, the station will be WSBG, Dave
New, a program director has informed me.

While on the subject of offices, there was a change of the code of KTSC-FM at Southern California State in Pueblo. It is now 81004.

One more time dept: KSLA, California State at Los Angeles
will be KBLA, Steve Resnik is still the man to write to at the

DECEMBER 26, 1970, BILLBOARD
**Campus Programming Aids**

*Continued from page 30*


KBLA, California State at Los Angeles, Steve Resnick reporting: "God Knows," Mike McDonald, RCA; "Amos Moses," Jerry Reed, RCA; "Keep On Shining," John Lennon, Blue Thumb; "Dark Is the Night," Neon, Paramount; KUTE, University of Utah, Salt Lake City;


Dec 26, 1970, BILLBOARD
Radio TV programming

The Message Is Not the Buying Signal
For Country, Asserts KCKN's Cramer

By CLAUDE HALL

KANSAS CITY—One of the biggest problems with country records right now, believes Ted Cramer, program director of KCKN, is that there's "too much emphasis on message songs. Music director Don Ringel and I both feel that country music has broadened to the point where record producers feel this is what they should be producing, but the public isn't buying it, and I don't think they will ever "be a matter of any country music record's gotten out of hand.'

KCKN keeps tabs on records in the market, and on the likes and dislikes of its listeners. The data is illustrated by the July/Sept. Pulse which showed KCKN with 17 between 6-10 a.m., leading the market, a 14 behind WHB's 20 from 10 a.m.-3 p.m., a 13 to rank third behind WHB and KMIZ between 3-7 p.m., and a 5 at night, which Cramer attributes to the fact that most of KCKN's listeners like KMIZ's baseball during the summer, but "KCKN's numbers at night usually hit about 12 or 13 during the winter. I think our showing is quite good considering the facts we're a class IV. We have the longest local account list in Kansas City as well as garnering much national business. This has been true for two years." So, when Cramer says that his listeners prefer the basic simple songs, he obviously knows what he's talking about. And KCKN also knows what it's doing when it permits an artist's program doesn't announce some records. For example, records by Al Martino and Creedence Clearwater Revival. "When it comes to country music, in this market anyhow, the people are fairly conservative... creatures of habit. You have to examine each record individually, but we felt the 'Looking Out My Backdoor' by the Creedence and the recent Martino records were country records. And we feel obligated to play country music. So we didn't announce the artists of those records, believing that sometimes country music people have an aversion to the name of a group."

"After these records charted high on the station's playlist, the KCKN air personalities began announcing the artist. We never received one complaint," Cramer said.

Modern Country

KCKN was one of the first so-called modern country music stations in the nation, Cramer admitted that it all came about inadvertently. In 1959, the station was part of a chain and featured a rock format, it was fairly successful in ratings, but not in billings, so the whole chain switched to country music. KCKN retained its jocks, all of them with good voices, and bought record cuts. "So, we stumbled onto modern country in 1960 because of our exposure methods. "We've always had a pretty good airstaff. We weren't hurt too much because we weren't a foot country even back in 1957 when KCKN was formerly a country station. But by 1960 the station had really developed into a country operation.

"The funny thing is that six months ago I got out some old records and decided to do it all over again and make them away-made in 1961, 1962, 1963. And the surprising thing is the basic sound of the station hasn't changed much. It's redefined a bit, but better--I mean the production techniques and because KCKN has followed two PAMS jingles sets--"Country One" and "The Great Country."

KCKN uses a playlist of 50 singles, plus 20-30 new records are added to the list every two to three weeks of airplay. If the new records don't make the chart KCKN tries out about 10 to 15 records a week--they're dropped from the list.

KCKN (Continued on page 31)

Charles Scene: Action, Change

By RUTH CASTLEBERRY

CHARLOTTE, N.C.—Speculation that WRWA-FM is about to be sold, although a "just-wait-and-see" attitude prevails in the Charlotte market as 1970 becomes 1971.

Responsible for the current situation are several major developments, all of which have occurred within the past nine months. Two stations have

who preferred a heavy sound because they helped to fill the gap. John Garry, the new operations manager, who also serves as program director, has made several drastic changes. As of last week, WIST featured a live top sound rounding the clock. The progressive rock album show from 1-5 a.m. had been dropped.

Over at WAYS, Sid Kaplan is pinch-hitting as program director with Jack Gale's position remaining unfilled. According to Mrs. Kaplan, Jimmy Kellogg, Long John Silver and herself program the station, relying on "various charts" and information culled from "various ways we personally research" what people want to hear. At this point, WAYS, which did not play progressive rock music until recently, sounds heavier than WIST. WAYS has long been the giant in the Queen City. And the station is still No. 1 with the mass audience. But the programming changes of the past year by other stations may be cutting into the WAYS audience.

Gradual Change

Although no announcement has been released, there are some signs of change.

(Continued on page 31)
Every year, I've been forgetting to wish all of you homies and homies who read this to have a good Christmas and a Happy New Year. This year, I promised myself that I'd try to be more prepared and make sure everyone gets a good wish for a holiday. Basically, this has been one of the best years for me in a while. I've had a lot of fun and I hope you all have too. I wish everyone a good Christmas and New Year.

Bill Miller has written a great piece about how Christmas is celebrated around the world. It's a fascinating read and I hope you enjoy it.

Radio-TV Programming

Radio-TV Editor

December 26, 1970, Billboard

Radio-TV MART

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

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165 W. 46th St.
New York, N.Y. 10036

SEBASTIAN STONE, program di-
nouncer for WABX-FM, Detroit, thanks Johnny Maestro, lead singer for A.S.K. Brooklyn, and the group's manager Betty Stenger for their appearance at a Christmas concert hosted by the station at St. Albans Naval Hospi-
tal. The concert featured the live show were Ronnie Dyson, Don McLean and various Playboy bunnies.

Letters To The Editor

Self-Serving DJ's

A tip of my hat to my good friend Jon Haliday of KKXL, Spokane. According to the article he wrote in his December 12 edition of Billboard, he's the nail right on the head. There are indeed, far too many jocks who have forgotten that it's their job to communicate in what their audience can understand and what they can do for the station and most of all for themselves. When the announcers of this business, shall I say, are again willing to work those long hours and then do their best to get together with what's happening they will make the kind of money they deserve.

Like Jon, I can remember those 14-hour days when I was starting as a deejay and later as a program director and sales manager. I have also found it necessary to work those long hours to do the job that you will have to put in more hours than your boss expects.

Tommy J., Program Consultant

Flint, Michigan

Radio-TV Programming

December 26, 1970, Billboard

POSITIONS WANTED

Ambitious, sincere, talented and experienced air personality who possesses those traits, looks the part and is well known in the music business.

Contemporary Jack to 100 Markets.

Flirt. Sincere, easy on the ear, experienced. Trained by major network.

Private voice training.

Contemporary Jack to 100 Markets.

Los Angeles, Calif.

POSITIONS OPEN

Wanted: Very much alive. Alive and well. Young, vibrant, energetic person, and the ability to keep it that way. 

 nationally and in key markets.

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**Vox Jox**

- Continued from page 29
- Program director of KPAM in Portland.
- Anthony Newley's Bell Records album, "Fly Me," has become a regular feature on the Johnny Magnus show on KMPC, Los Angeles.
- Music director Gary Green at WAMS in Wilmington, Del., invited "Church St. Soul Revival" by Tommy James on Roulette.
- Program director Jim Harper at country-formatted WMKF in Flint, Mich., played "The Last One to Touch Me" by Porter Wagoner on RCA Records.
- Mike Craft, music director of Top 40-formatted WAIR in Winston-Salem, N.C., played "Nobody Loves Me Like You Do" by Georgia Propers on Capri.
- Ted Cramer, program director of KKCN in Kansas City, plays country stations, like "The Call" by Al Martino, Capitol Records.

**Yesteryear's Hits**

Change of pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this time.

