'Diplomatic Meeting' to Protect World Recordings

WASHINGTON—A new separate international copyright agreement to protect record manufacturers, performing artists and authors against piracy of sound recordings will be the task of a special meeting in Paris, in March 1971, the Library of Congress has reported. The proposal to set up a worldwide protective anti-piracy agreement grew out of plans for revising and updating existing copyright agreements, such as the Berne Convention, to which the United States does not belong, and the broad mutual protections in the Universal Copyright Convention to which the U.S. and 58 other nations are signatory.

It is hoped that the committee of experts chosen to deal with the record piracy can work out a satisfactory agreement in time for consideration by the "Diplomatic Conference." This conference, to be held in Paris in July, is working out the general revision of the Berne and UCC conventions, and could include the anti-piracy agreement in the final terms accepted by the signatory nations.

The U.S. Senate has up to this point consistently refused to ratify agreements that give protection to the so-called neighboring nations," such as

(Continued on page 12)

Tough Fight On Fee: MOA

By RAY BRACK

RICHMOND, Va.—The nation's jukebox operators will have a "tough but winnable" battle next spring in their opposition to the controversial artist royalty amendment to the Copyright Law, Nicholas Allen, Music Operators of America (MOA) counsel, told a business meeting here recently. Speaking to the Music Operators of Virginia here recently, Allen said that while committee assignments have not been made, "Changes in Congress show a

(Continued on page 55)

Michael C. Cohen's Disc Records Co. is in the vanguard of that move. Disc Records has made significant inroads in the retail field in the past 10 years. Cohen said his firm's sales, which this year will exceed $1 million, are based on a single-mindedness in promotion, and will continue to increase. Cohen will have a new display and promotion department at autumn shows, and plans to make strong inroads into new markets in the months ahead.

Yule Hot: N.Y., Chi; Tepid in Nashville, L.A.

By CLAUDE HALL

NEW YORK—Record dealers such as Korvette and Sam Goody and King Carol are all expecting a bountiful Christmas in record sales. Some dealers showed skepticism, but most indicated that sales were great although collection was negligible. David Rosenthal, divisional merchandise manager for Korvettes, said that sales are not only holding very strong at present, but on a comparative basis store-for-store, sales are up. It's true, he said, that weaker product might have sold more were it not for the economic situation affecting the nation, "but good product continues to sell strongly. I don't think the economic scene will affect our stores... the consumer feels he can always get a good buy at Korvette.

(Continued on page 52)

Shopping Center Malls Are Sprouting as Disk Outlets

By MIKE CROSS

NEW YORK—Record retailing is moving into the air-conditioned malls of the new shopping centers mushrooming around the country, and John

Bid NAB Aid on Programming

By BILL WILLIAMS

NASHVILLE—An important aspect of the industry's battle against tape piracy came to the forefront in this market with the granting of temporary injunctions on behalf of the National Association of Broadcasters to prevent the sale of bootleg tapes at the new NAB show.

The injunctions, sought by Mintz and Shapiro, were granted by U.S. District Court Judge J. Kenneth Bledsoe, who granted the injunctions in a temporary restraining order to prevent the sale of bootleg tapes at the new NAB show.

LOS ANGELES—Seeking to elevate the status of programming in radio, a committee of program directors resolved Saturday (21) to ask the National Association of Broadcasters to set up a special division or branch devoted to programming. A resolution was passed here during the Fifth Annual Bill Gavin Radio Program Conference to go to the NAB and propose to them an organization within the framework of the NAB that would concern itself with programming, recruitment of air personalities, and other basic problems of product. The resolution pointed out that there are other organizations for engineering, sales, and management, but none for programming—the most important aspect of radio. The resolution will indicate the urgency of the matter. There had been a discussion

(Continued on page 10)

MGM Bows Plan On Jukebox Play

RICHMOND, Va.—Veteran MGM publicity and promotion director Sol Handwerger is adding promotional muscle to stimulate more plays of records on jukeboxes. He outlined the plan during a seminar at the Music Operators of Virginia convention (Continued on page 55)

Advert...

MGM RECORDS

Music in Motion

SEE PAGE 45

MGM RECORDS

MGM RECORDS

Music in Motion

SEE PAGE 45

MGM RECORDS

Music in Motion

SEE PAGE 45

MGM RECORDS

Music in Motion

SEE PAGE 45

MGM RECORDS

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MGM RECORDS

Music in Motion

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MGM RECORDS

Music in Motion

SEE PAGE 45
Because that's where Sky, a young group from Detroit, went to record their first album. And that's the influence. (Not to mention the influence of Jimmy Miller, producer of the Stones, Blind Faith, Traffic, Led Zeppelin and others. Jimmy discovered Sky).

Sky is a trio of teenagers—Doug Fieger, John Coury and Rob Stawinski—who show a musical maturity that is surprising. What isn't surprising is that Sky has what one might call a definitely superior first album.

Recorded in London, it's called "Don't Hold Back" (and it doesn't). It goes from hard driving rock all the way to soft acoustic ballads, with lots in between. There's also some very sophisticated arranging work to hold it all together.

Sky's a group you will get to know very shortly. After that, you'll know them for a very long time.

Sky—a new kind of Detroit group.
Mirabelle Buys All TM Tunes, Some of CUC

NEW YORK—Mirabelle Music, Inc., has completed its acquisition of the copyrights in all TM Tunes and some of CUC rights that would have expired in 1971. With House Judiciary Committee hearings held Tuesday on the Mirabelle proposal, the company's recent move to extend for another year, to Dec. 31, 1972, the copyrights that would expire in 1971. House Judiciary committee chairman William E. Borah (D., Idaho) said the country's copyright laws were not adequately designed to meet the needs of the music industry. Borah added that the copyright laws had been in place for over 60 years and needed to be updated to reflect the realities of today's music business.

House Committee Votes Copyrights Extension

WASHINGTON—The House Judiciary Committee has approved a bill that would extend for another year the copyrights in all TM Tunes and some of CUC rights that would expire in 1971. The bill, introduced by Rep. John McClellan (D., Ark.), would provide a one-year extension for these copyrights, which have already been extended for a year.
Barnaby Spreads Act Wings
To Get Style Cross-Section

LOS ANGELES — Barnaby Records has released a special roster to represent a cross-section of the varied singing styles that comprise today's music market. Linda McNea, label's West Coast manager, auditions acts and listens to songs before passing on recommendations to Barnaby's co-owner Alan Barnard.

The company has assigned Jackie Mills to produce a new Barnaby CD, "Curtin Calling," whom Miss McNea discovered. Still to be recorded are a new album by former David Summerville, regulars on Tim Christmas's CTM TV series; singer-writer Paul Hampton, and Nashville-based vocalist Linda Hart. Miss Barnard, who runs Barnaby's Nashville office, found Miss Hart.

Barnaby plans to assign freelance producers to the new artists coming into the company. Andy Williams is participating by selecting material for two of Barnaby's acts: Claudine Longdon and Ken Berry. He also produced his first Barnaby LP, a Christmas package featuring the Williams' contract with Columbia Records has a year-and-one-half to run.

In another move, Barnaby purchased all of Ray Stevens' master tapes. Barnard said, "We didn't want anyone selling them for $1.35."

Mothers in Film Bow

NEW YORK—Frank Zappa and the Mothers of Invention will present their long-expected extended play records designed to teach children how to care for household pets. The record company, Pet Care Records, is created and marketed by Pet Productions, Inc. There are eight discs in the series which explain the care and training of dogs, kittens, gerbils, guinea pigs, hamsters, birds, goldfish and tropical fish.

The records are geared to appeal to the 7-12 year-old. The records are also aimed at teaching music written by professionals in the children's educational market about play roles as well as singing, talking and color changing. The child learns about feeding, grooming, training, health, birth, death and some of the necessities for his or her pet through "fun learning techniques," illustrations on the record jackets.

This series of Pet Care Records is the first of an over-all campaign of educational and entertainment records for both children and adults by Pet Products Inc. The line, which has a retail price of $1, is being backed by a large national promotional campaign, plus advertising and publicity.

A&M Going 'Soft Sound'

LOS ANGELES—A&M Records is moving into the "soft sound" groove. Six artists who reflect this "soft" movement are: John Ruff, John Fadna, Marc Benno and Beno Stevens (A&M's president, Benno and Stevens are playing more stylistically and the Rock Producer

Tekker Turns Longhair for LP

LOS ANGELES—Contemporary music producer Gabriel Meyers, who has produced the "soft" sound for such acts as John Ruff and John Fadna, will now concentrate on contemporary radio stations and in the college market.

His signature sound has appeared on the hit single "I'm Not the Only One," performed by the group The Classics, and has been included on the album of that name, released this month. The album, which features Marshall Math and violinist Adam Meyers, is a major departure from the group's previous recordings.

The group's first single, "I'm Not the Only One," was released this month. The record, featuring the group's lead vocalist, Adam Meyers, is a major departure from the group's previous recordings.

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Scrooge is
"Spectacular! Finney is remarkable."
—Judith Crist, New York Magazine

"A splashy and entertaining musical! Tops for Albert Finney's on-target interpretation of 'Scrooge.' Bright with humor!"
—Ann Guarino, N.Y. Daily News

"A joyous, beautiful, laughable and heart tingling musical!"
—Alex Thine, Milwaukee Centinel

"A masterpiece! It will become a classic."
—Dave Elliot, Chicago Daily News

"One of the best pieces of news for the family since the invention of toys."
—Los Angeles Times

"A great gorgeous entertainment! Albert Finney is magnificent!"
—Cameron Demar, Boston Herald Traveler

"A winner! 'Scrooge' has everything!"
—Ernest Schier, Philadelphia Bulletin

"A spirited and splendid film! Albert Finney spectacular!"
—Susan Stark, Detroit Free Press

And that's no humbug.

"Scrooge" isn't just a movie in time for Christmas. It's a story that has no season. With a timeless musical score by Leslie Bricusse.

And now "Scrooge" is an Original Soundtrack album, starring Albert Finney.

On Columbia Records® and Tapes.
Colossus Campaign Backs New Talent Album Product

NEW YORK—Colossus Records has mapped out an advertising and merchandising campaign to back its new album program which is giving a push to new talent. The label has prepared special 30 and 60-second commercials to be run on all the pop radio stations and top 40 stations all over the country. The commercials will be for specific LPs and also for a combination of several of the five albums in the release, in which case there will be extensive direct mailing jockeys. Print advertising will be placed in both trade and consumer outlets. Special trade ads on all of the product is now being planned, and there will be an attempt to line up consumer advertising accenting co-op ads. Personal appearances of the artists at key record outlets are also being worked out. A new LP exciting material of the LP’s is being developed by Colossus, complete with poster, window cards, streamers, and in-store displays.

The LP release are the Mob, a seven-man vocal combo; Raul Danks and his Wild Cats, an underground group from Baltimore, and Good Paul Sylvan, a British import. The album in the release, “Colossus Greatest Hits,” is a collection of Colossus’ hit disks.

Jerry Ross, head of Colossus, discussed each song from each LP in conjunction with the release of the album.

Blue Thumb Day Marks Distrib Tie With Capitol

The LP is Love’s third for Blue Thumb, and the label’s first completely live recording project. Some tracks on previous Love albums were recorded in studio, but the band’s previous efforts were done before audiences. The latest Jimmy Hendrix plays on three cuts of the album, which captures the hard driving blues he played for the experience.

In other creative projects, David Paich, who produced the band’s second solo LP and his project with Mama Cass has been shelved in favor of the solo album. And Gabor Szabo is recording for the first time with his first Bobbi Womack, Tommy Lipuma, the latter recording for the Szabo package. He will record a new set of the Lester Dunicks and His Hot Licks.

Executive Turntable

Ai Valente named to the new position of director of national product exp for Modern Record Co. He joined Motown a year ago and his most recent assignment was preliminary promotional evaluation. Previously he headed his own publicity and promotion firm, as well as his own consultancy. The UA has left and joined MGM Records. Woody Woodard, Liberty/UA art director has also left the company. Bob Cleary, the current assistant VP and art director for VPothermal, is being relieved of his duties.

John Walsh named product coordinator, ad department, Scepter Records. He was formerly an associate producer for Columbia and director of independent productions for Kapp and Decca.

Ruby Mazer, art director, Paramount Records, designing for B. B. King Productions, Mazer has an album cover up for a Grammy Award—next the B. B. King’s album called “I’ve Got a Thing” which was suggested last week. John A. Creighton appointed director of marketing planning and programming, Craig’s education/industrial division.

Thomas G. Kuhm named vice president in charge of television production, Warner Bros. This appointment followed the joining of WB-TV with Blender Productions, which the studio program development. Arthur Markowitz, executive in the variety department, William H. Parkers Agency, established to represent CBS-FOX Radio/CBS in London office. C. Robert Paulson, former manager Amex professional audio division, joined Infonics to establish a musical division.

William R. Knutz named national sales manager for the AMP; Paul G. Lloyd given the responsibility for quality assurance, Informs. William E. Johnston named national service manager for the company.

Jack E. Egbert named Eastern sales manager, special accounts, and. James D. Gynt, account executive, Capitol Records Inc. Both men will be based in New York.

December 5, 1970, Billboard
GEORGE HARRISON

ALL THINGS MUST PASS

APPLE STCH 639

Manufactured by Apple Records, Inc., 1700 Broadway, New York, N.Y. 10019
**WANTED RECORD PRODUCER IMAGINATIVE GOOD TRACK RECORD**

MASPETH, N.Y. — Earnings for the last nine months of 1970 amounted to $141,924 or 21 cents per share, an increase of 5 cents per share over the 1969 total of $136,268 or 16 cents per share. The record earnings for the first three quarters of 1970 amounted to $1,179,729, or 17 cents per share.

For the 12 months ending December 31, 1970, sales of the company amounted to $74,432,000, compared with $81,711,000 in the second quarter of 1969. Net earnings were $2,612,000 compared with $3,458,000 the same period in 1969. Earnings per share amounted to 8 cents compared with 10 cents last year.

W. G. Hambrecht & Co., Inc., San Francisco, is handling the issue of $7,500,000 in 6% convertible debentures and 110,000 warrants to be sold in a private offering.
The Grateful Dead are consistently the best performing group in this country. They recently emerged as one of the very best recording groups in the country with their album, Workingman's Dead, a collection of countrified songs, economical instrumentals, and newly expanded vocals. American Beauty, their latest, is, in Jerry Garcia's words, "an extension of what we started to get into with Workingman's Dead."

American Beauty is on Warner Bros. Records. Tapes distributed by Ampex.
'Restraint of Trade' Wins

Franklin on the Move by Staying Tuned to Buyer

By MAURIE ORODENKER

PHILADELPHIA — Al Franklin has opened the second and is about to open a third in a projected chain of Franklin Music Stores. He plans eventually to have a nationwide chain. Since opening his first store on Aug. 19, 1968, in a new Hesnami Shopping Mall just outside the city, Franklin has been making record sales history. Three months after first opening, the operation was in the black with total sales reaching $1 million the first year. For the second year, sales jumped to $1.5 million, and with a good seasonal selling, Franklin hopes to reach $2 million for the one store this coming year. Franklin opened his second Franklin Music several weeks ago in the new Echelon Shopping Mall in Voorhees Township, across the river in Camden County, New Jersey. And before this new month is over, it'll be a grand opening for his third Franklin Music in the newly reopened quarters.

But the whole key to his success, said Franklin, is the customer. "The customer is the king and in order to serve him, we see to it that we always have a complete stock," he added. "If we have that one record that the customer asks for, we have sold him on Franklin Music and he'll keep coming back. But stock is not the only thing. You have to be sure there are knowledgeable people on your sales staff, we make certain that there is always someone who can answer that one question asked by a customer—particularly the customer coming into our store for the first time.

All stores planned to be of the same approximate size 6200 square feet. All sales are computerized. Approximately 54 percent of all sales is in records. Tapes and cassettes account for 13 percent, up from 7 percent last year, and seem to be rising—but not at the expense of regular records. Audio components, "and we cherry-pick every line we handle," said Franklin, amount to just under 35 percent of sales. Starting from scratch, a full audio line is being built, and because of change in sales position, "we don't have to take any merchandise to push," he added.

Computerized sales slips show turnarounds in minutes, which is the reason Franklin.

(Continued on page 12)
(From the original soundtrack of MGM's "Brewster McCloud")

..."sing a song full of the faith that the dark past has taught us

...sing a song full of the hope that the present has brought us"...

merry clayton
lift ev'ry
voice
and sing

(Black National Hymn)

Distributed by A&M Records, 1410 N. La Brea, Hollywood, California 90028
Diplomatic Meeting to Protect World Records

- Continued from page 1

recordings, performances and broadcasts. The story could change in future international copyright agreements if the US completes and passes its copyright law revision in 1971. The law would protect recordings from duplication, whether or not a proposed performance royalty for recordings is retained in the bill.

Another problem facing the several international copyright conferences coming up next summer is what to do about easing copyright costs to the developing countries. Giving the poorer and poorer countries too much of a free ride, has met with rejection from a number of countries. But it is feared that trying to force poorer countries to pay standard royalties would drive them to drop out of all copyright conventions, resulting in a free-for-all style.

Preparatory meetings held to begin the Berne and UCC revisions, were attended by American delegations headed by Abraham L. Kaminstein, Register of Copyrights. Results of these meetings (the U.S. delegation could only observe at the Berne meeting), together with the hoped-for anti-piracy agreement, and the proposals for dealing with the underdeveloped countries, will all be threshed out at the Diplomatic Conference of June 21-July 10, 1971, in Paris.

Hovering over all of the various copyright developments is a new international attempt at bringing about better cooperation in protecting all types of intellectual property. This will be the work of the new World Intellectual Property Organization (WIPO), which came into life in Stockholm, in April of 1970, and was ratified by the U.S. in May.

The new organization is an outgrowth of the older United International Bureau for the Protection of International Property (BIRPI), and hopes to ensure cooperation among the different copyright conventions and agreements. WIPO's first Director-General will be Prof. G. H. Bodenhausen, Director of BIRPI.

Universal Studios Opens With Much Pomp and Ceremony

MEMPHIS—More than 400 record company officials, recorders and music lovers were on hand for the official opening of Universal Recording Studios. Seymour and Natalie Rosenberg were hosts. Rosenberg is president of the studio, a new division of the Memphis Corp., and Mrs. Rosenberg was in charge of the festivities.

At a party preceding the event, two rock bands entertained prior to the party to the Studios on Church Avenue, where there were escort-girls.

All the remotely controlled speakers in the studio are built in for the convenience of more workable, uncluttered floor space. The colorful decor of the studio is carried into the engineer's booths, where it forms a backdrop for the 16, 8 and 4-track Studio and monaural recording equipment and a Cadence console. The engineering staff is headed by Steve Stepanian. A staff band already has been retained.

At the opening, Mercury artist Jerry Butler, who is executive vice president of the Memphis Corp., said the studio already was operable and had done work for such artists as William Bell and Rufus Thomas. Other artists who already had used the studio include the Beatles and the Rolling Stones.

Franklin Stays Tuned to Buyer

- Continued from page 10

does not believe tapes will hurt record sales.

In the musical instrument department, accounts for 3 percent of sales, parts and accessories are doing well, but drums are dropping off, but guitar sales are holding at a high level. The biggest surprise in sheet music sales is sheet music — the only merchandise in the large store that is on sale. Everything sells big in sheet music, he said, especially instrumental, and reports he has found that the space given to sheet music can carry a larger line, which will serve the needs of students and adults alike.

While pop and rock fans generally limit purchases to one or sometimes to a second record album, the classical buyer will buy as many as seven or eight records. In addition to newspaper advertising, sale of classical records is promoted largely through radio. Also of special note is the fact that Franklin is not impressed with in-store promotions by recording artists. "Give the customer what he wants, at a price he can accept, and service enough for him to come back, and that's the name of the game. The more salesmen the better, I think," said Franklin.
Top 40, Finally!
For years his records have been superlative.
But they seldom got near top 40 radio.
This year, he moved over to Reprise.
And out of his first Reprise album
has come his first top 40, smash single:

"If I Could Read Your Mind"

It's amazing, really. But so deserved.
"If I Could Read Your Mind" (Reprise 0974)
is currently doing it all on:

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GORDON LIGHTFOOT
TROY, Mich.—There is more stress than usual at Detroit’s 8-track and cassette recording studios, according to Emery A. Koch, president of the Sony/Du Pont Import Export Co. here. The reason: That 11-year-old B&B is taking a conservative approach to such innovations as quadra- sound and 8-track record feature and reversible cassette.

The firm, which has just moved into a new and expanded square-foot facility here in suburban Detroit, is definitely looking at quadrant. It will focus on concentrating in the bread and butter area of radio-tape combination, adding, for example, a cassette with multiplex radio. Record feature 8-track players will come next.

The conservative approach carries over into such areas as automatic reversible cassette and automatic changes. “We have to buy in such large quantities and concentrate so much on quality control that it makes it difficult to move very fast,” Klein said.

Offering stressed promotion is another feature. By B&B’s line design, this indicates an allocation of what buyers want in budget-priced units, a 14-16 casette, a two-piece 8-track player priced at $64.95. List includes such features as record player/battery charger, a built-in battery charger, automatic program indicator and a dial for making a possible addition of a radio feature.

This unit is one of seven 8-track models being offered primarily under the brand name B&B also markets a Rhapsody line, private label players and a few other brands. The line of recorders will be expanded to cover all areas of the business. The firm works with factories in Japan, Hong Kong and Taiwan, with the latter building products through representatives.

The evolution of the promotion is another price market is point ed up in Klein’s comments about its two brands: “The Rhapsody line was primarily a promotion, priced line but new is less of this kind of definition in the two brands.”

Rundown

A rundown of the 8-track models shows a home unit with multiple listings for $19.95, the next model with multiple listings for $29.95 for stereo 8-track tapes of music already recorded and a car cassette for $39.95, a tapes with con tinuous automatic program locking for $39.95, and the newest entry, a home and car player with lock mount listing for $64.95. The deck and monaural player are Rhapsody and cassette players.

