Disk, Tape Promotions Pulling Youth to Montgomery Ward

By EARE PAIGE

CHICAGO — Montgomery Ward & Co. is establishing a "young image" for its stores through the merchandising of its records and tapes departments. Sales manager Ali Golz, the chain's record buyer, said he believes that records and tapes are important in attracting young people to the store who will go on to become even more important customers. This year he is very conscious about meeting the competition in price, especially in singles, and why he is enthusiastic about artist promotions in the 364 M-W stores that handle records and tapes. The most recent promotion was with the Capitol Records group, the Bugaloos. Geigel said that the important thing about the promotion was that it interested the kids — but the parents came in, too, and went on to other departments to buy.

Catalog Still Record Backbone: Hammond

By PAUL ACKERMAN

NEW YORK—"The concept of catalog is very much alive and increasingly we are realizing that picture type is not the only thing selling records." This is the view of John Hammond, director of talent acquisition for Columbia Records. Hammond stated that as a result of the sales emphasis being put on the Bessie Smith packages on Columbia, he was scheduling "in-depth" packages of Billie Holiday and Louis Armstrong. Columbia will also do a compilation of Count Basie's recordings during his seven years on Columbia and its affiliated labels, Okeh and Vocalion. All these are rescheduled for early 1971, Hammond added. He also noted that the Benny Goodman Carnegie Hall concerts are being released this month on tapes and cassettes. Hammond traced the upsurge in blues and jazz buyer interest to several factors. One of these is the comeback of the in-depth retailer in major markets all over the country. Literally dozens of such new stores have opened, and these, together with the inventory carried by such outlets as Kotte's, the Sam Goody chain, Discount Records and King Kulu — which have always stocked catalog — are sparking interest in the great music of America.

VIDCA Gets Global Surge

PARIS—Tremendous world-wide interest has been sparked by the planned VIDCA Exhibitions and the associated Cartridge Television Conference (jointly sponsored by VIDCA and Billboard Publications Inc.) set for (April next year, according to organizer Bernard Chevry. Although the event is still five months away, already more than 20 companies have registered as exhibitors at the VIDCA exhibition, including Philips and the EVR Partnership. In addition there will be exhibits from firms based in France, Britain, Italy, Switzerland, Denmark and Spain.

Registerations for the 1st International Cartridge TV, Video. (Continued on page 6)

Parties Popping as Labels Play Loosen With Tight $$

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

Nobody doesn't love kids' tunes. And rock tunes. And guitar tunes. And movie tunes. That's why everyone loves Project 3. The Tuned-in Company.

(Advertisement)
Now available through your RCA Distributor.
**Variety Is Splice of Life, A&M’s Friesen**

LOS ANGELES—A record company has to cover the broad spectrum of music styles and is being pigeonholed into one specific area of music, A&M’s executive vice president, Larry Friesen, stated.

"Our great asset is our roster which goes from the Carpenters to Joe Cocker. We’re not a soft or hard sound label; we’re a music label," Friesen stated.

Friesen released his new LP release represents this broad spectrum, with new American vocalist Gary Wright as a sign of Spooky Tooth; Paul Winter and his Consorts’ Brazil 6, Cut Stevens and two Ode 70 titles by Don Everly and Barry McGuire and the Denver Bridge. It is Friesen’s first solo album.

Chuck Kaye, the label’s A&R, found Weight to have completed his first LP in Muscle Shout under Denny Carol’s guidance.

A&M has been moving steadily into six categories of pop music as jazz with Quincy Jones and Paul Desmond to hard sounds with Lee Hazlewood and Kris Kristofferson and Pie. "It’s dangerous," commented Friesen, "to be labeled either hard or soft. You have to be concerned about the quality of your product rather than the Hatchet job of artists signed to your roster."

Amos Firms Move & Set Up New Studio

LOS ANGELES—Jimmy Bowen’s Amos Productions and Amos Records have moved to new quarters which will be home for a new recording studio. The production company and its engineering and ad staff are now located at 1400 Cahuenga Blvd. Part of the building will be developed as the recording studio, according to Amos’ Bill Cassity. Amos Engineering is the wing of the company which supplies freelance technical people to record companies and artists.

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

**Two by Two** Equals Large Number of Record Action

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

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

The title song has already been recorded by the American Golan Singers (New Age-London) and the Jimmy Winner (Columbia). (ABC) have recorded the show’s top ballad, "I Do Not Know a Day I Did Not Love You." In addition, the Golland Singers have done "Hey, Girlie," and the Winer Chorus "Something, Somewhere."

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

Vocal solos have already been printed on the title song, "I Do Not Know a Day I Did Not Love You," "Something Doesn’t Happen" and "An Old Man and a Boy." Two by Two" vocal selection and easy-to-follow instructions will be included. The set will shortly, be followed by chorals and marching band arrangements for educational use.
Byrds Look to Fly, Propelled By New Mgr & New Sound

LOS ANGELES—The Byrds have a new manager, former producer Terry Melcher, and a sound built on a synthesis of styles. Melcher, who produced the band's first four LP's for Columbia, has just asked its newest Columbia package, "Untitled." Roger McGuinn, founder of the band in 1964, reports the group is "pulling out of the country music thing and is getting into more of a synthesis of sounds."

This new sound incorporates rock, jazz, Indian music, the guitarist said. McGuinn said he's tired of playing rock, jazz, and a music thing and is interested in a "bolder pop sound which incorporates acoustic instruments."

"Acoustic instruments are coming back," he said, adding that it is his idea to keep balance between acoustic and amplified instruments. "We're trying to keep our levels down as opposed to five years ago when we were oblivious to levels," he said. The band turns down its levels during concerts which allows for a "better vocal balance in the public address systems." Everything is miked off the guitar amplifiers.

Conservatory Opens Studio

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

Tapes produced in the studio will be made available to radio stations in the area, the Peabody faculty and student body contains artists of international reputation. Performances will include both ensembles and soloists.

‘Love You’ Gives Bell First 2 Mil Single

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

WNEW PLAY CHANGES SET

NEW YORK—Although considered to be the leading easy listening station, WNEW will make drastic changes in programming in the near future and cutting back on music as well. According to a ruling by Mr. Glickman 11 p.m.-1 a.m. will be cut to 1-5 a.m. Gene Glavin will be 5:00- 9:00 a.m., William B. Williams will be 9:00-4:15 p.m., John Leno 4-9 p.m., Jim Gearhart 9-5 p.m. It was not yet decided what will fill the 9:11 p.m. slot. Bill Hickok will do fill-in work; Sandy Becker and Tony Murphy are leaving the station. Evidently the air personalities will be doing six days a week, six days a week, and taping their shows for the seventh day, as an economy move by the station.

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RECORD REVIEWS

MEVLE Haggard's "Okie From Muskogee" LP on Capitol Records is one of the hottest for a gold record from the RIAA.

MGM Handles Heintje in U.S.

LOS ANGELES—MGM has begun distributing records in the U.S. by Heintje, who is released in Europe by Philips. The association is the newest alliance between the two companies who will hold an incoming merger talks. Mike Curb, MGM's president, says the talks are maintaining that and Philips continues to be the only company with which MGM is discussing any affiliation. Philips has signed the MGM line for several European markets, with the Heintje label set to be a major act in this country. Heintje is the 14-year-old pop vocalist whose act has broadened to the U.S.

Anka Firm Gets 'People' Rights

NEW YORK—Spanka Music, Paul Anka's firm, has acquired the Canadian and U.S. rights to "People." The song has been recorded in the U.S. by Frank Sinatra, in Canada by Vince Hill, and in England by Van Doonican and Eddy Mitchell. The song was written by Hal Shapero. Meanwhile, Anka is preparing his debut album, which will be released in the spring, along with a date in England to tape the "Tom Jones Show."
Laura Nyro's music is all around us.

And her new album, “Christmas and the beads of sweat” is a feeling for 365 days. Songs about hustling crowds and tenement roofs, clothespins on wash ropes, a summer sunset in the treasure of love, and markets in the cool, white morning.

Laura Nyro is a very special talent whose beautiful and soulful music is for everyone.

On Columbia Records & and Tapes
Meyers’ Studio & Merc in Deal

BUFFALO, N.Y. — Mercury Records announced on Wednesday that it has cut a distribution deal with Jerry Meyers’ Act-One Recording Studio Ltd., located in the Chippewa district. Mercury president, explained that Act-One was an “excellent 8-track studio.”

Meyers formerly was national promotion manager for Smash Records and head of Mercury’s Action One-Stop. He produced Joe Ely’s, “After The Flood” and “Pledge of Love” last year. At Club At-also be Bill Evisy, chief engineer and producer, and Larry Rizzato, engineer, producer.

Tapes and films, as well as recordings, are planned by Meyers, who is seeking songwriters, jinglewriters, producers, engineers, artists, studio musicians. The Mercury executive explained, “there’s a many Town sound, a Memphis sound, and I can see no reason why there can’t be a Bootleg sound. Their music will add to a musical excitement.

Lelan Rogers, Chappell Pact

NEW YORK — Chappell & Co. has wriggled up a longstoried international agreement with Lelan Rogers Enterprises, Inc. The latter company includes House of Fox Records, Lelan Rogers Music, and House of Fox Music. Lelan Rogers, head of Lelan Rogers Enterprises, indicated that the organization now is really into songwriting.

Lelan Rogers said, “We’re thinking about all parts of the world, and this is the new agreement. A spokesperson for the VIDA office said, “This is already on the air, but it’s not growing, and the result is a new agreement.”

VIDCA Gets Global Surge

- Continued from page 3

VIDCA’s cassette and Videocassette Conference are also expansion from all parts of the world, said Cherry’s office.

Leon J. Knize appointed vice president, licensing, CBS EVR division. He was previously chief executive officer with the PEG marketing consultants.

Robert Berkowitz named head of advertising and promotion, CBS EVA division in a similar position with Acoustic Research Inc., Cambridge, Mass.

Samuel Stern appointed executive vice president, Seeburg Corp., Delaware. He will continue to manage the company.

Leon J. Knize named president and CEO of the newly formed Central Sound Electronics division. . . . C. (J.) (Red) Gentry named director of sales and marketing, Motorola brand automotive sound products. He was previously director of automotive sound products for Motorola’s consumer products division.

Lew Segan, former editor of Show and Entertainment World, has been appointed West Coast publicity director for Mercury Record Corp. . . . Happy Wilson rejoins Capitol Records as general public relations manager of the Nashville office. He was previously with the Capitol Records Nashville office seven years. He will now administer, along with his staff, the Central Sound, Freeway Music, Greenwood Music, Capitol Music, Rock Music and Borwin Music.

Youth Promos

- Continued from page 1

me he wasn’t stocking it because of its controversial words, I told him I was sure there were other songs which had some four-letter words. He told me he hadn’t thought of that at all. Giedd said, “I told him he thought about it because young people thought that the clearest of the inconsistencies.”

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

The M-W stores are serviced by the Central Sound, McManus Agency, and Piano IV.
After writing million selling songs for everybody else, Jimmy Webb now writes them for himself. The new songs are on his first album, Words and Music, on Reprise Records (RS 6421) Japan Via Ampex.
Stereo-4 Decoder System Is Developed by Electro-Voice

**General News**

A new stereo decoder system for the home entertainment market has been developed by Electro-Voice. The system will allow consumers to reproduce the sound quality of professional recordings in their homes.

Electro-Voice's Stereo-4 decoder is designed to be used in conjunction with their existing Stereo-4 microphone and tape recorder. The system is capable of reproducing the high-fidelity sound of professional recordings, making it ideal for use in recording studios and home entertainment systems.

The Stereo-4 decoder system includes a decoder that separates the left and right channels of the stereo signal, and a decoder that decodes the stereo signal into a monaural signal. This allows the system to reproduce the sound quality of professional recordings in the home.

The Stereo-4 decoder system is also designed to be compatible with other stereo systems, making it easy to integrate into existing home entertainment systems. The system is also designed to be durable, with a long lifespan and low maintenance requirements.

The development of the Stereo-4 decoder system is a major step forward in the field of home entertainment technology. It will enable consumers to enjoy the high-fidelity sound quality of professional recordings in their own homes, and will likely lead to increased sales of professional recording equipment.
The feel of joy and Christmas all year round.

The record that served as possibly the greatest musical breakthrough in the last decade is now being re-released.
(The LP and the single.)

The Edwin Hawkins Singers
Are Appearing At
Caesar's Palace—Las Vegas Dec. 10th to Jan. 6th

Albums continually selling.

Also available on Ampex 8-track and cassette stereo tape.
Fidelitone is the only needle manufacturer who makes a complete diamond needle controlling quality throughout production. Fidelitone also provides you with the most effective merchandising program in the industry.

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

First, we grind the diamond points (a) to exacting tolerances ± 0.001" (1/10,000 of an inch).

We are now the world's leading producer of diamond points!

The needle shank (b) is hollow aluminum tubing only 0.02" in diameter that must be cut, crimped and drilled.

We compound and mold our own rubber bearings (c) to unique dynamic performance specifications.

We also mold plastic lever arms and grips (d). Everything is made and put together in our Chicago plant. After thorough inspection, it goes into the Fidelitone plastic needle box (we make these, too).

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

Fidelitone

Advancing Technology and Merchandising with THE TOUCH OF MAGIC

415 N. Orleans Street, Chicago, Illinois 60610

by diamond tip to plastic grip!