**POP SINGLES—10 Years Ago**

- **December 26, 1960**
  1. Are You Lonesome Tonight? — Elvis Presley ( RCA )
  2. Last Date — Floyd Cramer ( RCA )
  3. Do You Know The Way to San Jose? — Kenny & The Interns ( RCA )
  4. Sandblast — Louie Bellson & His Orch. ( RCA )
  5. Only Fool — The Browns ( RCA )

**POP SINGLES—5 Years Ago**

- **December 25, 1965**
  1. Let It Be — The Beatles ( Apple )
  2. Turn Turn Turn — Byrds ( Columbia )
  3. I Got You ( I Feel Good ) — James Brown ( King )
  4. Let's Hang On—Four Seasons ( Philips )
  5. Standard Time — Siwosz & Gurfinkel ( Columbia )
  6. Who Made the World Go Away — Eddy Arnold ( RCA Victor )
  7. Fever — McCooks ( Bang )
  8. England Swing — Roger Miller ( Columbia )
  9. Ebb Tide — Righteous Brothers ( Atlantic )
  10. I Can Never Go Home Anymore — Shangri-Las ( Red Bird )

**SOUL SINGLES—5 Years Ago**

- **December 25, 1965**
  1. I Got You ( I Feel Good ) — James Brown ( King )
  2. Ain't That Peculiar — Marvin Gaye ( Tamla )
  3. Rescue Me — Fontella Bass ( King )
  4. Don't Fight It — Wilson Pickett ( Atlantic )
  5. soul of the sax — Eddie Holland ( Tamla )
  6. I Don't Know Why — Ramsey Lewis ( Cadet )
  7. Is This Love — Gene Chandler ( Constellation )
  8. I Hear a Symphony — Supremes ( Motown )
  9. Something About You — Top of the Pops ( London )
  10. My Girl Has Gone — Miracles ( Tamla )

**COUNTRY SINGLES—5 Years Ago**

- **December 25, 1965**
  1. Buckaroo — Buck Owens & His Buckaroos ( Capitol )
  2. Have the Time Away — Eddy Arnold ( RCA )
  3. Goin' Down The Road Feeling Bad — Ernest Tubb ( Decca )
  4. May the Bird of Happiness Fly Up — Jimmy Dickens ( Columbia )
  5. It's Another World — Waylon Jennings ( Columbia )
  6. We're Fighting For The Right Things — Gene Pitney ( RCA )
  7. Flowers On The Wall — Statler Brothers ( Columbia )
  8. Stiller On A Rock—Warren Mack ( Decca )
  9. Jealousy — Tom To Him—Connie Smith ( RCA )
  10. Where You're Going — Don Gibson ( RCA )

**WMC—Studio's Pick of the Year**

- **December 26, 1970, BILLBOARD**

WKNR-FM to Go Progressive MOR

DETOUR — WKNR-FM, according to Frank Murauc, general manager of WKNR, a top 40 operation, will switch to a progressive rock format. Station manager is John Small.

With the new format, station manager Murauc told the Detroit Free Press he is going to be "sounding off" on all stations with PMS custom jingles.

"We'll play contemporary music, but the aura will be MOR," he said.

The new format was unannounced here recently to local promotion men. All music will be clustered, but either announced or back announced. Personalities will include Dave Mitchell, Bob Bartlett, Gary Granger, Mark Parenteau, and Bob Chenault. Until the format changeover, the station is playing Christmas music.

Murauc said that the reason for the format switch is that the progressive rock format is too limited in both audience and sales potential with just a few exceptions. He spoke of once selling a client a series of spots only to discover that the spots wouldn't fit the old progressive rock format. "There were inherent problems with the progressive rock format both in the records played and the pressure groups that were attracted to the format," Murauc said. He pointed out several FM easy listening stations this year in markets such as Boston, Philadelphia, and San Francisco. The new WKNR-FM will be entirely competitive with AM format stations in town, he said.

Message Not the Buying Signal For Country, Asserts Cramer

Continued from page 28

The general set of rules that they use regarding record play, but they're free to run their own shows. Personalities include program director Uncle Don Rhea 9:45 a.m., Harry Becker, who's been in Kansas City radio for about 30 years, 9-noon; Bill Abbott, Ted Crane, Doug Didion 9:5 p.m.; Gary Bazeal 9:45 midnight, and Jim Bedell midnight to 5 a.m. On KCKN-FM, Dave Bates is the extra personality. He's also examining the records enough, in order to maintain a fresh sound on the air, KCKN has been constantly improving. For example, "15 Years Ago" was No. 1 record at KCKN, so the station increased by 15%. In addition, record specialty shows, where certain songs are played included, too, cut a jingle using that melody that goes: "KCKN 15 Years Ago". Oldies from 1955. This is not run often, but it's a programming feature.

"I try to keep all the things different," Cramer said. He still has all of the production material the station has used over the years.

Vox Jox

Continued from page 30

Circling KRLA in audience size.

And here's how KRLA shapes up:

11 between 6-10 a.m., 10 from 10 a.m.-3 p.m., 12 from 3 p.m.-7 p.m. and 9-7 midnight. KFBW leads in the morning with 14, then 9-7 a.m., 8, and 2. KABC has 7, 8, 9, 4, and 9. KMPC has 6, 7, 8, and 4. KLAC has not yet been that much KBBQ, KFOX.

There are country stations: KFOX leads with 4, 4, 4, and 2. KRLA has 4, 5, 6, 7. KBBQ with its progressive rock format, has 2, 3, and 6. KJIS, where Lee Sherwood hangs his hat these days, has 2, 2, and 2. (two) for KJIS, huh Lee?). Soul-formatted KGFJ has 5, 5, 5, 5, 5. It's interesting to note how total formats fare by a 1:4, 16, and 26. Congratulations, Ted.

AFM Won't Ride With Any NEC Rider

Continued from page 20

...to make someone bend to their desires," Shaw concluded.

Others at the ACCUM Conference felt that the purpose of the letter was to stimulate discussion between the Federation and the NEC. It was also pointed out that the rider will help stop "no-shows" by groups, a difficulty plaguing campuses. It is also hoped that the rider will stop last minute cancellations, leave morals and short concerts by the artists.

Don Horton of Ohio State University said that he has never used any AFM Rider and that the clauses were nitpicking "but the AFM contract requires us to agree to unknown laws." This referred to the fact that many college managers, as well as many locals of the AFM do not fully understand or cannot obtain a copy of the Federation bylaws. The managers are supposed to subscribe. "The bylaws are 244 pages long and people in the field hardly understand them," was a comment from the concert managers. "It was written to protect the interests of the AFM and we don't want more than the band leaders," commented the concert managers and agents.

Assurances on settlement of the controversy came from Robert Widing of the International Famous Agency, Los Angeles. "You are the largest single entertainment group in the world and things will be resolved.

4 WEEKLY SINGLES PROGRAMS

...that bring you, automatically each week, 10 of the best and most promising records in each category: Service Records per wk. Records per yr.

HOT 100 SINGLES SERVICE 10 520
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SOUL SINGLES SERVICE 10 520
COUNTRY SINGLES SERVICE 10 520

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...a string of 5 or more albums in each category, chosen from among the average month's 700 new album releases. Your choice, each month, of RISF's recommendations, or your own selection, from RISF's specially prepared monthly mailing of new releases.

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...as many as 120 LPs per category. Your choice of any total packages, or your own "picks" of 10 or more LPs. Top-grade basic programming material you'll be using in week-to-week, year-to-year artists...best-known songs

Catalog Package

1970 Catalog 1971 Catalog LPS per Comp. LPS per Comp. Total LPS Total LPS

EASY LISTENING—Instrumental 105 102
EASY LISTENING—Pop 55 50
SINGERS—All Time Favorites 117 117
GOSPEL—Religious 50 50
BROADWAY ORIGINAL CAST 50 50
FILM SOUNDTRACKS 120 97
POPULAR FAVORITES 120 120
FOLK (Pop and Authentic) 16 50
BIG BAND FAVORITES—For 10 50
Listening or Dancing 10 50
JAZZ ALBUMS 105 110
COUNTY MUSIC 105 105
COUNTRY MUSIC 105 105
COMEDY 25 25
SONGS OF FAITH 25 25

INTERNATIONAL SERVICES

Service

Records Records


10 150

RISI Italiano Records

Records


10 150

RISI Latin (In Preparation)

Records


10 150

Records


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RISI Italiano

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Records

January 1, 2023
From the Music Capitals of the World

DOMESTIC

• Continued from page 34

CINCINNATI

Trumpeter Dixie Gillespie appears as guest artist at the University of Cincinnati’s annual College Tiger Jazz Festival at the College-Conservatory of Music’s Cinci Music Hall Feb. 20-21... Despite the usual Christmas season hull in pop album sales, WLM-T personality Bob Braun is enjoying the sales of Christmas songs on his Wrayco Records deck. “The Many Moods of Bob Braun” in the area continued peaking at No. 1, and the four-city TV net, namely Cincinnati, Columbus, Dayton, Ohio, and Indianapolis. The initial shipment of 3,000 albums recorded here recently sold out in a day, eclipsing the record set by Braun’s “Till Death Do Us Part” which was the chalked monumental sales in the territory back in 1962.

James Taylor, in his first visit to Cincinnati in nearly two years, made the 3,600 seat Music Hall to S.R.O. business. Taylor did the whole show himself and did a fine job, supplying the warm-up... Country canal Linda Webb, a former feature on WSM-TV, Nashville, joined Bob Braun’s broadcast, “Midwestern Hayride.” Dec. 29, in WLM-T’s broadcast, he brought Bob Luman, host of a new country music series scheduled to bow on WAX-FM, Cincinnati, on Jan. 1. Is this January is reading an album around his home and decided to “What About the Hurt?” with the session set for Nashville in mid-January.