In cassette, there is a pre-recorded Alaros unit for $34.95, featuring a Rhapsody tape recorder/model list for $29.95; an AM radio combination for $34.95, and a combination for $54.95. A $29.95 8-track is outselling cassette three to one. B&B originally offered open players and still has a couple of models in the line. It still sales some larger 8-track tape radios. Named after Klein’s brother Bernard (also a partner) and a cousin in Omaha, the firm also has another partner in Al exander Mahr, who just re treated from a tour of Asian fac tors. The biggest hope for cassette production is to penetrate and saturate the home market, he contends. A second move in tape formulation and equipment breakthroughs (with Dolby noise reduction) is expected, he said, “but it will cost us a lot more (money) and we plan to sell equipment in the home.”

8-Track on Top

Eight-track outlaws cassette in the stereorecording area in $5 to $10. There are two types of cassette manufacturers, the tape manufacturers and the cassette manufacturers. The company also will plan to use the blank tape market more aggressively, and in the medium to high-end market instead of the “cheapie” market. Manufacturers, large or small, are coming into the cassette market. Large manufacturers, like Electrodyne, is eager to further enhance the company’s image as a “real” manufacturer. It is getting more involved with music, both our own via Chess, Hallen and Electrodyne, and AM/FM records and with distribution agreements.

GRT Canada, which has numerous tape listing agreements, is doing a con king record distribution pact. Two recent deals, with a €5.7 million contract for the sale of a million units, and a contract for the sale of a million units, are enabling GRT to strengthen its position in the music market.

In addition, GRT will develop different Language products, both on tape and disk, to be sold by dealers in a number of areas, like arrangements with Bell & Howell and Electrodyne, an OEM equipment manufacturer, to build its custom-duplicating business. It will also be selling to electronics and special sections with its lines of accessories and blank tape.

Tape Maturity

Reynolds feels that Canada has reached a “maturity” stage similar to the growing up process reached in the U.S. about a year ago. “We have been sold every kind of reproduction, pipe-line fill, contracts, foreign money, over-production, etc.,”

With this maturity, and with a large number of new tape turn sometime before next summer, he anticipates a wide range of different products on any product (in Canada) about 25 percent for 1971.

The burst of the growth will come only after many manufacturers open their own warehouses, dump their inventory, especially in budget goods, and inaugurate a wide range of new promotions,” he said.

Soft economy and heavy situations which occurred in Canada before striking the U.S. had been additional on the tape industry.

“We learned all about over-production, overbuying and over-learning to distributors, over-collection and selling to retailers and no buying, so they wanted to see what they had,” Klein admits. “In previous years, 1962-68, there was a shortage, and this was followed by a massive overproduction, which reflected that shortage. Looking back, the most significant event over-produced in 1969, not see ing the business will be before it developed.

Reynolds labels Canada “an 8-track market—for now” with cassette having that edge.

The biggest hope for little hope of building a budget market. The dumping has dev estated budget lines (at $5.98), he said.

Like in the U.S., there are rumblings of price changes in Canada, too. It will follow a similar pattern being discussed in the U.S.: A disk price rather than a tape decrease.

The booming market for tape in Canada is the retail, the blank field, both in cassette and 8-track.

GRT of Canada is developing a marketing program for blank products, but it has not gone to high-end market, with a line it will manufacture in Canada (at its subsidiary) to be marketed under the brand.

It will not attempt to sell in the low-priced field after selling the “cheapie” market backfire on several manufacturers in the U.S.
Joe South’s first album, INTROSPECT, can safely be called “classic”—three years later it’s still a gold mine of music. Some kind folks have alerted us to still another Joe South hit, in the fine tradition of Games People Play, Birds of a Feather, These Are Not My People...

**Rose Garden**

#3008

Joe South
Cartridge TV

CTV Software Producers Urged to Develop Programming for System
By RADCLIFFE JOE

NEW YORK—Producers of cartridge TV software should begin now to develop programming for all markets of this new system or face the danger of being caught in a later-day rush to meet market demands.

This is the opinion of Bruce Meintrijes, creative communications director of the Underground Vegetables, an organization involved in the creation of youth-oriented programming for the new medium.

He said that with cartridge TV at least two years away from becoming a consumer reality, programming for the medium should be more than a hodgepodge of visuals slapped together. "This danger looms especially large in the area of video," he said.

Meintrijes continued, "To avoid the pitfall there should be a two-pronged strategy by music groups and record producers, and students in communications who desire to utilize music."

Get Budget
The UV executive feels that music groups and record producers should attempt to obtain a budget from record manufacturers to create visuals of today's music while production of an album is in session. He also feels that students in communications should take the initiative by finding an album which fires their imagination and writing a treatment for it. "After you've done this, you should send the finished product either to the record manufacturer, or the group, or both. Chances are they would not know what it is, but it will start them thinking, and once they

The only thing you'll ever get from a bent horn is a sour note.

Unless you're selling the best in tape, you can expect a lot of sour notes among the sweet.

One way to tell which is best is by looking at the guarantee. Ours is guaranteed unconditionally. All Maxell tapes must perform to your standards or we'll replace them, pronto, with no questions asked.

The Maxell name tells you it's a tape incorporating the highest professional standards of the sound recording field, be it tape for cassette, cartridge, reel-to-reel or duplicating. Amateur or pro, there's a Maxell tape for every artist who walks into your store. As they say, sell the pro and the rest is easy. And that's about the sweetest kind of profit you can make.

MAXELL ULTRA DYNAMIC CASSETTE TAPE—A superior tape for stereo recording. A doubled frequency characteristic of 20,000 Hz, 3 kHz into 69 higher than most tapes. Available in 60- and 120-minute cassettes.
The most widely viewed new album of the year.

Millions of viewers were thrilled by Richard Chamberlain's "Hamlet" on the Hallmark Hall of Fame November 17.

In addition, the critics were ecstatic in their acclaim.

It's a moment of triumph for Richard Chamberlain that millions of fans won't want to forget.

And we're making sure they won't ever have to.

Original Soundtrack Recording, Red Seal.

A Chamberlain-LeMaire Production
RCA Tests ‘Personal’ Push

The 11 area stores participating include Goldblatt’s Loop outlet, Polk Bros., Community Discount Center, District Furniture, Gatley’s Peoples Store, Darvin Furniture, Petropoulos Bros., Bill Fisher Appliances, Rahins Furniture, Nason’s Appliances, and J.E. Walt, Inc.

AMR Intl Offers Course on Art of Negotiating for $225

NEW YORK—AMR International, Inc., is offering a prerecorded 8-cassette tape set on the

“Art of Negotiating,” at a list price of $225 per set.


The program, according to Nierenberg, was developed specifically for policy level executives, professional practitioners, attorneys, accountants, sales executives and their field forces, union business agents and bargaining officials, personnel and industrial relations executives among others.

Aims of the program are to explain why negotiations fail, and what skills are needed for mastering the art of negotiating, as well as showing how to develop sound negotiating strategies and tactics to maximize advantages while minimizing losses.

Along with the prerecorded cassettes, AMR International is also offering two cassette recorder/players at special discount prices. The units will sell for $29.98 and $44.98 each to customers purchasing one or more sets of the prerecorded tapes. Special discount prices on the tapes are also available to buyers of two or more sets.

Smith Chain Into Tapes

LONDON — The W. H. Smith magazine and disk chain will become part of an international video software distribution group that has been set up by some of Europe’s leading magazine and newspaper distributors.

Known as Cassettes International S. A., the new company will be based in Brussels. Other organizations involved

(Continued on page 56)

Ampex Develops Maintenance Unit

REDWOOD CITY, Calif. — The Ampex Corp. has developed a combination head cleaner and demagnetizer cassette for simplified maintenance of cassette recorders and players.

The new Ampex 220 cassette accords great attention to manual head cleaning and demagnetizing in one simple operation without abrasive tape/ head contact or electrical connection.

The unit which lists for $4.95 uses a specially compounded fibrous material for cleaning and an exclusive magnetic arrangement for demagnetizing the head.

The 220 cassette is placed into the normal cassette playing position in any unit, and the “play” button is pushed. For 30 seconds the special tape passes the heads simultaneously cleaning and demagnetizing. The cassette is reusable many times, and cleaning is recommended following approximately 30 hours of recording or playback.
Irish coffee, acid trips, Rice-a-Roni and new music. Things have a way of starting in San Francisco.

Last month a record store in San Francisco received a box of Brinsley Schwarz albums. They played a copy in the store, and a few minutes later the box was empty. Sold out.

Great, except for one thing: the Brinsley Schwarz album was not for sale. It had been pulled off release at the last minute because of legal problems.

That morning, tuning up on San Francisco FM, disc jockeys played their bootleg English copies (Brinsley Schwarz is an English group), and faved. So did the people who heard it, and stormed into stores all over town asking for the Brinsley Schwarz album. Still no clearance for release.

Our San Francisco salesmen were crawling up the wall when word came through that the Brinsley Schwarz album had cleared customs, so to speak. They sold 8,000 copies in ten days. Paul Drew, the PD at KFRC, the Drajs station, said, "I have never seen so many dealer reports on one album in my life."

Nowadays you can get Irish coffee (and acid trips) just about anywhere. The same goes, at long last, for the Brinsley Schwarz album.
TOMMY JAMES
an artist with a
RECORD...
a RECORD of
21 consecutive hits on the charts
a RECORD of
11 out of 21 being in the top 10!

Now with a new and exciting
RECORD...
CHURCH STREET
SOUL REVIVAL
R-7093
#22 for TOMMY JAMES on ROULETTE.
It's a
RECORD!
HAMBURG — In two years cartridge TV systems will take over the role of the disk in present-day radio programming in Germany, predicted Peter Schell-Latour, director of TV Studio 1, of Westdeutscher Rundfunk.

The audiovisual cartridge will also be in the hands of the financially wealthy firms, which will be able to steer future programming according to their power and promotional skills,” he added.

“As a consequence, big libraries, on a hire-charge basis, will be able to offer any kind of entertainment. This would result in serious problems for commercial television as viewers would no longer be interested in watching regular TV programs,” he said.

BASF... developer of magnetic tape... leading supplier of tape products to the Music Industry

CASSETTE TAPE  CALIBRATION TAPE
CASSETTES  MASTERING TAPE
CARTRIDGE TAPE INSTRUMENTATION TAPE
VIDEO TAPE  DUPLICATING TAPE

For your tape needs call BASF today
Kent Line on Custom Pak Banner

LOS ANGELES—Kent Record's introductions of a line of blank 8-track cartridges under its own Custom Pak label. The line will be sold through its tape-record distributors in music locations and via factory representatives in electronic and specialty outlets. The blanks will sell to distributors for between 60 and 65 cents depending on quantity, according to Nancy Alexander, executive vice president.

Kent will not get involved in blank cassettes, since the market already is inundated with manufacturers and low-end products, Alexander said. "There are too many cheapies on the market now," he added.

Unlike other custom duplicators who are complaining of a "soft business," Alexander contends Kent's business is increasing in Custom Tapes, the company's duplication wing. Custom Tapes has phased out of 4-track and is concentrating on 8-track. It also duplicates cassette and reel-to-reel. "But our effort is in 8-track," he said. "The market continues to explode, while cassette continues to lag behind in prerecorded sales."

Because of the surge in 8-track (Kent has 10 slaves duplicating that configuration), the company is reporting a sales increase of about 25 percent over last year.

"Our business is up because we learned to stay away from budget tape, cheap product, among other things, and concentrate on 8-track, custom duplicating and our Comedian series," Alexander said. Kent releases about 40 to 50 tapes (and records) a year, primarily in the blues area.

You have to release hit records to have hit tapes," he said. "The tape business depends on records." Because of this, Kent plans a simultaneous tape-record release.

Longines Helps to Make Club Tick

LOS ANGELES — To gain new members for Capitol's Steeplechase Club, Longines Symphonette is launching a year-end membership drive. To join the club, the company is offering a portable monaural cassette player for $49.95 when a member buys 13 prerecorded cassettes over 12 months. Tapes are priced at $6.98.

Additionally, if a membership already owns a player, an introductory offer is available. Any six cassettes for $8.75 when you are a member. (Continued on page 72)
The new Flip Wilson album with guest stars:

DAVID FROST • GERALDINE • REVEREND LEROY

LITTLE DAVID RECORDS • 220 West 57 Street, N.Y., N.Y. 10019
Now you can sell 2 Ampex 8-track cartridges or 2 Ampex cassettes...only $6.95

Our original Big Deal was the most exciting promotion to hit the tape business in years. Now we’re out to make your Holiday season bigger and better with a bigger and better Big Deal. Ampex now gives you cartridges and cassettes to sell at that same great “2 to go” price... with full profit for you on every sale!

Greater Selection
We’ve got great artists for every cartridge and cassette customer that comes into your store! Dinah Shore, 1910 Fruitgum Company, Lee Hazlewood, Pearl Bailey, 101 Strings, Bing Crosby, Beach Boys, Kingston Trio, Ampex International Classics Orchestra, Enoch Light, Jerry Butler, Carol Burnett, Martha Raye, Four Lads, Tony Mottola, Little Richard, Ray Bloch Singers, Lightning Hopkins, Ann-Margret, Hugo Montenegro, Al Caiola, and many more.

Big Deal Advertising Support
We’ve prepared hard-hitting advertising material to make this the most profitable stereo tape promotion to ever hit the music business. Check with your Ampex Stereo Tapes distributor for details on all materials and advertising considerations available.

Big Deal Displays
Makes your store’s high traffic points high-profit stereo tape centers. Each display comes with a colorful header card, window banner... and 30 Big Deal two-packs, cartridge or cassette. And if you wish, we’ll provide you with floor displays as well as counter units. Either way, at this great “2 to go” price, these are great impulse items for anyone with a tape player.

Put a BIG DEAL in your store. Contact Ampex or your Ampex Stereo Tapes distributor NOW.
Tape CARtridge

TV Producer Says Acts Are Cautious of CTV

LOS ANGELES—Television producers have found that the subject of using an act in a cuttridge TV tends to get the performers uncomfortable.

Barnett, whose specialty is creating TV musicals, said performers are afraid of making any commitments because they are afraid of what they are giving away. "And," he continued, "in other instances, artists are tied up with their record companies so that I can't use their likenesses."

Barnett's company, Jaybar Industries, has been creating visual shows for TV syndication for three years and has seen the home video market as a natural extension for film and video producers.

"Heavyweight" performers will get into the cartridge TV field in six years, Barnett believes, or once all the pioneers have opened up the market. If they are in this situation at the early development of TV, which spawned Jacko Barnett and the medium was established.

Time-Life Books Sets Up An Audiovisual Division

NEW YORK—Time-Life Books has formed a new division, Time-Life Audio, to develop entertainment and information projects on pre-recorded audio cassettes for the home, business and school/library markets. James Levy, who developed the project for Time-Life Books, will head the unit.

According to Marjolyn M. Arnet, publisher of Time Inc., book division, the new department has been working for several months on a number of new audio products to be marketed and distributed primarily by mail. "The new venture will offer subscriptions to a series of audio cassettes, some of which may be accompanied by supplemental written and printed materials."

The first complete program free television like the La Scala Opera."

The video medium will sort out these recorded acts which do not have strong personal appearance qualities. "If you're working with someone like Peggy Lee, you won't have to resort to being an electronic gimmick. A hit record act will have to develop into a video act. They will have to become solid performers in order to hold an audience for a one-hour tape."

A major music name will not automatically become a hit in video cartridges, the veteran producer believes. The Time-Life TV field will open up a new form of showmanship for many new performers.

Hollywood's film studios and videotape studios stand to gain the most. Barnett points out, in the new industry developments. People like Barnett will have to find entertainers who are legally free to work.

New Tape CARtridge Releases

AMEPAX

Cassette Recorder

BRUCE W. LEWIS, Publisher

BOSTON, MA 02304

You can be sure if it's Forbes...

Quality and reliability in manufacturing tape for cassette loaders and duplicators.

E Forbes Electronics, Inc.

FILM INDUSTRY

DECEMBER 5, 1970, BILLBOARD

ATTENTION DEALERS!

THE MOST COMPLETE TAPE & RECORD TAPE & RECORD

ONE-STOP SERVICE IN THE WORLD!

WE HAVE EVERYTHING!

Especially items not found elsewhere.

8 TRACK CASSETTES

LARGE OPEN REEL INVENTORY

LP'S AND POPS COMPLETE VARIOUS VERS.

ALL LABELS ALWAYS AVAILABLE

YOU NAME IT--WE'LL GET IT FOR YOU!

DON'T LOSE SALES WE CAN SUPPLY ANY ITEM IMMEDIATELY.

WE SHIP ALL OVER THE WORLD!

QUEENS, LONG ISLAND, ETC.

Same day service available at 40-46 Main Street, Flushing.

Open for pickups 10 a.m. to 8 p.m. everyday except Sunday.

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We want to prove how fast we can deliver trouble free cassettes

Why let poor delivery and quality hold up your cassette loading and output?

Here is a better deal from GME:

- GME cassettes are completely trouble-free. Proven reliability—millions in use throughout the world.
- Prices keenly competitive.
- The first part of any order supplied from stock.
- We also supply library cases.

Send now for a sample GME Compact Cassette.

Write to

GME
73 Grosvenor Street, London W1X 9DD, England.

Robert G. Perkins
President

July 15, 1970 BILLBOARD

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...one thing in common.

Mention "Shure Microphones" anywhere on the contemporary music scene, and you'll get turned-on looks from such stars as: Sergio Mendes & Brasil '66, The Who, The 5th Dimension, Led Zeppelin, Carpenters, The Lettermen, Lainie Kazan, The Cowsills, The Dells, The Association, Chad Mitchell, Eartha Kitt, and just about everyone else who's together! They all use Shure microphones! For yourself or your group, get it on with your own Shure Unisphere or Unidyne. They both go great with any sound— including yours! Shure Brothers Inc., 222 Hartrey Ave., Evanston, Ill. 60204.
American Talent Rep Deal With Hemdale on Acts

NEW YORK—Hemdale, English show business complex, has negotiated an exclusive deal with American Talent International for exclusive representation for their English music acts. Yes, and the newly-formed DADA, both acts are on Atlantic Records, and a massive promotion campaign will be launched, under way before the first of the next quarter.

DADA will be touring with Badfinger from early March to mid-month, then to New York, then back to Los Angeles for next month. Brian Lane, chief executive officer of Hemdale, is promoting Iron Butterfly and Yippie DADA tour through Great Britain and Europe in the summer.

Other joint ventures between Hemdale and ATI are being prepared for the upcoming year. They include a Jack Wild concert tour, the commercial deals for Jack Wild's latest LP, and the Leisur, and publishing and recording contract being negotiated by Hemdale by ATI.

New Dawn Artists Mgt. Is Moving To Hollywood

NEW YORK—New Dawn Artists Management is moving to Hollywood. According to Zach Glickman, the firm's president, New Dawn is moving because Warner Bros. Records, Dino's label, is a Coast-based firm, and because of the increased music activity in California.

Glickman will be moving his entire management and publishing complex, which includes Skinny Zacht Music, Fat Zach Music and Entomology Enterprises Ltd.

New Dawn has management, production and publishing interests for such artists as Dino, who is the firm's most recently signed performer (formerly known as Sam the Sham), and Dino Holler.

Golden Loden Off On LP Promo Tour

NEW YORK—Loden Golden has ended his promotional tour to promote her debut album. Her first major stop will be in Nashville, Philadelphia, Boston and Washington, D.C., under way to extend the tour to additional markets.

Talent In Action

The RCA recording artist had a near-capacity audience eating out of his hands when he opened a two-night stand in the recently renovated Music Fair Nov. 24.

His appeal, and the easygoing style that has made him the darling of international folk lovers, Loden combines predominantly traditional folk tunes and songs that ranged from "Mr. Bojangles" to "Mamie Farrow" and "Day-O." The audience was the Voices of East Harlem and the Electra Records, a group of young, black vocalists and musicians, lacking in musical coordination. But there is an earthy appeal about their songs.

Eliciting acclamations from Columbia Records, artist, it's a singer with big potential. She excites the audience's imagination and gets vocalists such as Shirley Bassey and Harry Belafonte, whose names they are.

RacHON JOE

JACK JONES

Coppertone, New York

There's more to Jack Jones than a recapitulating of his disc hits, "I'm Gonna Bring You Some Sunshine," "Wives and Lovers." At his Coppertone opening Nov. 19, Jack Jones showed a variety of mood and tempo in his ability to keep a close-to-hour turn rolling smoothly.

His band was comfortable and at home with such diverse performers as cycle riders, ballad singer, "Oh How Much I Love You," the ballad singer, "Jeannie's Plane Will Fly," the singing of "Everything Is Beautiful" and the pulchritude of "Spanking Sammle.

Working with an augmented Coppertone, Jack Jones showed strings, and his own trio of musicians under the leadership of soloist, "I Love You," the ballad singer, "Jeannie's Plane Will Fly," the singing of "Everything Is Beautiful" and the pulchritude of "Spanking Sammle.

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GORM AND GRON

DON HEN

DOROTHY LAMOUR

New Grove, Los Angeles

Don Ho and Dorothy Lamour, currently enjoying nationwide attention in their first appearance together, have yielded a brand new record, "Love Me As I Am," to RCA. Especially rich, romantic voice, was better displayed than has been heard in the past. The reason is that Ho did the majority of his show on his feet and in the air, and had the audience perform. Ho, the showman, not the emphasis was on his ability to work as a stand-up comic working through such songs as "Night Life," "Love Waits," "Pony Tail," "America" and "Bridge Over Troubled Water."

The RCA incorporated the 25-piece George Rhodes orchestra. According to Ho, the arrangement was meticulously constructed so that clever arrangements sparked a concert scene. Ho said, "It was a real must." Don Ho's mother, an impressive guest appearance by the Aliens who worked behind him, was particularly touching. They have combined to create a fresh and entertaining show. Ho's is the height of his trade, the showman, and having his audience perform. Ho, the showman, not the emphasis was on his ability to work as a stand-up comic working through such songs as "Night Life," "Love Waits," "Pony Tail," "America" and "Bridge Over Troubled Water."
Some of Broadway's biggest hits are already on the road.

(Right now the only place you can see these new shows is on Broadway. But in our own way, we're helping you bring them to every city in the United States.)