Insiders Report

WASHINGTON — The Securities and Exchange Commission's October official statement of "insider" transactions reports trading by officers and directors and other holders of stock in the following companies of direct or related interests in Wall board subsidiaries. (Unless otherwise noted, transactions are in common stocks and change stocks are reported first, followed by over-the-counter.)

ABC: 11-H. Haussmann sold 44,500 shares with brother, sold $45,000 of 5 percent convertible subordinated debentures, leaving $140,000 of debentures in the joint holding, and $30,000 of the debentures by J. Haussmann personally.

Avnet, Inc.—M. Alperin sold 14,555 shares, leaving 5,000 shares held personally, and 1,550 as custodian. G. Avnet sold 10,200 shares, leaving 29,765 shares held personally, 278,168 as trusts, and 4,624 held by wife. A. Drongen sold 3,100 shares, leaving him 4,300 shares. A. Hamilton sold 561 shares, leaving him 2,069 held personally, and 3,934 for the trust.

Columbia Pictures—A. Schneider reports buy of 5,000 shares by wife, leaving $14,555, and Schneider's personal holdings at 203,532 shares. J. McAneny sold 1,500 shares, leaving him 41,186, sold 41,286 held personally, 1,766 as trust and 1,253 in stock appreciation retirement plan. H.E. Buhse reports sale by Hansboro & Weeks Hemphill Noyes of $200,000 of 5 percent convertible debentures among holdings of $210,000, and sale by Harbor Fund, Inc., of $157,000, leaving holdings of $3,843,000.

Gulf & Western-F.V. Roggers exercised option to buy 2,921 shares, giving him 7,710.

ITT—R.L. Brittingham sold 1,000 shares, leaving him 15,150. H.S. Green sold 55,000 shares leaving him 117,664. J.R. McNelly sold 7,100 shares, leaving him 9,500.

Kinney Data Services—S.L. Lewis reports sale of 10,000 shares, after previous sale of 2,000 shares, making current holdings 5,500 shares. Lewis reports sale by Bear Sterns & Co. of 3,000 shares closing out this account, and personal holdings of 10,000 shares. E. Rosenthal reports sale of 2,000 shares, leaving him 108,920 held personally; sale of 5,000 shares as trust, leaving 15,000 as trust and sale of 4,600 shares held for children, leaving them 132, 600 shares. Mrs. Rosenthal holds 6,517 shares personally, and 7,810 as trustee. In convertible preferred Series C, S.L. Lewis bought 5,000 shares, giving him this amount.

Macke Co.—In 44 percent convertible subordinated debentures A.E. Armit reports buy of $5,000 as trusts, giving this account $10,000 in the debentures. Goldstein bought $15,000 in the debentures, giving him $30,000 holdings.

3M (Minn. Mining Mfg.)—E.J. Kane sold 1,100 shares, leaving him 3,777.

Motorola—R.N. Swift sold 1,150 shares, leaving him 150.

North American Philips—C.H. Coughlin bought 2,000 shares, giving him 27,244.

Sunset Plans 15 Title Releases

LOS ANGELES—Sunset releases plans for the following titles.

Other titles include the Classics IV, Ferrante and Teicher, Bobby Goldsboro, the Ventures, Jackie DeShannon, Bobbie Marin, Jimmy Smith, Lou Donaldson, Quintet, Patsy Domini, Del Reeves, Slim Whitman, Flip Wilson, and two children's products.

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A&M RECORDS JUST RELEASED...

GARY WRIGHT "Extraction"
PAUL WINTER (THE WINTER CONSORT) "Road"
CAT STEVENS "Tea For The Tillerman"

BARRY McGUIRE & THE DOCTOR
SERGIO MENDES & BRASIL '66 "Stillness"
DON EVERLY "Don Everly"
Andrew Bajpai

SACRAMENTO—Aside from the fallout from the competition of digital audio, the domestic cassette business in the U.S. was strong in the first quarter of 1978. The economic growth rate of 6.4% in the first quarter of 1978 was causing an increase in disposable income, which in turn was resulting in a greater demand for entertainment products, including cassettes.

The cassette business in the U.S. was growing at a rate of 15% to 20% per year, and this growth was expected to continue for the foreseeable future. However, there were some concerns about the future of the cassette business, as the popularity of digital audio continued to grow.

The cassette business was also facing competition from other formats, such as vinyl records and compact discs. These formats were gaining popularity, especially among younger consumers, and this was putting pressure on the cassette business.

In the long term, the cassette business was expected to continue growing, but the rate of growth was likely to slow down as the competition increased.
Teletronics Scores Rush of CTV Talks

NEW YORK — Teletronics president George Gould has lashed out at what he calls the plethora of repetitive symposiums on cartridge TV. Commenting on the recent conference on "The Cassettes—Cartridge Revolution" sponsored by the Academy of Television Arts and Sciences held in Los Angeles, Gould said that the only product of these seminars seems to be confused thinking. The Teletronics chief executive said there should be a calm, positive realization that a huge medium capable of revitalizing the entire audiovisual industry is being born.

"Instead," he observed, "there is a strange logic that generates the belief that software manufacturers should look to the hardware manufacturers for funding." Said that it was about beyond comprehension that the cartridge TV industry, in desperable need of help, should display cynicism toward the very people who are developing the very means of their survival.

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

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

Quad Getting Big Ad Treatment in Chicago

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

RCA’s large newspaper advertisement, while not specifically plugging 4-channel tape players, listed 135 area retailers (Chicago Daily News, Dec. 1). The full-page spread plugged the 4-channel Model YXZ-40 unit priced at $249.95 and the YZD-100 priced at $199.95.

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

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

Another interesting advertisement was placed by MoeCraft’s four area outlets promoting the Sansui QS-1 “Quadronic Synthesizer” listing for $199.95.

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

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

Tape CARtridge

RCA, CBS Into Mid-$ Lines?

Cartridge TV

CTV Gets a Lookover At Milan Film Mart

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

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

During the first part of the symposium, there was a presentation of the various cartridge TV systems including Sony Philips magnetic videotape player and recorder, RCA’s Selection system, and the Evr system.

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

Representing RAI, the Italian state radio and TV network at the meeting, Massimo Randone said that RAI was not planning to go directly into CTV production but would operate indirectly through its associated publishing companies, ERI and SACIS, in order to achieve two precepts—first to give impetus to CTV production in the realm of information and educational films, and secondly to counter any possible commercial or political exploitation of the system.

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

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

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

Billboard Readers: Meet BUCKY OF REDISCO... Our TAPE WORM!!

AT THIS LOW PRICE... THEY'RE PRACTICALLY A CHRISTMAS GIFT!!!

Outstanding Artists:

- TON JONES
- JOHNNY CASH
- ROLLING STONES
- ELTON JOHN
- FRANK SINATRA
- VANILLA FUDGE
- STEPPEN WOLF
- STANLEY BROTHERS
- 5TH DIMENSION
- TEMPTATIONS
- HARRY BELAFONTE
- ROGER MILLER
- RANK WILLIAMS
- TOMMY DOREY
- MAMMA CASS
- AL MARTINO
- FRUIT GUM
- LOU RAWLS
- JEANIE C. RILEY
- FLATT & SCRUGGS

Bonus Selection: 20TH CENTURY FOX
“LITTLE GUMMER BOY” by The Harry Simeone Chorale

$19.99 TOTAL RETAIL!

20 $19.00

8 TRACK STEREO TAPES

50 TAPES OR MORE... SPECIAL VOLUME PRICES

Get a Wiggle On... ORDER NOW!

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COUNTRY

PARTY

SHOWS

MODERN

DRUMMER

SPIRIT

POP

TOTAL

DEC. 12, 1970, BILLBOARD
Tape CARtridge

GRT Looks to Future With High Hopes

Continued from page 16

GRT, the U.S. maker of recording and related products, has a $200 million plant in Chicago and is planning a $100 million plant in the Midwest. GRT has been in business for 10 years.

Continued from page 14

In October, retail sales accounted for 10 percent of the company's volume, although the quarter average, July through September, was less than 1 percent.

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

Before Elliot releases a tape package he takes inventory of product in the field, discusses promotion and merchandising and gets a feel by listening to ad/ personnel outline the LP concept. Chart position does have an effect on tape releases, as it does at many companies.

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

UniTel Into CTV Field

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

One of the firm's most of its commission sales representatives with factory salesmen.

Cuts Costs

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

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

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

Bayley sees GRT's longest growth picture this way:

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

"Photograph records should continue to grow through 1975. They should reach close to a $15 billion dollar retail price by 1975, with pre recorded tape volume running at about an equal figure.

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

U.K. Standardization

Continued from page 16

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

(Continued on page 68)

A&M Bright Co.
In Drab Economy

Continued from page 14

... and capital investment programs. The cut in personnel was one factor in reducing manufacturing overhead, which has decreased by about 30 percent. Corporate officers took salary reductions of 20 percent, and the introduction of more automation reduced the labor content of the firm's products by about 25 percent.

Other cost reduction programs included a 50 percent saving in the production of empty 8 track cartridges by making tooling improvements and by doing its own direct subcontracting of some parts.

A 50 percent saving on its cost of printing cartridge labels and packages. A closing of its Midwest recording plant being in Chicago because of high labor costs there and transferred its pressing operation to Nash- ville. A replacement of most of its commission sales representatives with factory salesmen.

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You can bet your recording life on it.

Maxell Ultra Dynamic. The ultra+ stereo cassette tape with one of the most impressive pedigrees a tape can boast.

It has a doubled frequency characteristic of 20,000 Hz. An SN ratio 56dB higher than most tapes. A greatly decreased distortion factor. Greater tensile strength. And like all Maxell tapes, UD has such a high degree of mechanically trouble free operation, we guarantee it, unconditionally. All Maxell tapes must perform to your standards or we'll replace them, pronto.

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I LOVE YOU (Call Me) / EVERYTHING IS EVERYTHING
HOW ABOUT YOU
DOOBE DOOBE, DOOBE DOOBE, DOOBE DOOBE
BABY IT'S LOVE / AIN'T NO SAD SONG
I'M STILL WAITING
Diana's First Solo Album Release...
Contains Two Hit Singles..."Ain't No Mountain High Enough"..."Reach Out and Touch (Somebody's Hand)"

Diana Ross
...Super Star
Everything Is Everything
...Dynamite
Diana
...Super Dynamite
On Her
Two Newest Albums
BERLIN—Three years after the founding, in Frankfurt, of Auto Stereo Anlagen GmbH, its offshoot company, ITP Tonband (tape) Production, based here is doing the kind of business which has made Auto Stereo Anlagen one of the leading manufacturers of prerecorded 8-track cartridges and cassettes in West Germany.

The Berlin plant, operative since May this year, has a daily output of 6,000 cassette units. This capacity will rise to 10,000 in 1971 and then, say plant managers Christopher von Meister and Gottlieb Bauer-Schlichtegroll, it will rise to 14,000 units.

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

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

EMI Sweden Sets
Tape Forum Series

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

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

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

Tape Cartridge Releases

GRT

Cadet Concept

EARL DODD Presents Spring in America on a RCT90170, $30.00

Stormy Forest

RICHIE SAVIGNI—Acorn Clock (8) 816-6005

ERICK OLSON—New Tape Cartridge Releases—Nov. 28 .. 7901

RCA VICTOR

ORIGINAL CAST—Hello Dallas! (Quad 8) QO8

ELVIS PRESLEY—On Stage February 1970 (Quad 8) QOB

ELVIS—At The International Pop Festival (Quad 8) QOF

CHARLEY PRIDE—His 10th Album (Quad 8) QOA

SOUNDTRACK—Hair (Quad 8) QO8 1008

THUNDERBOLTS—The Sound of Music (Quad 8) QOS

THE ICONS—FIRE AND WATER (Quad 8) QOR

ASK THE MAN WHO KNOWS

what's new in domestic and imported cartridges and how to identify what's needed with Pfanstiehl's new cartridge catalog.

PNFANSTIEHL

3300 WASHINGTON ST. • BOX 498
MAUHER, ILLINOIS 60080

FOR FACTORY-TO-YOU SALES REPS.
KNOW all about cartridges and simplify your merchandising problem!
PHILADELPHIA—The Electric Factory was unplugged for the last time without warning last Saturday night. The city's only surviving rock club died neither of a power shortage nor a short-circuit. Its owners pulled the plug.

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

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

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

"No matter how many people we got in here, we still lost money," he said. "Some groups got over $15,000 a show two nights. We couldn't make it."

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

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

Magid and the Spivaks plan to turn over the Spectrum on March 1, 1971. He said the club, which will be in center city, will serve wine and beer, feature rock, jazz, rock, folk and blues groups. But no super- groups. The Factory people have some long-range plans for a rock club, not of their own, as yet. In the meantime, they will be promoting rock shows at the Academy of Music and two new places.

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

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

JAMES TAYLOR, CAROLE KING
Troubadour, Los Angeles

James Taylor's calm, peaceful, yet deeply personal approach to folk music continues to attract critical acclaim. His latest album, "Sweetly Low," is a collection of original songs, some of which Taylor wrote while at the Troubadour. The album features Taylor's trademark acoustic guitar accompanied by simple arrangements, allowing the songs' melodies and harmonies to shine through.

GEORGE KNEEMER

In addition to his impressive vocal abilities, George Kneemer is also a skilled musician. He is often accompanied by a skilled rhythm section that complements his vocals perfectly. The setlist for this performance includes a mix of folk, rock, and pop tunes.

Rizzfor Firm Inks 3 Acts

NEW YORK — Total Concepts Creative Management, firm head by Allan Zinn, announced on Monday it has wrapped up its first year of operation with new acts including three acts: a six-man rock contingent from Brooklyn; a four-man soul band from Rochester, and John and Mary Lisa Cat, a duo from Brooklyn.