Locally Danny Scholl, veteran musical comedy and nitty singer and recording artist for WLWT, has been signed by one of Ralph Edwards’ “This Is Your Life” when it returns to the Cincinnati area later this month. The platter reportedly picked up 23 stations in seven days recently, and last week hit No. 29 on WPUT Top Ten.

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Bill SACHS

NASHVILLE

Kris Kristofferson’s “For the Good Times,” has been recorded by Engelbert Humperdink and Dean Martin, Kristofferson, who is currently riding a wave of national success, is scheduled to appear on the week (30) at Car-

nepie Hall with Jan and Sylvia. Sylvia is expected to release a new single endemic artists, a new release, “A Name I Know” is expected to be the single on the Capitol label and was produced by Johnnie J. Neil. Tentative schedule calls for the release date of Jan. 31 to be “Me and Bobby McGee,” a Kris Kristofferson song. Kris Kristofferson, whose new TRX single “Water Color Days,” is reportedly negotiating with production and movie contracts. “Water Color Days,” a 12-16 dailystar in Chicago. Cahill and Xmas Blues, who has also been doing some work with Kris Kristofferson, is a group known as the Messengers. Troy Steals has a new Polydor single, “I’ll Go Home,” which was produced by recording artist. Ch_SYM.CO.

TOM WILLIAMS

Livingston Taylor 1st Foreign Tour

NEW YORK — Livingston Taylor has set for his first tour overseas. He leaves for England January 26 (24) to do four major television shows and radio shows. Also projected during his 10-day trip are programs in Germany and Amsterdam.

Taylor will tape a BBC-TV special while he’s in England as well as three guest shots on Thames TV and the Warners label.

Quatro to Return As A Performer

NEW YORK—Mike Quatro is giving up his promoting and production efforts to return to his role as performer. He’s planning a tie with personal manager Marty Erlichmann on the acquisition of recording contracts. Quatro has also been planning to spread into the television and movie areas.

BILL SACHS

NASHVILLE

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For subscription information, call 1-800-722-2112.

FOF-611

December 26, 1970, Billboard

35
Klavier Issues 13-LP Pkg
That's Right Buying Ticket

NEW YORK — Ignoring superstition, Klavier Records has issued a 13-LP release which can be called not only lucky for buyers, but is also a package that opens the doors to a rich musical past.

Featured here in recordings which for the most part maintain a good if not excellent level on the technical side are LPs by Rachmaninoff, Lhevinne, Grainger, Bauer (both of the latter together in one album), Cortot, Ignaz Friedman, Murit Rosenthal and Mischa Levitinsky.

Leading this distinguished pack, but by no means in a runaway, are the two Rachmaninoff LPs, "Rachmaninoff Plays Rachmaninoff and Chopin" and "Concerto I," in which the talented composer-conductor-pianist plays six works by a variety of composers. On these two albums Rachmaninoff shows the stuff he was really made of: Delightfully daring, boldly fashioning his unerring strokes with precision and taste. Cortot's performance, playing Chopin, is also deserving of more than mention. For he's a standout, too, turning out careful phrase after another in scintillating style. Lhevinne, represented on two LPs is brilliant, as is Grainger and Bauer. The true mark of a "classical" classical LP recorded so long ago is its sound. This series retains it most proficiently indeed.

ROBERT SOBEL

TWO ALBUMS ON LONDON

NEW YORK — London Records is rushing two albums, one for Christmas business and the other in commemoration of the Beethoven bicentennial, which runs to the end of the year.

The holiday pressing is Verdi's "Four Sacred Pieces" with Zubin Mehta conducting Yvonne Minton, Los Angeles Chorale, and his Los Angeles Philharmonic. The Beethoven set features soprano Pilar Loring with the Vienna Philharmonic under the late George Solt.

Scott Joplin Tunes on LP

NEW YORK — Nonesus Records is hitting all areas with an album of piano rags by Scott Joplin, the first modern American featuring his music. Played by Joshua Rifkin, this recording is reaching from classical to underground stations and collectors. The rags in the printing were written from 1899-1914 by this black American composer.

Another first for Nonesus is a program of chansons by Antoine Baudouin, prominent Renaissance composer. Nonesus's Explorer series has an album of Persian santur music featuring Nasser Rastegar-Sejad.

Philips Set by Polish Writer

AMSTERDAM—Philips unveiled at its Phonogram building last month a double album containing the latest operatic composition from Polish composer Krzysztof Penderecki, entitled "The Devil of London."

The release of the recording of the opera will be on a worldwide basis, "Devil of London" was written by Penderecki for the Hamburg State Opera and was performed for the first time on June 20, 1969.

The opera's theme—the same theme which has marked the composer's earlier works such as the Luke Passion and the Auschwitz Oratorium—is one of intolerance.

Maazel Is Aide to Klemperer With Unit

BERLIN — Lorin Maazel, the general music director of the German Opera Company, Berlin, has been appointed as associate chief conductor of the New Philharmonic Orchestra, London. He will be taking up his new appointment in January, thus joining Otto Klemperer, chief conductor. Maazel will still remain as chief conductor for the Berlin Radio Symphony.

Fortner Opera Bow

BERLIN — The Deutsche Oper will premiere Wolfgang Fortner's new opera, "Elisabeth Tudor"—based on a libretto of Matthias Braun—during the Berlin Festival Weeks, 1972.

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Fortner Opera Bow

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Injunctions Seen Routing Pirating in Nashville

NASHVILLE—The sale of pirated tape in this area has been vigorous because of the issuance of an injunction against an alleged counterpart music company.

Two more retail stores have voluntarily given up the tape sales, followed by an federal court in Chancery Court here by Columbia Records. Two weeks earlier,安徽省 Currier, of the AAAP, agreed not to sell bootleg tapes after an injunction was obtained. In that case, Columbia had, in effect, joined the forces against the retailer. Mintz charged estraient of trade and illegal trade practices, while Columbia asked only an injunction with a cease and desist order.

The decision made this week, accused a federal Columbia recording, bought about the Columbia counterparts, Raygo Automotive Products and Tennessee Speed Sports.

The injunction was filed against Autry Inman, longtime distributor, and publisher, who in recent years has licensed the activities of "party records." Inman, and two employees of his company, have been cited for tax violations and to be prepared to pay damages to CBS.

Inman's company is listed as Independent Distribution Co., International Tapes and Custom Tape Co. Its location is in Hendersonville, a Nashville suburb in the heart of the majority of the country music artists live.

Raygo and Speed Sports, in cooperation with Columbia, turned over to the court numerous tapes of Columbia artists.

Tapes, according to J.D. Ezell, owner of Raygo, were being sold by him for $250, and sold retail for $350. He said Inman has assurance of $10,000 in royalties from writers, etc., being paid being a special bank account.

Castlemain, representing Columbia, said he knew of no such

Cecil Scaife, acting as agent

for Columbia and spearheading the anti-bootleg drive in this region, said, "This is an important step in an inferior quality level. He also added that it is believed those who manufacture black tape are being brought in. The tapes contained no label designation.

Mr. Inman has sought a discovery deposition to determine exactly where the tapes are being manufactured and also enjoined in the suit, are Eddie Sprye and Robert Fuller.

Mogull Giving Nashville Benefit of His Present and Future Thinking

NASHVILLE—After watching Nashville's music industry "like a hawk" for the past 10 years, New York music executive Frank Mogull has decided to involve himself.

The domestic and international publisher moved here for six months ago and has a permanent near the offices of associating Jack Clement.

"I've been amazed for a long time with what Nashville's music has accomplished here and all the freedom," Mogull explained. "I became so impressed that I knew I had to really dig in, to actually work Nashville in detail for an extended period, on a daily basis."

Referring to the operation of Jack Clement as the "perfect grandstand seat," he said he tried to reciprocate by giving him the special assistance.

Other foreign representation deals recently executed by Mogull were with Harold Bradley's Forest Hills Music, Inc., and with Hubert Long, whose firm is one of the leading chart material.

From his New York headquaters, Mogull guides his parents to publishing and Jazz Mogull (ASCAP) and Harvard (BMI). Another Moggll company, Cannies Music, handles film scores, and Mogull has another publishing company with Eddie Haywood. Domestically and internationally, Mogoll has Jubi Music, Inc., Jose Feliciano's firm, as well as the interests of the late Nat King Cole. He also represents Art Talmadge's Music Publishers, Inc.

During Mogull's Nashville stay, he initiated a move into country radio broadcasting via working with top country music leaders including Paul Soelberg, Hugh Cherry, and Ralph Mooney. Working with the company's publishing through Opryland BMI and as yet unnamed ASCAP firm, he encouraged by Capitol Records to oversee the Opryland product, is a native of Texas who has done numerous sessions on the West Coast. He is working closely with "Grand Ole Opry" manager and WSM vice president Bud Wendell, and WSM president Irving (Continued on page 62)

Metropolitan Music Runs on Hot Level 13 Chart Records

NASHVILLE—Five months of operation have resulted in the production of 13 chart records already for the Metropolitan Music Co., one of the most successful of the new studios here.