"The Rothschilds"
"Excellent... a striking, interesting and highly unusual play."
—Richard Watts, N.Y. Post

"The story is fascinating. The songs are always good and often touching. Performances are splendid. A strong musical, exciting and interesting."
—Leonard Harris, WCBS-TV

"I think 'The Rothschilds' will give a lot of pleasure to a lot of people. It is interesting, very witty, had a moral force and best of all, it has style. And the cast in 'The Rothschilds' is a delight. A good and solid start to the musical season."
—Clive Barnes, N.Y. Times

"Paul Sills' Story Theatre"
"The show that brings back magic and innocence to Broadway... the show for people who have given up Broadway shows."
—Clive Barnes, N.Y. Times

"An astonishing enchantment. The first-night audience succumbed to the charming novelty with glee hard to believe. Unless you see it, such beguilement doesn't seem possible."
—William Glover, Associated Press

"Marvelous things happened. Tremendous talent. 'Story Theatre' is an impressive and delightful evening."
—Leonard Harris, WCBS-TV

"A total, wondrous delight. The audience was on its feet cheering."
—Stewart Klein, WNEW-TV

"'Paul Sills' Story Theatre' is a generous preview of what a really vital theatre could be."
—Ted Hoffman, WINS Radio

"Director Paul Sills and his enviably talented company have set this mirror on the stage and its reflecting images constitute a hilarious allegorical romp. The stories follow a straight narrative line, but veer off at every other moment into uproarious lunatic humor and fancy. 'Story Theatre's' great and generous gift is that it awakens and delights the dramatic instincts of the child who lies dormant in each of us."
—Time

"Bob and Ray/
The Two and Only"
"Fresh, charming and original. I enjoyed it vastly."
—Richard Watts, N.Y. Post

"Outrageous, Dazzling entertainment. One of the zaniest shows to hit town in many a season."
—Clive Barnes, N.Y. Times

"A great evening of fun."
—Leonard Harris, WCBS-TV

"One in a million. Hurry and get your ticket."
—Stewart Klein, WNEW-TV

On Columbia Records®

“Outrageous. Dazzling entertainment. One of the zaniest shows to hit town in many a season.” —Clive Barnes, N.Y. Times

“Marvelous things happened. Tremendous talent. ‘Story Theatre’ is an impressive and delightful evening.” —Leonard Harris, WCBS-TV

“A total, wondrous delight. The audience was on its feet cheering.” —Stewart Klein, WNEW-TV

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On Columbia Records®
NEW YORK
Paramount’s May Blitz plays “Unsung,” a Wednesday, (1) and Thursday, (3). Capitol’s 13 begins its winter U.S. tour Jan. 26, with a five-day stint at Los Angeles’ Whisky A Go Go. Jan & Sylvia are no longer with Amer Records. Composer Gary William Friedman was interviewed by Gary Moore for a “Voice of America” radio broadcast. “Gimme Shelter,” the film of the Rolling Stones’ concert inOakland, Cal., being released by Cinema V, will open Saturday in New York. Two theaters here... Uncle Dirty is appearing atthe Fillmore, Grape, Flour, and Windsornight. D. (3)... Pops’ Delight is coming to a television community center, Marsee, (28). Capitol, Atlan Brothers and Columbus’ Dreams play RKO Theater Friday, (11) and Saturday (12). Vigil Fox gives an organ recital at Pilgrim’s, Sunday, (12). Decora Leland Sandor is scheduled to travel. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life. Al’s Delicatessen, 13 rueau, has been given a new lease on life.
Spirit's fourth album has a lot of firsts.

SPIRIT
TWELVE DREAMS
OF DR. SARDONICUS

It's the first Spirit album in a year and a half.
It's the first Spirit album produced by David Briggs.
(He's also produced Neil Young and Tom Rush.)
It's the first Spirit album on Epic.
(Their three previous albums on Ode were consistent great sellers.)

Spirit. On Epic.
Talent

From The
Music Capitals
of the World

DOMESTIC

- Continued from page 80

ing out soon on the Dot label. Top side will be Jimmy Webb's "Cows-Eye Laughing," with the flip, "The Moon Song." Julie Cadence, one of the art's top platter pushers, until recently with Mainline Cleveland, pioneer distributor in that Ohio city, is free-fancing in the territory while scoring a new permanent connection, Mainline Cleveland's records division was recently acquired by the Handleman Co. ... "The Many Moods of Braun," new album by Bob Braun, host of WLYF's "50-50 Club," on the Wrayo label, is rumored to be receiving early sales in the four-city area covered by Amos Broadcasting's TV net—namely, Cincinnati, Dayton and Columbus, Ohio, and Indianapolis.

Wondela, new local singer recently signed to recording past by Creston Corp., Music Division, Nashville, has been inked to appear twice weekly on "The Dog Clooney Show" on WCPO-TV for an eight-week period. The Four Saints, organized by John Howell more than 16 years ago, split up permanently following their appearance at the Tilt Theatre here Saturday, and Memorial Hall, Dayton, Ohio, Sunday. Howell is returning to the University of Indiana, Bloomington, where he plans to teach. ... With trumpeter Doc Severinson as the top feature, the group is augmented by Jerry Conrad's Rhythm & Brass, pulled a capacity crowd to Music Hall Sunday (15) for its initial Eight O'Clock Se- ries concert of the season. 

BILLY SACHS

NASHVILLE

The Shelton Singleton Corp., has provided K-101 Radio in San Francisco, a special production of the "Rex Allen Jr. tune, "Wake Up Morning," for use in the world's first experimental broadcast of quadraphonic sound. ... SSS international artists, the U.S. Apple Corps played a sellout crowd while appearing with Three Dog Night in Memphis recently. ... Rosenberg and Red Rock Band, a new group on the SSS label will release its first LP entitled, "Beethoven Bilingual." Other SSS releases will include, "Spanish Gold," featuring the Tennessee Guitars and "Bill Austin and the Silver Screen." ... Independent producer Andre Williams is produc- ing Reggie Garson, son of Houston NATRA president Bob Garson, at the Square in Shanksville. ... Elvin Jones has signed with Soundville and will be in the production of soul album from the local group who call themselves the Harleys and record an album. The group which is composed of doctors and businessmen, are directed by Dr. Stallman. The group plans to release the LP on their own label with all proceeds going to the Heart Association. ... Tommy Roe received his first LP on the "David Front Row" which will also appear on the "Don Knots show" Dec. 11. ... C. J. Marco Polo Hotel's Lounge in Florence, Alabama's Rollin' Jack will release a new LP soon entitled, "Ball and Jack." ... Kieffterstein is featuring a film in which he will star also in his "Al Ayers" film, the production is en- titled, "Al Ayers." ... Tony Joe White is working on a new material which is composed by Billy Swingers Don Donegan and "A Comb with a Samba." Don Donegan has signed with the Popular Music Group for James Brown. Their current single is, "Get to Get You." The Marines, who have just released "From the 1st Unit album, recorded the house, as "Honky Tonk Woman." He also hit the mark with "Indian Summer," a soft pro- test number, John's performance used sung, piano playing and dancing as the best on the most important young artists on the scene.

Only a performer as brilliant as Russell could have followed. He made more use of his support in the crowd, including lead guitar Don Preston, also with vocal solo, and Claudia Lemarr and her group. ... Russell is already an experienced vocal group, having been in the past. "Peace Love" is a truly great song. ... "Do Worry, Be Happy" is the most important song on the scene. ... Only a performer as brilliant as Russell could have followed. He made more use of his support in the crowd, including lead guitar Don Preston, also with vocal solo, and Claudia Lemarr and her group.

PHOENIX

Wayne Cochran & His C.C. Riders will perform a special one-night concert at Mr. Luckey's on Tuesday (1). It will be held in the large club's vast King's Den. The Ink Spots inked for the holi- days for the French Quarter in Scottsdale's Safari Hotel. They'll headline Dec. 14-26, Rick Cole, the late Nat Cole brother, will be featured there until Dec. 12. Blue Note's Joe Williams, star- ring at the Colony Steak House club in Las Vegas. He's been the past for the residing years at the Colony. The Gringos rock group member, a definite stay. ... Harry Belafonte's new LP, "Sings for All the Young People," for early next year. The date isn't set yet. ... Dulan Ellis is the headline act at the local club in Scottsdale. ... Guitarist-singer Norm Lott is listing a project in Howard Johnson's Sun- down Inn. ... Country singer Lenny Lott is being spot lighted at the Blacksmith Shop. ... The Great Sound of the Blacksmith Shop. ... The Great Sound of the Blacksmith Shop. ... The Great Sound of the Blacksmith Shop.

OFFERED

"Clowns Exit Laughing," recently recorded in Mainline Godley, will be signed by BE 64th in 40 PRODUCTIONS recently that one of the city's best albums. The first music was the web's Dunlop and Tommy James. ... John Dován strikes again this time with "Arthur Frank"-music-drama. Right, Nero's music and approach are not in the background. ... DON JOVE

LEON ROUSSELL

Elton John, Fillmore East, New York

Leon Russell and Elton John, two of the most exciting today's performers, contributed to one of the finest shows at Bill Graham's Fillmore East. In the evening's second show, a marathon session running well into the early hours of the morning, John, in his first major concert tour, cut a deal to sell each started at a dynamic peak and newer flogged. Russell's performance was of a similar style, accompanying themselves on a challenge to play in front of a large number of people, one of the artists of the group. The performance will be a milestone in music and his performance will be a milestone in music. ... Russell is in front of a large number of people, one of the artists of the group. The performance will be a milestone in music and his performance will be a milestone in music. ... Russell is in front of a large number of people, one of the artists of the group. The performance will be a milestone in music and his performance will be a milestone in music. ... Russell is in front of a large number of people, one of the artists of the group. The performance will be a milestone in music and his performance will be a milestone in music.
A new single by a new Canadian group called Cat.

"Funky Sunflower" b/w "Take My Life" (74-03841)
Produced by Jack Richardson and Nimbus 9 Productions.
NEW YORK—Jazz is not dead on campus. In fact, Junior Mance says it is very much alive and well. "The campus audience will listen to all music, not just jazz," Mance said, "but a musician does not have to be on the campus all the time to keep the passion for music alive."

Mance said, "I believe there is a natural affinity between jazz and the college environment. The students are attracted to the music and the musicians are attracted to the students. This creates a relationship that is mutually beneficial."

According to Mance, the passion for jazz on campus is evident in the number of students who are interested in learning and performing the music. "There is a strong base of students who are interested in jazz," Mance said. "This is evident in the number of campus music groups that have jazz as a central part of their repertoire."

The campus audience also plays a significant role in the success of jazz on campus. Mance said, "The audience is crucial in creating a positive environment for jazz. They attend concerts, buy recordings, and support live performances. This support is essential for the continued success of jazz on campus."

Mance said that the college environment is ideal for jazz because of the intellectual and cultural atmosphere. "College campuses are places where ideas are exchanged and new perspectives are encouraged. This is perfect for jazz, a music that is known for its improvisation and experimentation."

Mance ended his remarks by saying, "Jazz is a powerful tool for bringing people together. It has the ability to transcend cultural, social, and political divides. I hope that college campuses will continue to support jazz and provide a space for this beautiful form of music to thrive."

The Price of Having Live Music

PHILADELPHIA — College students rely on music—live music. It is an intrinsic part of campus life. It is always an important aspect of their academic experiences. These are the thoughts of Tom Keegan, a student at Villanova University, who is majoring in musicology. He believes that music is a fundamental aspect of college life and that it should be available to everyone who wants to experience it. Keegan said, "It is not just about going to concerts; it is about being part of the experience."

Keegan said that the cost of live music on campus can be prohibitive. "It can be expensive to bring in artists, and the students often have to pay for tickets. This can be a barrier to accessing live music."

Keegan suggested that colleges should consider offering more free concerts. "It is important to make live music accessible to everyone," he said. "We should be able to support local musicians and artists who are passionate about their craft."

Keegan also recommended that colleges consider using technology to bring in live music. "We should use live streams and video recordings to make music accessible to everyone," he said. "This could be a way to bring in artists from around the world without the cost of travel."

Keegan concluded by saying that live music is an essential part of college life. "It is a way to bring people together and to create a sense of community. It is important to support and encourage live music on campus."
Radio Programming Profile

...of more than 1,500 stations
(some 1,000 AM's and over 500 FM's)

...In all of the TOP 100 MARKETS
Everything You Need to PROMOTE Your
SONGS . . . RECORDS . . . ARTISTS
...In the RIGHT STATIONS

PROGRAM TYPES:

Pop.-Stand. (Popular-Standard music) . . . emphasis on current hits excluding rock-n-roll with some standards.
Stand.-Pop. (Standard music) . . . emphasis on standards with some current hits excluded.
Stand. (Standard music) . . . current or stock versions of standards.
Contemp. (Contemporary music) . . . mostly rock-n-roll.
R & B (Rhythm and blues music) . . . mostly Negro-oriented "Soul" music.
Contemp.-Pop. (Contemporary-Popular music) . . . Rock-n-Roll and other current hits, emphasis rock-n-roll.
Pop.-Contemp. (Popular-Contemporary music) . . . approximately equal mixture of rock-n-roll and other current hits.
Album . . . mostly music of a subdued nature, lush orchestral and instrumental.
Show & Movie Music
Jazz Music
Classical Music
Country & Western Music (Modern usually indicated as Modern Country Music).
Ethnic . . . usually identified by ethnic type.
Talk-Int.-Disc. (Interview and/or discussion program).
Talk-Tel.-Part. (Telephone participation by audience).
Talk-Serv. (A service program such as farm programming, swap shop, health or beauty, exercise, etc.)
Talk-Info. (Other than news, sports or above categories).
Religious
Drama

The format, of course, affords the stations opportunity to further define their program types through explanation or through examples of musical selections.

PERSONNEL ABBREVIATIONS:

Pr — President
EVP — Executive Vice President
VP — Vice President
GM — General Manager
SM — Station Manager
AGM — Assistant General Manager
SM — Sales Manager
GSM — General Sales Manager
NSM — National Sales Manager
OpM — Operations Manager
OpC — Operations Coordinator
ND — News Director
PGD — Program Director
PGM — Program Manager
PGC — Program Coordinator
WM — Women’s Manager
MuM — Music Manager
PmD — Promotion Director
PmM — Promotion Manager
PdM — Production Manager
Mgm — Merchandising Manager
BuM — Business Manager
TrM — Traffic Manager

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State of California, add 5% Sales Tax.
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Gavin Confab Airs Multitude of Problems—Some Old, Some New

By CLAUDE HALL

LOS ANGELES—Several old problems reared their heads again at the recent Gavin Radio Program Conference here Nov. 20-22, including the growing numbers of listeners going to radio stations, fair employment practices, and lack of talent in radio. The event, attended by more than 800 record and radio executives from coast-to-coast, also broached such topics as the drug problem, with Jack Holzman, president of Electric Records, commenting that drugs were being taken by young people as a means of relating to and coping with this troubled world of today. The industry should be trying to expand people’s minds creatively, he felt.

In a country music session Saturday afternoon, program manager Roy Stingley stated that he didn’t think “the good old radio” had anything to remove or replace the stigma from country music, but that the stigma of country music at the dealer level was far more serious. He said the records had told him that while 30 percent of their sales in Chicago were country music, only 5-10 percent of the stores would stock country music. When Johnny Cash was just beginning to break pop, many people were surprised that they couldn’t buy Cash’s records for a place where they could buy pop. It was hard to explain that Chicago was not as progressive as Nashville.

In the radio session, Jerry Boulding, national program director of the Sonderling Broadcast Service, told the Federal Communications Commission there are no black members of the industry, and asked that problems of soul radio stations be considered.

Seek Plan to Raise Programming Status

* Continued from page 1

and bylaws of such an organization.

Several people present in the session, including one general manager, felt that the first approach should be to see if the NAB would be interested in setting up a division.

If the NAB does not become involved in the proposed division, on a stronger basis, the general consensus is that program directors of country music stations will be forced to organize on their own with the major aim being to present ideas for programming and raise the quality of their product. Programmers and others interested in programming would also be a strong factor in such a division.

Several general managers present at the meeting are expected to contact NAB officials in the next few days; in fact, one general manager of a Top 40 radio station is known to have talked already with NAB officials about the proposal. The general hope is that the NAB will become involved.

GAVIN AWARD WINNERS

RECORD COMPANY OF THE YEAR: Columbia Records RECOR (Continued on page 37)

WOKY is Classic Example of Top 40

MILWAUKEE — Top 40 radio has altered considerably the image of AM radio, and probably WOKY here is a classic example of what Top 40 radio is. WOKY plays "oldies" and Top 40 music, but it also includes hard rock acts in its programming.

In the Top 40 situation, says Bob Broussard, the station must "tell it like it is" and develop their own personal program. Broussard, program director of the station, gives nearly all of the credit for the music of the station to Tex Meyer, music director, although Broussard also helps screen new records. But it’s Tex Meyer who tells Broussard what record stores are selling and what local record dealers and record operators, conduct sales promotions and advertising in the market, and keeps up a close liaison with regional disk jockeys.

In fact, Broussard said that Meyer has an open door policy: "I tell that record men come in from Chicago as well as Milwaukee at all times of the day. Meyer, who has been at the station about two years and does a Sunday show, has one of the greatest ears in Top 40 radio, according to Broussard, and is one of the best music directors I’ve come across. He works at it, even taking records home that he doesn’t have time to listen to at his office. In addition, he has a strong rapport with the record industry and nearly all dealers and racks use our playlist to their records.

Broussard, who came to WOKY in July from WKNR in Detroit, has made several changes at WOKY. For one thing, he broadened the playlist. "We were already in good position, but far as number of listeners was concerned and I

WWW FM To Go Stereo

NEW ORLEANS—WWOM-FM, progressive rock station here, will be going stereo within 60 days, according to program director Danion. The 30,000-watt, 24-hour station switched to progressive rock from easy listening on Sept. 19 and "The first month on the air broke even financially," Danion said. "From the reaction in the community and in the record distributors, we are rapidly becoming one of the most talked about progressive music stations in the South." Staff includes Coburn, Jack Morris, Ernie Novello and Steve Pont.

E. ALVIN DAVIS, left, music director of WRNO, New Orleans, receives a gold record from Ray Malinda, Warner Bros. promotion man, for helping to establish James Taylor’s “Fire and Rain” as a national hit.

DECEMBER 5, 1970, BILLBOARD
Sophisticated Adult Now Format Gives WHAM Large Listenership

ROCHESTER, N. Y.—An adult concept with sophistication is the key to large listenership in a market which is dominated by stations catering to young and old. WHAM, one MOR station and one country station, is this theory. WHAM’s general manager, and the station manager at WHAM, a 48-year-old son of the station itself, is a station that tries to give everyone at least something they can listen to, with well defined, time-tested responsibilities to the audience.

Reporting that the station has been in operation for 5 years, Mr. Bunting said that the station’s target audience is labeled “the 20’s, 30’s, 40’s, who are all adults and need a little bit of sophistication.”

Mr. Bunting reported that the station’s listeners are people who want to listen to music and be entertained by the music and around here the audience is above average in terms of college background.

Colleges also gives help to the four college stations in the area. “It’s not only good public relations, they’re listeners, but I feel that supplying them with records, equipment or just advice on managing the future of commercial radio. I have never seen more dedicated, receptive individuals than all these people, a college station in the area.”

The basic philosophy of WHAM is to always be respected and reliable. “We try to avoid being tuned in by the idea of what work of very good taste,” said Graham. “We want to take some of the best pieces of music and our music is always a good example.”

In a session of training and advertising of air personalities, there was a strong appeal to the people at WHAM. Ted Randal, a leading radio personality consultant, pointed out that while the radio industry had a National Association of Broadcasters and a Radio Advertising Bureau, there was no creative advertising association. “We need a creative association to join and build it; if we don’t develop and ourselves, then on a series of products, then the quality of our products and sales may well take over,” there was then a discussion of a creative air personality society and managers Pat O’Day and Kent Reedy. The Burkhart added that he has also offered the assistance of his firm’s experts in advertising and public relations.

Tom Rounds, president of Watermark Inc., commented on the need of program directors to be more creative. He said that many program directors knew their ratings, but little about their rate cards. “A good and responsible farm system for the training of all air personalities at the small market level was then discussed. Bill Young, program director of KILT, spoke of the desire for a programing a Tyer, Tex., station with Steve Lundy and Jimmy Radford. The size of Houston’s KILT cannot afford to operate a training school for air personalities, but a Tyer station can, he said.

Pat O’Day spoke of the fallacy of a station appointing as program director usually the highest paid. “We need people who want to move on to a larger market. In a community involvement session, it was mentioned that a record company, like a radio station, owe a great deal of responsibility to the public. The audience research session, guided by Dave Klammer of WNIG, of which John Chandler, chief program director, has been a member, Mr. Klammer has left WHAM to start a new company in Philadelphia, where he was general manager, later to be purchased by WHAM.

The conference was held at the hotel and the plane trip to the Bill Gavin M.E. was through WRGB.

All Want to Hear

At WHAM, a small selection with about 35 records on it, it is used primarily as a guide for the personnel on the air. “We understand that our audience has greatly increased both in size and age group, and you can see the change in the audience’s tastes and age groups. This means that we now must take into account a large college audience and adult, well as well as the old and young people that tries to give everyone at least something they can listen to, with well defined, time-tested responsibilities to the audience.

Mr. Bunting also revealed that the station has been in operation for 5 years, but the station is largely LP’s cut from a record library that is constantly being added to. “We are the one MOR station in the country that maintains an in-station single list with about 35 records on it. It is used primarily as a guide for the personnel on the air. “We understand that our audience has greatly increased both in size and age group, and you can see the change in the audience’s tastes and age groups. This means that we now must take into account a large college audience and adult, well as well as the old and young people.”

Campus Dates

University of Toledo, Toledo, Ohio, (Sunday); Michigan State University, East Lansing, (Monday).

Josh Wilde Jr. TA Records artist St. Leo College, St. Leo Fla., (Friday); and the St. Francis College in Delaware, (Saturday).

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Selling Sounds

By BOB GLASSNERBE

Fedco Audio Labs is a truck which runs from concert to concert, making live recordings. It is owned by an ex-physicist, Lyle Fane, who runs it with the help of graduate students in Physics from Brown University. So far, Fedco has recorded the live doors LP; several of Graham’s Tanglewood concerts; Joe Cocker’s “Mad Dogs and Englishmen” LP; the Ann Arbor Folk Festival LP; the live B.B. King and Joni Mitchell LPs; a live Sebastian LP; Rob and Stuart and the Small Faces at the Fillmore East; and they will soon record Johnny Winter live at the Capitol Theater in Port Chester and part of the East Coast tour which Neil Young will be doing. They also ran around New York City recording the Judy Collins LP, done in about five separate locations.