In addition, Zinn has signed the initial single for the Mood McCoy Band, who are in the studio with Skull working on their album, and with Raze, a group from Rochester, on their initial single.

As an added wing in his oper- ation, Zinn has formed Thomas A. Rizzi Music (ASCAP) with the signing of Phil Consiglio, Phil Ciccarelli and Skull as writ- ers.

Melanie Plans Expansion, Hires Weissman as PR

NEW YORK — Melanie is planning to expand her activities for 1970 and has brought in Howard Weissman to handle her publicity and general affairs. Weissman, a former crew member for the Shocker band, has established his own PR firm and is expected to help Melanie reach a wider audience. Weissman has been managing the careers of some of the biggest names in the industry, and his expertise will undoubtedly benefit Melanie's career.

Sicilia to Produce Free Yule Benefit At Naval Hospital

NEW YORK — Dominic Sicilia will produce a free Christmas benefit concert at St. Albans Naval Hospital in Queens on Wednesday (9) for WNYC-AM. The line-up for the show includes Buddah's Brook- lyn Bridge with Johnny Maes- toni; the Honeycombs; and Reuben Dyson backed by Reuben Phillips and his Apollo Theatre Orchestra, T. A. Lee, and Eleguere's Bert Sommerson.

Sicilia has acquired the services of the Capitol Theatre staff, including stage manager Keith Kevan, who will handle the production and lighting.

Laure Productions Forms Film Dept

NEW YORK—Laure Productions has formed a film divi- sion to be known as Laure Films. In executive capacities will be Richard Hauschild, pro- ducer, and Nikanor, director.
Goodbye. Hello

Our past three years have been filled with excitement, warmth and great music. It is with immense personal pride that we take a few brief seconds of your time to publicly thank the following artists and groups for making our lives a little brighter:

Cannonball Adderley
Brian Auger & Trinity
Allman Brothers
Amboy Dukes
American Dream
Ansel Dunbar
Argent
Ars Nova
Aum
The Band
Beautiful Day
Jeff Beck
Captain Beefheart & His Magic Band
Chuck Berry
Big Brother
Elvin Bishop
Black Pearl
Blodwyn Pig
Blue Cheer
Boothe T & The MGs
Arthur Brown
Jack Bruce
B.S.O.
Tim Buckley
Eric Burdon & War
Burrito Brothers
Paul Butterfield
Byrds
Cactus
Caldwell-Winfield
Blues Band
Canned Heat
Catfish
Cat Mother & The News Boys
Chambers Brothers
Ray Charles
Chicago
Chicken Shack
Churis
Eric Clapton
Joe Cocker
Cold Blood
Judy Collins
Cynara
Alice Cooper
Country Joe & The Fish
Cream
Creedence Clearwater Revival
Crosby, Stills, Nash & Young
Miles Davis
Delaney & Bonnie
Derek & The Dominos
Doors
Julie Driscoll
Dr. John The Night Tripper
Earth Opera
Edison Electric Band
Electric Flag
Elizabeth
Fairport Convention
Fifth Dimension
Robert Flack
Flamin' Groovies
Fleetwood Mac
Flock
Good News
Grand Funk Railroad
Grateful Dead
Group Image
Hammer
John Hammond
Hard Meat
Tim Hardin
Wilbur Harrison
Richie Havens
Isaac Hayes
Jimi Hendrix
Holy Modal Rounders
Humble Pie
Incredible
Stringband
Iron Butterfly
Insect Trust
It's A Beautiful Day
James Cotton
James Gang
Jefferson Airplane
Elton John
Junior Wells
Kaleidoscope
Kinks
B. B. King
Stan Kenton
Albert King
Led Zeppelin
Lighthouse
Lobotomy
Lohar & Hand
People
H. P. Lovecraft
Mandrake Memorial
Manfred Mann
Hugh Masekela
John Mayall
MC5
Lee Michaels
Joni Mitchell
Moby Grape
Moody Blues
Van Morrison
Mother Earth
MOTHERS OF INVENTION
Mott The Hoople
Mungo Jerry
Nazz
New York Rock & Roll Niteband
NRBQ
Laura Nyro
Phil Ochs
Pacific, Gas & Electric
Peasant Butter
Conspiracy
Pig Iron
Pilt
Pink Floyd
Procol Harum
Quill
QuickSilver
Raven
Renaissance
Rhinoceros
Buddy Rich
Rockin' Foo
Roxie
Santana
Savey Brown
Seals & Crofts
John Sebastian
Sea Train
Sha-Na-Na
Ian & Sylvia
Nina Simone
Small Faces with Rod Stewart
Sons of Chaplin
Southwind
Spirit
Spooky Tooth
Staple Singers
Steppenwolf
Cat Stevens
Sweet Nothing
Sweet Stavin'
Chain
Tai Mahal
James Taylor
Ten Years After
Three Dog Nite
Traffic
Jethro Tull
Ultimate Spinach
Vanilla Fudge
War
Muddy Waters
Watts 103rd St.
Rhythm Band
Wax
Jr. Wells
Johnny Winter
The Who
Youngbloods
Neil Young
& Crazy Horse
Zephyr

It is with deep consideration and regret that we close our ballroom—"THE ELECTRIC FACTORY," located in our home town of Philadelphia, Pa. The reasons are long and varied. We have, however, for public record won our court case pressed by the city fathers. We cannot mire in the past but must look to the future for other avenues in which we are currently involved.

We are pleased to announce our new extended contract with The Spectrum in Philadelphia, the scene of many enjoyable evenings of concerts. On Saturday, December 12 we will open the new Spectrum Theater, seating 5,000 as opposed to the full hall seating 15,000. On December 12 we will feature John Sebastian, Captain Beefheart and His Magic Band and Brethren. We hope that we can continue to serve the contemporary music community in Philadelphia.

A very warm and humble thank you.

Jerry, Allen, & Herb Spivak
Larry Magid
Hal Freeman
Claire Rothman

Electric Factory
Spectrum
Talent

Continued from page 24

Day Man,” the last tune he did alone. Then Miss King joined him at the microphone and drums and box were added for “Walking.” And in addition of these three instruments through the music there was a crack of emotion even appeared) and his new song “Good ’Nhade” and “Night Owl” was a bit rainy. “Highway Song” provided an opportunity on the piano while Miss King carried the vocals.

FRED KIRBY

Talent In Action

BLOSSOMS

Fainmann-Revels...

New Orleans

The Blossoms—three fine, attractive women—have gone from male band to a back-up group for the last seven years—seen finally coming into their own. In their three-week engagement the group was demonstrating that their potential is unlimited.

Their sound is not so loud in a Supremes-pop-rock vein, they offer a fuller, broader spectrum in their styling, even differing in a ‘40’s very original and catchy. Their harmony is thick in the opening (as “When I Fall In Love”), and it is powerful with “Bridge Over Troubled Water,” and the theme from “Essence” and “CP 475” is promenaded with “Climb Every Mountain.”

In the show “The Round” the Roger Miller song into a hot, propulsive pop which the Beatles’ oldie “All My Loving” is a departure point for some of the more creative makes and gets the audience-power. And if Dusty Springfield, Janice Daniels and Darlene Love is a strong package which here handles backup chores, although Miss Springfield is one of our featured spots. They reaped for the Bell label.

TROY BOOTH

Palominio Club, Los Angeles

Troy Booth, backed by outstanding talent, emerged from his lead guitar position and his steel washboard into a major show act. He took his Sat. Nov. 20 at the Palomino Club here with an emotionally packed, drum driven with a little life. He followed that up with a soul- ingering, electrifying, one of the most exciting guitar (bass and lead) work that has come this year with a slow paced “15 Year’s Ago” for dancing. The packed floor was more the result of his strong, counternote piano flavor of his show went over with the audience.

Also on the bill was Jerry Inm, one of the finest electric bassists around, between hard-rake type tunes and slow danceable ballads. His audience finally reached its peak when he told the audience “Danny Boy” in his show he was working back to the audience that the audience can’t have a audience impact. Tommy Thomas owns the club.

CLAUDE HALL

GRATEFUL DEAD, NEW RIDERS OF THE PURPLE SAGE

Syndrome, Chicago

It was a rarity to attend the experience of the Third World Church with Pigpen and Bob Weir, the last two original heroes of the Grateful Dead offered a post-Thanksgiving day here Nov. 27, with an extra long show at one of the best of the Riders of the Purple Sage, a country music group. The Dead’s show was more of a diversion than a concert. The group’s fans started dancing and shouting from the first chord of “Sugar magnolia” and didn’t slow down until the final notes of “Turn on Your Lovelight,” one person aptly described the audience as the best post-Turkey. 

(Continued on page 30)
FELD BROTHERS MANAGEMENT CORP.

Announces Exclusive Representation of

ANDY KIM

Canada’s #1 MALE VOCALIST

Current Smash Single

"BE MY BABY"

WRITTEN & PRODUCED BY JEFF BARRY
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Big Talent Agencies Not Tuned in To Artists Needs, Asserts Heller

By ELIOT TIEGEL

Heller, who recently spun off from Churwell Artists with Don Fischel to form their own contemporary music firm, the Heller Fischel Agency, "The same thing happened to the major film studios will happen to the major talent agencies," Heller added, "because they've lost direct communication with their young music clients.

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

"The big agencies don't understand the contemporary music people and they don't like the music, so they pay people a lot of money to act as buffers between them and the pop groups," Fischel said. "Men in their early 30's don't relate to rock and they don't adopt to today's music. The key is to develop a family type of relationship with your artists.

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

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

One of their new groups is Morning, a contemporary band with roots in country and jazz that records for Atlantic's Caps. They have placed the band on some upcoming dates with Spencer Davis Group and the Guess Who.

As part of its "family concern," Oakey and Fischel will let the band play in public before it is all together as a concert attraction.

Among the new acts which it regards include Six years with William Morris and two at the former Bernard-Williams-Price agency. Heller has worked with ABC for three years. They receive a 15 percent commission on one-night engagements. Anything three days or less is considered a one-nighter and they pay people on a location booking which is anything over four days.

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

Fox Plays Bach in Right Keys: Sharp and Brilliant

NEW YORK — Virgin Fox came to Fillmore East, Dec. 1, and he lived up to the success of his appearance on the recent triumph. The eminent organist, playing all Bach program at the East, was named "America's best organist" by Rolling Stone. He packed them in, drawing consistent attention and applause. Even after his fourth encore, the audience shouted for more.

Fox was hired by the Rogers Touring Org. Inc.'s 14-speaker electric concert organ, which resembled a regular organ in sound and keyboard appearance. He made the tour, supported by the sound engineer and an assistant, announced to the Blossom Light Show at Fillmore East. The show's effect was to sell out the club, according to Fox's director.

Signings

The Four Sneakers, formerly on the Blue Thumb label, signed to POLYDOR records for coverage in all areas. Also to Blue Thumb is Arthur Lee & Love's first record for the label. The latter was sung with the Joe Scandurra office for personal management and Contemporary Associates for public relations.

Siverrock, seven Cherokee Indians, to Capitol. The Singingwomen, an all-girl group, to Teldec West Records of Denver.

New Manager Forms Mgt. Company

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

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

The new firm will not be representing Medley, and will be set up in an area in which he is not currently personal management agency.

Circle ninety here and last week wrapped up a new album with the Blue Ridge Quartet on location. Jewel's Richie Moxon, facilities, including 8-track equipment, is being used in full WRW-22's facilities and outstanding voice and effect in a session with producer-director Bob Heath for an upcoming TV special starring Dee Felice. Business and his associate producer Gene Lawon will handle all the audio for the show.

Billochis

DEALERS MAKE ROOM FOR HEAVY TRAFFIC. "LIVE TELEGRAPH"
This is the logo of Cream Records, a new company which intends to be a creative, innovative force in the music industry.

This is Cream’s creative team, Wayne Bennett, Allen LaVinger, Al Bennett and Lou Stewart, which is dedicated to achieve Cream’s goal.

This is Ray Kennedy, Cream’s first artist, a super talented, writer-performer whose first single, “She’s A Lady” and “Try Acting Like A Woman, Woman” (#1001) is Cream’s initial step toward its goal.

This is Ray’s album, which contains the single plus several other important contemporary music and lyric statements. It will be available December 26.
Outlook for 1971 Michigan Blues Fest Is Termed Dim

ANN ARBOR, Mich.--The outlook for the third Annual Ann Arbor Blues Festival in 1971 is dim. The head of the last two festivals, John Fishel, is pulling out because of financial losses, according to the Aug. 7-9 event. "The event was artis-
tically and financially a disaster," said Fishel. "There were plenty of people for the event to see, but we just did not make money back.

The main reason, according to Fishel, was because of street corner crashes which no one really had the heart to stop.

To help remedy the financial burden still remaining from the Auguest event, a group of artists in the blues and rock field donated their time and talent for a benefit held Sunday (10).

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

Artists on the hill include Rush, Johnny Winter, Luther Allison, Willie Weeks, and many others. "We cannot release all of the names of the performers due to prior commitments," said Fishel of the artists.

Topping the event, which took place at the University of Michigan Events Building, ranged in price from $3.50 to $5.50, with a limited amount of patron tickets at $10.

What's Happening

By BOB GLASSENBerg

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

A&M Records--Lance Freed, 1416 N. Lura Ave., Hollywood, Cali. 90028

ABC Records--Larry Ray, 8255 Beverly Blvd., Los Angeles, Cali. 90048

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

Colours Records--Steve Schulman, 1855 Broadway, New York, N.Y.