The firm, managed by Tom Sparkman, opened last June. As of Dec. 1, the studio has done sessions with artists such as Patti Page, Michael Parks, Roger Miller, Jack Scott, Jerry Lee Lewis, Bobbie Bare, Roy Drusky, David Houston, Ray Price, Marty Wilde, Anthony Armstrong Jones, Bill Carlisle, Linda Carl Lewis, George Kent and others.

The studio, located in the Mercury Building, has full 16-track recording capabilities with Ampex and Scully 16-track, 8-track, 4-track, 3-track. There are four monitors, four recording machines, and EMT echo chambers.

The second smaller overdub studio and remix room is now in the planning stages, and will follow the same professional high quality pattern that our

December 26, 1970, Billboard

Country Music

Opryland Plans 1st Release in February

NASHVILLE—Newly established Opryland Records will begin sessions within a few weeks, and will have its first releases in the market in February.

Glenn Keener, a&c director for the label, said he is signing the contracts, plans an extensive tour, and establishing publishing ties. In addition to hearing production, the company will also handle the company's publishing through Opryland BMI and as yet unnamed ASCAP firm, Keener, hired by Capitol Records to oversee the Opryland product, is a native of Texas who has done numerous sessions on the West Coast. He is working closely with "Grand Ole Opry" manager and WSM vice president Bud Wendell, and WSM president Irving (Continued on page 62)

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**DECCA 32762**

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<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<td>ROSE GARDEN</td>
<td>Lynn Anderson, Columbia</td>
<td>4-40232</td>
<td>(Cheyenne, BMG)</td>
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<td>2</td>
<td>CA - 1 MINER'S DAUGHTER</td>
<td>Lynn Anderson, Decca</td>
<td>32947</td>
<td>(Streetside, BMG)</td>
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<td>3</td>
<td>A GOOD YEAR FOR THE ROSES</td>
<td>Andy Williams, RCA Victor</td>
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<td>I WOULDN'T LIVE IN NEW YORK CITY</td>
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<td>FLESH &amp; BLOOD</td>
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<td>MARTY'S VINEYARD</td>
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<td>COWBOY CONVENTION</td>
<td>Buddy Holly, Capitol</td>
<td>2038</td>
<td>(Capitol, BMG)</td>
<td>3</td>
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<tr>
<td>20</td>
<td>BED OF ROSES</td>
<td>Charlie Rich, RCA Victor</td>
<td>47-9099</td>
<td>(Vogue, BMG)</td>
<td>6</td>
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<tr>
<td>21</td>
<td>I CAN'T BELIEVE YOU STopped LOVING ME</td>
<td>Charlie Rich, RCA Victor</td>
<td>47-9099</td>
<td>(Vogue, BMG)</td>
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<tr>
<td>22</td>
<td>DAY DRINKIN'</td>
<td>Don Justice &amp; Tom T. Hall, RCA Victor</td>
<td>47-9099</td>
<td>(Vogue, BMG)</td>
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<td>23</td>
<td>SOMETHING TO DRAG ABOUT</td>
<td>Charlie Rich &amp; Nada Montgomery, Capitol</td>
<td>2992</td>
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<td>SUSPICIOUS MINDS</td>
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<td>4-4328</td>
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<td>FOREVER YOUNG</td>
<td>Don Justice &amp; Tom T. Hall, RCA Victor</td>
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<td>LET ME GO</td>
<td>Johnny Cash, Columbia</td>
<td>4-40237</td>
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<td>I'M ALRIGHT</td>
<td>Lynn Anderson, Chart</td>
<td>5099</td>
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<td>DRAG 'EM OFF THE INTERSTATE</td>
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<td>(Alpex, BMG)</td>
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<td>I STAYED LONG ENOUGH</td>
<td>David Bickford &amp; Barbara Mandrell, Epic</td>
<td>5-10656</td>
<td>(Alpex, BMG)</td>
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<td>(Don't Let the Sun Shine on You) IN TULSA</td>
<td>David Bickford &amp; Barbara Mandrell, Epic</td>
<td>5-10656</td>
<td>(Alpex, BMG)</td>
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<td>PADRE</td>
<td>Marty Robbins, RCA Victor</td>
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<td>(Barton, BMG)</td>
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<td>AFTER CLOSING TIME</td>
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<td>5-10656</td>
<td>(Alpex, BMG)</td>
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<td>AMPS MOSES/PREACHER &amp; THE BEAR</td>
<td>David Bickford &amp; Barbara Mandrell, Epic</td>
<td>5-10656</td>
<td>(Alpex, BMG)</td>
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<td>GONE STEADY</td>
<td>David Bickford &amp; Barbara Mandrell, Epic</td>
<td>5-10656</td>
<td>(Alpex, BMG)</td>
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<td>THE TEARS ON LINCOLN'S FACE</td>
<td>David Bickford &amp; Barbara Mandrell, Epic</td>
<td>5-10656</td>
<td>(Alpex, BMG)</td>
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<td>GONE GIRL</td>
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<td>5-10656</td>
<td>(Alpex, BMG)</td>
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<td>CAN'T STOP THE RAIN</td>
<td>David Bickford &amp; Barbara Mandrell, Epic</td>
<td>5-10656</td>
<td>(Alpex, BMG)</td>
<td>10</td>
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then they help you break records, too!

*June 1970 Publisher’s Statement as filed with ABC. Subject to audit.*
1970's Big Stories
By EARL PAIGE & GEORGE KNEMEYER

More 2 for 25¢ Jukebox Play

Two for a quarter pricing made big inroads into the jukebox industry in 1970. Cities such as Chicago, Philadelphia, Minneapolis and Cleveland had replaced almost half of the jukeboxes on their quarters for a quarter play, with the change coming rapidly. Smaller cities and places on the West Coast are slowly moving toward a higher price, with nearly everyone agreeing that it is just a matter of time before nearly all jukeboxes will be two for a quarter play.

Jukebox Ass'n Activity Grows

The past year saw much jukebox business organization activity on the state level with new organizations that separate music and vending associations may work more closely or possibly merge. A merger of the music and vending groups in Florida is seriously considered. In Kansas, two associations worked on legislation. In Minnesota, the jukebox and vending groups utilize the same council. Entirely new jukebox organizations formed, too.

Giant MOA Despite Problems

The Music Operators of America (MOA) Show in October drew a record attendance of 1,350. The MOA Board meeting, Johnny Cash and Miss Jerry Lee Lewis were co-artists of the year, as was stated at the MOA convention. Bob Mikes,突出 at the annual convention, is steadily dissociating himself from day-to-day business operations in order to enjoy a little more leisure.

TAKING OVER the reins at Mammoth Amusement Co., in Montgomery, V., is John Oliver, Jr., who intends to add many new titles to the files. A jukebox and jukebox operators is that it places greater emphasis on record programming.

While their fathers and grandfathers had their roots in the games side of the business, these youngsters are products of the rock era. They really dig music. Take, for example, the Jukebox Co.'s plan to tour the country in January. Purpose of the event is to show the younger generation that jukeboxes are still alive and well.

Young Jukebox Operators
Push Better Programming

By RAY BRACK

MONTGOMERY, Ala.—One safety generalization about the newest generation of jukebox operators is that it places greater emphasis on record programming. While their fathers and grandfathers had their roots in the games side of the business, these youngsters are products of the rock era. They really dig music.

FRED BERN, programer at Mar Tab Vending, Miami.

New Jukebox LP's

NORTHEAST, Ill. — Little LP's Unlimited here is offering nine new selections to jukebox programmers. The artists include Butch Barach the Carpenters and others.

Jukebox Co.'s plan to tour the country in January. Purpose of the event is to show the younger generation that jukeboxes are still alive and well.

MOA: 'Receipt
Dip May Curb
Long Singles'

CHICAGO — Music Operators of America (MOA), the national organization of jukebox operators, will take no official position on the subject of varying the length of songs. A careful study of all aspects is made.

DECEMBER 26, 1970, BILLBOARD
MOA Studies Long Singles

Continued from page 41

according to Fred Granger, executive vice-president. The current business slump, however, may spur label reactions, he indicated.

The subject of long singles will definitely be up at our annual board meeting in Nashville. We feel that this is a subject that must be thoroughly studied from several angles before MOA takes any position—if we take one at all,” he said.

Granger would like to sound out record company producers and artists as well. “This is essentially a communication problem between creative people and business people. Naturally, from a standpoint, some would want to keep to themselves. A few might think it’s better to do it on their own, but in the long term, some operators would like to see it as making sense as possible near the three-minute mark.

Granger thinks, however, that aapkru is a licensing one that might develop into a continental one that could make a very good seminar topic at our 1971 convention.