At the West Coast Record Plant, the James Gang is in for their second LP for London’s Sir with productions by Neil Boyer. The record producer is David Ragsdale. There is also work being done on David Frye’s new LP, Kenny Solmes, a writer who works for the Galt Barnett show in Hollywood, and on the material for the LP. Yes, of course it deals with the President.

David Lucas has completed two 7-up Television commercials for exclusive use in the foreign market. The spots were post scored with the words “7-up” in English to create an audible recognition for these spots on an international basis. Neil Boyer and Maliniere wrote and arranged the music and Lucas produced for J. Kacin and Ed Gleichman of Anglo films which shot the spots in Europe.

Kevin Genva and Sid Wolman have completed on radio and two TV spots for Carling Black Label Beer. Jim Riley of Lang, Fisher and Shastrewer produced the spots which were recorded at Aura Recording Studios.

Musical Persuasion Inc. has completed 262 600 music themes for treatment 20, a new face conditioner from Blak Drugs. The spots are aimed at the youth market via heavy radio saturation. They were produced at Laka’s new 8 track studios in Bridgeport. Cone, Mike Cohen, music director at Grey Advertising, attended the session, with Lon Cory producing.

George Harrison’s new LP has arrived. Soon to follow will be new LP’s from Paul McCartney, John Lennon has an LP on the way which will feature Ringo Starr, Klaus Voorman, and Phil Spector, probably produced by Phil. Chuck Williams, who produced Ringo Starr meanwhile has an entire new LP coming out cull from the tapes which were not used on his latest “Beatles of Brian” LP. After this, the LP will be a new second is being produced by George Harrison and features original Preston compositions.

The Price of Having Live Music

(The plan calls for a division of) 45 rpm records by mail

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(Discount available from any subsequent order)

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45 rpm RECORDS oldies by mail

WOKY Is Classic Example of Top 40

... Continued from page 26

felt the only excuse for a tight phrasing is the fact that they are in a strongly competitive situation. Also, this is a fairly friendly kind of activity here, where people deserve more music.

The records that WOKY added to their album are the two songs today, the station airs about 20 songs per week in addition to a list of 20 more with the station's four to six new pick records per week. These 20 records, which may be used to harden the sound of the station a little. Promotion director Tom Keegan, with Tex Meyers, also started giving more attention to local artists such as the Love Society and the Larry Lynn Group—all of whom Broussard said had good local sales.

Another thing that Broussard installed was a rotation program for records. Today, there are two slots in each hour where the display must play an album cut and two additional times where the display can play either a cut or have the album cut. "The air personalities are also encouraged to build a rotation program for records, either to blend records which fit the mood of the station or to give the station's sound. We don't bullychoo! Personalities may even segue the albums which they have to play and they frequently do this at night when there is less of a phrasing problem.

Oldies By Meyer

Regarding the album cuts, the policy is either a day list or a night list, depending on when their show is going to be heard. Any of the Oldies are slated by Tex Meyers.

Meyer does the station's play list. He and his staff have their own sets of Oldies, which are loaded on Wednesday. The reason, according to Broussard, is that the Oldies are the most valuable, having their highest volume of business. The album cuts, which are separate and the playlist is a sales tool for them. When Meyers calls the artists to remind them about their album cuts, he gives them their best selling singles and albums already tabulated.

Another thing that the Oldies are picked by ear, WOKY has been using listening sessions with "Camp Town Ladies" by Kenny Rodgers on the "Tell It All, Brother" LP and "Done Too Soon" by Neil Diamond on his "Tapedown Manuscript." People are going to local record stores and asking for these tunes as if they were singles, said Broussard; the dealers in this area are sharp record men who have caught on to this, and we use it with this type of information.

He said that WOKY would like to list the LP cut on the station list, but would not screw up the rack operators. "So we sacrifice some revenue, since the station cuts listings—in order not to foul up the rack jobbers. But we may have to get back and print a separate LP list.

LP Cited

It doesn't matter what the source of a song is, Broussard said; the important thing is that it fit on the record. The LP is becoming more and more of a program with the LP Cited, which is the LP the record. So we sacrifice some revenue, since the station cuts listings—in order not to foul up the rack jobbers. But we may have to get back and print a separate LP list.

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No Protest on Campus About This: Jazz Big, Says Mance

* Continued from page 34

no part of him. Simply, music reflects one's personality. One can learn to play and tell if he is sincere.

Changes are Manice's business and he flows with them. His first group appeared on 1959 in it was a strict jazz gang today. He has done a record on the Atlantic label called "With a Little Help From My Friends," The LP has greatly increased his popularity because he treated a few pop songs to the jazz idiom. I made my type of album because I liked the music. I only changed my surroundings. It's rock 'n' roll in the old tradition with added rhythm and good electronic taste. I am playing the same way I have with different phrases and newer ideas. A musician cannot do this—cannot change with the times, then he is not a musician. It's a question of putting one's self in the position of the average man and letting the truth come out.

Both Sides

As for the jazz versus rock controversy raging today, Mance said that playing works on both sides of the fence. "Jazz incorporates rock rhythm and rock incorporates jazz riffs. If the music is music and not noise as it sometimes is the case, then who cares where it came from? As long as people like it, as long as the musician who plays it, it doesn't really matter what anyone else says.

Mance sees an education through exposure process now taking place with jazz on campuses. "Many jazz musicians are teaching now, through black studies programs. This will bring the music to the people. There is room for all good music in this world.

Yesteryear's Hits

Changes of a posture from your librarian's shelves, featuring the disks that were the hottest in the land between 1950 and 1960. Here's how they rocked in Billboard's charts of that time.

POP SINGERS—10 Years Ago Dec. 5, 1960

1. You've Changed—Elvis Presley (RCA)
2. Land of a Million Dreams (RCA)
3. Poetry in Motion—Johnny Tillotson (Columbia)
4. Radio Love Affair—Mike Douglas and the Zoradaks (Coral)
5. A Thousand Stars—Kathy Young & the Innocents (Indie)
6. North to Alaska—Johnny Horton (Columbia)
7. My Will Be Done—Frankie Lymon & the Teenagers (King)

POP SINGERS—5 Years Ago Dec. 4, 1965

1. Take Good Care—Bobby Vinton (Coral)
2. Let's Hang On—Four Seasons (Philles)
3. I Got You (I Feel Good)—James Brown (King)
4. The Perfect Love—Debbie Bennett (Checker)
5. That's How I'm Feeling—Jerry Butler & the Impressions (Gee)
6. Ain't That Peculiar—Marvin Gaye (Motown)
7. I Can Never Get Enough—Shalimar (Red Bird)
8. Over & Over—D.C. Eagles (Vee Jay)

SOUL SINGERS—5 Years Ago Dec. 4, 1965

1. I Got You (I Feel Good)—James Brown (King)
2. I Hear a Symphony—Supremes (Motown)
3. Ain't That Peculiar—Marvin Gaye (Motown)
4. A Lover's Concerto—The Vikings
5. Rescue Me—Fontella Bass (Checker)
6. Sessee—Don Covay (Atlantic)
7. Can't Help Myself & the All Stars (Motown)
8. My Girl Has Gone—Miracles (Motown)

My Baby—B(inty

9. Make Me Your Baby—Dusty Springfield (Columbia)
10. My Baby—Templations (Scepter)

COUNTRY SINGERS—Dec. 4, 1965

1. Make the World Go Away—Eddy Arnold (RCA)
2. May the Bird Be Fierce—Roger Miller (Decca)
3. Black Jack Owens & His Backwoods (Capitol)
4. Hello Vietnam—Johnny Wright (Mercury)
5. I Talk to Him—Donna Smith (Columbia)
6. It's Another World—Brothers (Decca)
7. Loser—Billboard (Columbia)
8. Watermelon Man—David Houston (Epic)
10. More Than Yesterday—Shel Whitman (Imperial)

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New York, N.Y. 10036

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If you're waiting for someone to arrive at your station, we've got that too! We can find you a new DJ, a new Announcer, a new Tiger. Just call us. Billboard, 165 W. 46th St., New York, N.Y. 10036. 

If you're not sure about your ratings—what's happening where—Billboard can tell you. We've got you covered. 

Are you an experienced country DJ? Billboard's the place to find one. If you have been one, you can find another. We'll find him for you. 

Are you a new deejay? Billboard will help you out. We'll find you a job. 

DECEMBER 5, 1970, BILLBOARD
SOUL SAUCE

BEST NEW RECORD OF THE WEEK:
"FIFTY-FIFTY"
LEA ROBERTS
(United Artists)

By ED OCHS

SOUL SLICES: Big Baby Huey, filled by drugs in late October, will aid drug rehabilitation via "Baby Huey, the Living Legend," an album produced for Curtis by Curtis Mayfield.... Last days for Douglas' Last Poets, doing their thing at New York's Fortune Theatre. A new album is in the Lee to go along with their weight-heavy single, "O.D.".... "Kansas City" producer Bobby Robinson is back in the game on Front Page Records and the Enjoy label with Joe Havel's "Strong For Giving." The Robinson produced million sellers Lee Dorsey, King Curtis and Bobby Marchan, not to mention Elmore James' great "The Sky Is Crying.".... The Stylistics big hit in Philly, now spreading nationally, "You're A Big Girl Now," has been copied by Avco Embassy. The disk was originally released on the Sebring label, in Broken Log and all, Lelan Rogers is building his House of Fox on the strength of Macker's "Got to Getcha" climber, now on a just released LP with the King's Men, "Doing Their Thing." A new recital, "The Two Wars of Old Black Joe," the story of Spec. 4 Polemometer Eugene Williams of Florida, is proving surprising action.... Bluesman John Lee Hooker, who looks like a member of the Canned Heat "Wooly"斯塔尔's back on top with "Stop the War,-Now," on Gordy. At the Apollo, Roberta Flack returns to town, Dec. 2. Nancy Wilson, Chairman of the Board, and Ronnie Doney, Lionel is reserving their big "One Light, Two Lights," by the Satins, as the disk passes the 100,000 mark.... Soul Sauce picks & plays: General Crook, "Do It For Me" (Down to Earth); Major Lance, "Must Be Love Coming Down" (Curtom); Barbara & the Superstars, "There It Goes Again" (Chicago Sound); Trammon Stephens, "Don't Rip Me Off" (Arista); Jackie Moore, "Precious Precious" (Atlantic); Rozetta Johnson, "A Woman's Way" (Climax); Chic-Lites, "Are You My Woman?" (Brunswick); Candy Glaze, "Wooly" Lock Is a Padlock" (Hot Wax); Pati Drew, "It's Just a Dream" (Capitol); Glass House, "If It Ain't Love" (Atlantic); Jaxx Fox, "You Wouldn't Have Set My Soul on Fire" (Dynamo); Bobby Adams, "Go On Back to Georgia" (Home Town); Total Eclipse, "A Love Like Yours" (Righteous); The Staple Singers, "On a Love on Twilight".... Intrigues "I Have a Little Love Away" is making smoke. Still soul from the Joneses on VMP with "Pretty Pretty," Glen Doran Turner, Director of Listening, Library Director for Motown, reads Soul Sauce. Do you?

What's Happening

* * * * *

Maintain constant channels of communication with all record company and distributor contacts. Print and mail a play list to all principal supplies and stations; also your card for special requests does wonders. Don't forget the major holidays either. This is good promotion.

* * * * *

As you can see, the Campus News page has been expanded. Once more I am looking for competent correspondents from all parts of the country. The interest of this section will center on films and music on campus. I am looking for people who can ask questions, find stories, and write. If you are interested, write to me at: Billboard magazine, 165 West 46th St., New York, N.Y. 10036.

Campus Programming Ads will be found in the Radio-TV Programming section.

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Vox Jox

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WBBM's special shows this week:
WBBM's special shows this week:

KOOL & THE GANG, Delite soul band, join the roster of Queen Booking Corp. as, seated left, Robert Bel, the group's leader, and Glen Reed, producer, co-sign the pact. Looking on with the group is Ruth Bowen, president of Queen Booking.
Soul

BEST SELLING Soul Singles

Weekly Chart for Week Ending 12/5/1970

<table>
<thead>
<tr>
<th>Title Artist, Label &amp; Date</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Do It Again&quot; - Aretha Franklin, Atlantic</td>
<td>5</td>
</tr>
<tr>
<td>&quot;Can't Get Enough Of My Baby&quot; - Bob &amp; Earl, RCA Victor</td>
<td>5</td>
</tr>
<tr>
<td>&quot;Soul Shack&quot; - Leon Thomas, Flying High</td>
<td>4</td>
</tr>
<tr>
<td>&quot;I'm Gonna Make My Baby Love Me Again&quot; - Al Green, Columbia</td>
<td>4</td>
</tr>
<tr>
<td>&quot;You Make Me Feel Like Dancing&quot; - The Isley Brothers, King</td>
<td>4</td>
</tr>
<tr>
<td>&quot;Soul Patch&quot; - The Temptations, All Platinum</td>
<td>3</td>
</tr>
<tr>
<td>&quot;I'm Your Baby Tonight&quot; - Ike &amp; Tina Turner, STAX</td>
<td>3</td>
</tr>
<tr>
<td>&quot;I Need You Tonight&quot; - James Brown, Polydor</td>
<td>3</td>
</tr>
<tr>
<td>&quot;I'm Your Man&quot; - Marvin Gaye, Tamla</td>
<td>3</td>
</tr>
<tr>
<td>&quot;I'm In Love Again&quot; - Otis Redding, Stax</td>
<td>3</td>
</tr>
<tr>
<td>&quot;I'm Coming Home&quot; - Al Green, Columbia</td>
<td>3</td>
</tr>
<tr>
<td>&quot;I'm Gonna Put It All Together&quot; - The Miracles, Motown</td>
<td>3</td>
</tr>
<tr>
<td>&quot;I'm Going Home&quot; - Al Green, Columbia</td>
<td>3</td>
</tr>
</tbody>
</table>

This week's highlights include the debut of "Do It Again" by Aretha Franklin, which has climbed to the top of the charts. Leon Thomas' "Soul Shack" continues to be a crowd favorite, and the Isley Brothers' "I Need You Tonight" remains a staple on soul stations.

Armstrong Gets 1970 Tay-Sachs Award at Fete

NEW YORK — Louis Armstrong has received the 1970 Tay-Sachs Award "for his love of children." The award, given annually by the National Tay-Sachs & Allied Diseases Association, was presented to the 70-year-old artist at a recent Tay-Sachs dinner held in his honor at the Waldorf Astoria.

The dinner was attended by several leading personalities in the music business including Gene Krupa and Lionel Hampton who joined Armstrong in a jam session.
Bluegrass Hall of Fame to Be Built in N. Carolina

CAMP SPRINGS, N.C.—A Bluegrass Hall of Fame will be constructed near here on a 160-acre tract. A recreational area also will be developed.

Carlton Haney, veteran promoter and bluegrass expert, said bricks to the building would be sold to bluegrass fans to finance the project. "Each brick buyer will receive a deed to that brick, which will be numbered, and he will know exactly where the brick is located," Haney said.

In addition, Haney also is forming a Bluegrass Music Association. "The point is not to be in competition with anyone, especially the Country Music Association," Haney said. "We are not rebelling against anyone. As far as we see it, this would be just another facet of CMA. We're all trying to do the same thing, but our emphasis would be strictly on bluegrass."

Haney purchased the land after he began the first bluegrass festival seven years ago. "We have done it every year, and on the third day of each year's program we have depicted the life story of Bill Monroe," he said. "Now this is becoming a vital part of every bluegrass festival."

To emphasize the growth, Haney points out that there will be anything from 25 of these festivals all over the nation next year, with all of them in different states.

"Since there aren't 25 weeks to a summer, some will hold on the same week," he said. "But they will be at least 1,000 miles apart so as not to conflict with each other. All of us involved in the festivals are more interested in promoting bluegrass music than in any selfish motives about the gate."

Haney contends that everyone who plays bluegrass music properly learned it directly from Bill Monroe, who this year was enshrined in the Country Music Hall of Fame in Nashville.

"I undertook a seven-year study of bluegrass music," Haney said, "to learn everything I could about it. I know every musician who plays it, I know every instrument, and I know what is being played on every record. I know if Jimmy Martin is playing Don Reno's instrument. And I know that Bill Monroe taught all of them everything they know."

Haney said Monroe's system could not be taught by others, even if they learned it directly from the originator.

Winter Visit

Haney said that Ralph Winter visited Roanoke in 1959 from his New York home and went on the road with Monroe. This was two years after Bill and Charlie Monroe ceased to function as an act, and Bill went on his own. "Winter called Monroe one of the greatest musicians in history," Haney said. "Now Winter is the official in charge of folklore at the Smithsonian Institution in Washington, and everything Monroe does is history. It is only in the final beginning to realize that."

The first of the bluegrass festivals was held near Roanoke at Carter's Farm. This was a two-day show, a two-day festival, an annual affair, at Bean Blossom, Ind., and at festivals in Pennsylvania and Georgia. Now they are everywhere.

"Two years ago I knew there had to be a home for bluegrass music," Haney said. "The Country Music Hall of Fame is dedicated to all branches of country music. We were established specifically for bluegrass."

Haney, obsessed with the idea of permanence, first built an outdoor theater which seats 10,000. The stage cost $25,000. Action would be played, and usually are at the festivals. There is a small take the gate, which will be the site of the Hall of Fame, and also a park.

All Can Play

"It will be a place where all bluegrass musicians can come and play," Haney said. "I must have every instrument, and I know what is being played on every record. I know if Jimmy Martin is playing Don Reno's instrument. And I know that Bill Monroe taught all of them everything they know."

"It will be a place where all bluegrass musicians can come and play," Haney said. "In center of the ball will be the pond in the shade of a five-foot pine, which will be 100 feet long and filled on the floor. As each man is voted into the Hall of Fame, his name will appear in that bay. There also will be archives and artifacts related to bluegrass."

"There have become so big that the bluegrass developers have now their own publication, Bluegrass Musicians Does it Every Night," Haney said, "and many functions. Published by a student at Harvard University, it lists all of the bluegrass artists and contains biographical information and the like."

It also is the vehicle through which Haney is establishing his Blue Grass Association and a Blue Grass Music Association, the former in association with the bookers and promoters. Haney has proposed that, through an office established at his hall, all festival dates and functions for such dates be cleared. He would clear all artist bookings for 5 percent. Haney feels this service is needed for the development of bluegrass music as a legitimate art form, it adds to the enjoyment of the fan, and it will enable a larger dispersal of the music."

CINCY.—Bob Luman has been added to the new syndicated country-half hour music show being produced by Sudler, Inc., for ABC. The show, to air on Channel 19 here beginning in mid-December, is entitled "The Bob Luman Show."

Contact

BOB KENDALL

Phone: (615) 242-1761

Luman to Host New Cincinnati Show

CINCINNATI—Bob Luman has been added to the new syndicated country half-hour music show being produced by Sudler, Inc., and slated for airing on Channel 19 here beginning in mid-December, is entitled "The Bob Luman Show." Luman was at the Black Stallion, local ties.

Featured singers were Barbara Mandrell, Jenny Robbins and Eliza Gilkyson. Old Joe Clark, formerly with the "Renfro Valley Barn Dance" and "Grand Ole Opry," will also be on the roster.

SONNY JAMES tapes the Glen Campbell show, for airing next Sunday (29).

Haggard, 'Jamboree' Break W.Va. Music Hall Record

WHEELING, W. Va.—The "Bluegrass U.S.A." show was filled to over-capacity three times in one night, the largest ever to show a series here, for an appearance by Merle Haggard. The Capitol Music Hall, with a 2,500-seat capacity, handled 7,800 for the three shows, with extra seats placed in the orchestra pit, in the wings, and wherever else they could be placed. Additionally, hundreds were turned away.

People waiting as long as an hour in the rain fine the streets and doubled back on the suspension bridge over the Ohio River. This was the second time within nine months a third show had to be scheduled due to the great demand for tickets. The other was for Buck Owens and was only the second time Haggard had played the Wheeling area and the time in four years. On the show were Chuck Bennett, Bob Gal- lion, Patti Powell, Skinner Clark, Anna Fox, Ruby Stephens, Slim Liehart, Junior Nor- ton, Freddy Carr, Kay Kam- mer, Stone Mountain Boys, Joe Ann & Gus Thomas, the Ran- ders, and the Wheelers.

"On the following day, Hagg- ard, Bonnie Owens and the Stringband played to thousands of people at the Civic Arena in Pittsburgh, Pa., only 60 miles away.

BOOK REVIEW

Ferguson, Burt

Book Perfect For Beginner

NASHVILLE—A book which has been on the market for a number of years, but may not be as well-known, is "You Want To Be In Music," written jointly by the late RCA chief, and author Jesse Burt.

The book could become something of a "must" guide to the amateur, who gets an elementary, step-by-step education in the field. It covers the major aspects of the music industry, and is a must for anyone considering a career in the music business.

The chapter relating to what takes place in a recording studio is particularly germane in this day of criticism of practices. He points out that the book is an interesting and well-written book, and is a good reference for those in the business.

The book is recommended for reading anyone who has any interest at all in the business of music, and it is a good refresher course for those in the business.
DECEMBER 5, 1970, BILLBOARD

Hot Country Singles

* STAR Performance—Sting's registrer greatest proportionate upward progress this week.