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

Metropolitan Records--John Sipple, 35 E. Wacker Drive, Chicago, Ill. 60601

Metronome Records--Stan Montero, 1700 Broadway, New York, N.Y. 10019

MG Records--Sol Handler, 1350 Ave. of Americas, New York, N.Y. 10018

Polygram Records--Larry Wax Associates, 1650 Broadway, New York, N.Y. 10019

Polaris Records--Larry Heller, 8733 Sunset Blvd., Hollywood, Cali. 90069

Rare Earth & Motown Records--Alan Di Nobile, 2545 Woodward Ave., Detroit, Mich. 48201

Roulette Records--Ed Kirsten, 17 W. 60, New York, N.Y. 10023


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

The Head Count

(Edited note: The first in a series surveying Head shops throughout the country)

The Electric Fetus in Minneapolis sells "records, clothes and assorted headgear," said Dick Ruston, store manager. They have set prices comparable to the five other head shops in the Minneapolis-St. Paul area. These prices are lower than the other stores in the area selling the same products but with no community consciousness.

Ruston's idea is to serve his community and prominent students at the University of Minnesota and the community of young people which the university fosters. Ruston also mentioned that he has received a number of phone calls for the shop. Records new George Harrison LP which was shipped Wednesday (2). The 10 best selling albums at his shop are:

1. The Rolling Stones--Sticky Fingers
2. The Who--Who's Next
3. John Mayall--Another Saturday Night
4. The Velvet Underground
5. Yippies--New Morning
6. Jimi Hendrix--Electric Ladyland
7. Yippies--Another Saturday Night
8. The Who--Who's Next
9. The Rolling Stones--Sticky Fingers
10. The Velvet Underground
The Bugaloos Take Off!

On Tour.
On NBC-TV.
On Capitol Records.

For A Friend
The Hit Single (2946)

The Bugaloos
The New Album (SW 621)

Far Out.
Radio-TV programming

FCC's Lee Unveils 'More Stereo' Bid

By MILDRED HALL

WASHINGTON—In a talk before Georgia broadcasters recently, Federal Communications Commissioner Robert E. Lee, in a unique promotion to encourage the building of stereo capabilities, said the tremendous market for stereo cartridges and cassette indicated 'the public isn't receiving what it wants from the FM broadcast. Only about 35 percent of our country's FM broadcast now is in stereo.

Lee scolded AM-FM broadcasters for not providing more independent FM programming, and suggested that he could not applaud the current state of stereo legislation for radio until more separate programming was available.

This brought angry repercussions from John Richter of WFLF-FM, Philadelphia, and president of the National Association of FM Broadcasters who...

DECCA STAFFERS PUSH CRESCENDO

NEW YORK — Decca Rec- ords, in a unique promotion to build up action on artist Don Fardon, is servicing a British Creedence Clearwater Revival album, "I Was Down on Monday Night," playing LP's Decca.

commissioner Robert to the Georgia board, in his first official appearance, that the government should not force programming on FM air per- ration at a time when much of it is available on their AM radio. Longtime Decca staffer, Don Cook, 50 percent of AM-FM programming he non duplicate in large market areas.

Lee also urged broadcasters to look into new aspects of programming.

Pays Attention to New Disks

BUFFALO—A radio station cannot over-identify a new rec- ord, according to WYSU pro- gram director Hal Martin. 'If you think a new record is viable enough to play, you should set up a good taste of quite a few songs.' Listeners will know what it is. We try to give the listener a reason for listening to that record, and WYSU, not only a LP record, but a new record in between two familiar albums, brings the air personality on duty identifies the new record and the beginning and the end of its play. This approach, as well as the other programming tactics used on WYSU, has the best things of many stations,' said Martin. 'I didn't invent them. I'm just trying to implement them effectively.'

Martin works with a person- ality staff that includes Roger Christian 1:1 a.m., Chuck Morgan 11-11 a.m., George Hamberger noon-3 p.m., Jim Brady 3-6 p.m., Kevin O'Connell 6-10 p.m., Rufin Coyote 10 p.m.-11 a.m., and Robin Gauthier weekdays.

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

Martin, who worked at CKLW in Detroit a year before coming to WYSU, has been largely responsible for taking a so-called Drake type station out of the drabness. The station had been trying a Drake con- cept. Martin said, "but not cutting it." Claiming that because of his "good fortune" to work with CKLW in Detroit such as Paul Drew and people like Jimmy Clift and Dave Reilly, KLIF in Dallas, Martin said he "got a good taste of quite a few aspects of programming from various people. I learned promotion from the McIntenders — and I learned how to structure a radio hour in the air and from the scores. I have been rock groups. The station has been inserting LP cuts into its regular program- ming the past three months and using the slogan "SCBQ, the Long Play Station." The station features an LP of the week and gains away 25 copies of this LP in promotions. LP gold cuts from our favorite rock groups are also programmed.

Phil Good Music Station Bows 'Original Hits' LP

PHILADELPHIA — WFL- FM, easy listening station program- med by Dave Klhr, has moved its heap in both programming and promotion. One of the current projects is an older hits titled, "The Nicest Music, Vol. 1" which will feature 14 original LPs such as "Olivia Newton-John," "Abba," "MARVIN MARTIN and John," and "Sant Geyze" Girl From Ipu-

Columbia Records' custom dis- co- nion the passing of Marcel will distribute the record locally; WFL- FM is promoting heavily.

WFL-FM, using Gates auto- matic equipment, features two instruments an hour, usually eight new records during a week, but may add or drop any given record at any time. The week. The station constantly "singles" the market on music with its telephone mailer. It sends out record store checks. Martin prefers to move all LPs "just up or down on the chart."

The station has a library of some 2,500 albums and features a "Million Dollar Weekend" every week. On some shifts, the deejays do not play any new LPs during an hour, but during the housewise times this station is selling on the air the LPs for the hour. In certain time periods, new LPs are not restricted from airplay; the deejays pull the music for their own shows within certain guidelines. However, new records are on regular rotation to make sure they get proper exposure.

WYSU comes out of the news into a hit record. All put together. For a hit record, a hit record should spring from a musical derivation, they can rest assured.

Custom Fidelity Step-Up Special LP Production

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

In Salt Lake City, KCPX has sold over 10,000 copies of the rock set, "Singles to Schreiber." Twelve of the tunes on the rock set are through a special deal with Liberty. The rock set includes artists such as Jimi, "Love's "Heat; the country LP includes Henson Cargill, George Jones and others. Other LPs are planned.

WWJ TO GET MIKE AWARD

NEW YORK—WWJ of Detroit will be honored this Feb. 12 at the Broadcast Pioneers Mike Award. The award will be presented at a din- ner by the Radio-Ho Tele- vision foundation. Radio-TV has contributed to the benefit of the Broadcasters' Foundation. All those who've received the award in years past include WLB, Cincinnati; WQN, Chicago; WDRE, Pittsburgh; WTC, Hartford; WHO, Des Moines; WOR, New York. WWJ are the one.

Butler, Tolly, WGAL, Lancaster, and KLZ, Denver.

(Continued on page 40)


discs in Mart

CINCINNATI — WLW, 50,000-watt easy listening giant, is breaking "probability" as much as 50,000 LP disks in this market because the local Top 40 stations are "playing records." said program director Cliff Hunter. "We are playing seven or eight new LPs a week, both the new rock stuff and the new easy listening records.

WLW uses local sales to deter- mine which records are the closest attention to listener re-

quests. "The rocker in town may dominate sales, but they listen on what other stations are in other markets; we're willing to play the new singles first," Hunter said. Between 6 a.m. and 7 p.m., the station has a 30 record playlist which consists (Continued on page 40)

DON IMUS FINDS FUSS WITH 'EXCLUSIVE' DISK

CLEVELAND—Don Imus, morning air personality at WGR here, went on the air Nov. 25 claiming it was 'off limits' to Bobby Darin's "Queen of the Hop" to Atco Records. He whispered over the top of the record such old-time radio tricks as "A Garfield sketch that won't play, thenGarfield..."

Then the phone calls began to flood in from irate listeners protest- ing that the record wasn't new. Imus put them on the air to let them know what he had. The record was a new one. One guy called up and said the record was "pretty good" and that it was only like those old records several years ago "has a beat." An Imus fan said: "Yeah, that record goes back to the roots of rock 'n roll just like the Creedence Clearwater Revival is doing. It's gonna be a hit."
GENE CHANDLER AND JERRY BUTLER
HAVE MADE AN
HISTORIC SINGLE!
"YOU JUST CAN'T WIN"

IT JUST CAN'T LOSE

"You Just Can't Win (By Making the Same Mistake)"
(73183) Produced by Gene and Jerry for "Whatever's Fair," Inc.

From The Mercury Record Corporation Family of Labels / Mercury • Smash • Fontana • Limelight • Intrepid • Peachtree • Virtue • Mister Chand
A Product Of Mercury Record Productions, Inc. / 35 East Wacker Drive, Chicago, Illinois 60601 / A North American Philips Company
Bob Goode is going to WSAI in Cincinnati and will do a 7-midnight show. John Garry and Danny Clover seem to be the latest leaving WIFE in Indianapolis.

John Wallin has left WWH in Buffalo, and program director Jerry Adams is looking for a good personality.

Some at WINK in West Palm Beach, Fla., are looking for a man or two, pay is $140-170.

KGO-FM in San Francisco will be changing call letters in the next month or so to KSFZ-FM and the staff now includes Tommy Sanmed, who is handling the talk show produced by Mary Turner, Dave Hermann on tape. Lita Elsen, an unsung air personality at WJZ in Baltimore, Ray Gardella has been promoted to Program Director at WIZX, Pittsburgh, he has been President of One-Vox Corp.

Larry Douglas, expert record promotion man and a raconteur of tough football, says he's leaving through New York to take home "Amen Mon" by Jerry Reed. The RCA record has gone top 10 at all stations as WIKQ in Rochester, WAIL in Baton Rouge, KEEL in Shreveport and WAKL in Lafayette and even No 1 WAKY in Louisville. "Trouble is, how to find the key to make a break on all Top 40 stations. Okay, this is hereby declared as Be Kind Larry to Top 40 stations. Everybody play the record in one fell swoop--no coast to coast in all formats--as a favor to Larry Douglas--a nice friendly thing that he's a personal friend of Ken Woods and Bob Stewarts. Let's see if two weeks of play can make it happen as a big pop hit.

Bob Allen, program director, KOKO Box 1801, Little Rock, says good-bye to music-hall and jazz vocal albums andquiries in hospitality in home-town time. Owner Bob Durlt and general manager Murge Hubert have added progressive rock to their programming on WIKQ-FM, Charlotte, N.C., 9 p.m.-2 a.m. station is MOR during day. Disc jockeys on the progressive shows are Ray Blount and Chuck Schwartz, two ex-students at the nearby University of Illinois.

WNEW-FM in New York will tape a Christmas "Music Speical" as a radio event that the AM counterpart has made heavy use of during the past years. Like the AM station, WNEW-FM will tape the show live at a fancy niteclub, in- viting agency and clients to attend and buy time. The N.C. show WIXL with 39.6 in 11 major markets has a 31.5 in 10 p.m.-1 a.m. 48.2 in 11:30 p.m.-2 a.m. 51.2 in 12:30 a.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m., 35.5 between 10 p.m.-1 a.m., 48.2 in 11:30 p.m.-2 a.m., 50.7 in 1 a.m.-2 a.m.

A letter from WTHE general manager Richard Winslow, Min- n. (which number in your blurb on the WTHE airwaves in Wisconsin and will probably change this fall.) Neighboring New York, the world's largest radio market, without a country music station. WTHE is on its fifth year as a full-time country and western mus- ic station. Although WTHE is li- censed to the village of Minocqua, a brief glance at the composed en- clying a map indicates, however, that our powerful voice blankets the surrounding New York market. WTHE is very active in the coun- try and western field as a strong promoter and merchandiser of country and western music. We would appreciate very much your acknowledgement of the fact that New York, the world's largest radio market, does indeed have a country and western mus- ic station and strongly supports our market. We appreciate your consideration to the Sons of the Pioneers and the Sons of the Sage, who are known by westerners, not only in Minocqua, but throughout Wisconsin. Let us know if we can be of assistance.

Radio- TV programming

MAJOR RECORD EXECUTIVE winners were Columbia Records for record company of year and Ross Alexaxsr, one head of Epic Rec- ords, for promotion man of year. From left: Alexexas, Gavin, and Chris Davis, president of Columbia Records.

Bob Goode, radio director of KOKO in Little Rock, has left to go to WSAI in Cincinnati.
Selling Sounds

By BOB GLASSENBERG

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

Credence Clearwater Revival's new LP was recorded at Cosmon Factory, the CCR studio located in an old warehouse in Berkeley, Calif. That's CCR's 15th release for MCA and the band has also done a TV special for National General which will be aired next year.

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

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

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

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

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

Irvings Spicel has recorded the theme for the U-A film, "Pieces of Dreams," with Bert Kaempfert (Decca) and the Supremes. The new LP from Spicel is a "Little Bit of Old, Little Bit of New, and Lots of Spicel."

David Perry has just returned from the West Coast, where he recorded four radio spots for King Records. Arranging the spots were Bill Holman and Bob Alcivar, the team responsible for many of the arrangements for the Fifth Dimension. The spots were recorded at A&M Studios, Hollywood. Musicians included: Joe Osborne, bass; Larry Knechtel, piano; and Dennis Budimir on drums.