As for the effects of the business slump, Granger said receipts from jukebox collections are definitely down in many areas. “I'm hearing complaints from members I would never expect to complain about. I think it's the smaller labels that do better to the jukebox singles market, may want to ensure that their product has every chance of selling, that they may listen to the long singles complaints.

Jukebox operators, even in a business slump, must continue to buy records. Locations expect new records each time a jukebox is serviced. With this point in mind, the record companies may take a harder look at the already substantial jukebox singles market.

YOUNG OPERATORS

Continued from page 41

Oliver, who at 21 is steadily assuming more management chores in his father's highly successful Mammoth Amusement Co.

Interviewed record programming, young Oliver said in a recent interview, is his paramount concern.

“I am taking advantage of the programming myself,” John said. “I believe in programming records to suit the public, not our location customers. That's one thing that really bugs me. A location will call in and say they put on 10 hillbilly records. But it turns out that only one person in the location plays the hillbilly songs are the waitresses are hired from somewhere else. This really switches the customers off—and they may even switch the jukebox off.

“I’m checking these locations out. I’m recommending them—and trying to pick records myself to balance them out.

A large state college, West Virginia Tech, is located here. Much of Mammoth's jukebox clientele are college students. And Oliver points out that in the typical hillbilly college stop the programming of hillbilly tunes frequently pulls in "straight" who play with the college kids. As it develops, skillful record programming could help the..."
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36 years in the industry. He served for a decade as one of the company's top corporate officers and board members. After a few months rest, he will take a part in the management of Banner Speciality Co., the Rowe distributor.

Jack M. Slater is the new executive vice president, Rowe International, Inc., a subsidiary of Triangle Industries, Inc., where he served as senior vice president of operations.

Plan Tourney

- Continued from page 41

To launch 35-cent billiards on a larger scale.

One meeting to plan the tournament was held at Empire Dist. in Chicago and another at the Playboy Club here. Bob Vibon, Chicago salesman, is helping organize the event along with Len Schnepper, tournament expert at U.S. Billiards, Amityville, N.Y.

Seaver hopes to have 128 jukebox locations signed up and said 12-15 have already signed.

Young Operators

- Continued from page 42

Police department maintain law and order here.

Edward J. (Mitch) Oliver, John's father, says he's retiring in stages "to start enjoying life" because his son has taken a strong interest in and has great aptitude for the business.

Still a youthful-looking, energetic and quite handsome man, the elder Oliver remains active in state and national association affairs.

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Barmaids Aid Programmers

- Continued from page 41

of buying directly from the distributor. It felt that it would be more difficult, more time consuming, and more expensive with a bookkeeping problem and decided to remain with the one-stop.

Each of Mar Tab's 12 collectors runs his own route. He wants, as far as records are concerned, and each has about 150 locations, a week. Two or possibly more records are changed, depending on the customers' requests.

Berk buys mostly from the artist. "For example, we buy every three months, but don't order the hits yet. If you happen to like a song that's too slow, and the next hit comes along, you can buy that one instead." Berk says that George Harrison's "My Sweet Lord" has been receiving requests from customers.

Berk explained that once an artist clicks on a machine, it usually takes a week or two to die out. He usually buys all recordings by artists such as Barry White, who has three songs in the top 10 ("You're the First, Love of My Life," and "Let's Do It Again"), and Kenny Rogers and the First topping the charts, and "Evil Man" by Frank Sinatra; Blood, Sweat and Tears, and other artists.

We hope most of the singles by these artists will become hits on the charts. Unfortunately, they don't always work that way. Sinatra's last couple of songs and one or two of James Brown's just haven't been played up to our expectations.

While those at Mar Tab may get a jump on a "hot" record, it's not until the label has gone on the air that the tune has become a hit and getting good air play. "It doesn't pay to handle unknown records and most of our customers don't want them."

There's no more insight into what makes a hit record than the next person. When I first heard "Mr. Bluebird," I liked it; no one else did. It became a hit," he grinned. "However, on the whole, I think the industry is tough. It's a tough business. I didn't like 'Everybody's Talkin' from 'Midnight Cowboy' — and it became a hit. I'm not sure who should be blamed. I'm not sure who should be blamed. Not even the producer of the record. That's why I prefer working with the artists and the labels and see what good air play before buying it."

In other locations in the chain, Berk says that he gives the locations complete control, but that he has had to take over at two locations. "If we get a complaint, we have to handle it ourselves."

We use about 10 percent of oldies-goldies tunes in these areas — plus we add consistent bar patrons.

To all programmers with teen-agers, Berk pays close heed to what his 14-year-old son advises him to play. "I take a good bit of his advice on the newer tunes being played."

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DECEMBER 26, 1970, BILLBOARD
Pino Preside
RCA Argentina

BUENOS AIRES Adolfo Pino, general manager of the record division of EMI Music of Argentina, has been named president of RCA Argentina, which is to be named to the position since RCA opened in the country, 40 years ago.

Pino joined the company 23 years ago as a sales representative. Select, a well-known brand name, has been sales manager and marketing manager.

The new president is a graduate of Samford University in Birmingham, Alabama, and holds a degree in economics from the University of Miami.

Meanwhile, the company has announced that it has signed a new deal with the British country music star and singer-songwriter Johnny Cash.

Cash has recorded a new album, "American IV: The Man Comes Around," which is scheduled for release later this year. The album features 12 tracks, including the title track, "American IV: The Man Comes Around," and the hit single "When the Man Comes Around." The album is expected to chart well and is already generating buzz among fans and critics alike.

Cash's previous album, "American III: Solitary Man," was released in 2010 and reached the top 10 on the Billboard Country chart. The album included the hit single "Man in Black," which has since become one of Cash's signature songs.

Cash is known for his distinct voice and powerful, emotive performances. His music has been featured in numerous movies and TV shows, including "The Shawshank Redemption," "Fight Club," and "The Sopranos.

Cash's influence on country music is undeniable, and his music continues to inspire artists and fans alike. With the release of "American IV: The Man Comes Around," fans can once again look forward to hearing Cash's powerful voice and timeless music.
**CROWBAR LP TO GET DAFFODIL AND PARAMOUNT RELEASES**

TOLEDO—The debut Crowbar album will be released in Canada by Daffodil and in the U.S. by Paramount on Jan. 12.

The LP, "Bad Manors (Crowbar's Golden Gift, Volume 1)", is said to be the fifth of the former house band turned group. After the group's breakup, they went on to form Crowbar, a Canadian blues band, affiliated with CAPAC.

The album features three vocalists—Jim Roberts, Pat Steel and Len Paluck—and is produced by Vern Dale and Dave Shaw.

**PEOPLE DISK BACK TO MLS AFTER ACTION**

TORONTO—GRT's everyday People single of "You Make Me Wanna Dance" has been re-released to the Maple Leaf System following extensive regional action.

The single was released by the MLS a month ago, but chartings have been sporadic at stations that the Chairman of the System agreed to re-review the single.

The People are produced by Geraldine and plans announced by GRT's Don Cameron has put a special rush on the Wilson album at rock stations.

**BABAISH IS PLANNING A MOVE TO TORONTO**

EDMONTON—In four years, Don Babaish has built up a retail operation in Edmonton which enjoys the highest ratings in Canada. He has an interest in three of the five one and only in Edmonton alone grosses over $1 million annually. He also has two other Edmonton stores and branches in Vancouver, Calgary and Winnipeg.

His company, Harmony Kids (named after a family band in which Babaish played drums; at the other Harmonies—Musicians' Union member in North America), is the Canadian distributor of the Amplifex (amplifiers) and Accoustic (guitars) lines. Harmony Kid retailers' investments include a car dealership and a recording studio.

Now Babaish is setting his sights on the East. He is contemplating adding Toronto to his list of branches.

Babaish can be counted in the music business in 1967, when he opened the Harmony Kids store in Edmonton, the city's first. It wasn't a particularly great success so he moved to Winnipeg later that year.

He took over the company from his father, who ran it from 1923 until 1945. In the red, a year ago,和谐 Kids is now planning a national distribution. Babaish says his intention is to build the Harmony Kids into a $100 million a year operation.

**AHED DEAL WITH FRAMUS**

TORONTO—Phil Anderson, president of AHED Music Corp., signed an exclusive agreement to distribute Framus guitars, one of the largest instrument manufacturers.

Anderson, who named Kenneth R. McKeown controller of the AHED group, the label has also granted AHED the right to distribute the latest album of Lucerne Mac Evil, the David Vine production on "Blood, Sweat and Tears 3."

**RITCHIE YORKE**

JOHANNESBURG

German singer Udo Jurgens arrived here Dec. 2 for a month-long tour. Jurgens will be playing all over South Africa, including an extensive 50-hour non-stop entertainment show in Out of Town Club, near here. Udo's wife, Jenny Ors Way, and French singer have played to packed houses in South Africa.

Jurgens is known for his romantic love songs and has a good following among the youth.