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<thead>
<tr>
<th>Title, Artist, Label &amp; No. &amp; Pubs.</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>ENDLESSLY</td>
<td>8</td>
</tr>
<tr>
<td>COAL MINER'S DAUGHTER</td>
<td>6</td>
</tr>
<tr>
<td>SHE GOES WALKING THROUGH MY MIND</td>
<td>7</td>
</tr>
<tr>
<td>15 YEARS AGO</td>
<td>9</td>
</tr>
<tr>
<td>I CAN'T BE MYSELF/(SIDEBYSIDEBY)</td>
<td>9</td>
</tr>
<tr>
<td>ROSE GARDEN</td>
<td>5</td>
</tr>
<tr>
<td>AFTER THE CLOSING TIME</td>
<td>10</td>
</tr>
<tr>
<td>OUR WOMAN RUN</td>
<td>13</td>
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<tr>
<td>MORNINGS OF THE DEPARTED</td>
<td>7</td>
</tr>
<tr>
<td>AMERICA (The Honeyeers)</td>
<td>5</td>
</tr>
<tr>
<td>I CAN'T BELIEVE THAT YOU'VE STOPPED LOVING ME</td>
<td>11</td>
</tr>
<tr>
<td>I WOULDN'T LIVE IN NEW YORK CITY</td>
<td>5</td>
</tr>
<tr>
<td>IT'S ONLY MAKE BELIEVE</td>
<td>12</td>
</tr>
<tr>
<td>THANK GOD AND GREYHOUND</td>
<td>11</td>
</tr>
<tr>
<td>COMMERCIAL AFFECTION</td>
<td>5</td>
</tr>
<tr>
<td>SAD (To Wrap Good Gave Red)</td>
<td>10</td>
</tr>
<tr>
<td>SOMETHING TO BRING ABOUT</td>
<td>7</td>
</tr>
<tr>
<td>AMOS ROSES/THE PREACHER &amp; THE BASS</td>
<td>7</td>
</tr>
<tr>
<td>I'M ALRIGHT</td>
<td>6</td>
</tr>
<tr>
<td>A GOOD YEAR FOR THE ROSES</td>
<td>3</td>
</tr>
<tr>
<td>SOMETHING UNSEEN/WHAT'S THE USE</td>
<td>4</td>
</tr>
<tr>
<td>GONE GIRL</td>
<td>7</td>
</tr>
<tr>
<td>PAPA'S YOURS</td>
<td>6</td>
</tr>
<tr>
<td>COWBOY CONVENTION</td>
<td>5</td>
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<tr>
<td>WAKE ME UP IN HEAVEN</td>
<td>8</td>
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<tr>
<td>ANOTHER LONELY NIGHT</td>
<td>5</td>
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<tr>
<td>SUNNY MORNING COMING DOWN</td>
<td>10</td>
</tr>
<tr>
<td>DAY DRINKIN'</td>
<td>4</td>
</tr>
<tr>
<td>MILE GIRL</td>
<td>13</td>
</tr>
<tr>
<td>WILLY JONES</td>
<td>4</td>
</tr>
<tr>
<td>I LOVE YOU AND YOUR SONGS</td>
<td>10</td>
</tr>
<tr>
<td>THE TAXER</td>
<td>15</td>
</tr>
<tr>
<td>ALL MY HAND TIMES</td>
<td>12</td>
</tr>
<tr>
<td>I Cried (The Blue One Of My Eyes)</td>
<td>12</td>
</tr>
</tbody>
</table>

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<thead>
<tr>
<th>Title, Artist, Label &amp; No. &amp; Pubs.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>DRAG 'EM OFF THE INTERSTATE, ROCK IT TO 'EM, P. BLUES</td>
<td>3</td>
</tr>
<tr>
<td>NICE 'N' EASY</td>
<td>7</td>
</tr>
<tr>
<td>I JUST CAN'T HELP BELIEVING</td>
<td>6</td>
</tr>
<tr>
<td>RIGHT BACK LOVIN' YOU</td>
<td>10</td>
</tr>
<tr>
<td>SUSPICIOUS MINDS</td>
<td>4</td>
</tr>
<tr>
<td>WAITING FOR THE GOOD TIMES</td>
<td>13</td>
</tr>
<tr>
<td>IT'S A MIGHTY BEAUTIFUL DAY</td>
<td>13</td>
</tr>
<tr>
<td>LET ME GO</td>
<td>6</td>
</tr>
<tr>
<td>THIS IS A BERRY BERRY LOVE</td>
<td>9</td>
</tr>
<tr>
<td>I STAYED LONG ENOUGH</td>
<td>2</td>
</tr>
<tr>
<td>BED OF ROSES</td>
<td>3</td>
</tr>
<tr>
<td>THE YEARS ON LINCOLN'S FACE</td>
<td>3</td>
</tr>
<tr>
<td>EARLY IN THE MORNING</td>
<td>8</td>
</tr>
<tr>
<td>YOU GET YOUR TROUBLES</td>
<td>11</td>
</tr>
<tr>
<td>YOU DON'T HAVE TO SAY YOU LOVE ME</td>
<td>1</td>
</tr>
<tr>
<td>SWET CAROLINE</td>
<td>3</td>
</tr>
<tr>
<td>I'M NOT GONNA DO IT AS I WANT YOU</td>
<td>1</td>
</tr>
<tr>
<td>I LOOK HOW FAR WE'VE COME</td>
<td>6</td>
</tr>
<tr>
<td>CALL ME AGAIN</td>
<td>1</td>
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<tr>
<td>COME THE MORNING</td>
<td>5</td>
</tr>
<tr>
<td>YOU NEVER HAD ME</td>
<td>4</td>
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<tr>
<td>LOOK HOW FAR WE'VE COME</td>
<td>6</td>
</tr>
<tr>
<td>MAHA BARE AND</td>
<td>1</td>
</tr>
<tr>
<td>WHAT ABOUT THE HURT</td>
<td>2</td>
</tr>
<tr>
<td>LAYING MY BURDENS DOWN</td>
<td>2</td>
</tr>
<tr>
<td>MY OLD KENTUCKY HOME</td>
<td>1</td>
</tr>
<tr>
<td>I'M HOLDING YOUR MEMORY</td>
<td>2</td>
</tr>
<tr>
<td>OLD TROUG TO WANT TO</td>
<td>2</td>
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EXCLUSIVE REPRESENTATION
KEY TALENT, INC.
1531 Demonbreun Street
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Country Music

Peer-Southern, Writers Honored

FORT WORTH, Tex.—The Peer-Southern Organization, and some of the greatest writers in country music were honored in a five-hour program of the Bill Mack "Open Road Show" here last week.

On hand for the program were songwriters Ted Daffin, Floyd Tillman and Vaughn Horton, publisher Roy Horton, and Bill Williams of Billboard Magazine.

Mack, "the Midnight Cowbow," dedicated the entire program on WBAI to songs written by the guests or from the Peer and Southern catalogs. Additionally, portions of the program were taped for "Country Crossroads," a show distributed by the Baptist church to some 350 radio stations and to the Armed Forces Network.

All four of the guests also appeared earlier on a live television show with Mack from the Panther Ballroom.

Vaughn Horton's songs were interspersed through the night, along with his interview. Among the selections were such favorites as "Mockingbird Hill," "Sugarfoot Rag," "Jimmy Rodgers Blues," "When a Woman Loves a Man," "Big Wheel Cannonball," and the current Dick Curless song, "Drag 'Em Off for Interstate, Socket 'Em to J.P. Blues." In all, Horton has penned 19 songs which add more than a million copies each.

Daffin's tunes, some of the most popular standards in the business, included several versions of "Born to Lose," as well as such songs as "Two Months Worth Of Mind," "No Letter Today," "I'm A Fool to Care," and "Get Five Dollars and It's Saturday Night." Tillman, who performed his own version of "$1.11.11.11." Around; also heard songs of his such as "Green Hills of Earth," "It Makes No Difference Now," "I Love You So Much It Hurts" and "I Gotta Have My Baby," by Walker's songs of such authors as J.P. Carter, Jimmy Rodgers, Bill Monroe, and other Peer-Southern, writers of the past were featured on the program.

Both Horton brothers spoke of the evolution of the financing industry, and of the contributions made by the late Ralph Peer to the field of country music. Daffin, Tillman and Williams discussed such matters as record making, the format of a songwriter and the introduction of such as. Billboard Magazine was cited as "the most reliable and accurate" of all of the trade journals, and one "who charted" artists' records through the business.

Other visitors to the program were Nat Stuckey, RCA artist, and songwriter Lawton Williams.

Music City Recorders To Expand; Has Best Yr.

NASHVILLE — Tentative plans have been announced for more building space and a second studio facility at Music City Recorders here, which has just concluded its busiest 12-month period in history.

The studio began operations late in the summer of 1966, and two years ago doubled its size with the addition of a building extension. Officials of the company are Bill Conner, president; Scotty Moore, vice president; and general manager; and Neil Matthews, secretary.

During this past year, Music City Recorders expanded from 8 to 16-track facilities, and handled 1,042 sessions.

The studio served well over 100 independent labels, artists, and publishers on a regular basis, and hundreds of others on an occasional basis. Among the companies recording there have been Warner Brothers, Liberty, Mercury, Capitol, Metromedia, Sound Stage 7 and Apple, the latter with Ringo Starr. The studio also handles all the major labels, all the country air force and navy shows.

Music City also publishes National Music Survey, one of the largest and oldest office recording and information services, organized 10 years ago by Bill Conner. The service provides, in addition to the weekly reports, various "cased" identification jingles and other programming aids.

The studio also makes available a complete disk mastering service. Currently under contract to its customers, it also operates a full-time "clutching" service for publishers, artists and others on a Music Row.

Country Music on American Airlines

NASHVILLE — American Airlines, through this month, is programming two hours of country music on its 70-seat jets.

The music, entirely from the Sun, SSS and Plantation catalogs, is programmed by Buddy and Dave Allen of the Shelby Singleton corporation. Blanket "flight of the Music Row" is also being presented on the Presidential aircraft, Air Force One.
MUSIC IN MUSCLE SHOALS

'People Come Here to Work'

By BILL WILLIAMS

Recently the Muscle Shoals area of Alabama voted, by a scant 118 votes, to remain bone dry. Somewhat surprisingly, this was not greeted by a loss of members of the music industry there.

'People come here to work, not to drink or go to night clubs,' was the general feeling. 'This makes Muscle Shoals so successful.'

Muscle Shoals, it should be pointed out, is many things. It is a small city, extended area, and a complete state of mind. Singing geographically, is a section consisting of four towns in the northwestern area of Alabama, a very short distance from Mississippi and Tennessee. The four towns are Florence, Sheffield, Tuscumbia, and Muscle Shoals City. Combined, the population is about 100,000. Three of these towns touch, and are accessible to each other by crossing the street. Florence is separated from the others by the Tennessee River, a river loaded with shools, about which some legendary Indian is supposed to have said 'it takes a lot of muscle to get these shools,' or something of that nature.

So when one speaks of Muscle Shoals, he normally is speaking of the four-town area, serviced by a jet airport which has been a blessing to the music community.

It is a region proud of its native sons, and daughters, and it has them galore-at least those who made their mark. Perhaps the greatest of them all was Helen Keller. In sports, it would have to be Joe Louis. But in music, the greats are Hank Williams. He grew at Muscle Shoals City, St. Louis and a few other places to write his blues, but he had his beginnings in Florence, and the section has just recently been paying him homage.

Another musical son was to follow somewhat in Handy's path many years later. Sam Phillips got his start there, and wound up in Memphis as one of the recording geniuses of his time. The area produced some of the greatest producers in the Nashville scene—Buddy Killen, Kelso Herston and Billy Sherrill (all of whom once worked with Rick Hall), and others from very close by towns such as Dan ean of Memphis and Sonny James, George (Goodby) Lindsey went to school there. So did some of the great football players at Florence State.

It was early in the 1930's when Henry Ford took a look at the power-generating potential of the government projects in the area, tried to buy Wilson Dam, and said he would build one of the largest cities in the world. It was to be called Ford City. The land speculation then fell through. That is the spot now known as Muscle Shoals City, and one can still see sidewalks among fields of weeds. Only in recent years has it really started to grow. The same can be said of the music industry. Consolidation of the four cities has been in the air since 1933, but it may never happen.

The music business did happen, though, thanks—as usual—to a few with faith. Now it's one of the big-money-producing industries of the region, with its five operating studios.

"Per capita we've got to be among the largest of them," said Rick Hall, one of those with faith. And the figures bear him out.

FAME Studio Musicians Average $25-35,000 a Year

Rick Hall was born in a small town in Mississippi, grew up in the smaller town of Phil Campbell, Ala., and then went to Muscle Shoals to work where he put the map on the musical scene.

It wasn't quite that simple. Of course. But there is little room to nitpick, because the others, from the South is the one who made it happen in Alabama. It's true the state produced Nat King Cole and Hank Williams and dozens of others, but they all went somewhere else. Hall settled down there in an old tobacco and candy warehouse, and made musical history.

As six-year-old youngster Rick was playing and singing country music with his sisters. His father was the singing-school teacher. By the time he was in high school, he had his own band, and the group finished second in a Future Farmer's band contest. In the service, Hall was a fiddler, but also played the bass and guitar. Serving his army stint around San Antonio, he played with some of the Western bands. When Hall came home from service, the change had occurred. Country was in a decline, and everyone was going rock. So, he formed his own rock group called the Fairlanes, and his piano player (who doubled on the saxophone) was Billy Sherrill, now director of ad for Columbia and Epic in Nashville. Together they started writing for a couple of their old buddies from the Muscle Shoals area: Buddy Dial, who had just gone with Jack Stapp at Tree Music, and Kelso Herston, who later was to work for Capitol in Nashville, and is now one of the city's leading producers.

It was strictly country music in those days, and Hall and Sherrill turned out songs for the Browns, Homer and Jethro, George Jones, Brenda Lee (before Brenda went pop) and others.

Since they were doing so well writing, Rick and Billy decided to form their own publishing company. They took the first four letters of their existing firm, and called it FAME, for Florence, Alabama, Music Enterprises.

Arthur Alexander

Needing a facility for demonstration records, they bought a small studio, and did their demos in Florence. Billy later decided to branch out on his own, and he moved to Nashville to work as a studio engineer.

DECEMBER 5, 1970, BILLBOARD

for Sam Phillips, another local boy, who hadn't yet reached Memphis. Rick bought out Billy's part in the publishing company.

Hall then borrowed $5,000 and moved his new equipment to Muscle Shoals City, across the river, into a big warehouse, to a big building—the warehouse. He bought a $35 Amplifier, a four 12-inch speakers, and produced a record with the Fairlanes band playing the music. It was "You Better Move On," by Arthur Alexander, still another resident of the area. Rick, believing it was a hit, offered it to seven labels in Nashville, Randy Wood, who had Dot Records, finally picked it up. It was smash.

Rick took the money and, for $13,000, bought a lot and a couple block building. When he moved in there. It was Jimmy Hughes singing "Sweet, Sweet Home" on the newly formed Fame label. He had tried to peddle this master, too, but no one would take it. He came home, almost disconsolate. An old friend, Billy Lowery of Atlanta, happened to be there.

"Bill had just had some reversals himself, and when I asked him what to do, he told me instead what not to do," Hall recalls. "But he gave me some good advice, and when I formed the label I sold 60,000 records because something else picked it up.

Even that was a bad experience, though. The company that picked up the record went broke, and Hall never got his money. Nonetheless, he had by now become less and less involved as a songwriter and more as a producer. He also had proved his studio could produce a good sound. So he obviously was to become a studio man.

Wide Open

Lowery was the first outsider to give it a try, bringing in Tommy Roe for a session, and he hit the Top 10. Felton Jarvis was hired as engineer and producer. So did Buddy Killen, and Buddy turned out three consecutive hits there for Joe Tex. Someone brought in Aretha Franklin, and Rick produced a hit record for her. The same thing for Clarence Carter, Wilson Pickett, and a pair who hadn't had a hit for a while until Rick produced two for them. All were involved in recording, but at least he was in control of the studio.

Suddenly things broke wide open. "The studio was in great demand, and people were wanting me to produce. But I had to have good songs, so publishing became very significant again," Hall said. "Seeking to get the hit songs, he began signing good writers. Now he has them all over the nation, and his catalog has more than 200 songs.

All the while Hall was expanding his structure. He now has two large studios in Muscle Shoals, and one in Memphis. That's for the sake of those who don't want to bother going as far as Muscle Shoals, and to handle the overflow.

During his climb to success, Hall has had five different groups of musicians. The second group, including Norbert Putnam and David Briggs, are in the studio business in Nashville. The fifth group is in the studio business in Muscle Shoals, which is part of another story.

"My musicians here make an average of $25,000 to $35,000 per year a man," Rick said. "I have no trouble getting them. They are all under contract, are paid a minimum salary, and have no maximum. They belong to the Birmingman local, but they come from all parts of the country. They come from as far as Florida and Idaho."

Hall admits that his Fame Studio and his Fame Publishing Co. have really grown in seven years. This year alone (with six weeks to go at the time) he had personally produced 17 records which were in Billboard's Hot 100.

"I know you'll want to ask me why it happened in Muscle Shoals," Hall said. "Well, the musicians here were hungry. When I started things, they knew they had to make it. They put everything they had into making it work here. And the remoteness of the area is conducive to good recording. There is no hustle or bustle, no noise, no nightlife. When people come here, they come only to record."

Hall's original distribution and production arrangement was with Atlantic, which he calls one of the greatest of labels, and with Jerry Weber, for whom he has nothing but kind words. His arrangement now is with Capitol, and it has been equally rewarding.

Although often called a "one-man operation," Hall (Continued on page 48)
Muscle Shoals Sound - Sort of a Commune

Muscle Shoals Sound, which is in Sheffield, really needs a scorecard to keep track of its many branches and projects, but it may soon need a computer to total its successes.

Just for the record, the Muscle Shoals Sound studio is owned by its four basic record musicians: Terry Woodford, the rhythm guitarist, who is president; Roger Hawkins, the drummer, who is secretary-treasurer; David Hood, the bass player, and Barry Beckett, the pianist.

The Muscle Shoals Sound Publishing Company, the BMI arm, is owned by these same four, plus Terry Woodford and George Soule (Soulful).

The Formula Publishing Co., another arm, is owned by the above five, plus Phillip Mitchell.

The Muscle Shoals Sound Recording Company is owned by the original four plus Terry Woodford, and it's run by Barry Beckett. And now the new Muscle Shoals Sound label is owned by the top four, plus Terry Woodford.

Every one of the owners is a musician except Terry Woodford, who's a writer and a self-described dictator.

It is dedicated writers, willing to take direction, Woodford said. "I have a concept and they must follow it. I'm a sort of dictator, but it seems to be working. But then, every department is showing results."

PART OF the complex at Muscle Shoals Sound. Left to right, Barry Beckett, Phillip Mitchell, Alan Walden (Hunters, Inc.), George Soule and Terry Woodford.

The production end of things, there are 10 artists under contract. One of them, Paul Thompson, has just been released to Stax-Volt in Memphis. The first release is "What I Don't Know Won't Hurt Me." His next is "Having a Talk With Love."

There are several deals being worked out now, plus the use of the new MSS label.

All of the artists under contract are managed by Allen Walden of Macon, through his Hustlers firm.

The first song on the new label was tested in Houston and had tremendous response. It's a Katie Love and Four Shades of Black tune. Already Walden is negotiating to place her on the strip in Las Vegas. Phillip Mitchell, the great writer, has had his first release leased to Bang. It's called "Free for All." LP's are being produced now for the Smith Brothers and the Great American Middle Class.

Subscribing to the theory of opening the doors to everyone, the company has been having talent auditions every Sunday, but now those Sundays are under demand for studio use. The company that had to give up its own white each week for its production. The new studio will solve that problem.

To give an example of some of the greatest works, including Beckett and Soule, had two, with ASCAP, that was just started has now out or just coming out singles by Brook Benton, Joe Tex, Lulu, Mavis Staples, The Emotions, Brenda Patterson, The Staple Singers, William Bell and Red Kehoe. In its first single it has already 60 singles cut, and has scores of album cuts. One writer, Phillip Mitchell, in a two-week period had 23 of his songs rejected by BMI, but the action is to share the profits. Already we're having to build another studio next week. We'll use that studio for production, and in this studio, and this studio will be strictly for custom work."

It's pretty hard to say which has been the most successful end of the production studio. The studio is booked constantly; the production company is placing masters daily, and the publishing company has may be a success unparalleled in the time period.

"In one case, with ASCAP, a BMI, the action was to share the profits. Already we're having to build another studio next week. We'll use that studio for production, and in this studio, and this studio will be strictly for custom work."

We have a sort of a commune here," said Woodford. "Our philosophy is simple. If a person contributes and makes a profit, and it's a part of the action, we're going to share the profits. Already we're having to build another studio next week. We'll use that studio for production, and in this studio, and this studio will be strictly for custom work."

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Two years ago Candi Staton was singing in the choir at the Baptist Church in Birmingham, Alabama. Today she has an explosive string of hits behind her—"I'd Rather be a Young Man's Sweetheart," "I'm Just a Prisoner," and her recent "Stand By Your Man" (over 750,000 copies to date).

Now stand by for Candi's next two years. Candi's new album comes out today. It's called "Stand By Your Man." It contains her last two hits, and her next one as well. The new single is called "He Called Me Baby."

Stand by your radio. Stand by your racks. Stand by for Candi Staton, a new American singing star.

Candi Staton Has Arrived!
Quiny Sound—
The Natural Transition

Quin Ivy had worked in most of the music centers of the world, so he decided to become part of one. A former disk jockey, he moved into the retail record business and then the production of records. "It was a natural transition," he said, "from playing them, to selling them, to making them." And he now is an integral part of the Muscle Shoals success.

Ivy worked in radio for 10 years at WMPS in Memphis, then WKDA in Nashville (under Jack Stapp, now president of Tree, Inc.), then at Shreveport. He had begun in Oxford, Miss., and concluded at WLAV in the Muscle Shoals area.

In addition to seeing music companies grow in many of those cities, he had watched Sam Lewis operate the retail record business in Shreveport. "Sam stayed on top of things. He knew what the radio stations were doing, and what records were breaking. I decided to do the same," said Ivy.

So in 1963 he put in his retail record store in downtown Sheffield. One day, as the story goes, a customer came into the record shop and told Quin he was a singer. That customer, a hospital orderly, was Percy Sledge. Quin and Marlin Greene recorded him in an impromptu recording studio in the back, with the crudeness of equipment, and Ivy had a tape on his hands with nothing to do with it.

To shorten the story, Ivy took the record to Rick Hall, who mailed it to Jerry Wexler, and Atlantic released the record. It was a top 10 record. Quin has produced all of Sledge's records since that time. His records, while selling well in this country, really are hottest in South Africa. Outgrowing every American in that country, his initial orders there are frequently 28,000 records.

Ivy two years ago built a new facility, away from the downtown area, on Broadway Street, which looks unlike any Broadway street anywhere. It's a short-stretch of mostly open field.