Denial

Dear Sir:

In the first paragraph of your story on page 10 regarding the Gauss Conference, a line is attributed to me in which I am alleged to have commented that "the Gauss effect is not 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 their children's minds creatively, he felt."

First of all, I never said it. Second of all, I never got the thing. Whatever I said was that we are letting drugs expand people's minds, and that the industry should be trying to expand their children's minds creatively, he felt.

At the moment, he is preparing a piece on the future of the music industry. The first paragraph of it reads: "The music industry is in a period of transition. It is moving from a product based on popular culture to a product based on individuality."

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

Sincerely,

JAC HOLZMANN
President
Elektra Records

Letters to the Editor

Yesteryear's Country Hits

Change-of-pace programming from your literature's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week.

Here's what you'll find in Billboard's short list at the time:

POP SINGLES—10 Years Ago

1. I Got You (I Feel Good)—James Brown (King)
2. Tears of a Clown—Bare (Motown)
3. Let's Hang On—Four Seasons (Casablanca)
4. I Can Never Go Home Again—Kris Kristofferson (Curb)
5. 1-2-3—Bucking Bronc (MCA)
6. A Taste of Honey—Herb Alpert & the Tijuana Brass
7. Why Do Fools Fall in Love—Bobby Vee
8. Red River Valley—Waylon Jennings

POP SINGLES—5 Years Ago

1. Take Me Home, Country Roads—John Denver (Sire)
2. He's a Rebel—The Ronettes (Philles)
3. Girl—The Beatles (Parlophone)
4. Ashes and Dust—Al Green (Soul)
5. I'm a Believer—The Monkees (A&M)
6. Can't Help Myself—Four Tops (Motown)
7. Good Ole Boys—The Charlie Daniels Band (A&M)
8. Back Home Again—Pete Seeger (Columbia)

SOUl SINGLES—5 Years Ago

1. I Got You (I Feel Good)—James Brown (King)
2. Tears of a Clown—Bare (Motown)
3. Let's Hang On—Four Seasons (Casablanca)
4. I Can Never Go Home Again—Kris Kristofferson (Curb)
5. 1-2-3—Bucking Bronc (MCA)
6. A Taste of Honey—Herb Alpert & the Tijuana Brass
7. Why Do Fools Fall in Love—Bobby Vee
8. Red River Valley—Waylon Jennings

COUNTRY SINGLES—5 Years Ago

1. Only You—Waylon Jennings (Buck Owens)
2. Take Me Home, Country Roads—John Denver (Sire)
3. I'm a Believer—The Monkees (A&M)
4. Can't Help Myself—Four Tops (Motown)
5. Back Home Again—Pete Seeger (Columbia)
6. Good Ole Boys—The Charlie Daniels Band (A&M)
7. I Got You (I Feel Good)—James Brown (King)
8. Tears of a Clown—Bare (Motown)

Bucking RHEingold, Buddah Records East Coast operations manager, left, chats with some of his friends, left, before the company's annual Christmas party at a Manhattan restaurant. Lou Christie, whose single "Indian Lady" is the object of the meeting, and Rick Sklar, program director, WABC. The lady at right is the object of Sklar's ogles.

OLDIES from 1955 to 1970

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BLUE NOTE SHOP

37
With grateful appreciation and humble reverence to those who have gone before, we present:
There's a feeling shared today,
By the people whose freedom has been taken away,
And as in the past, when times were wrong,
The common folks come together in song.
How will we win ... with what will we fight,
We hope with this song ... our world we will unite.

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

WILLIAMSBURG, Va.—In stead of separating the programming of the FM station, WBCI will split off and change the call letters of the AM side. On Jan. 1, WBCI becomes WMBG and will go to a Top 40 format, according to Charles L. Nettles, Pat Col lins and Larry Nelson. The station will launch its new call letters and format with those of oldies, open house at the remediated studios, local TV spots and a trailer spot at the local theater, and a weekly printed guide. New PAMS jingles will be used.

The FM station will retain the WBCI-FM call letters and its good music format broadcast in 50's through stereo. Personal ities will include Lee Richwine, Dow Jones, Bill Calder, John Heinmiller, Bob Ryan and Marshall Conley. The Williamsburg station is located on the fringe of Newport News-Norfolk.

WLCF Breaks 80% of New Disks in Market

Continued from page 34

of Santana, the Jackson Five and the Monkees. Also Engelbert Humperdink and Tom Jones are ground-established MOR acts. At 7 p.m., artists added to the playlist—some 15 records on all—include acts like Smokey Robinson and the Miracles and the more-teen- oriented groups. WLW was the first station to use the term "teen" in its music. It's not surprising, then, that WLW is the first station to use the term "teen" in its music.

Hunter allows the air personal ities to choose their own rec cords, but they have to lead off the hour with a current hit from the library. An oldie from the library is played to close the show. Then, a newer record is played after the new hit. The library gets plenty of air time. The station has many newer records, but it also has some older records. Hunter estimates that the station plays 50% new records and 50% older records.

More Stereo! Bid

Continued from page 34

FM, such as the use of quadraphonic sound and the use of two channels, has been a hot topic in the industry for some time. But it is only recently that the use of stereo has become more widespread in the industry. The use of stereo has been growing steadily in recent years, and it is now used in most of the major radio markets.

The use of stereo has been adopted by many radio stations as a way to differentiate themselves from the competition. Stereophonic sound is a new and exciting technology that can be used to create a more realistic and immersive listening experience for listeners. It is also a way to create a more dynamic and engaging program that can be enjoyed by a wider audience.

Stereo can be used in a variety of ways, including in new stations, in existing stations with new equipment, and in existing stations with existing equipment. It can be used in a variety of formats, including talk, news, and music.

The use of stereo is also a way to create a more diverse and engaging program that can be enjoyed by a wider audience. It can be used to create a more realistic and immersive listening experience for listeners. It can also be used to create a more dynamic and engaging program that can be enjoyed by a wider audience.

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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 Education and Entertainment?
Talk A: As seen from the U.S. Viewpoint
Talk B: As seen from the European Viewpoint
Talk C: As seen from the Japanese Viewpoint

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

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

5:00 p.m.-7:30 p.m.
Session 4: How Big Are the Potential Markets for Education and Entertainment? And What Are Their Needs?
Talk A: Appraising the Market in Schools and Universities
Talk B: Looking at Cartridge TV Use for Industry, Training and Information
Talk C: Evaluating the Applications for Home Instruction
Talk D: The Home Entertainment Market

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

THURSDAY, APRIL 22, 9:00 a.m.-11:00 a.m.
Session 6: Key Considerations for Companies Entering the Cartridge TV Field
Talk A: How and why companies are setting up a separate Cartridge TV Department
Talk B: Principal factors in developing a saleable product line for Cartridge TV
Talk C: Dedicating 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: Avoiding Legal Pitfalls in Copyright, and Royalty Matters
Talk A: In U.S. and Canada
Talk B: In England and Western Europe
Talk C: In Japan and the Far East
Followed by extensive roundtable discussions. This session will be continued on Friday.

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

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

CONFERENCE REGISTRATION FORM
The first International Conference on Cartridge TV, Videocassette, Videorecord Programmes and Equipment, Palais des Festivals et des Congres, Cannes, France, April 19-23, 1971

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3. If you have already been registered for VIDCA under a company registration and you want to register for the Conference: $3.00 or FF30

Please return the following check with this VIDECA-BILLBOARD Conference. Check is enclosed for all registrants. Please PRINT THE FOLLOWING INFORMATION.

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By ED OCHS

Soul Sauce

BEST NEW RECORD OF THE WEEK: "Who's Gonna Take the Weight?" Kool & The Gang (DeLite)

Soul Singles

SLICES: Candid Stanton mopped 750,000 believers with her "Stand By Your Man," hit, and is here to stay with her new one, "He Called Me baby," from her new album. "The Last Poets" backed out of their Fortune Theater date, returned their check, packed their instruments and went back to Harlem. They claimed they found Harlem wasn't the place to do their thing. But they'll get another chance when they play a benefit at Hunter College, Dec. 7, for the Soledad Brothers, with Isaac Hayes and Harry Belafonte. The NAACP honored Melvin Van Peebles' music for the "Watermelon Man" movie as "top picture score." He's recorded two milestone LP's for A&M, who are looking to soul with Marc Clayton's version of "Lift Ev'ry Voice and Sing" on "Ode."

New Yorkers who missed Roberta Flack at the Apollo, where she reigns till Dec. 8 with Cannonball Adderley, Les McCann, Joe Williams, Leo and Gene McDaniels, can catch her in concert at Philharmonic Hall, Dec. 26. . . . James Brown's Christmas message this year is all wrapped up in his "Hey America" album. He'll have a new single in mid-month. Meanwhile, Bobby Byrd's got a two-sided on King with "If You Don't Work You Can't Eat" b/w "You've Got to Change Your Mind." Pat Lundy is cookin' on DeLuxe with "I Apologize." . . . Johnny Thunder is on United Artists with "Power to the People." Other changes find Lloyd Price back in action with Scepter, and Steve, four Isaac Hayes siesmen, joining Scepter, while Big Mama Thornton rolls with her "Saved" LP on Pentagram. Barbara and the Uniques are over 70,000 for Arden. Soul Sauce picks & plays: Isaac Hayes, "Sweet Temptation" (Sun-, ABC); Ladysmith, "Confessin' A Feeling" (Cuba); David T. Walker, "Love Vibrations" (Zeta); Betty Wright, "I Found That Guy" (Atlantic); Fuzz, "I Love You For All Seasons" (Calla); Dells, "Whiter Shade of Pale" (Cali); Cassietta George, "Everything Is Beautiful" (Audio Arts); Paul Kelly, "Hot Running Soul" (Happy Tiger); Arthur Conley, "Nobody's Fault But Mine" (Atlantic); Jackie Wilson, "This Love Is Real" (Brunswick); Total Eclipse, "A Love Like Yours" (Right On!); Chuck Bernard, "Deeper Than Eyes Can See" (Zodiac); Temptations, "Dance and Hum Along" (Gordy); Carla Thomas, "Hi De Ho" (Stax). Spector's jumped on a hot hand with "Thin Man" by Wally Cox on Wand and Katie Love's "It Hurts So Good," with The Four Shades of Black, a Muscle Shoals production. Jubilee is picking up notice with "Mother Nature," by the Executive Suite. Today's got the Exciters on the move with their double-sided comeback, "Life, Love & Peace" b/w "Learning How To Fly." Now they've got an album to go with it. . . . Faithful Virtue is lookin' good with "Love Child You're Blowing My Mind," by Monotopy Ltd. Yusef Lateef comes to Slug's, Dec. 29-Jan. 3. Congratulations to Cecil Holmes of Buddah, Gavin's "rk promo man of the year," who just happens to read Soul Sauce. Do you?

B.B. KING enjoys his climb to fame with a new suit and an in-store appearance for autographs at the Soul Shack record shop in Washington, D.C. 9:15 in a big "blue together" and makes a guest appearance on the "Flip Wilson Show" on Thursday (17).

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Billboard SPECIAL SURVEY for Week Ending 12/19/70

BEST SELLING Soul Singles

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

** "Keep On Loving Me"...

Vox Jox

** Continued from page 36

Mass. And this reminds me that Jim Edwards, program director at WSPV, which is actually located in East Warwick, R.I., outside Providence, is looking fine in all-night personality.

Bernie Torres has been promoted to vice president for administration at WSPV, renamed the Drake-Chesley Radio, one of the syndication and marketing wings of the Drake-Chesley organization. Bill Watson has been named a vice president in Drake-Chesley Enterprises, too. I don't know much about Torres, but Bill Watson is supposed to be a super radio man, according to Tom Rounds and Ron Jacobs, both of whom still praise Watson highly even though they don't see much in a business way off him these days.

CRLG in Vancouver, Canada, recently reported network live featuring the Royal Winnipeg Ballet and Lighthouse. The Light- house is a 13-man Canadian rock orchestra and the station also presented their concerts recently at the University of British Columbia.

Jim Wegner has been named program director of WMEL, Pen- sucola, Fla., replacing Tom Tolar, who has become operations man- age of the station. Ken Wiggles, who was formerly a weekend man on WMEL, is now doing the 9-toon and 5-ox shifts. Tim Simms and Ron Johnson helps out on weekends now. Graham King Williams does a 1 10 am 2 pm 3 pm st on WKE, Kingston, Ont., says that he has been using about 50 percent oldies on his show, including country music as well as rockers, "but where can one get a hold of such music makers as He's Got the Whole World in His Hand." 'Teen Angel' and Broken Healed Melody? Surely there must be a de- jay on two who would be willing to exchange copies of tapes or copies of tape (Continued on page 43)

DECEMBER 12, 1970, BILLBOARD
THE STARSTAIRS celebrate their recent "Och Child" million seller with gold copies for, standing left to right, Clarence Jr., James, Aloha, Kenny. Dennis and manager-producer left, Papa Stairstep Clarence Burke Sr. and Ceci Holmes, Buddie vice-president and director of promotion. Their group's latest album, "Step By Step," features their big disks.

Vox Jox

* Continued from page 42

old gems in return for some I may have or on a contract deal for copies of Canadian releases he.

to they are picked up by Ameri-

can companies for distribution in the U.S.

Marvy Grease and wife Magie write in from British Honduras. 'Radio is not very good, though. Radio One is hardy as exciting as WABC! But the PAMS jingles sound great. Radio London, which just went on the air, is very dull, no music of its own at all, as far as I can tell. Radio Luxembourg is just plain bad.' He also said he was recording some cassette for me to hear.