**HAMBURG**

Jürgen Marcus (Telec) has been invited to sit in a show, with his band, for the TV show "von der Musik in Rome. "

Telec has been talking of a new Rock Boom since news of Elvis Presley's TV show, which has been seen on German TV. To make things complete, Telec has released the LPs "On Stage," "Portrait in Music," "Almost in Love," "The Night," and "Let's Be Friends."

For days radio stations have been sold out of Presley recordings. So far, discussions concern a European tour for Telec in the spring.

Telec told the press of the boycotting of Continental concerts by the Rolling Stones, "Let's Be Friends."

Another group to have been released recently is "Girl in Green" by Udo Jurgens. It is a 15-track LP with a number of covers. Another album released recently is "Sisters," a duet by Emma and her brother, also charts in Germany. It is a 15-track LP with covers including "The Night," "Almost in Love," "The Night," and "Let's Be Friends."

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From The Music Capitals of the World

Continued from page 46

International News Reports

MANILA

Alpha artist Nova Amor is making inroads into the international market with her latest single, "Lullabies," which has been well-received by fans worldwide. The song has been featured in several major music charts, including the Billboard Hot 100, where it currently sits at number 12.

MOSCOW

December is a month of deep introspection for many people, and this year is no exception. With the end of the year approaching, artists and musicians are reflecting on their journeys and setting new goals for the future. One of the most anticipated events this month is the release of the new album by Ruben Macheda, titled "Isolation," which is expected to be a huge success in both Russia and Germany.

RUBEN MACHEDA

The new address of Fernando Falcon Productions is 123 Main Street, Los Angeles, CA. The company is a major player in the world of film and television production, and its recent works have been well-received by critics and audiences alike.

BUENOS AIRES

The new address of Fernanda Falcon Productions is 123 Main Street, Buenos Aires, Argentina. The company is a major player in the world of film and television production, and its recent works have been well-received by critics and audiences alike.

LONDON

The release of the new album by Ruben Macheda, titled "Isolation," has been a huge success in both Russia and Germany. The album has been praised for its deep and introspective lyrics, and its catchy melodies have been a hit with listeners of all ages.

Dublin: The famous Hotel Shelburne, whose new album "Dublin on Earth" is now available for pre-order, has released a new single titled "The Last Waltz." The song features a beautiful piano melody and a soulful vocal performance by lead singer Declan O'Sullivan. The single has been well-received by critics and fans alike, and it is expected to be a huge hit on the charts.

Netherlands: The new address of the Netherlands-based record label Holland Records is 123 Main Street, Amsterdam. The label has a long history of producing high-quality music, and its recent releases have been well-received by critics and audiences around the world.
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AUSTRALIA

This Week

1. „LOOKING OUT MY BACK DOOR“ (Skeeter) (by G. Jones)
2. „IT'S ONLY MADE ME CRY AGAIN“ (The Quo) (by R. Taylor)
3. „CRAVON‘‘-ROSE‘‘-Neil Diamond (CBS)
4. „JULIE DO YOU LOVE ME?“ (The Ventures) (by S. Bonifacio)
5. „SONG OF JOY“—Miguel Rios (Polydor)
6. „SPEL THE WINE—Eric Blem (CBS)
7. „MONTGOY BAY“—Bob Marley & The Wailers (EMI)
8. „CLOSE TO YOU—Carpenters (CBS)
9. „JOANNE“—Mike Nisbett (CBS)
10. „YELLOW RIVER—Jigsaw (CBS)

AUSTRIA

This Week

1. „ABRAHAM—Wolfgang (W.M. Productions)
2. „A SONG OF JOY—Miguel Rios (Polydor)
3. „LÖLÄNCH (Pre)
4. „SAN BERNARDO—Christina (CBS)
5. „DEINER SCHÖNSTES LIEBESJahrten“—Artists (CBS)
6. „DOORS OF MY BACK DOOR—Creedence Clearwater Revival (CBS)
7. „ME AND MY LIFE—Trenlation (CBS)
8. „YOY—Chris Andrea (Vogue)
9. „MUMMENSTERN—Nino Merigi (Polydor)
10. „COLUMBIA PAPA—Simon & Garfunkel (CBS)

BRAZIL

This Week

1. „TIMA MAIA—Tim Maia (Philosoph)
2. „COSMIC MOUTH—Creedence Clearwater Revival (RCA)
3. „SO. DOS RIOS—Novo Gospel (RCA)
4. „PORTO—Vincent Bell (Clavinet)
5. „VIAGEM—Maria de Ode (CBS)

BRITAIN

This Week

1. „I HEAR YOU KNOCKING“—Dave Edmunds (Decca)
2. „WHEN I'M DEAD AND GONE“—Chris Farlowe (Polydor)
3. „DIAMOND (King)“—Adrian & The Indians (span)
4. „IT'S ONLY MADE ME CRY AGAIN“—The Quo (by R. Taylor)
5. „I'LL BE THERE—Jackson 5 (CBS)
6. „HOME LOVIN‘ MAN—Andy Warhol (CBS)
7. „NOTHING RHYMED“—Vincent Bell (Clavinet)
8. „SPRINGsteen—Gasoline (emi)
9. „YOU'VE GOT ME DANCING IN YOUR ROOM“—Chairman of the Board (Philips)
10. „VOODOO—Pink Floyd (EMI)

DENMARK

This Month

1. „NEW MORNING“—Bob Dylan (CBS)
2. „LESPERIL"—The Atlantic Union (CBS)
3. „BRIDGE OVER TROUBLED WATER“—The Gabor (CBS)
4. „RED RYE PEPPER“—Harvey (CBS)
5. „AMON HEART HEART—Pink Floyd (EMI)
6. „COSMOS FACTORY—Creedence Clearwater Revival (CBS)
7. „ABRAXAS—Sanctus (CBS)
8. „BLACKHAWKS—CBS
9. „HOME"—James Last (Polydor)

HOLLAND

This Week

1. „SIS ME時期のWEEKED—Tenie Kei (Neutrogena/SanDisk Music)
2. „WHERE HAVE I BEEN WRONG“—Beverley (CBS)
3. „SEE ME ME—Who (Track)
4. „TO MY HEART—Lil Nelson (Hummelstein (Deco))
5. „OVER THE MOUNTAIN—Heddy West (CBS)
6. „CRACKIN‘ ROSE—Neil Diamond (Universal)
7. „BRAZILIAN RIO—Anita (CBS)
8. „CANDIDO—Dawn (Polydor)
9. „MEXICO“—Country Radio Military
10. „ANGEL OF THE NORTH“—Engel (CBS)

ITALY (Produced by Discografia Internazionale)

This Month

1. „LED ZEPPELIN III—Led Zeppelin (CBS)
2. „EMOZIONI—Lucio Battista (CBS)
3. „UN BATTISTRADA“—Mmps (Lido){
4. „COSMOS FACTORY—Creedence Clearwater Revival (America)
5. „ABRAXAS—Sanctus (CBS)
6. „TBLS——Omar Brown (CBS)
7. „DIAMANTTE—Stenio
ciolo di Andrea (Promontor}
8. „PRIMA ONDA—Nino Rota (San Lorenzo)
9. „EDIFICIO—Black Sabbath (Vertigo)
10. „BRIDGE OVER TROUBLED WATER—Simon & Garfunkel (CBS)

NORWAY (Courtesty Von Gang)

This Week

1. „COSMO FACTORY—Creedence Clearwater Revival (Liberty)
2. „BRIDGE OVER TROUBLED WATER—Simon & Garfunkel (CBS)
3. „1005FFAT—Ostwind Bende
4. „IN ROCK—Deep Purple (Harvest)
5. „MELLAN DROEM OCH MÅNAD—Geller (Polydor)
6. „LOOKIN' OUT MY BACK DOOR—Creedence Clearwater Revival (Liberty)
7. „WOODSTOCK—Soundtrack
8. „WILL AND THE POOR BOYS—Creedence Clearwater Revival (Liberty)

JAPAN

This Month

1. „KOTO NO KO—Yoko Naga (Tohoku)
2. „MANDON—Jerry Wallace (Liberty)
3. „NEVER MARRY A MAN“—Coastal (CBS)
4. „ONNA KOI NIKITENKU—Reiko Fuj (RCA)
5. „HASHIRE KATO—Satoru Takanishi (CBS)
6. „CONTRAPLAX—R.C.A.
7. „AS THE YEARS GO BY—Mama Cass Elliot (CBS)
8. „FUTAKO KANDE—R. Hoko (CBS)
9. „TOKONOSU KOKA—Markus Hanz (CBS)
10. „LES DOMAINS DU—Alain Jouy (CBS)

SINGAPORE

This Week

1. „CRACKIN‘ ROSE—Neil Diamond (CBS)
2. „LOCKS LOOKY—Giorgio (CBS)
3. „CHIA LA LA I NEED YOU—The Kinks (EMI)
4. „BREAK ON THROUGH—The Doors (CBS)
5. „LOOKING OUT MY BACK DOOR—Creedence Clearwater Revival (Liberty)
6. „1005FFAT—Ostwind Bende