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recording sessions are our bread and butter
the hits we’re turning out are yours

Thanks for recording your artists in our studio.
ATLANTIC • STAX • SHELTER • CAPITOL • EPIC • BANG • HAPPY TIGER AND ALL THE OTHERS . . .

MUSCLE SHOALS SOUND PRODUCTION:
WATCH OUT FOR: “IT HURTS SO GOOD” by Katie Love & The Four Shades of Black

MUSCLE SHOALS SOUND PUBLISHING:
WATCH THE FIVE FLIGHTS UP SINGLE: “AFTER THE FEELING IS GONE” AND THE BRENDA PATTERSON SINGLE: “ALL GOD’S CHILDREN GOT SOUL” AND 26 OTHER “A” SIDES.

MUSCLE SHOALS SOUND STUDIOS, 3614 Jackson Highway, Sheffield, Alabama 35660 Telephone: (205) 381-2060
Paradox: Bearing Fruit

The Paradox Studio in the Muscle Shoals area may have the most unusual reason in the world for its name. "We were a couple of science fiction writers," said co-owner Bill Cofield, "and we considered starting a magazine. We were going to call it Paradox. When we decided to go into the music business instead, we called our studio Paradox." And, paradoxically, the studio is located in downtown Sheffield, in the same spot where one of its early hit records was made. It's the location of the early Quin Ivy Studio, where Percy Sledge was first cut.

"Neither my partner, James Thomas, nor I work at this full-time," said the one-time saxophone and flute player. "I'm a draftsman and he's an electrical engineer, and we just have a few artists now."

One of those artists is Charlie and the Soul Stirrers, who has just been loaned to Stax. Another is Roy Abernathy, and Cofield is trying to lease his first release.

It's somewhat paradoxical, too, that Cofield played saxophone in that same studio for the first Sledge record. "Of course, it's all changed now, and all the equipment is new," he said. "But I played on this one, and then I played for three and a half years at Fame, with the same group that now has Muscle Shoals Sound.

Cofield said he long had wanted his own studio, and kept looking for a partner. Eighteen months ago he found Thomas, a former Navy electronics officer from Memphis, and they began. They built the new studio with its four tracks, and began work on demos and masters. Now it has just begun to bear fruit, and Cofield expects to be part of the explosion in the industry which he feels is taking place throughout Muscle Shoals.

Meanwhile, he and his partner continue their full-time, non-music jobs.

 Kontention Content

Although it is 65 miles from the Muscle Shoals area, the city of Huntsville takes a great deal of the credit for the growth of Northern Alabama because of its Space Flight Center.

And now there is Kontention Sound, Inc., a music complex, which has sprung up in the Huntsville region. It is the first multi-track recording company in the history of the city. And with it are two publishing firms, Kirkwood (BMI) and Oster (ASCAP).

The company was formed by Stan Ryan, president, of Huntsville, and Nelson Larkin, a songwriter and public relations man, who serves as vice-president; Jim Bartee, treasurer and chief executive, and former owner of his own demonstration studio; and Roger Murrah, a recording artist and writer, who is secretary.

Murrah, a spokesman for the group, said the company is cutting or will cut every kind of music: gospel, country, soul, rock, etc.

Since its founding in August, the firm has added Norman Stephens, a songwriter and former city detective, who wrote "Legs Run to Houston," recorded in a Flatt & Scruggs LP. Another song has been placed with Roy Rogers.

Murrah said the company is "negotiating with three major labels" to place Stephen's songs as an artist. The company also has cut the Mike Thomas Expedition, produced by Aaron Vannell, a touring musician at Fame in Muscle Shoals.

The studio musicians at Kontention, all from the Huntsville-Decatur area, are Bob Palm, Joe Honea, Henry Lowery and Reddy Taylor.

Murrah said there are plans for "two major recording companies to produce the majority of their acts at Kontention." Right now, emphasis is being placed on artists of their own. Although no production company has been formed as yet, one is planned for later on, and two of the musicians also work as producers. Working into jingle production, the studio has done a package for a local station.

The most immediate project is doing an album with The Harmonettes, a gospel group which will be released on the Kirkwood label for regional distribution.
NASHVILLE—The first feature package ever to be assembled in the gospel line of entertainment will premiere on New Year's Day in Raleigh, N.C., at City Auditorium. The event will be sponsored by Clyde Baker Promotions.

Three of the most prominent groups in the gospel idiom of entertainment, the Nashville-based forces to produce this show, with new sounds and new approaches in concept performance, are the Oak Ridge Boys, the Gambles and the Stamps Quartet.

Each group will be presented individually, and the new, youthful sounds of Roba Gambles, Tony Brown and Gred Gordon will join under the name of 'Charity's Children.'

The three name groups, the Gospel Festival Band and Charity's Children then will combine for a choral presentation and the finale. Additionally, a play, 'The Three Nails,' will be presented featuring J.D. Sumner, Dolvis Rambos, Roba Gambles, Kenny Hicks, Tony Brown and Willie Wynn. This play, created by members of each of the participating groups, concerns three spikes of metal used in the crucifixion of Christ.

Presented with the Gospel Festival Band and combined voices in chorus, with the utilization of specially created lighting and sound effects, this play rounds out the final touches to the closing of this package.

**Word Name Chosen by Bible Week**

NEW YORK — Jarrell F. McCracken of Waco, Tex., president of Word Records, has been named chairman of the Recording Industry Committee of National Bible Week. The Bible Week event is sponsored by the Laymen's National Bible Week Commission and the Catholic Biblical Association of America.

Word, Inc., specialists in preparing and producing sacred songs, gospel and rock hymns and folk music, will be featuring its latest release, "15TH Anniversary," a sampler of United Artists. It has been booked into the Golden Nugget—which he just finished working in El Paso and Dallas en-route back home, then caught a plane for Hawaii. Jimmy Dickens will have played in 220 different dates this past year.

The Nashville Symphony saluted the "Grand Ole Opry" in a recent program for young people. 

**Nashville Scene**

The Oak Ridge Boys play some experimentation. Recently selected as the No. 1 male quartet in gospel music, the group will appear in concert at Vanderbilt University Monday (30). Already totally accepted at smaller colleges, the gospel group now is seeking reception for this type of music at major universities. "Natural High," the new folk release by Roba, teamed with Buck Owens and the Blackwood Brothers again. . .

Additional, Tony Brown, Word Records' gospel artist, was a guest soloist on the Lawrence Welk Show this past week.

Sixteen gospel groups have been signed to perform at the prestigious Old Mill Outdoor Theater near Branson, Mo., and Fantastic Caverns at Springfield, Mo. Next year, among them are seven groups who have never performed for the Trimble-owned enterprises. They are the Galileans, Cyrus Cook & The Senates, the Bechells, Stamps and Nashville's Maranatha Singers. . .

**Gospel Music**

3 Major Groups to Produce 1st Feature Package Show in N.C.

Eight months of rehearsals, new musical arrangements, sets, costumes, rescheduling of dates and a conglomerate effort have gone into the backing of this new step in gospel entertainment.

"Gospel Festival USA" will follow the premiere opening with performances scheduled in St. De's, Va., Jan. 2; Martinsville, Va., Jan. 5; Shreveport, La., Jan. 7; Houston, Jan. 8; Fort Worth, Tex., and Columbus, Ind., Jan. 10.

The package is represented in bookings by the Don Light Talent Agency and the Summar Talent Agency, both of Nashville.

**The VOCALARIES are a leading gospel group.** They hail from Newport News, Va. The Vocalaries have been singing for the past six years on gospel songs, and their work recently was aired on "Jesus Meet the Woman?" "If You Miss Me?" "Jesus I Love Thee!" "Going to Live Jesus." Their latest is "There Must Be a Heaven.

**Shaped Notes**

The Oak Ridge Boys plan some experimentation. Recently selected as the No. 1 male quartet in gospel music, the group will appear in concert at Vanderbilt University Monday (30). Already totally accepted at smaller colleges, the gospel group now is seeking reception for this type of music at major universities. "Natural High," the new folk release by Roba, teamed with Buck Owens and the Blackwood Brothers again. . .

"The Thompson Brothers, Stamps, Stamps, Stamps and Diddle Echoes" have been released by Leis, Mercury; Connie Smith, RCA; Billy Walker, MGM; Carl Perkins, Columbia; Bobby Bare, Epic; Charlie Walker, Epic; Sego Brothers and Songo, Songs of Faith; Rex Humbard, Heart Warming; Ray Charles Singers, and others.

One of the nation's major gospel singing aggregations in the field, the Gospel Kings, has been around for 10 years, the past seven on recordings. Their Pinewood Records disk of "It Wasn't For the Lord" introduced several of the major gospel record artists. The Kings have had several good sellers, "Jacob Ladder," "Angels Watching," "I Talk Shoes," "Better Run," is currently breaking strong in many areas across the country.
London Ties Campaign to Mehta de Larrocha Tours

NEW YORK—Special promotions coordinating with Orson Skarsgard's production of Donizetti's "Anna Bolena," which is being run by London Records. London also has special Christmas promotions, with a new collection of Handel's "Messiah" and a highlights disk on Bach's "Christmas Oratorio." Specials also are being run for an eight-record special called "Brahms: The Complete Choral Works," pianist Julius Katchen and a specially priced fiveLP package of Mahler and Vienna Philharmonic. The Mutia promotion includes two albums of material with the Los Angeles Philharmonic that were performed on their recent East Coast tour, a symphony, and "The Ring." The Mutia promotion includes two albums of material with the Los Angeles Philharmonic that were performed on their recent East Coast tour, a symphony, and "The Ring."

Elinor Ross Handles Tosca's Bow Sensitive, Effectively

NEW YORK—Soprano Elinor Ross sang the title role in Puccini's "Tosca" for the first time at the Metropolitan Opera Nov. 17 sensitively and effectively. Miss Ross, who made an impressive first appearance as Tosca as another Puccini heroine, Turandot, in December 1968, displayed a voice which she uses stylishly.

The Third Act was especially impressive for her, but notable segments of the first two acts were filled with the beautiful singing of Metten, who served as an additional soprano in "Tosca." As the phraseology of the performance conducted by Leonard Bernstein, Scarpia is superbly and ideally suited to the role of Scarpia, and neither was wantonly abused. His wife, Karen Phillips, also played a Tolomeo and was featured in the last act of the opera. The idea may have been good, but too much of it was gimmicky and predictable, making Tosca's tedious rather than inçressive.

Trappler's brilliance, however, was not enough to make it a success. His role in this program, which contained Ariosto's "L'Orfeo II" and a Schumann marvels "Maelchilin" and "Maelchilin." Anthony Newmayer, who records for Columbia and conducted the "Maelchilin," was an associate artist in the Ariosto, while Charles Wadsworth, who is the society artistic director, was capable in the Schumann. RCA and Columbia are for others, to boot.

FRED KIRBY

CBS LP's Win German Oscars'—'Trogans,' Davis, Gilels Cited

HAMBURG—Twenty-seven "Deutsche Schallplattenpreis 1970" awards were made by 48 critics from a total of 320 recordings from 22 German and foreign companies.

'Sub' Thomas Scores

NEW YORK—Michael Tilton Thomas, replacing Severi Ozawa, conducted another excellent Boston Symphony and Philharmonic Hall, Nov. 20. The orchestra's 25-year-old associate conductor, who is scheduled to conduct two of the orchestra's five concerts this season, leaves the impression that tomorrow (in conducting) has arrived today.

One of the orchestra's "Atmospheres" remained from the program originally slated for Ozawa, who will conduct the orchestra in appearance because of illness in his family. The range of works, which included Beethoven's "Symphony No. 1," Mozart's "Symphony No. 25," and Schumann's "Symphony No. 4," again demonstrated the young conductor's wide range of interests. He's a well-seasoned exciting conductor, energetic, and has given the orchestra a lift. Richard Strauss, who has been on tour, is fortunate in having Thomas' first conducting album among their first release by the CBS. There's more to come, including Tchaikovsky's "Symphony No. 1." FRED KIRBY

As a result of the voting, five CBS classical albums received Deutsche Schallplattenpreis awards for 1970. The CBS albums are Stravinsky's "Rite of Spring," performed by the Cleveland Symphony conducted by Pierre Boulez, Debussy's "Preludes et Masques," Boulez conducting the Covent Garden Orchestra; and Brahms' "Wunderhorn," New York Philharmonic, with Walter Berry; Schumann's "String Quartet Nos. 1 and 2," performed by the Juilliard String Quartet, Glenn Gould and Leonard Bernstein, and Deutch's "Symphonies" Nos. 7 and 9, Cleveland Orchestra conducted by George Szell.

The German record industry's annual prizes givings were attended by the world's papers Pono Forum, Music and Hi-Fi, Stereofo. New York Philharmonic, with Walter Berry; Schumann's "String Quartet Nos. 1 and 2," performed by the Juilliard String Quartet, Glenn Gould and Leonard Bernstein, and Deutch's "Symphonies" Nos. 7 and 9, Cleveland Orchestra conducted by George Szell.

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Jukebox Poll: Yule Hits Sag, Oldies Fill Gap

**By E. PAIGE & G. KNEEMYER**

CHICAGO — The nation's jukebox operators are hoping for a big Christmas single hit, but are playing it safe by programming their cache of evergreen records in libraries, a survey shows.

In an effort to boost Christmas singles sales, Star Strip Co. is furnishing one-stop service to record dealers and record firm's general manager, William P. Dickey (Continued on page 54)

MOA to Add Services; Meet Nashville Labels

**By RAY BRACK**

RICHMOND, Va. — Music Operators of America (MOA) leaders Les Montooth and Fred Granger told Virginia jukebox operators that MOA's services will be improved and some new ones needed will be added. MOA will meet with recording company representatives and board meeting and will work to form more state groups—possibly a Tennessee organization.

During the Music Operators of Virginia meeting, Kenneth O'Connor was elected president (See Association Digest).

Montooth, MOA's new president, repeated the association service philosophy he outlined three weeks ago in West Virginia.

"We intend to let no MOA services decline. We will improve them to meet changing conditions so, in effect, they become new services. We will not add new services just because we can. We will take advantage of the possibility of adding business activities."

MOA executive vice president Granger devoted his time to one service, the association's publicity drive. As he did at West Virginia, Granger played a transcription of a Chicago radio program that treated (Continued on page 26)

Plug Publicity for Jukebox Patrons

**By LUBOMIR DORUSKA**

PRAHA VINOHRADEK — The jukebox business in Czechoslovakia is still in its beginning stage. The local industry does not produce any jukeboxes and the import of Western produced boxes made very difficult by the country's currency. In spite of that, recent years witnessed a striking rise both in the number of jukeboxes in the country and the total returns grossed. In 1966, only several jukeboxes were in operation, but by 1969 there were 1,000. The absolute height of these amounts, of course, is still rather low—the total amount grossed by jukeboxes in 1969 corresponds roughly to 1.6 percent of the total grossed by the sales of single records in Czechoslovakia in 1968.

(Intended on page 56)

New Equipment

**Bally—Four-Player Flipper Game**

Free balls are featured prominently in the new See Saw by Bally Manufacturing Corp., and can be obtained in a number of different ways. The mystery free balls are delivered to the shooter tip and the free ball light is lit through the 0:00-45 unit. Free balls may be obtained through two different exit gates which are opened by skill shots. A ball exiting the bottom gate scores 1,000 points and a ball on a special route to the shooter tip, while a ball escaping through the bottom gate is worth 3,000. Two separate bowl indicators are featured on See Saw, with each stepping up 100 points to a total of 1,000 when various bonus advance targets are hit. The kickback feature is also employed, in which a ball shot into the left outlane scores 1,000 points and is immediately kicked back to the playing field.

Press packets to their customers to enable them to stage local news conferences and press parties when new models of jukeboxes and games arrive to be released.

"It would be worth going back and trying this again," said former association president Buddy Hunt, a Welch W. Va. operator, "I know the general public is interested in the entertainment we provide them and the machines we use to provide it. The manufacturers could tie in with MOA's public relations campaign this way. And my relations with the local papers are very good. I could get some coverage."

Outgoing West Virginia president Al Bloom, of Logan, also thinks the idea has merit. "The public is fascinated by technology, and coin machine technology is one of the most fascinating new areas."

Charleson, W. Va. operator Jerry Derrick, another former association president, has a good working relationship with West Virginia's largest television station as a result of his involvement in championship dog races.

(Intended on page 56)
Oldies Plug Jukebox Xmas Hit Gap

That's the kind of hit we need.

"We have so many Christmas records that just aren't played. They're the same old thing year after year. Some locations have told me that they're not bringing in any country Christmas records around, but really, this is just a new Christmas record that has done anything recently have been country." Location: New Orleans, La. Christmas records are still available in the South Carolina area.

"The old records aren't selling like they did. People have become more selective, they're going for the newer stuff," said the record store owner. "But I still carry quite a few of the oldies. It's not that popular, but it's still a market."}

**Christmas Jukebox Singles**

**PITTSBURGH**—A special effort to assist jukebox programmers, Sur Title Strip Co., has compiled an exhaustive list of title strips that will be available at the following:

**A-R-M**

Herb Alpert and the Tijuana Brass, "Christmas Song," $1.10; The Mamas and the Papas, "I'm Gonna Love Me Again," $1.10; Webb Wilder, "Baby, It's Cold Outside," $1.10; Bobbie Gentry, "Darkness on the Edge of Town," $1.10; The Righteous Brothers, "I've Got You Under My Skin," $1.10; and many more.

**ALADDIN**

Charles Brown, "Christmas Baby," $1.10

**ARGO**

Raymond Lewis Trio, "Winter Wonderland," $1.10

**ATLANTIC**

Clyde Thomas, "Give Me Jesus," $1.10

**CABINET**

Jos. Paul, "Jingle Bell Rock," $1.10

**CAPITOL**

Les Paul and Mary Ford, "Jingle Bells," $1.10

**COLUMBIA**

Ray Charles, "What a Wonderful World," $1.10

**COUNTRY**

The Statler Brothers, "Merry Christmas Baby," $1.10

**CUTTHROAT**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**DECCA**

Jerry Vale, "What Kind of Christmas Is This," $1.10

**DEGAS**

The Osmonds, "Christmas Time," $1.10

**DELI**

Bob Dylan, "Hard Times," $1.10

**DOROTHY**

The Osmonds, "The Christmas Song," $1.10

**FREEDOM**

The Joe B. Mauldin Band, "Christmas Time Is Here Again," $1.10

**GREATS**

The Beach Boys, "I'm Gonna Love Me Again," $1.10

**HEARLAY**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**HOOTENANNY**

The Statler Brothers, "Merry Christmas Baby," $1.10

**JACKIE**

The Osmonds, "The Christmas Song," $1.10

**JUNIOR**

The Osmonds, "The Christmas Song," $1.10

**LADY-LIPS**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**LAKIN**

The Statler Brothers, "Merry Christmas Baby," $1.10

**LULU**

The Osmonds, "The Christmas Song," $1.10

**MACLCONNELL**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**MAYAN**

The Osmonds, "The Christmas Song," $1.10

**MESTER**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**NOVAK**

The Statler Brothers, "Merry Christmas Baby," $1.10

**PACIFIC**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**PLATINUM**

The Statler Brothers, "Merry Christmas Baby," $1.10

**ROSS**

Bill Haley and His Comets, "Rockin' Around the Christmas Tree," $1.10

**ROYAL**

The Statler Brothers, "Merry Christmas Baby," $1.10

**SCHINDLER**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**SOUND CRYSTAL**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**SPLICER**

The Statler Brothers, "Merry Christmas Baby," $1.10

**THOMPSON**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**VINYL**

The Statler Brothers, "Merry Christmas Baby," $1.10

**WINDSOR**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10

**WORLD**

The Statler Brothers, "Merry Christmas Baby," $1.10

**YOUNG**

The Statler Brothers, "Merry Christmas Baby," $1.10

**ZEPHYR**

The Righteous Brothers, "I'll Be Home for Christmas," $1.10
WURLITZER PUT IT ALL TOGETHER

Beauty... Bonus Play... Income Computer... Security Cash Box... Digital Record-Now-Playing Indicator...

Super Serviceability and that great Wurlitzer Sound. They all add up to one surprise after another in the cash box. THE WURLITZER COMPANY • 115 Years Of Musical Experience • North Tonawanda, N.Y. 14120

WURLITZER

ZODIAC

THE WURLITZER COMPANY • 115 Years Of Musical Experience • North Tonawanda, N.Y. 14120
It is estimated that some 1,000 jukeboxes operate in the country by now. Two hundred of them—mostly West German made Sonate and Festival models—are owned by Supraphon Record Company who leases them for (20 percent of gross returns) to restaurants, cafes and small clubs, libraries, trade-union clubs etc. The aim of this policy may not be to reach the highest possible returns, but to gain publicity for Supraphon records. The records in the boxes are changed once a month by the Supraphon retail dealer operating in the respective region.

The rest of the jukeboxes are partly owned by big, state-owned chains of restaurants, partly also by smaller, co-operative bistros, refreshment bars or drugstores. The sudden rise of the number of jukeboxes in the years 1968 and 1969 can also be partly explained by the trend of the state policy to make this sort of co-operative small-time endeavor possible. It was also easier at this time for small bistros or bars to acquire a jukebox, perhaps to buy which one was left in the country after some public exhibition or show.

Most jukeboxes are owned by the operators or, in case of chain stores, by their general managers. In smaller bistros and bars, the exchange of records may be entirely in the hands of the operator who would buy his records in retail shops with no discount at all. Most of the larger chain stores are serviced by the Kovovalzha company which also looks after the machines, checks them regularly and repair them. Kovovalzha buys their records from Supraphon and receives a discount corresponding roughly to that of the wholesale retailer. Another company, Multimarka Service, specializing in offering TV sets for hire, considers the possibility of acquiring a certain amount of jukeboxes and offering them for hire to individual operators.

Practically only Supraphon records (Mercury only) are used in the jukeboxes. The possibility of a private operator occasionally feeding his jukebox with privately gained records of foreign origin, cannot be excluded, but it is practically negligible.

The cost of playing a record on a jukebox is 14 cents. For technical reasons, to avoid the use of complicated small change, this charge can hardly be raised, as the nearest suitable coin is a 2-cents piece, which would be too high.

Jukebox licenses are being collected by the Czechoslovak Performing and Mechanical Rights Society. They receive 12½ percent of gross returns. Five percent goes to the authors, 5 percent to Supraphon, and 2½ percent to the performing artists.