Fred Hardy, former program director of WVOI in Jacksonville, Fla., has joined PAMS as a sales representa-
tive for the Southeast.

Paul Todd, program director of WNOB, Norfolk, called to give me the new lineup, which includes:

Bob, B., Mitchell, Mark Stevens, Gene Loving, Boon Boom, Danny (Zigs) Albin and John Allan. Albin, I think, is the only real personality on the station, incidentally, is in the Navy at a local base. He worked in Pennsylvania radio before the Navy, KOYV, in Scranton, Pa. He needs some country artist intro and commercial work.

The staff lineup is Deane Hauge, Johnny Nystrom, Miron Wallin, C.L. Leverett and Dean Brandt-

ton. I'll bet Sonny James and Loretta Lynn and Jack Lee Webb will help them; they're nice people.

Stan Van Warning, former program director of WNOB, Norfolk, called to tell me how much the city's "Be York personality, will have an easy listening show for Airlines.

ISAC HAYES and his wife, Emily, show special feeling toward the Beverly Hills/Hollywood branch of the NAACP naming the Enter-

prise artist "male vocalist of the year.

Since March, Artie Payne has been riding on Red River Round-

up on KKKR, Shreveport. L.A. Artie says he has pulled in much more from fur away as Panama and Central Americas stations per joining the 50,000-watt station. Artie wants any station to call him during his air shift from 10:15-11:30 p.m. The phone number is 422-8744.

Our deepest condolences to the family of C. Robert Thompson, 41, former program director of WMEN, and formerly general manager and vice president of WEIN, New York. C. Rob was shot Nov. 17 after a lingering illness. He is survived by his widow, father, stepmother, a son, a daughter, four grandchildren, a sister and a brother.

(Continued on page 44)
MARKEPLACE

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This Week's Chart: 94-103

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W. St., Pittsburgh, Pa.

B. L. RECORDS

This Week's Chart: 94-103

11228.

-w

W. St., Pittsburgh, Pa.

B. L. RECORDS

This Week's Chart: 94-103

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W. St., Pittsburgh, Pa.

B. L. RECORDS

This Week's Chart: 94-103

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W. St., Pittsburgh, Pa.

B. L. RECORDS

This Week's Chart: 94-103

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W. St., Pittsburgh, Pa.

B. L. RECORDS

This Week's Chart: 94-103

11228.
LA. JUKEBOX ASSN
Contest FBI
Seizure of 2,000 Games

By GERALD HAMBLETON

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

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

The recently formed Louisiana Coin Machine Operators Association issued a statement to the press which read in part: "The recent confiscation of coin machines throughout Louisiana was not the result of a lack of a federal license. They were licensed by the federal government. The simple reason they were picked up was that the owners did not register with the Attorney General in Washington as owners of pinball machines. It cost nothing to register. There was no ill will on the part of owners, no fraud or deliberate neglect . . . Due to the discrepancy between federal and state law, some few pinball owners did register, under protest in 1964, but upon advice of their attorneys, the few operators understood that registration only resulted in threats.

John Thomas of the operators' group said the seizure resulted because operators did not register every year.

The operators' statement continued: "If operators had been notified of such a simple requirement, they would have complied. What has happened is equal to eviction without notice, a type of legal sanction that serves out for justice and equality. We are confident that our rights will be restored for if the rights of a bona fide Louisiana industry are to be destroyed by a federal agent acting without a warrant; then, we have no legal system." Thomas added, "We are fighting a no legal system, according to state law, no state's rights are also involved."

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

The coin machine operators, fearing the legislature might take action against them, have filed suits against that in Texas several years ago when all pinball machines were outlawed, formed an organization for their rights to be protected against such a system. The Louisiana legislature, in a tyrannical session last spring, refused to pass a law outlawing gambling-type pinball machines in the state.

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Mayor Stenvig, a former police officer, wanted to improve his image and that of the police in the inner city area. When the jukebox programmer called the Salvation Army, Stenvig was interested. He added, "It didn't hurt our image either."

VA. VENDORS EXPLORE MERGER; MAY LINK WITH JUKEBOX ASSN

By RAY BRACK

RICHMOND, Va.—The Automatic Vendors of Virginia, which voted in September to disaffiliate with the National Automatic Merchandising Association (NAMA), is considering some form of control with active vending associations in North and South Carolina. If unsuccessful, the merger with the jukebox in this state might be considered.

Industry spokesmen attending the NAMA convention here recently reported that they were discussing the possibility of a merger with the state music operators' group:

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

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

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

(Continued on page 47)

Jukebox Programmer Hits Stations Push on LP Cuts

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

Prather, a programmer for over 15 years with Music Master Co., said there are new on the cut in the Jackson 5 album being aired locally and that jukebox patrons and location owners often don't believe the songs are not available as singles. "We have this problem all the time. We were getting a lot of requests for 'I Stand Accused.'"

MINNESOTA

Jukebox Assn Aids Mayor in PR Drive

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

Mayor Stenvig, a former police officer, wanted to improve his image and that of the police in the inner city area. When the jukebox programmer called the Salvation Army, Stenvig was interested. He added, "It didn't hurt our image either."

MINNESOTA

Jukebox Assn Fighting Tax

MINNEAPOLIS—The Music Operators of Minnesota will again discuss among other issues that of having to pay double sales tax on the receipts of jukeboxes. In a recent American bases, country, soul and rock are programmed. Requests for oldies come from location owners.

Jukebox Survey

PHILIPPINES

By OSKAR L. DAR

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

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

In jukeboxes, records are changed twice a month—from two to four per change. Programming is categorized as pop (foreign and local English), vernacular and standard (latest and oldies). Machines that are not working are programmed. Requests for oldies come from location owners.
I don't blame the one-stops for stocking just the top chart product. It probably doesn't pay them to handle all the material or fringe type items for jukeboxes.

He changes five and sometimes as many as eight records each time a location is visited, has given up on Little J's and said boxes are priced at two songs for a quarter.

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Intel Jukebox Survey

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

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

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

Dollar restrictions on imported items, effected since early this year, have led to a cost of some parts up to 200%.

The rising cost of luxury goods and services is now prompting jukebox operators and owners to hike the play price—2½ cents per play in the provinces and two plays per 6 cents in the urban areas. Despite the rising costs of goods and services, however, the price of singles in the Philippines has remained stationary (for the past 20 years—50 cents per copy—one of the lowest in the world).

IRELAND

By KEN STEWART

DUBLIN, Ire.—Although jukeboxes still only account for a tiny percentage of record sales in Ireland, their influence is on the increase. To the unsophisticated listener, the choice of music played a few years ago, it's the kids who are doing so today.

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

In the last two years or so, machines have been updated.
**Contest FBI Seizure of 2,000 Games**

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

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

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

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

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

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

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

**Bally**

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

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**Coin Machine News**

- **Continued from page 45**

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

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

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

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

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

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

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

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

**Merger Explored**

- **Continued from page 45**

  **the NAMA. They combine annually to conduct a "Southeastern Vending Trade Show".**

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

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

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

HARRISON: Strong critic of overly long singles Wayne Heck said the George Harrison hits "My Sweet Lord" and "Isn't It a Pity" are an example of the problem. Jukebox poll results are confront with that and he hopes a shorter jukebox version of the latter will be made available.

Hesch, A & H Entertainers in suburban Arlington Heights first heard the recording when a Capitol promotion man visited him with a one side runs 4:39 minutes and the other 7:10. Ironically, a shorter 4:46 minute version was sitting on Harrison's new LP.

Hesch acclaimed the recent move by the Virginia jukebox organization, which moved to make more compact any recordings presented to the toll call audience in order to call attention to the long single problem.

Robert Hesch, who is combining with his cousin in programming said the firm still did not put out the Harrison record.

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

Mrs. Helen Franklin, Schaffner Music, in Alton, said she is using the Harrison record "but only in specific spots. She indicated that it lengthened her world also in regard to programming it more to help counter the rush.

On the other hand, James Prather, programmer for Law- son Music Co. in Southern Illinois said, "Florida, said he is not concerned about long singles. His grip (see separate story) is that jukebox play lists are not as rigid as a jukebox maker for demand for them.

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Send $5.00 to "THE MUSIC DIRECTOR Box 177 Chestnut Hill, Mass. 02117" when answering ads - Billboard
NASHVILLE — A complete production facility including a "completely modern sound studio" opened here last week with artist-producer Danny Davis as board chairman.

Nashville Audio Studio, just east of the city's Music Row, will be managed by Thomas Wayne, formerly with Music City Recorders, and a one-time artist who recorded a million-seller. He also will serve as chief engineer.

The studio will have 16 tracks, with facilities to go beyond that. "We will be able to produce any sort of session here," Davis said. "The studio will be the first in Nashville with lead-fitted directly so there will be no leakage."

Other stockholders are Thomas Swanh, a contract writer, Abe Schmerling, a graphicist, and Stan Vardavos, a former Utica, N.Y., newspaper publisher. Stock also was offered to independent artists.

Davis said he would utilize the studio for all of his own 16-track projects, as well as other artists under contract to RCA A long-time RCA producer, he went into business on his own a few years ago. He is still under contract to RCA, however, as an artist and a producer and hoped to produce work in the Nashville Brass. And he still produces a number of RCA singers as well as those with other labels. Additionally, the group has been booked for a so-called "flyaway" into Las Vegas and in other places.

"This will be a full production facility," Davis explained. "We will have everything here the artists need, including a publishing company."

He said this was the first complete studio facility in the Music Row area totally accessible to the music industry. "It will make Nashville an even more important area in the music industry, in the studio and in the music community in Nashville generally," Davis said.

Owens Bows Yule Package

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

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

Artists featured on the cuts include Owens, Susan Raye, Buddy Alan, the Hagets and others.

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

The double album is a reissue of Capitol of Owens previous two successful Christmas LP's, a new edition of "Christmas With Buck Owens and His Buckaroos."

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

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

A Bill Mack Day has been proclaimed in Fort Worth, Texas, by the mayor of that city. Bill recently was elected to the board of directors of the Country Music Association in the disk jockey category. The vote coming from his peers.

Jerry Brock of Knoxville has signed a management pact with Earl Owens Management of Nashville. His initial release for Sugar Hill Records in "Ain't in the Mood." Don Chappell has formed a new company, based in Oklahoma City. The Roger Millers have a new addition to the family.

The selection of Wade Pepper again as country music promotion man of the year has to be a popular one. He began the业务 with the Gavain conference. Bob Luman and his band, the Honky Tonk Plugers, released a new album, "San Juan" in Puerto Rico, club early next year.

Jaco McAlinden is quoted locally as saying Buck Owens is now worth $5 million. Dolly Parton and husband Carl Dean, will build a new home in Tennessee. Bobby Goldbori is under going nose surgery in Los Angeles to correct a broken bone from his baseball days. Jeanie C. Riley has returned from Europe and is now being booked into the top upper clubs in this nation.

A new television show is set to be the making for "Webb Pierce." Ed Bruce is playing at a newly renovated Biltmore, and will continue to until January in Nashville. Dan Stevens has joined the Four Guys, the quartet which backs up all singers on the "Grand Ole Opry" and does single act work. Chet Atkins has been signed by Richard Garratt has rejoined the group it sounds greater than ever.

Stringbean has the best-selling album of his career. . . . Louie and Oscar, just back from the Far East, now will go to Germany for a tour. . . . Roy Acuff is spending one of his rare holidays at home. He's been going overseas to entertain servicemen at Christmas far beyond what any other entertainer ever done.

André Williams, now very much on the mend, has been discharged from the hospital and is resting at home. . . . Money Cooper's health also is much improved, and he and Wilma Lee just concluded a three-week tour of the coasts. Stan Hitchcock is back working again after a bout with bronchial pneumoniat.

Nashville Scene

Bob Summers has signed with Jim Wagner, president of Royal Talent Agency. His latest LP is entitled "The Second Coming of the Bob Summers Revival," is the brother of Mary, Peter, Paul and Mary., Arthur Prysock has been recording at the Starkey-Studios in Nashville with producer John Hurley, and at Roger Miller's King of the Road Motor Inn. The Flames, a new group from South Africa, have a new release on the label. Paul Anka has signed to record for Barnaby Records. Clifford Carney introduced his new back-up group at shots shows in North and South Carolina. The group is known as the Gentrys.

The Gentrys of Sun records are planning a trip to England where they will be searching for new material. Nashville Recorders has signed a new group, 50 Shades. Their first release, on the A-1 label, is "Body's Home."

John Hurley has signed to an exclusive contract with Royal Talen-

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

The Opposite Sex, an all-female group on the SSS International label, recorded at the Sound Studios in Nashville recently. The session was produced by Steve Nacleitton with Rick Hor-

The" woodstock's A has been closed due to remodeling. Among other things, one of the control rooms was modified to handle production sound. While the remodeling was taking place, Jim Pegh, technical engineer at Woodstock, was in Washington looking over the studi-

out 16-track console. House of Orange made its debut into the record scene with two re-

les on the House of Orange label. The releases are "Sweet Woman, Love" by Greater Davis, and going away You Should Ask," by Kitty Clark. . . . The Gentrys, who recently returned from a trip to England where they spent several weeks talking to people on the British music scene, will begin a series of personal appearances this month. Their first appearance is in Augusta, Ga., followed by an 11-day mid-western tour.