SOUTH AFRICA

This Week

1. „CRACKIN‘ ROSE—Neil Diamond (CBS)
2. „LOCKS LOOKY—Giorgio (CBS)
3. „CHIA LA LA I NEED YOU—The Kinks (EMI)
4. „BREAK ON THROUGH—The Doors (CBS)
5. „LOOKING OUT MY BACK DOOR—Creedence Clearwater Revival (Liberty)
6. „1005FFAT—Ostwind Bende

SOUTH AFRICA

This Week

1. „KERSTZOF SADOWSKI AND THE SHAMROCK ORGAN—Tovar (CBS)
2. „COSMOS FACTORY—Creedence Clearwater Revival (Liberty)
3. „DIAMANTTE—Omar Brown (CBS)
4. „TOP 3 TO 4—Chicago (CBS)
5. „LOOKIN' OUT MY BACK DOOR—Creedence Clearwater Revival (Liberty)
6. „WOODSTOCK—Soundtrack

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3. „DIAMANTTE—Omar Brown (CBS)
4. „TOP 3 TO 4—Chicago (CBS)
5. „LOOKIN' OUT MY BACK DOOR—Creedence Clearwater Revival (Liberty)
6. „WOODSTOCK—Soundtrack
Supremes & Four Tops
“River Deep, Mountain High”
A magnificent single from the Magnificent 7 (M-1173)

The Magnificent 7 (MS-717)

Contains the single “River Deep, Mountain High”
### Top 20 Pop Spotlight

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<thead>
<tr>
<th>Number</th>
<th>Artist</th>
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<tr>
<td>1</td>
<td>Bobby Bloom</td>
<td>Make Me Happy</td>
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<td>Kinks</td>
<td>Ape-Man</td>
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<td>3</td>
<td>Mason &amp; Cass</td>
<td>Something to Make You Happy</td>
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<td>Tyrrannosaurus Rex</td>
<td>Ride a White Swan</td>
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<td>Brewer &amp; Shipley</td>
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<td>6</td>
<td>Brooklyn Bridge</td>
<td>Nights in White Satin</td>
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### Top 20 Country Spotlight

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<tr>
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<td>Pat Patterson</td>
<td>Give Him Love</td>
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<tr>
<td>2</td>
<td>Elton John</td>
<td>Your Song</td>
<td>RCA 47-9943</td>
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<td>3</td>
<td>Dolly Parton</td>
<td>Coat of Many Colors</td>
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<td>4</td>
<td>B J Thomas</td>
<td>Hooked on a Feeling</td>
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### Special Merit Spotlight

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<tr>
<td>Three Degrees</td>
<td>You're the One</td>
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<td>Frank Sinatra &amp; Hugo Winter</td>
<td>Feeling Kinda Sunday</td>
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<tr>
<td>Vicki Carr</td>
<td>I'll Be Home</td>
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### Country Singles Chart

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### Soul Singles Chart

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<td>1</td>
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<td>These Four Walls</td>
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<td>2</td>
<td>B J Thomas</td>
<td>Hooked on a Feeling</td>
<td>RCA 47-9943</td>
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<tr>
<td>3</td>
<td>Allen Toussaint</td>
<td>Sweet Touch of Love</td>
<td>RCA 47-9943</td>
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<tr>
<td>4</td>
<td>The Four Tops</td>
<td>She Loves Me Not</td>
<td>RCA 47-9943</td>
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<td>She Loves Me Not</td>
<td>RCA 47-9943</td>
</tr>
</tbody>
</table>
take off from work and get down to business ... with pleasure

IMIC-3
MONTREUX, SWITZERLAND
JUNE 6-12, 1971

Announcing the Third International Music Industry Conference. The most significant opportunity for businessmen from all over the world, all phases of the industry, to meet, discuss, exchange views, learn, prepare for developments, help each other and enjoy.

In only two years, IMIC has established itself as the world-wide communication center for individuals involved in the international music business—records, publishing, personal management, law, performing rights societies, radio, TV, audio-visual technology. In 1969, 600 music men participated in the first international music industry conference on Paradise Island, Bahamas. The second conference in Palma, Mallorca drew 930 participants. IMIC has become a vital element in the successful work of the international music industry. Over 1,200 participants are expected to convene in Montreux, Switzerland for IMIC 3 in June. Register now.

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

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

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

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

Regular fee: $235 per person. Effective after January 1.

The Pleasure

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

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

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

Advanced Registration Form. For Business and Pleasure

The Third Annual International Music Industry Conference, sponsored by Billboard, Record Retailer and Discographia Internationale.

Advance Registration Fee: $210 (971-7a) per person. $235 (971-7b) after January 1, 1971.

If check is in dollars, send to: International Music Industry Conference—Record Retailer Farnsworth Street New York, New York 10017

If check is in sterling, send to: International Music Industry Conference—Discographia Internationale 300 Madison Avenue New York, New York 10017

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

Name of Each Registrant Title Address

Full Address Company

Wife's Name

Please enclose $30 for each woman registered.
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<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title, Label, Number (Distributing Label)</th>
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<tr>
<td>1</td>
<td>SANTANA</td>
<td>Abraxas, Columbia KC 30190</td>
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<td>2</td>
<td>GEORGE HARRISON</td>
<td>All Things Must Pass, Apple 674997</td>
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<td>3</td>
<td>SLY &amp; THE FAMILY STONE</td>
<td>Greatest Hits, Epic EC K 30225 (Columbia)</td>
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<td>4</td>
<td>STEPHEN STILLS</td>
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<tr>
<td>5</td>
<td>GRAND FUNK RAILROAD</td>
<td>Live Album, Capitol SWB 631</td>
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<td>CARPENTERS</td>
<td>Close To You, A&amp;M SP 4571</td>
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<td>JESUS CHRIST, SUPERSTAR</td>
<td>Various Artists, Decca SXA 2906</td>
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<td>LED ZEPPELIN III</td>
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<td>9</td>
<td>THE PARTRIDGE FAMILY ALBUM</td>
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<td>10</td>
<td>JAMES TAYLOR</td>
<td>Sweet Baby James, Warner Bros. WM 1952</td>
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<td>ISAAC HAYES</td>
<td>To Be Continued, Enterprise EP 3214 (Stax/Volt)</td>
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<td>JACKSON 5</td>
<td>Third Album, Motown M 1050</td>
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<td>NEIL DIAMOND</td>
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<td>JOHN LENNON/PLASTIC ONO BAND</td>
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<td>CREEDENCE CLEARWATER REVIVAL</td>
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<td>16</td>
<td>BOB DYLAN</td>
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<td>ELTON JOHN</td>
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<td>THREE DOG NIGHT</td>
<td>Naturally, Dunhill 10088</td>
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<td>STEPPENWOLF</td>
<td>ABC/Dunhill 034, 00008</td>
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<td>WOODSTOCK</td>
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<td>ELVIS PRESLEY</td>
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<td>JUDY COLLINS</td>
<td>Whales &amp; Nightingales, Elektra EKS 34079</td>
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<td>DEREK &amp; THE DOMINOES</td>
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<td>TEN YEARS AFTER</td>
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<td>BAY REY</td>
<td>For the Good Times, Columbia 30.1806</td>
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<td>Portrait, Bell 6045</td>
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<td>TEMPTATIONS</td>
<td>Greatest Hits, Vol. II, Gordy GD 5094 (Motown)</td>
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<td>MOODY BLUES</td>
<td>Question of Balance, Threshold TLS 2 (London)</td>
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<td>VAN MORRISON HIS BAND &amp; THE WINDSOR CHOREHUR</td>
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<td>GRAND FUNK RAILROAD</td>
<td>Closer To Home, Capitol SK 471</td>
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<td>DIANA ROSS</td>
<td>Everything Is Everything, Motown MT 5724</td>
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<td>Cash Box, Capitol 3607</td>
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<td>Get Yer Ya-Ya's Out!, London NPS 5618</td>
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<td>Indianapolis Mississippi, ABC ABC 713</td>
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<td>PINK FLOYD</td>
<td>Atom Heart Mother, Harvest SMH 6302 (Capitol)</td>
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<td>ROBERTA FLACK</td>
<td>Chapter Two, Atlantic 5169</td>
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<td>ARLO GUTHRIE</td>
<td>Washington DC, Reprise ESP 6161</td>
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<td>TOM JONES</td>
<td>I (Who Has Nothing) Finds Out, Parlophone PS 71090 (London)</td>
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<td>LÔLA</td>
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<td>We Got To Live Together, Marvco 5175</td>
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<td>Sex Machine, King 7-5111</td>
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<td>Now I'm A Woman, Capitol ST 3795</td>
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<td>BLOOD, SWEAT &amp; TEARS</td>
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(Continued on page 60)
Phony Buyers Stage New 'Hit' Move Attacks to New Areas

CHICAGO — Police here have apprehended at least two suspects who posed as regular customers at record-tape wholesale outlets. The current rash of phony buyers is described as the worst in several years and several wholesalers are convinced that the thieves either work within the industry or have access to Billboard's charts and information on wholesale procedures often detailed in routine stories.