The industry warmly, honestly, accurately and in detail,

"We've accomplished quite a lot on the national scale with our public relations effort," Granger said. "But proof is better than words. Here's proof."

After playing the tape, Granger urged local operators to try to get similar publicity boards on their own radio and TV stations and in local papers.

"If my secretary can get this on a well-known Chicago radio station you can probably get a similar message on your local station," he said.

Montooth congratulated the Virginians on their constant support of MOA and pledged continued MOA effort in "fostering state associations."

At the coming MOA board meeting in Nashville, Montooth said, directors hope to help local operators find a Tennessee association. While in Nashville, he added, the MOA officials hope to call on many record company executives.

"I think MOA deserves the support of every person making a living from this industry," the Paston, Ill. operator observed. "What makes MOA respected is the willingness of its leaders and members for innovation. And we welcome your suggestions for improvement."

---

**What’s Playing?**

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

**Belleville, Ill.; Teen Location**

- Current releases:
  - Herschel H. Taylor, programmer, Taylor Sales Co.

**Springfield, Ill.; Country Location**

- Current releases:

**Walworth, Wis.; Country Location**

- Current releases:
  - "I Never Promised You a Rose Garden," Helen Reddy, RCA Victor 1573.

**Waukesha, Wis.; Teen Location**

- Current releases:
  - "Do You Know the Way to San Diego," The Kingston Trio, Columbia 4-45269.

---

**Coin Machine News**

**Intl Jukebox Survey**

- Continued from page 55

*Glorious, glorious, one great game for the 4 of us!*

---

**Bally SAW 4-PLAYER FLIPPER PINBALL**

See your distributor or write BALLY MANUFACTURING CORPORATION - 7540 BELMONT AVENUE, CHICAGO, ILLINOIS 60631, U.S.A.

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- Current releases:
  - "Do You Know the Way to San Diego," The Kingston Trio, Columbia 4-45269.
THE BEST MACHINE WE'VE EVER MADE

We say that every year. And it's true every year. Because every year we make a better machine. That's why we're so good.

Our new 444 has a wild, purple exterior, to keep in step with this year's fashion trend.

Then there's a new program holder assembly that flips down for cleaning the upper dome glass, and new tinted program holders and shroud for improved visibility of title strips. The new spring loaded dome seems almost weightless, and the glass is tempered to reduce glare. We've added a new improved integrated circuit system too, a new optional locked cash box system, and a modular approach to getting at the guts. And to top it all off, a computerized "Record Now Playing" numbers selection indicator that reads out the record that's playing. You're going to really love it. We do. It's like this every year.

ROCK-OLA
THE SOUND ONE
800 North Kedzie Avenue, Chicago, Illinois 60651
www.americanradiohistory.com
MGM Records To Exploit Jukeboxes

Executive Turntable

URGE PUBLICITY FOR LOCATIONS

Executive Turntable

Association Digest
The following table lists the New Album Releases for December 5, 1970, as published in Billboard magazine.

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
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<tbody>
<tr>
<td>A</td>
<td>MONTY ALEXANDER</td>
<td>&quot;Taste of Freedom&quot;</td>
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<tr>
<td>A</td>
<td>JIMMY CLIFF</td>
<td>&quot;The Harder They Come&quot;</td>
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<tr>
<td>A</td>
<td>ARTIST: WENDY CHARLES</td>
<td>&quot;Alfred the Brewer Barachar baroque&quot;</td>
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<td>B</td>
<td>P.D.O. BACH</td>
<td>The St. John Guest</td>
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<td>B</td>
<td>EDGAR SUMMER</td>
<td>(opera)</td>
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<td>B</td>
<td>BLACK WIDOW</td>
<td>In the Street of Watts</td>
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<td>B</td>
<td>BILLY SINGS</td>
<td>&quot;Blues and Shine&quot;</td>
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<tr>
<td>B</td>
<td>ROBERT THE MCG</td>
<td>&quot;Greatest Hits&quot;</td>
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<tr>
<td>B</td>
<td>THE BUNCH</td>
<td>&quot;Bunch Merry Christmas from Que&quot;</td>
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<td>B</td>
<td>JOHNNY WINTER</td>
<td>&quot;Best of Johnny Winter&quot;</td>
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<tr>
<td>B</td>
<td>JOHN BULL</td>
<td>&quot;The Renaissance&quot;</td>
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<td>B</td>
<td>BINGO'S FAVOURITES OF DAVE COUZER</td>
<td>&quot;Que Llamo Torn Flores&quot;</td>
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<td>B</td>
<td>ROSA RIO</td>
<td>&quot;A Love Story&quot;</td>
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<td>B</td>
<td>CAPTAIN BEETHOVEN &amp; HIS MAGIC BAND</td>
<td>&quot;Strictly Personal&quot;</td>
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<td>B</td>
<td>ROBBIE BASHO</td>
<td>&quot;Vespas in Cancer&quot;</td>
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<td>B</td>
<td>KAREN BEETHOVEN</td>
<td>&quot;Harvest&quot;</td>
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<td>B</td>
<td>BRENNER &amp; SHIRLEY-Tarko</td>
<td>&quot;Summer Suite&quot;</td>
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<td>B</td>
<td>DAGMAR &amp; JOHN BULL</td>
<td>&quot;The Renaissance&quot;</td>
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<td>B</td>
<td>DORADO'S FAVOURITES</td>
<td>&quot;For Remember&quot;</td>
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<td>B</td>
<td>R. &amp; R. KAVANAGH</td>
<td>&quot;Rambler&quot;</td>
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<td>B</td>
<td>FREDERICK RAMOS</td>
<td>&quot;Tribute to Simon &amp; Garfunkel&quot;</td>
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<td>B</td>
<td>JOE FARR</td>
<td>&quot;Farrell Quartet&quot;</td>
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<td>B</td>
<td>THE FOLKWAYS</td>
<td>&quot;The Florida Boys&quot;</td>
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<tr>
<td>B</td>
<td>THE FLAME</td>
<td>&quot;Make it Happen&quot;</td>
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<td>B</td>
<td>PAUL FREES &amp; THE POSTER PEOPLE</td>
<td>&quot;Freeman Bach&quot;</td>
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<td>B</td>
<td>CARMEN HENDON</td>
<td>&quot;The New Latin Sound&quot;</td>
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<td>B</td>
<td>PERRY COMPTON</td>
<td>&quot;Lost Paradise&quot;</td>
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<tr>
<td>B</td>
<td>BOBBY ROY</td>
<td>&quot;Love or Loss&quot;</td>
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<tr>
<td>B</td>
<td>SAM COX</td>
<td>&quot;Music of Appalachia&quot;</td>
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<tr>
<td>B</td>
<td>THE FLAME</td>
<td>&quot;Mary Christmas From Flam&quot;</td>
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<tr>
<td>B</td>
<td>CLIFFTON JENNER</td>
<td>&quot;Marvin Gaye Hits&quot;</td>
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<tr>
<td>B</td>
<td>STEVE LEWIS</td>
<td>&quot;Great Themes From The Soviet Union&quot;</td>
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<td>B</td>
<td>THE JEFFERSON AIRPLANE</td>
<td>&quot;Number One&quot;</td>
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<tr>
<td>B</td>
<td>EMITT RHODES</td>
<td>&quot;The Best Of&quot;</td>
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</tbody>
</table>

This monthly product list includes LPs which were issued during the past several weeks and are considered as part of the manufacturers' December release. Listings are in alphabetical order by artist in pop, and by composer or author in classical and spoken word.
IKE & TINA
“WORKIN’ TOGETHER”
New LP—LST-7650/New single—#56207
New Cartridge—9112/New Cassette—C-1112
TODAY ON
LIBERTY RECORDS
Up front
Playing to over 38,000 music industry influencers around the world. Enjoying the most profitable screening in recording history. Through Billboard's December 26th spectacular: Talent in Action.

It's your show
Talent in Action is the indispensable guide for leading talent buyers and promoters. Listing recording artists around the world—their personal managers, booking agents and all pertinent information to increase your bookings and enable promoters and buyers to reach you easily.

Talent in Action is the prime time to show over 38,000 music influencers who you are. Reaching Billboard's own 33,000+ music-record-tape subscribers plus a special distribution to auditorium and arena managers booking their own talent, fair managers, talent buyers and bookers, program directors of radio stations, television producers, talent coordinators and record dealers.

Get into the act now!
Talent in Action
Ad deadline: December 7
Publication date: December 26

Something New!
This issue of Billboard highlights the accomplishments of all recording artists that had records on the Billboard Charts. The unique, capsuled, easy-to-read style will be a biographical reference to any Talent in Action.

Here's a sample, as it will appear in the exciting new Talent in Action issue dated December 26.

FIFTH DIMENSION (Vocal Group—5), Bell

Records: Age of Aquarius—Soul City (PLP, SLP, RIAA); Blowing Away—Soul City (H, E-T); The Declaration b/w Medley: A Change Is Gonna Come/People Got to Be Free (H, E); The Girl's Song—Soul City (H, E-T); Greatest Hits—Soul City (PLP, TT, SLP-TT); The July 5th Album—Soul City (PLP); One Less Bell to Answer (H, E); On the Beach (H, E); Portrait (PLP, SLP); Puppet Man (H, E); Save the Country (H, S, E-T).
PA: Caesars Palace (Las Vegas), Greek Theatre (Los Angeles), Philharmonic Hall (New York); Expo '70 (Kobe); campus dates & fairs.
TV: Glen Campbell Goodtime Hour, Fifth Dimension Special & Odyssey in Cosmic Universe of Peter Max. They Said It Couldn't Be Done.

Awards: NARAS (Record of the Year & Best Contemporary Vocal Performance by a Group—Aquarius/Let the Sunshine In); First Annual Stellar Award.

BA: Fred Fields, Michael Gursey—CMA.
PM: Marc Gordon.
1. Julie, eats rams' eggs and tells Linden, musical lot 'and the last I knew, I had much the 20 complete.

2. Funk's double package that was an rebel gold and sound more than happy by his friend. For 20 minutes of funk, at 6:00 tonight, on a call, kids, crack with the kids and and of five recording (Qelling is directed on the album). Included is his single "Every Woman's Life."
The essential facts about each entry should finally be finished with this review. Their various, varied, and their vocal and instrumental talents are vividly disclosed. A special note is the world-class voice of Miss Gelden, which is clearly present throughout this second LP. Although Haydn is not a major composer, including the distinctive lead voice of Miss Gelden, who has been a "Fiddler's Three," "The Light," "Oh Money," "Seasons Like a Long Time," and the conventional "Tango Band.

Concerting at the material, Miss Gelden's new LP is a beauty in melody and simplicity, a feat which the music and the opera are to be enjoyed throughout. "Sad Life," "Merry Christmas," "Where Do Green Children Play?" and "Hard Headed Woman" should enjoy considerable agility and create consumer demand.

Solid collection of country winners all dealing with their love in the same country way, mixing in the intelligent, melodic and the folk, Earl, Dolphy, Harry, Jackson, House, Hotlin, Tall, Field and so on. There is no in all and it serves to show how much country music has left its earlier confines. Country tales.

ZHUBIN MEHTA - Sinfonia Simfonica/Various Artists/Domestic - London 6 6645 (S)

Richard Strauss's delightful "Sinfonia Domestica" should finally get the due appreciation with this exceptional performance by Zubin Mehta and the Los Angeles Philharmonic, which shows a complete response when performing the work during their recent U.S. tour. A Fleshtoned composition that requires further hearing.

Zhubei Mehta is one of a handful of concert-piano winners who visualize an automatically renewed big screen. This performance of Brahms's "Symphony No. 4 in E Flats" is an exception. Mehta's conducting of the Los Angeles Philharmonic, with Euphonious and tunefulness, is on the melodious and lyrical qualities of the work. She is not only the favorite of the concert-goers, but the favorite of the critics and the public.

Top gun organ swings into a piano audience. It is being performed by Los Angeles Philharmonic with Zubin Mehta, conductor, who is a Spanish artist's U.S. tour, is rich in popular sensibility, and is the subject of this review, except for Jacques Dukell's "Tales of Hoffman.

This is a superb recording of the pianist and organist, with some of today's finest talents. It is being performed by Los Angeles Philharmonic with Euphonious and tunefulness, and is the subject of this review, except for Jacques Dukell's "Tales of Hoffman."

Billboard/December 5, 1970
WB to Build Studio-Exec Complex Near Film Site

- Continued from page 8

its present location on Warner Blvd. since it was formed 12 years ago.

Chief engineer Lee Herschberg is working on the design

and construction will be located near the backlot set.

As part of its administrative expansion, WB has hired

Perry Jones to handle special project L.P. promotion, and

Hans Sanders, as assistant to Mo Ostin, the label president, and

Joe Smith, the executive vice president.

Smith Chain Into Tapes

- Continued from page 18

include Librairie Hachette of France, Schmidt-Agenor A. G.

of Zurich, Switzerland, and Hans-Olof Montanjos, and A.S. Nord

Cassette, which is jointly owned by Nybro Serumfabrik of

Sweden and Rautatiekirja of Finland.

The consortium will handle cartridges and cassettes for

educational, industrial training, and home entertainment.

Lawrence Cotterel for W. H. Smith said, "This is a growing market

with enormous potential. The consortium will act as a clearinghouse

club for software and a general pool for resources and ideas.”

Amplex Sales & Earnings in Sharp Dip in Two Periods

William E. Roberts, chairman of the board of Amplex Corp., blamed the

drop in revenue on the economic climate and depressed economy.

He was, however, optimistic of an upturn in sales in the last half of

the fiscal year.

Rich & Gleason Take Awards

- Continued from page 4

published by Alfred A. Knopf, Inc. Receiving the third prize in the

nonfiction category was "The Music Merchants," published by

MacMillan Co.

Several members of the ASCP board of directors, including

president, also presented scrolls to the authors and publishers of

the winning books and articles.

ASCAP's six directors serve as judges were Dr. Vincen Peretti,

Dr. Virginia Thomson, Billy Taylor, and Gerald Marks.

The competition was established by ASCAP's Board of Directors in 1967 to honor the

late Deans Taylor, composer and former ASCAP president.
American Talent, Clearwater Pact

LONDON—Clearwater Productions, the London management firm responsible for the career of singer-songwriter John Lennon, has negotiated a deal with the local U.S. record company, EMI, to market the singer's music in the U.S. effective immediately, it was announced in London.

The deal was negotiated by Clearwater's managing partner, Michael Gyllenhaal, and EMI's U.S. president, Jack Deitsch. The deal calls for Clearwater to market Lennon's music in the U.S. beginning in September, with the first single, "Imagine," scheduled for release in October.

Clearwater is the management company responsible for Lennon's career in the UK, where his music has been very successful.

The company has negotiated a deal with EMI to market Lennon's music in the U.S., beginning in September.

The first single, "Imagine," is scheduled for release in October.

Love Affair Is Inked by EMI

LONDON—EMI has signed the Love Affair to a worldwide contract. The band, which has been gigging around the country, has been recorded for CBS, and is recording its first single for the label. It is expected to be released in January.

At present, it is uncertain where EMI will release the album, but it will be recorded for this in country.

Love Affair is a popular band in the country, and has been under contract with EMI since January. The band has been gigging around the country, and has been recorded for CBS, and is recording its first single for the label. It is expected to be released in January.

Gallos Teal Merge Budget, Rack Set Ups

By Peter Fiedman

JOHANNESBURG—Two of South Africa's leading record companies, Gallo and Teal, have merged their budget and rack distribution operations in a joint company.

The company is being named "Gallo Teal," and will be headquartered in Johannesburg. The company will have a combined budget and rack distribution of approximately R10 million in its first year.

In a joint statement, Gerald McCall, president of Gallo, and David Turner, president of Teal, said: "We believe that this is the best way to ensure that our companies can continue to grow and prosper."

The companies have been involved in a long-standing rivalry, and the merger will allow them to more effectively compete with the major international record companies.

The merger will also allow them to more effectively compete with the major international record companies.

CBS Shows 41% Sales Hike In U.K.

LONDON—CBS in the U.K. is seeing a significant increase in sales, with a 41% hike in the first quarter of the year. The company's U.K. subsidiary, CBS Records, reported a 30% increase in sales for the quarter.

The increase is due to the success of the company's new album, "The White Album," which has been a huge hit in the U.K.

The album has sold over 500,000 copies in the U.K., and has been nominated for a Grammy Award.

SARI Prize To Judy Page

JOHANNESBURG—CBS artist Judy Page has won the SARI (South African Record Industry) award for Best Female Vocalist of the Year, as well as an award for Best Single for the song "Love." SARI awards are presented annually to the top artists in various categories.

Storm artist Dave Mills won the top male vocal and Country artist award, while Radost in the Best Album category. Page, who has been a consistent performer on the South African music scene, won the award for Best Female Vocalist of the Year.

The awards were presented at a ceremony held at the Royal Theater in Johannesburg.

Page has been a consistent performer on the South African music scene, and has been nominated for several awards in the past.

The awards were presented at a ceremony held at the Royal Theater in Johannesburg.
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VIDCA

THE FIRST
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VIDCA provides the prime opportunity for communications experts from all over the world. To attend the first and only world-wide market for videocassette and videorecord programmes. To meet, discuss and examine the tape hardware and software markets as well as view an exhibition of all the major videoplayback systems.

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The First International Cartridge TV, Videocassette and Videorecord Conference. Sponsored by Billboard and VIDCA.

The International Conference is the first world-wide symposium concentrating specifically on the new audiovisual frontiers. Businessmen from all over the world will have the unique opportunity to meet, discuss, exchange views 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 trends, techniques, and prospects on an international level.

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

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

TUESDAY, APRIL 20
9:00 a.m.-11:00 a.m.
Session 3
Evaluating the Characteristics and Plans of Principal Systems

This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have already been announced.
5:30 p.m.-7:30 p.m.
Session 4
How Big Are the Potential Markets for Education and Entertainment and What Are the Needs?
Talk A. Appraising the Market in Schools and Universities
Talk B. Looking at Cartridge TV Use for Industry, Training and Information
Talk C. Evaluating the Applications for Home Instruction
Talk D. The Home Entertainment Market

WEDNESDAY, APRIL 21
9:00 a.m.-11:00 a.m.
Session 5
Distribution Patterns
Talk A. Direct sales to the Educational and Corporate Markets
Talk B. Problems and Profitability of Home and Corporate Markets
Talk C. A report on the Japanese Experience in Selling Cartridge TV
Talk D. What Are the Most Promising Retail Outlets for Product Sales?

THURSDAY, APRIL 22
9:00 a.m.-11:00 a.m.
Session 6
Key Considerations for Companies Entering the Cartridge TV Field
Talk A. How and why companies are setting up a separate Cartridge TV Department
Talk B. Principal factors in developing a saleable product line for Cartridge TV
Talk C. Deciding on the Duplication 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
Proprietary Rights, Residual Rights and Copyright in Cartridge TV
Talk A. In U.S. and Canada
Talk B. In England and Western Europe
Talk C. In Japan and the Far East
Followed by extensive roundtable discussions.

FRIDAY, APRIL 23
9:00 a.m.-11:00 a.m.
Session 8
Creative Product Required for Successful Programming
This session will show the typical products of audiovisual material that each of the following creative forces believes should be produced for consumer sale with an explanation of why and to whom the product will be sold.
Talk A. The Contribution of the Film Director
Talk B. The Output of TV and Independent TV Producers
Talk C. The Creative Product Produced by the Record Companies

11:15 a.m.-1:00 p.m.
Session 9
A Blueprint for Industry Action. A Panel Summation of the results of the conference

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

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The first International Cartridge TV, Videocassette Videorecord Conference, Palais des Festivals, Cannes, France, April 19-23, 1971
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Chappell Ltd. Broadens Record Retailing Move

LONDON—The probability of Chappell, Ltd., the Philiplox-owned music publishing company, being developed as a record retailing chain is indicated by the formation of a new company, Chappell Music Centres, under Alex Stickland, former general manager of London's Decca Records.

Negotiations for Chappell's decision to expand further into retailing—its first move being the already successful records as well as sheet music and piano—was disclosed this week in a meeting with managing director Charles. Chappell will be chain-managed by C. F. A. and B. N. Scholl and Stickland as managing director and sales manager, respectively. If all goes as planned, the first Christmas plans to be announced is for November.

First step in the new development will be to redesign and enlarge the showrooms. A new showroom will be opened in Southwark, Stickland told Billboard.

This would incorporate much of a larger department to give the most advanced presentation of product in the U.K., in addition to the existing sheet music and piano business.

Plans also include a hi-fi department and in the wholesale section at the rear of the building, an enlarged retail piano and organ department will be built.

"We plan to make Chappell the showcase of the West End retailing," he said. "Let the public really know we are in the retail business. Eventually we hope to expand retailing activities to other locations in London and the provinces after Christmas." Stickland added.

Stickland entered the retailing business in 1958 when he opened his first Soho Records shop which had become one of the best known of London's disk chains.

In April 1965 Pye took a part share in Soho Records and in April last year Stickland sold out completely. Since then he has been the holder of a franchise to sell soundtrack and cast recordings at London theaters.

LP ON HOUSE (MAXWELL) WITH ORDER OF COFFEE

LONDON—A campaign which will involve television advertising supplementing national print and newspaper advertising has been launched by General Foods, the manufacturers of the Maxwell House Coffee.

During the campaign, Maxwell House will offer its dealers one free album for every case of Maxwell House Coffee ordered. Maxwell House will offer the free album at the price of two to consumers sending in the label from a jar of coffee. Deacon and Crown retail at the U.K. are promised that postcard will be included with the album.

The campaign is built around the release of 16 Deacon and Crown albums including releases by Ray Charles, Harry Belafonte, a popular picture, "Benedict's Concerto" and the Nuremberg Symphony Orchestra and a newly released "Singing Christmas Carols.

Inelco Launches Budget LP Counter Attack

AMSTERDAM—Inelco, Amsterdam—sole representative in Holland for RCA, MCA, and Anac—has launched the first Dutch firm to launch a counter-attack in the budget-line LP market, following the successful entry of Music for Pleasure on the Dutch market.

In their low-price challenge to MFP, Inelco compiled a complete catalog of known product by famous artists and producers at prices lower than any at the market price as a market price product.