Gilley Buys A Ballroom

HOUSTON — Mickey Gilley, GRT artist who has appeared in top talent shows, has purchased the Belair Ballroom and will appear here five nights a week.

Once a month, he will book in top talent from Nashville, a spokesman said Gilley, former-

Paul Anka has signed to record for Barnaby Records. Clifford Carney introduced his new back-up group at shots shows in North and South Carolina. The group is known as the Gentrys.

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John Hurley has signed to an exclusive contract with Royal Talen-

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

The Opposite Sex, an all-female group on the SSS International label, recorded at the Sound Studios in Nashville recently. The session was produced by Steve Nacleitton with Rick Hor-

The" woodstock's A has been closed due to remodeling. Among other things, one of the control rooms was modified to handle production sound. While the remodeling was taking place, Jim Pegh, technical engineer at Woodstock, was in Washington looking over the studi-

out 16-track console. House of Orange made its debut into the record scene with two re-

les on the House of Orange label. The releases are "Sweet Woman, Love" by Greater Davis, and going away You Should Ask," by Kitty Clark. . . . The Gentrys, who recently returned from a trip to England where they spent several weeks talking to people on the British music scene, will begin a series of personal appearances this month. Their first appearance is in Augusta, Ga., followed by an 11-day mid-western tour.

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

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

Sabre to Open In Nashville

NASHVILLE — Sabre Produc-

San Antonio, Texas, has a new name for opening an office here.

The firm operates record labels, three publishing compa-

nie, and produces shows which appear on television in 17 states.

E.J. Henke, owner of the firm, said the company plans to muster on such artists as Rex Allen, Leon Payne and Ray Frunshy. The firm deals in all facets of music, including Latin-American music.

Henke said there were many masters which probably would be leased in Nashville. In addi-

tion to the production company and other arms, the firm serves as its own advertising agency.

Glaser Studio

NASHVILLE — The Glaser Brothers, who have two projects due to show up in the movie "Dead Head Miles" as a surrealistic radio studio.

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

Glaser Brothers' writer Bill Littleton, who has a part in the movie, told movie officials of the unusual board in the Glaser studio which has 20 channels and some 1,000 lights. The producer, Bi-Plane Motion Pictures, was looking for an "out of the world" radio studio. They decided that the control panel and surroundings,
take off from work and get down to business ... with pleasure

IMIC-3

MONTREUX, SWITZERLAND

JUNE 6-12, 1971

Come Together. For the most significant event in the International Music Industry, The Third International Music Industry Conference. "Enabling businessmen from all over the world, a host of the industry, to meet, exchange ideas, and prepare for new industry developments, help each other to break even." In only ten years, IMIC has established itself as the world-wide communication network for individuals involved in the international music business—recording, publishing, personal management, law, performing rights, mechanics, licensing and collecting rights, societies, radio, TV, audio-visual technology. In 1969, 600 music men participated in the first International Music Industry Conference on Paradise Island, Bahamas. The second conference in Palma Mallorca drew 900 registrants. IMIC has become a major element in the successful workings of the international music industry. Over 1,200 participants are expected to converge in Montreux, Switzerland for IMIC 3 in June 1971.

TOGETHER FOR BUSINESS

Program Format and Speech Translations. Sessions will be held every evening, Monday through Friday. Speeches in the plenary sessions will be translated into English, French, German, Italian, and Spanish.

Company and Association Meetings. IMIC offers opportunities for individuals or companies to hold special meetings with executive officers from multinational companies, with licensees, and distributors, associations, and other companies. After the stimulation of the meeting, one can enjoy the afternoons, a perfect time to hold company meetings and seminars. Conference rooms will be provided for these meetings. Secretarial help as well as audio-visual equipment is available.

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

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

TOGETHER FOR PLEASURE

Hotels. Early registrants have their choice. IMIC 3 registrants will enjoy accommodations at the five leading hotels of Montreux: Excelsior, Ambassador, Swissotel, and Eden. A special rate has been arranged for IMIC registrants at MLC 3 in June 1971. Single suites for two persons will be included in your hotel room. Meals are available. Hotel and room of choice will be dictated on a first-come, first-served basis. Translations. This registration fee does not include the cost of airfare to and from the conference.

Travel and Transfer Arrangements. SWISSAIR will be flying you to IMIC 3. Registrants traveling by ferry will be catered to 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.

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

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

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

Monday, June 7—Plenary Sessions

Session 1—Significant Developments of Industry-wide Implications

Talk A—What Can Companies Do To Stop Illegal Duplication of Recordings: A Progress Report
Talk B—The Promise For Music Companies of Improved Relations With East European Countries
Talk C—Impending Changes In the Common Market and Their Sales Implications For the Music Industry

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

Talk A—A Realistic Look At the Potential Opportunity For Profits In Cartridge/Cassette TV
Talk B—Analyzing the Principal Systems and Their Marketing Plans
Talk C—What Are the Markets That Offer the Most Promise and What Are Their Needs For Product
Talk D—How Can Music Companies Play An Important Role In the Industry Future

Tuesday, June 8—Concurrent Seminars

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

Optional Session 1700 to 1830

How To Survive In The Music Business

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

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

Wednesday, June 9—Plenary Sessions

Session 3—Legal Developments and Their Impact on Management Decisions

Talk A—A Proposed International Clearing House for Obtaining Worldwide Publishing Rights
Talk B—Adjusting License Agreements to Needs of Local Countries
Talk C—Negotiating Terms of Contracts with Artists and Authors For The Cartridge TV Age

Session 4—Changing Imperatives In Effective Marketing

Talk A—The Revitalized Growth of the In-Depth Record Store
Talk B—Developing More Effective Ways To Reach the Consumer Market
Talk C—Controlling the International Dumping of Records

Thursday, June 10—Concurrent Seminars

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

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

Friday, June 11—Plenary Sessions

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

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

Talk A—In Europe
Talk B—In South America
Talk C—In Japan and Australasia
Talk D—in U.S. and Canada

Session 6—Youth and Music

Talk A—The Meaning For Music Companies of the Changing Life Styles of Youth
Talk B—The Universal Problem of Drugs: What Can the Music Industry Do?
Talk C—The Rock Festival: Should It and How Can It Be Saved?
Talk D—The Increasing Role of Music in Youth-Oriented Films

ADVANCED REGISTRATION FORM, FOR BUSINESS AND PLEASURE

The Third Annual International Music Industry Conference.

Sponsored by Billboard, Record Retailer and Discografia Internazionale.

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

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

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__
Address__
Title__
Company__
Your Name and Title__
Full Address__
Wife's name__

Please enclose $30, for each woman registered.
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td><strong>THE SOUNDS OF THE SEVENTIES ON CHART!</strong></td>
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<tr>
<td>&quot;NO MATTER HOW YOU DO ME&quot;</td>
<td>LAWANDA LINDSEY</td>
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<tr>
<td>&quot;SING US A HAPPY SONG&quot;</td>
<td>CONNIE EATON</td>
<td></td>
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<tr>
<td>&quot;MOVE TWO MOUNTAINS&quot;</td>
<td>DAVE PEEL</td>
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**Yonah Music, Inc.**
806 16th Avenue, South
Nashville, Tenn. 37203

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**Billboard Hot Country Singles**

**This Week**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label, No. &amp; Pub.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. <strong>ENDLESSLY</strong></td>
<td>Connie Eaton</td>
<td>Columbia 2914</td>
</tr>
<tr>
<td>2. <strong>BED OF ROSES</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8099</td>
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<tr>
<td>3. <strong>NEW DAWN</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8097</td>
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<td>4. <strong>ONE MORE NIGHT</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8095</td>
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<tr>
<td>5. <strong>WORMY CONVENTION</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8091</td>
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<tr>
<td>6. <strong>SUNSET</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8081</td>
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<tr>
<td>7. <strong>NICE &quot;EASY&quot;</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8077</td>
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<td>8. <strong>THE WONDERS YOU PERFORM</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8075</td>
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<td>9. <strong>BED OF ROSES</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8073</td>
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<tr>
<td>10. <strong>NEW DAWN</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8071</td>
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<td>11. <strong>ONE MORE NIGHT</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8069</td>
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<td>12. <strong>WORMY CONVENTION</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8067</td>
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<td>13. <strong>SUNSET</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8065</td>
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<td>14. <strong>NICE &quot;EASY&quot;</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8061</td>
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<td>15. <strong>THE WONDERS YOU PERFORM</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8059</td>
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<td>16. <strong>BED OF ROSES</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8057</td>
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<td>17. <strong>NEW DAWN</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8055</td>
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<td>18. <strong>ONE MORE NIGHT</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8053</td>
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<td>19. <strong>WORMY CONVENTION</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8051</td>
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<td>20. <strong>SUNSET</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8049</td>
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<td>21. <strong>NICE &quot;EASY&quot;</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8047</td>
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<td>22. <strong>THE WONDERS YOU PERFORM</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8045</td>
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<td>23. <strong>BED OF ROSES</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8043</td>
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<td>24. <strong>NEW DAWN</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8041</td>
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<td>25. <strong>ONE MORE NIGHT</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8039</td>
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<td>26. <strong>WORMY CONVENTION</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8037</td>
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<td>27. <strong>SUNSET</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8035</td>
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<td>28. <strong>NICE &quot;EASY&quot;</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8033</td>
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<td>29. <strong>THE WONDERS YOU PERFORM</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8031</td>
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<td>30. <strong>BED OF ROSES</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8029</td>
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<td>31. <strong>NEW DAWN</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8027</td>
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<td>32. <strong>ONE MORE NIGHT</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8025</td>
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<td>33. <strong>WORMY CONVENTION</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8023</td>
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<td>34. <strong>SUNSET</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8021</td>
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<td>35. <strong>NICE &quot;EASY&quot;</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8019</td>
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<td>36. <strong>THE WONDERS YOU PERFORM</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8017</td>
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<td>37. <strong>BED OF ROSES</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8015</td>
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<td>38. <strong>NEW DAWN</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8013</td>
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<td>39. <strong>ONE MORE NIGHT</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8011</td>
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<td>40. <strong>WORMY CONVENTION</strong></td>
<td>Connie Eaton</td>
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<td>41. <strong>SUNSET</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8007</td>
</tr>
<tr>
<td>42. <strong>NICE &quot;EASY&quot;</strong></td>
<td>Connie Eaton</td>
<td>RCA Victor 47-8005</td>
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**December 12, 1970, Billboard**
Country Music

LORETTA remembers

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

Nashville Scene

- Continued from page 49

ern states. Now he's doing another record session. .. Music City Recorders' Scott Moore is producing a new single and album by Metromedia's Jerry Foster, featuring all old Elvis Presley tunes. Moore was the original Presley guitarist. He joined others on this session who were original Presley musicians... Dave Peel of Chart Records is the latest member of that label to get married. Others were Connie Eaton and their joint producer, Cliff Williamson.

Johnny Bush and the Barolos, along with Crash Stewart at Alamo Promotions, will present their annual Christmas dance in San Antonio.

Buddy Lee has added three more artists to his incredibly large list of talent. Those now under contract include Jimmy Newman, Linda K. Lance and WHO's Mike Hayes of Doc Morris. Hunk Williams Jr. is back from a hunting trip in Montana, ready to return to work. The Music By Earl Publishing Co. has signed eight new writers. They are Chip Williams, O. Henry Parker, David Owens, Jerry H. Owens, Doug Lavallee, H.B. Owens, Bo McCampbell and Owen Oliver.

Charlie Louvin has just finished a new LP for Capitol. On New Year's Eve, Tommy Overstreet will play a date in El Paso for KAGY, sponsored by the Jimmy Russell and Jim Phillips, and booked by the Jimmy Dean Agency. Tiny Harris has done so well at the Golden Nugget in Las Vegas he'll be signed as a regular member of the club's talent roster.

Peggy Little, despite her recent operations, managed to do both the "Hoe Haw" and the "Huggin' Lew" shows. Tom McConnell is back from a promotion tour of the southwest where he pushed 'Doug-A-Ling Christmas Balls.' the Linn Anderson seasonal hit. The song, written by Jerry and Bill Rice, already getting pop play and may be recorded by some pop artists. And they've already written new Christmas songs for next year.

Bill Anderson's Po Boys have three dates set in December for doing an album show for Decca. Lanny Wynette will tape the "Johnny Cash Show," just before Christmas. On Dec. 12, she'll play an anniversary show for WWVA's Wheeling, celebrating the station's first year in the Capitol Theater building.

Chuck Rogers has signed at an exclusive writer with Spring Music, a division of Famous. Lew Waller at WKEG, Washington, Pa., has sent out an urgent request for country, bluegrass and gospel recordings. It's a new station. The Texas Association of Broadcasters announced that KHOU Radio is the first-place winner for the best 1970 public service project among the state's big-city stations.

coal miner's daughter

DECCA 32749

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

Sure Fire Music
BLOW'S AGAINST THE EMPIRE

1:34. SUNRISE (Slick)

8:18. HIJACK (Kuntner, Slick, Balin, Blackmun)

8:32. HOME (Kuntner, Sweeney, Nash)

8:42. HAVE YOU SEEN THE STARS TONIGHT? (Kuntner, Crosby)

1:22. X M (Kuntner, Sweeney, Garcia, Balin, Blackmun)

7:07. STARSHIP (Kuntner, Slick, Balin, Blackmun)

Copyright 1973, Don Records, N.Y.C.
“Blows A
JOE DANIEL SAVAGE—Stab of the Night—Savage 2002

As the evening play gets more and more exciting, Joe Savage is the perfect choice to lead the audience through the night. His music is full of energy and passion, and his performance is both captivating and moving. Joe has been a staple of the music scene for years and his talent is undeniable. Don't miss out on this incredible performance.
VARIOUS easygoing rock

SKY-RCA and sales.