The first series of incidents in early November resulted in losses at Summit Distributors and London Distributors when a total of 1,300 LP's were taken (Billboard, Nov. 7). Since then, the thieves have contacted Roberts Distributors in St. Louis, and, according to some distributors, may be expanding further.

It is understood that police know some of the retail outlets where stolen merchandise is being sold.

Gold Awards

Jim Nabors has achieved a gold record for his holiday LP, "Jim Nabors Christmas Album," on the Columbia label.

Columbia Records "Super Session" album has been certified for a gold record award. The LP features Mike Bloomfield, Stephen Stills and Al Kooper.

King Anti-Drug Single Issued

NASHVILLE—King Records is shipping a public service disk on James Brown's war against drugs. One side of the single is titled PSA-1 and features a 35-second message from James Brown; the other side features a 28-second message from Bobby Byrd.

Janus Promo On 4 New LP's

NEW YORK—An extensive promotion campaign has been launched by Janus Records to back its four new albums by artists Harvey Mandel, Poli-our, Teegarden and Van Winkle and Andy Robinson.

Janus has made several direct mailings to air personalities, rack jobbers, one stops and to all sales and promotion men in the field. Full-page advertisements have been run in consumer publications and have been reprinted and included in the mailers. Selected advertising, in conjunction with personal appearances of the artists where possible, is being placed on FM stations and local music publications.
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Fantasy Junket Bows
Creedence’s ‘Pendulum’

BERKELEY, Calif. — Fantasy
Records and Creedence Clearwater Revival have announced their new album, “Pendulum,” via a $60,000 weekend junket for over 300 reporters from all over the U.S. Also shown was a television special that aired on NBC and the Today Show. The album has been released on tape and vinyl and has sold over 1.5 million copies.

FRIESEN LETTER ON BURDON

LOS ANGELES—gift
Burdon, Fleder, and
president, has issued the following statement regarding the singer’s
attorneys:

“Pendulum” has been set aside for the album.

Showcasing the TV film, filmed
at an Oakland concert, at the
California Theater, with an
invited 1,500-guest audience,
Mal Klein of National
General revealed that the film
had not yet been sold for TV
screening.

He said that the company had been trying to get for a splicer since
January. Creedence, producer,
composer and lead singer John
Fogerty said: “People in the
television industry are afraid
of the film. That’s the feedback
I’ve gotten. Sponsors are afraid
of such things as kids waving
the peace sign at us and Pepsi
cans being swept off the
top.”

Object of the Creedence
Clearwater weekend was to
give the group a “clear image”
with young people, said For-
gerty.

Bantam Books will publish a
full-length biography of the
group, “Inside Creedence” by
John Hallowell on Jan. 22. It
was announced. First printing
will be 400,000 copies.

ITA Meets With Nixon
Aide on Trade Problems

WASHINGTON—In a con-
tinuing effort to establish mean-
ingful standards, reduce piracy
and generally raise the level of consumer confidence in the
industry, key executives of the
International Tape Associa-
tion (ITA) met in closed
sessions here (Dec. 14) with
Mrs. Virginia Knauer of the
President's Office of Con-
cerned Offices, and her assistant
Mrs. Elizabeth Hanshaw.

Although details of the meeting
were not disclosed, Larry
Finley, the Association’s execu-
tive director, said a lot of im-
portant ground was covered,
and the way has been paved for further meaningful talks on
the industry’s problem areas.

Sitting in with Finley on the
discussion were John Norman
Troob, the ITA’s legal counsel.

In another meeting called
by the ITA in New York
executives of a number of rec-
cord companies with tape
products met with Top 50
Tra-Recs to explore the problems of copyright infring-
ements and ways and means of controlling the situation.

The attending tradestrians in-
cluded Ben Blumenthal, Atlantic
Recs; Louis Dennis, Warner
Bros./Reprise; Mel Ponser,
Elektra; Paul Weil, Columbia
Recs; Enio Light, Project 3, and
Hans Langsfeld, Re-
quest. The problems raised were deferred until discussions with the office of
Consumer Affairs were con-
cluded.

Meanwhile, the ITA’s mem-
bership has been pushed to 79
with the addmission of three addi-
tional tape companies. New
admissions are Standard Radio
Corp., America, Atlanta; America, Ltd. and Bell & Howell Magnetic Tape Co.

The ITA has also announced the
appointment of George Simkowski, vice-
president of Bell & Howell Con-
sumer Divisions to the Board of Directors.

ARC ’s Recorders in
Big Sales Jump

NEW YORK—Disneyland
Records has moved 50 percent ahead of the sales of its best selling “Jungle Book” album in
America. Disneyland’s “Jungle Book” was a gold rec-
ord winner for the company.

According to Jerry Weiner,
Disneyland national sales man-
ger, the “Arc ’s” topped the
“Jungle Book” within the same
period on the market. Weiner
also said that a total effort is being made with the mer-
chandise picture and Character Merchandising Divisions.

Douglas to Release
Tracks From Films

NEW YORK—Douglas Rec-
ords will release the sound-
tracks from the Douglas Corp.’s
first two film ventures, “El
Sordo,” and “500 Wanderers.” The Douglas Corp. is the parent
company of Douglas Records,
and the distribution was arranged with
by Alexander Jordanowski.

The latter involves the incor-
poration of 44 Laurel and
Hardy films in a modern sat-
ire of current sociological
issues. All six volumes are due for release in early
1971.

Lang, Grafton
Form Label

NEW YORK—Michael Lang
and Marvin Grafton have formed Just Sunshine Records, which will be operated in con-
junction with the major record
label of Paramount Records, and Lang and Grafton.

Lang, a producer of the Woodstock Festival, and Grafton, prominent in the publish-
ing and distribution of underground publications, have cen-
tered Just Sunshine in Wood-
stock, N.Y.

Just Sunshine’s grounds have house rehearsal halls, living
quarters, and facilities for building a studio complex.

ZUBAN MEHTA
NICHOLAS JOHNSON

Little disappointments
are the hallmarks of the
fantasy industry, says
one executive.

RAY DOLBY
JAMES TAYLOR

Trendsetter Writers Set

Continued from page 1

new of the writers and their
songs, making it a pleasant
surprise for all.

Ray Dolby, a well-known
sound engineer, will be one of
the trendsetters. His work on
the soundtrack for “The
Godfather” and “Jaws” has
received critical acclaim.

James Taylor, a popular
singer-songwriter, will also be
a trendsetter. His songs are
known for their emotional
power and lyrical depth.

Zuban Mehta, Guess Who, the
NET television program “Same
Street,” Air personality Tom Camp-
bell, radio station executive
James Gabbert, Italian singer-
publisher Lucio Battisti, RCA
Irwin Tar and Oscar Kosteno
Motorola.

Pub Named ATV Kirshner
Heath to Head U.K. Division

NEW YORK — The new
music publishing operation set
up by the Associated Television
Corp. and the Kirshner Enter-
tainment Corp. will be known as
ATV Kirshner Music. Geoff-
rey Heath has been appointed
general manager of ATV Kirshner
Music Ltd., the U.K. end of the
company. Len Beadell will remain as general
manager of the U.K. operation.

The company’s worldwide publish-
ing activities will begin im-
mediately.

The new company will include
Welbeck Music Ltd., Beckwell
Music, Don Kirshner Music, Inc.,
and the management of Maple
Music. Maple Music owns the
publishing rights to the John
Lennon and Paul McCartney
copyrights in the U.S. and
Canada. Included in the Maple
catalog are such Beatles hits as
“Yesterday,” “Michelle” and over 200 other Len-
non-McCartney songs.

ATV controls ATV Network
Limited, England’s commercial
TV network, owns the London
Palladium and 20 other theatre
and also owns Pye Records, which was responsible for over
10 percent of all the record
production in Great Britain.

Quality & Promotion
Continued from page 14

alarm and urges customers to
stall players either in glove
ports or under seats.

The partners also push their
deck speaker installations.

like two speakers under the
dashboard and two in the rear
deck,” McClelland said. “That
happens in over 25 percent of the
speakers.”

Rather than install inexpen-
sive speakers (list for $175)
the Capitol Service offers a
1.5 inch round speaker at $3.95
steal of a piece of junk,”
McClelland said.

DECEMBER 27, 1970, BILLBOARD
Chairmen Of The Board.

In Session

A New Album
Featuring the Hit Single
“Pay to the Piper”.

Holland/Dozier/Holland Prod., Inc.
Available from Capitol Records

Chairmen Of The Board
Pay To The Piper
Bless You

Invictus Is Dynamic