And up to now, the company has sold more than 200,000 albums at 1,500 per album feature such artists as Glenn Miller, Frank Loesser, Anita Kerr, Buddy Holly, Louis Armstrong, Benatz, Mario Lanza, Chet Atkins, Elia Fitzgerald and Robert Stoltz.

Ten years ago, Inelco was the first Dutch firm to start a budget-line for LP's. This caused much confusion within the industry about the policy of issuing such low-price material.

"We explain our sales manager J. J. Reiter, "our policy has been to succeed, succeed, succeed. Now, we would like to prove to our colleagues in the industry that we were right."

The older record buyers, he says, are very much interested in the catalog which Inelco has issued at the lower price.

Some of the big names featured in the catalog include such artists as Peter Nero and the London Symphony Orchestra, and the London Festival Orchestra.

U.K. Reggae Firm Releases Pop Disk

LONDON—Trojan Records, the Island-pioneering label which has been one of the major purveyors of reggae in this country, enters the pop market this week with its first all-reggae single by Jamaican singer of the Noel Christmas "You Got to Me."

It will be released in the U.K. by another pop single by Paul Martin from "Our Girl from the Lights," and after Christmas with a pop number by Jimmy James.

According to Trojan general manager Gunne a Walker, "the move does not detract from the role of the reggae market as it does a desire on the part of the Trojan artists to extend their reach and catch up with the music they feel they can do in this country."

"West Indian music has become far more professional and commercial," he said, "and in the last year it has been better than ever before."

Walker told Billboard, "Our move into the pop field indicates an advance in reggae, and the coming coming year Jamaican music is vastly improved. Our aim is to sit with the enormous amount of material coming from Jamaica and market the selected grooves on the Trojan label in our own way."

From the Music Capitals of the World

TOKYO

Yoshio Kitano is the new presi dent of the Victor complex in Japan, who will remain as board chairman. Momoko Inahara is the reported for the new post.

Kimio Takayama replaces Kitano as managing director is president of Hitotoke Nakagawa, an associated record company. Takanobu, Katsumi Kusumana, and advisor to the board is Kanako Mavrlik in the position of senior vice-president. His new post includes Miss Takahara as president and Yoshikazu Nakamura as president and chief executive.

... Musician Mickey Curtis (brother of the late Dick) has closed his rock club, Frank Out, in Tokyo, Kappanoyu district. Groups which appeared there included Firebean, Brain Traveler's Band, Blind Bird and Samuels. Curtis is now working with "Manhattan." (Continued on page 72)

MANILA

Robert R. Weiss, Mushroom vice-president, arrived for talks with RCI, MCA, and Pireo, a pop group, headed by the Dutch manager, Richel Fevert, has reformed his old band for his first LP this year—which combines "Dum di Di Fina" with "Lo si come Mano.

"As Long as Forever" was the title of the film music album which is being released in Manila, the Philippines for their non-commercial folk singers and professional entertainment is headed by Andre Kahn, "As Long as Forever" was the title of the film music album which is being released in Manila, the Philippines for their non-commercial folk singers and professional entertainment is headed by Andre Kahn, Jocelyn and others. The album which includes songs by George Cannon, winner of five consecutive A.M.F. (Australia music festiva) atom-ayna, and Biscoitos, and also a solo debut by the very popular "Ringo.

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D'Sound System Co. Ltd has lined new LP productions for their new line of Asian disco, rock and pop for their new line of Asian disco, rock and pop. Transmission is headed by George Kahn, "As Long as Forever" was the title of the film music album which is being released in Manila, the Philippines for their non-commercial folk singers and professional entertainment is headed by Andre Kahn, Jocelyn and others. The album which includes songs by George Cannon, winner of five consecutive A.M.F. (Australia music festiva) atom-ayna, and Biscoitos, and also a solo debut by the very popular "Ringo.

The album which includes songs by George Cannon, winner of five consecutive A.M.F. (Australia music festiva) atom-ayna, and Biscoitos, and also a solo debut by the very popular "Ringo."
CHUM Unveils 15-Hr Beatles Documentary

By RITCHIE YORKE

TORONTO—Radio CHUM last weekend unveiled its self-produced 3-hour documentary, "The History of the Beatles," which it intends to make available for syndication.

The originally acclaimed special was broadcast in three segments—1 from birth to Beatlemania, 2—Beatlemania, 3—the British invasion to the end of Beatles touring, 3—days of leisure to the breakup—on consecutive nights.

"The History of the Beatles" was produced by Doug Thompson and Warren Cosford at CHUM studios, and written and researched by Larry Selway and Bill McDonald.

CHUM brought in Chuck Riley of WIBC, Indianapolis, to handle the voice-over in the documentary.

The special utilized hundreds of Beatles press conference tapes, several exclusive interviews, and virtually every well-known Beatles' music track.

The program also drew upon early rock 'n' roll records, which later were described by the Beatles as having influenced them.

CHUM's program director, J. Robert Wood, said that syndication inquiries were already flowing in. He declined to name just how many CHUM intends to charge each station for the documentary, but said that it would be considerably less than the $5,000 which program consultant Bill Peakes asked for his "History of Rock" documentary.

Last year, CHUM produced its own "History of Rock," which the station gave free to the Canadian Association of Broadcasters for syndication in this country. About 50 Canadian stations aired the special, along with several other stations in the U.S. and Australia.

GRT Bows Three Acts

MONTREAL—GRT of Canada introduced three of its top entries in the Canadian talent scene at a party here this week.

More than 200 Montreal press and radio VIP's turned up for the occasion, which was highlighted by the appearance of Canada's Top 10 singles, and Ronnie Hawkins with his new band, the Pistolville University Collegiate Klan.

The party was organized by GRT's Quebec branch manager, Jim Corbett, in conjunction with Ed LaBouch, marketing manager, and John Ney and Harry Hanbin of the Toronto head office.

Maple Leaf System Results

TORONTO—Results of this week's Maple Leaf System voting, as reported by Doug Rawlinson of CHUM included "Proper Strangler"—Privilege—MCA, 43; "Carnival Man"—Rick Curtis—AVCO, 18; "You Make Me Wonder"—Everyday People—GRT, 56; "Hello Melinda Goodbye"—Five Man

A & M Canada Talent Deal

TORONTO—A & M Records of Canada entered the local talent scene this week when it signed a production deal with Harry Hinde Productions. Initial release is a single by Toronto-based Tunnel, "Band Benji." The song was written by group member Al Manning and singer John Rutter.

Deal was wrapped up between Harry Hinde and A & M managing director, Jerry LaCourriere.

LaCourriere said that the Hinde deal would also involve other acts yet to be announced. A & M will have first option on all Hinde-produced material. The "Band Benji" single is to be released in the U.S. by A & M within the next three weeks.

Anthony in For Meetings

TORONTO—Dee Anthony, president of the Canadian branch of Joe Cocker, Ten Years After and now the Ring Biscuit Boy and Crowbar, flew in to Toronto from Texas this weekend.

While in Canada, Anthony attended the sold-out Crowbar concert at Massey Hall and had meetings with Frank Davies, vice president of Love Productions, which records Biscuit Boy and Crowbar.

Anthony also had discussions with both Crowbar and the King Biscuit Boy regarding their forthcoming U.S. tours.

Electric Band—Polished

6.3; "Good Old Joe"—Inner City Mission—Yorkville, 2; "Why Why Why"—Tomorrow's Eyes—London, 1.

Quality Gives Awards to 12

TORONTO—In recognition of their efforts in promoting Canadian talent, Quality Records this week gave 12 radio stations special awards.

The stations were CKLW, Cranbrook, BC; CKOC, Lethbridge, Alta.; CHAT, Medicine Hat, Alta.; CKXL, Calgary, Alta.; CIVY, Edmonton, Alta.; CHAM, Inuvik, N.W.T.; CFAR, Flin Flon, Man.; CKOC, Hamilton, Ont.; CKL, Kingston, Ont.; CKWS, Kingston, Ont.; and CJFX, Antigonish, N.S.

The awards were based on the number of Canadian records listed on playlists and published charts, and the times they were listed. The Quality awards are to be presented semiannually in the future.

From the Music Capitals of the World

has applied for the CKLW-AM license. . . Anne Murray's "Snow Bird" has qualified as a Canadian gold record—this follows her recent U.S. gold disk. . . Partridge Family single expected to reach Canadian gold status next week.

Polydorlabelled out "Back Home" by the Golden Earring from Holland, as part of a new deal with the Perception/Today/Dwarf/Red Bullet family of labels. . . Toronto composer, Ben Kerr, wrote "Washington DC" for the Blue Diamonds, a top Canadian country group. . . The Marquess, a new jazz club, opened in Toronto this week. . . Yvon Nortcott appeared with the Vancouver Symphony on Nov. 11—his new single on Uni is "I Think It's Gonna Rain Today."

New 8-Track Studio Opens

TORONTO—The Atlantic provinces are soon to have their first 8-track recording studio.

Ronald J. Heise announced this week that he will soon open the Fundy Recording Co., in Sackville, New Brunswick.

The Atlantic provinces have produced three important Canadian acts—Anne Murray, Paper Tree and Gene Macdonald, all of which record in Toronto. Heise said he will be able to record a Fundy label in the near future. The only important recording studios east of Ontario are in Montreal.

Uncommon market.

Big countries with little populations. Little countries with big populations. And countries in between.

Collectively they buy some 1,000,000,000 records a year from 5,000 different companies. Yet one in every five of these records is from EMI. This says a lot for EMI bigness—in organisation, in recording and production resources, in distribution and selling, in finance, in international know-how, in everything it takes to head-up so vast and complex a world market.
From The Music Capitals of the World

HITS OF THE WORLD

BRITAIN

(Contrary Record Retailer) This Week

SINGLES

46 39 AIN'T NO MOUNTAIN HIGH ENOUGH

MEXICO

(Courtesy Radio MIl) This Week

39 Glenda Dean - "Our Love" (CBS-Ambassador)

SWEDEN

(Courtesy Radio Sweden) This Week

26 35 STARLIGHT NIGHT

23 32 NORDLIGT UNGT

39 28 FROM THE BOTTOM OF MY HEART

35 25 KARLSSON

29 22 ICA KILLA (Svenska)

15 18 I'M NOT WALKING ANYMORE

SWITZERLAND

(Courtesy Radio Switzerland) This Week

16 19 BLACK NIGHT - Deep Purple

13 16 GOOD TIMES ARE COMING

6 3 10 THE DODGERS - "I'M JUST A SAD OLD MAN"

1 3 PARADOX - "Black Sabbath"

5 COMME LES POUSSIÈRES - "Marceline"

D - "Mark Hamil"

4 JOHN DAVY - "Jericho"

2 WITNESS - "Black Sabbath"

10 "FIRE" - "Black Sabbath"

THE BLAME

MICK JAGGER

REALLY WANT

TO HEAR

HIS PRAYER

TIP

SCHROEDER

SMITH)

GOT

- Frank Carlin

GOLD

- Peter

MAN

Gimto

FIRE

TEARS

- Carpe

AMEYRICA,

ROOT

L'ERICO

ER/CLIV

d-Jobete

FONTEANA) - RCA

MACKO

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CBS LP’s Win German ‘Oscars’ — ‘Trotsjan,’ Davis, Gilets Cited

Continued from page 52

Vocally, Dietrich Fischer-Dieskau singing Schubert Lieder, together with Gerald Moore (DGG), “Great Tenor Airs” sung by Placido Domingo (Columbia, RCA). The Dvorak piano trios played by the Neues Trios on Polydor, and two violin sonatas by Prokofiev with Itzhak Perlman and Vladimir Ashkenazy, also on RCA.

In the Musical Nova section of the 1970 competition, the first prize was awarded to the Wergo recording of the Dvonkowsky-Richard Strauss. Prizes were given for baroque recordings of the Concerto Grosso, conducted by the Canda, and the Gilets, as well as a “Cassiopea” box set — both released on DGG’s Archive label.

CTV Software Producers Urged to Develop Programing for System

Continued from page 16

Two years ago the UV switched from research to the practical production of software for the new medium. In that time the group has developed a catalog of 800 video programs, and six major software developments by groups like Ten Years Ago, Moody Blues, and Savoy Brown. The finished products, some of which have been aired on television, and some of which have been marketed, are cataloged at the CTV software bank in preparation of CTV’s entry into the consumer market.

Programs intended for mass consumption have been completed in film, videotape, and on the consumer market. All available forms of processing technology, including holographic recording, have been used in major hardware production, including in the marketing of the programs, but have also fostered an independent market for these programs geared to college campuses, television stations, and the consumer market. While the plan is classified, the group is energized by encouraging creative young people interested in the fields to work with it on innovative program concepts. The UV has branches in Miami, New York, and London.

Rokkers Switch Label’s Name

LOS ANGELES—Wally and Kenny Rokker are changing the name of their Rokker Records because it conflicts with a similar firm in Denver. Canyon was the first label the two brothers formed nine months ago. Now they operate Rokker, Rokker, Sound, and Stereo under the banner of the Rokker Records Group.

Stardon is a label owned by a new act, the Invisibles, which the Rokker Brothers control. The group’s first single on that label is “Heart Full of Love,” which was released last week at the Royal Garden, Miami, and New York and London.

On the record end, Koppel- man and Rubin will be involved with Al Mazzar in the Magical Virtue Records. The label has Sid Schaffer as sales manager, and Johnny Bond as national promotion manager.
Introducing the new MAM label

First single already No.1 in England

DAVE EDMUNDS
I Hear You Knocking

www.americanradiohistory.com
| TITLE                          | Artist (Producer) | Label (Distributing Label) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |
**Spotlight Singles**

**TOP 20 POP SPOTLIGHT**

**NEW SEEKERS—BEAUTIFUL PEOPLE/WHEN THERE'S NO LOVE LEFT (3:44/3:39)**


**RARE EARTH—BORN TO WONDER (2:54)**

Prod. Fred Brown, RARE EARTH—COLORS. For the first time in a row for the soul group. Following "Get Ready," back-up by the same performers. This single uses the RARE EARTH's rock ballad hit with a pause and change of tone of the rhythm rock ballad hit. (No Information Available).

**TOMMY JAMES—CHURCH STREET SOUL REVIVAL (2:58)**

Prod. Ray Stevens (Stevens, Ray). The ballad has an unusual note before the new ball with a surprising lyric line is equally strong.

**RARE EARTH BAN-Hope You Keep On Tryin' Till I Win Your Love (2:46)**

(Atlantic, Motown, Big Six). "I got on the Red Hot and Soul chart. This single uses the same note before the new ball with a surprising lyric line is equally strong.

**RAY STEVENS—BRIDGET THE MIDGET (The Queen of the Blues) (2:00)**

Prod. Ray Stevens. The ballad has a soul note before the new ball with a surprising lyric line is equally strong.

**JOE SIMON—YOUR TIME TO CRY (2:57)**

Prod. John Richbourg and Joe Simon. The ballad has a soul note before the new ball with a surprising lyric line is equally strong.

**BROOK BENJON With The DIXIE FLOWERS—SHOES (2:50)**

Prod. Arturo Martinez. The ballad has a soul note before the new ball with a surprising lyric line is equally strong.

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announcing the Third International Music Industry Conference. The most significant opportunity for businessmen from all over the world, all be provided with 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—recording, publishing, personal management, law, performing rights societies, radio, TV, audio-video technology. In 1969, 600 music men participated in the first International Music Industry Conference on Paradise Island, Bahamas. The second conference in Palma, Mallorca drew 2 registrants. IMIC has become a vital element in the successful workings of the international music industry. Over 1,200 participants are expected to convene in Montreux, Switzerland for IMIC 3 in June. Register now.

THE BUSINESS

Program Format and Speech Translations. All sessions will be held every morning 0900-1000, 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 publishers and sub-publishers, associations and other companies. After the stimulation of the morning conference sessions, the evenings are a perfect time to hold company meetings and seminars. Complimentary rooms will be provided for any of these meetings. Secretarial help as well as audiovisual equipment is available. Write: Meeting Coordinator, IMIC 3, Suite 900, 300 Madison Avenue, N.Y., N.Y. 10017.

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

Special pre-registration fee: If you take advantage of this first announcement of the IMIC 3 conference and register NOW, the fee for the entire conference is $210 per person. The fee includes attendance at all sessions, opening cocktail party, closing dinner dance and all work materials. (It does not include hotel rooms.) A check made out to the International Music Industry Conference should accompany registrations. Please use the coupon below or send the required 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 jetting you to IMIC 3. Registrants traveling by plane will be contacted by Swissair and offered the services of their worldwide organization. Special schedules have been arranged for IMIC 3 registrants to facilitate travel. Buses from the Geneva Airport to Montreux have also been set up specifically for IMIC registrants.

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Sponsored by Billboard, Record Retailer and Discografia Internazionale.

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

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: Name of Each Registrant: Title: Address: 

Your Name and Title: Your Name and Title:

Full Address: Full Address: 

Wife’s name: Wife’s name: 

Please enclose $30. for each woman registered.
1 1. SANTANA
2 2. CARNABIES
3 3. LED ZEPPELIN
4 4. JAMES TAYLOR
5 5. JACOHN
6 6. SLY & THE FAMILY STONE
7 7. BOB DYLAN
8 8. STEPHEN STILLS
9 9. CREEDENCE CLEARWATER REVIVAL
10 10. GRAND Funk RAILROAD
11 11. NEIL DIAMOND
12 12. STEPHEN DIAMOND
13 13. BUSH
14 14. SPINEWOLF
15 15. NEIL DIAMOND
16 16. MOODY BLUES
17 17. SIMPSON & GARFUNKEL
18 18. BAKER MILLER
19 19. TAYLOR
20 20. STEPHEN
21 21. SPINEWOLF
22 22. B. B. KING
23 23. ARLO GUTHRIE
24 24. CROSBY, STILLS, AND NYGH
25 25. BAND
26 26. B. B. KING
27 27. ARLO GUTHRIE
28 28. CROSBY, STILLS, AST NYGHST
29 29. BAND
30 30. BLACK SABBATH
31 31. JIMI HENDRIX/BILLY MILES
32 32. JIMI HENDRIX/BILLY MILES
33 33. ALLMAN BROTHERS BAND
34 34. ALLAN HAYES
35 35. STEPHEN
36 36. BLOOD SWEET & TEARS
37 37. JAMES BROWN
38 38. ISAAC HAYES
39 39. BUDDY MILES
40 40. BLOOD SWEET & TEARS
41 41. GLEN CAMPBELL
42 42. ELVIS PRESLEY
43 43. MARTHA REID
44 44. GENE WILDER
45 45. BART MILLER
46 46. JIMI HENDRIX/BILLY MILES
47 47. STEPHEN
48 48. BLOOD SWEET & TEARS
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(Continued on page 80)
Produced by Burt Bacharach and Hal David. Arranged and conducted by Burt Bacharach. Recorded at: A & R Recording, NYC. Audio Engineer: Phil Ramones

...From Her New Hit Album "Very Dionne"

Scepter

on Scepter Records and Scepter Tapes
<table>
<thead>
<tr>
<th>Number</th>
<th>Title, Label, Number (Distribution Label)</th>
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<tbody>
<tr>
<td>106</td>
<td>92 FUNKADICLIC Free Your Mind</td>
<td>102 877 20 HAMMERS &amp; THE STRANGERS Fightin' Side of Me</td>
</tr>
<tr>
<td>107</td>
<td>111 DURAN DURAN 50 Gold Award Hits</td>
<td>108 LED ZEPPELIN II Atlantic SD 8245</td>
</tr>
<tr>
<td>108</td>
<td>112 ELVIS PRESLEY Elvis' Gold Records</td>
<td>110 FOUR TOPS Changing Times</td>
</tr>
<tr>
<td>109</td>
<td>115 ELVIS PRESLEY Elvis' For You Always</td>
<td>111 DELANY &amp; BONNIE Turnaround</td>
</tr>
<tr>
<td>110</td>
<td>105 GEORGE HARRISON &amp; THE BEATLES</td>
<td>112 BURT BACHARACH Make It Easy On Yourself</td>
</tr>
<tr>
<td>111</td>
<td>116 GARY NUMAN 15 Years Together</td>
<td>113 STEVE MILLER BAND Number 5</td>
</tr>
<tr>
<td>112</td>
<td>127 DUNHILL BUDDY HOLLY &amp; THE CRICKETS</td>
<td>114 BONNIE RAITT</td>
</tr>
</tbody>
</table>
| 113    | 104 DUNHILL REAR WINDOW | 115 BUMBLE BEES & THE EXCELSIOR |}

**Note:** The document appears to be a list of LP records from Billboard, possibly a special issue or a part of the main issue. The content includes a mix of music-related entries, but the provided text is not fully legible. The entries are not clearly separated into columns, and the formatting is inconsistent. The entries are likely to be LP records from various artists and labels.

**Source:** Billboard, page 80, continued from page 78
Because of José, a lot of people will be saying "Feliz Navidad" this year instead of Merry Christmas.

José Feliciano’s single for Christmas, "Feliz Navidad."
From the album Produced by: Rick Jarrard.
BOSTON, Mass.—Intermedia Systems Corp. has established Multi-Track Studio Centers in Intermedia’s South Street Studios, a Boston recording studio, directed by Dr. Gunther Well, is designed with a digital switching system, an Electronic Musical Devices Synthesizer, and a large array of studio equipment. The studio is capable of 16, 4, and 2-track recording, and is designed by Holt, Berlin & Newman.

Pulse, a multi-tracked studio, is used for creating music for film, television, and advertising. It is the largest of the three studios and is designed to accommodate large orchestras and ensembles. It is equipped with state-of-the-art recording equipment, including a Studer A820 tape recorder, a Neumann U87 microphone, and a Yamaha M70 mixing console. The studio is open to the public for recording sessions and is available for rent to professional and amateur musicians alike.

In addition to the recording studio, Intermedia Systems Corp. also offers a range of other services, including audio post-production, mixing, mastering, and sound design. The company has a team of experienced audio engineers and producers who work closely with clients to create high-quality audio content.

Intermedia Systems Corp. is dedicated to providing top-quality recording and production services to clients in the Boston area and beyond. Whether you're a professional musician looking for a state-of-the-art studio to record your next project, or a business looking to create an impactful audio piece for your marketing campaign, Intermedia Systems Corp. has the expertise and facilities to help you achieve your goals.

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