"Dark W, II

ply

and

SCHIFRIN-MGM

DIAMONDS

Andrews "Magic Man."

ARTISTS-Another Bibbie/Vol.

Italy

CAIN-For

241

(Atlantic/Atco)

Bibbie Sawtelle,

Lynn &

JAZZ

To A & R. A&M 7480

Larry Stock. pop

Bill Benninghoff's stock of

an LP-"Tennes-

in any

issue

and

Revlon music.

Beverly

haps-

Bubbling Under The

HOT 100

101. ARE YOU MY WOMAN

Chilliwack, Brunswick 55442

102. WHERE HAVE ALL OUR HEROES GONE

Bill Anderson, Deco 32744

103. BURNING BRIDGES

Mike Cobb Congregation, MGM/Cuban 14151

104. WORRY ABOUT THE WIND

Tommy Wynne, Epy 5-10687

105. HEY AMERICA

106. BACK TO THE RIVER

Dedication of Adam Blessing, United Artists 50776

107. THE MAN, THE HAT & THE BIG BABY DAUGHTER

Phil Flowers, Bell 928

108. FLY LITTLE WHITE DOVE FLY

Gwen McRae, Columbia 445114

109. I WOULDN'T LIVE IN NEW YORK IF I COULD GIVE THEM THE Whole

Duke Reid & His Beverley声, Capetown 3947

110. AIRPORT SONG

Magnon Cake, Dalhia 4237

111. DON'T LET THE SUN CATCH YOU CRYING

Gerry & the Pacemakers, Leslee 2251

113. YOUR TURN TO CRY

Jo Sim, Spring 108 (Polydor)

***

CLASSICAL

BEECHER, NINE SYMPHONIES

NATIONAL SYMPHONY, BOWMAN'S MANTELL 149, The

Not to 1975 and

This LP would receive considerable air

broadcasting.

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VINTON. The producer on this album is his son, Bill Benninghoff, who

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Track to Keep Low Plan on Its Singles

*Continued from page 1*

Lambert claims that his company’s decision to make one album taking over the Who’s “See Me, Feel Me” single, which is now selling 12,000 copies, and reissued another as a two-track sampler, should the addition of two extra tracks. The offer is being made to any Who’s fans or groups that want the turn the single to Track and ex-

Lambert indicated that there are plans to make one album taking for a new single to the Who to be released in the New Year.

He added that in a further effort to keep down costs, Track was doing research on the cost of sleeve production in EFTA countries and planned to install its own painting machine before the end of the 1971. He does not suggest that what we are doing is not for the best. He is not necessarily for a major. We have the close personal relationships with our own producers and artists which make this possible, but we believe we have the resources to be really big company to maintain.

Island, Invictus To Festival

SYDNEY—Record Festival. Australia’s main independent record company, has acquired the rights to the popular At
tune label. The purchase was announced by Sydney

electricity company’s chief executive. Mr. Tully, who is a disc jockey, has combined to improve standards, morals and image promo

A large record company has collaborated with the Island Discoteques-Unternehmen Orga

The DDU will be a creation of a register of disc jockeys which will be at the disposal of all the companies or operators who require personal in

Duo Island, will be broadening the purchase of all records to disc jockeys who will buy them. Further to this, the range purchase of disks at wholesale price is also being augmented featuring up and coming German artists.

Aussie Talent Encouraging

SYDNEY—Following a world
trip Fesin’s Music’s Australian man

guring Harry Kimberly said that, since gaining the agency, Aus

England and the U.S. will be the re

recordings of some of our Australian product during the ensuing months, while the European market is wide open for our product. The company ap-
dually with him three Australi

To quote from the U.S. in 1971, will be recording in Moscow and Stockholm. The disc jockey appears to have secured a number of overseas releases on the Flying Machine and Roulette labels, and the experience that John gained in overseas recordings is an added advantage to Australia to produce more product suitable to the recording standards.

The company is now setting up a rec-

CBS Raises Retail Price on Several Album, Tape Lines and on Singles

BY BRIAN BLEVINS

LONDON—CBS Records has raised the retail price of several of its albums and tape lines as well as singles, to Dec. 28. Certain prices have been altered to record prices, which are a good deal more at the moment, in February, but most of the increases come as a result of the rise in the cost of raw materials since the beginning of the year. The management of R. Maurice O’Brien said that the rise in the cost of raw materials since the beginning of the year has increased the cost of production by a considerable amount.

"Althoghn they are still higher, at the moment the rate of costs has been so high that we will be able to absorb them. It should also be noted that five percent is only on the retail selling price, purchase tax at 5 percent will be added." O’Brien concluded.

Should manufacturers be successful in their efforts to have the rate of increase for their products decreased, CBS would likely lower prices accordingly, O’Brien said.

The price changes do not affect the company’s trading terms, and 5 percent return are retained on both single and album product. In the new price structure, sin-

gles increased from $1.14 to $1.20. Full-price popular albums increase from $7.97 to $8.25. Warner-Reprise albums will be handled by a joint and the five percent increase will be handled by the joint. The joint will handle all the Warner-Reprise albums including the five percent increase.

LONDON—Polydor, U.K. Deal Set

POLYDOR—Polydor, having signed contracts with MGM for the U.K. market, will be distributing RCA Records in the U.K. Accord-

Vocal de Padrone Cassette Promo

MILAN—To promote its own products among international art-

Dischi, SIF Distributie

MIILAN—Effective immediately, Polydor U.K. will distribute SIF Records, the licensee of Guyanese label, B.B. Records, in the U.K. This new agreement will make Polydor the only Italian label, and thus the only European label to distribute Good and Bad Records, a leading rec

December 12, 1970, Billboard
GRT, Century to Open A Recording Studio

BY RITCHIE YORKE

EDMONTON—Plans for the establishment of a recording center for the northern area were revealed here this week at a reception held at the Century II Productions of Edmonton Century II—which had been heavily involved in commercial production—will enter the recording field with a new 16-track studio being constructed here.

Financing for the studio, which is expected to open within five months, has been arranged with James E. Martin, president of Indian Development Corp., Ltd., a local investment company.

GRT will have first option on all material recorded at the studio, which is to be managed by George Button Crewe—which has established the new GRT, London out late this year. The second album by The Harlem Supreme Band of Soul, featuring a soul act from Toronto, will be released in Canada.

The first two has been recorded, and will act as GRT's exclusive for talent, and as a production for the province of Alberta.

A new studio, to be located in downtown Edmonton, will have both recording and mixing capabilities. A leading North American independent studio consultant, William Tetton, of Melsum, has been hired to oversee the electrical installation in the new studio.

Joan was one of the founders of Pepper Sound Studios in Nashville, which was acquired by the company in 1975.

With its two recording complex will be the major operation for GRT in Alberta, and will allow the company to release records in the province.

Plans are being made to open a recording studio in the future.

Daffodil in 1st Foreign Leasing

TORONTO—Daffodil Records has concluded its first overseas lease deal, with RCA Records of Madrid, for the release of "Nuestros Aires," a recording by Los Rios and the Manuel da Falcao Orquestra. The album was released in Canada by Daffodil in 1966.

The "Nuestros Aires" album includes various artists, including: Los Rios, and the Manuel da Falcao Orquestra.

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Chicago—For a change

PARIS—It is in the "otal in
terest of British publishers" to forge closer links with Europe, and said Phil Coulter, point chief, with Bill Martin, of the British publish

Mews Martin Urges Closer Pub Links With Europe

Lib U.K. Plans CCR Promotion

LONDON—Liberty U.A., U.K., the British licensee for Fonit Compagnie, anticipates the new Cred
cence-tape as yet untitled to be the group's biggest ever release in this country. The firm is releasing in a double double-fold sleeve in its "jumbo" series, to retail at $5.40, and has made arrangements to have copies and tapes sent im

In Depth Dealer Opens in England

LONDON—Supermarket trading in records arrived in London last week with the opening of the Keith Poters Record Centre of London in Edgeware Rd. The store occu

Philips U.K. Inks Doonican

LONDON—Philip U.K. has signed singer Val Doonican in a worldwide, deal, which is effective as of next year. To promote the release of his first album, the singer will be

Swiss EMI in Floyd Drive

ZURICH—EMI Switzerland mounted an unusual promotion campaign for Pink Floyd, who have released "The Piper at the Gates of Dawn," their latest studio record, in the U.K.

Some Dealers In Oslo Don't Stock Singles

OSLO—Some record retailers here and elsewhere in Norway do not stock records in their racks. "Sales of singles have been decreasing," says Fritjof Hurnum, store manager at the Schubertforlaget. Therefore, we have seriously considered not selling

Dutch Asst. Gives Awards

HAMBURG — Five Golden Harp awards were presented last week at the annual meeting of CONAMUS, the committee for Dutch Ammunistes, which is subsidized by HAM, the Dutch Copyright Office. The meeting was held in Am

MANGING DIREC'TORS of various European Philips record companies meet in Hamburg to examine local problems and discuss general policy. From left to right, they are: Herbert Velden, Philips, and Dr. Werner Vogelsang, general manager of Phonogram, Hamburg; J. van der Velden, Philips' representative in Switzerland; and Dr. and Mrs. Anthony van den Berg, general manager of Philips in the U.K. and Dr. van der Velden, Philips administrative manager.

DECEMBER 12, 1970, BILLBOARD
Arroyo Stars

NEW YORK—In conjunction with Martina Arroyo's current role at the Metropolitan, Deutsche Grammophon Records is issuing a highlights album of Handel's "Samson" featuring the soprano, Helen Donath, Attila, Armstrong, Norma Procter, Thomas Stewart, Alexander Young, Jerry J. Jennings and Ezio Flagello, with the Murray Hill Chorale and orchestra, Karl Richter conducting. Stewart and Flagello also are currently appearing at the Met.

The Soviet pianist Sviatoslav Richter appears with two new disc recordings, the first the Warshaw Philharmonic and Schumann with the same forces coupled with a Protoktiev cello concerto featuring Mstislav Rostropovich. Piano Shura Cherkovsky is the soloist in a Liszt program with Herbert von Karajan and the Berlin Philharmonic.

Decca Ltd's Tannhauser

VIENNA—British Decca finished recording the complete Tannhauser at the end of October. Taking part in the recording were the Vienna Philharmonic, conducted by George Solti, with Rarfert, Hislop, Zedek and Christa Ludwig as soloists.

Also by the end of last month, Decca had completed the recording of "Boris Godunov" with the Moscow Voen- gian conducting the Philharmonia with Yuri Chirinov and Martti Talvik in the leading roles.

Both operas were recorded in the Vienna "Sophiscope." The Decca recording team was headed by Richard Shull, and the recordings will be issued in the U.K.

Stern, Rose in Mozart LP

NEW YORK—In conjunction with the current Beethoven piano trio series being performed by the Stern-Lashin-Rose Trio at Carnegie Hall here, Columbia Records is featuring the recording of the violinist Isaac Stern and cellist Leonard Rose, in a recording of Mozart's complete flute quartets. The pressing also features flute Jean-Pierre Rampal and violinist Alexander Schneider.

A Schubert coupling by Leonard Bernstein and the New York Philharmonic includes a first recording of a "Late" Schubert song cycle, a cantata with orchestral setting. Soprano Phyllis Curtin is the soloist.

Several first listings are included in a Charles Ives chamber music set with violinist Paul Zukofsky and the New York Chamber Ensemble. His has an LP of Bush harp-sichord and clavecin music.

Columbia Records,Inc. has an LP of Bush harpsichord and clavecin music.

From the Capital of the World

The pressings are available in the following LP sets. The "Biography in Words & Music" series' initial disc is devoted to Richard Strauss, Schubert, Beethoven, Menenchino, de la Rosa, Mayr, Tchaikovsky, Bach, Mendelssohn, Schumann, Suppé, and Debussy. Other composers will be added in the future.

In addition to music education, CMS is involved in three other areas: social studies, international, folk tales sung and read, basic literature, and solid documentaries of current events. Occasionally, titles in this last category pose pressing problems, according to Golovin. Curiously, these problems stem from objections not only to an album on Mao Tse-Tung, but to a set of the biography of President Richard N. Nixon.

The point LP in this area contains poetry of Ho Chi Minh Golovin, noting that most of his political, non-political, thinks Ho would have been a poet of note had he not been a political leader. It includes excerpts from the CMS series. CMS has a new set with material from China and another on the Pacific Islands. Another album is the second volume of "The Literature of Music." Another literature LP has Leonard and Wilberly reading excerpts from "The Passionate Soul Roister." This pressing includes commentary by Wilberly on writing, acting and the production of the film.

New Area

CMS also is experimenting in another new area for them with a two-LP set of John Gary's "The Beggar's Opera." Golovin noted there were in many other "musical pieces," including other plays, that could follow. This would be in keeping with CMS tackling areas of primary interest.

The company also is commissioning material for children music, more advanced material than currently offered with "Kiddle" records. Golovin, also referring to the music education of the project and the company's publications, has awakened many people to the receptiveness of children to more advanced material than that closely associated with "Kiddle" records.

CMS also is continuing its policy of not paying any discounts. All 130 titles issued are still available. Added by experience gained from "Chopin's Music," an associated mail order operation, business continues to increase despite difficulties in other areas of the record industry, according to Golovin.

Arts Grants Total 2.7 Mil

NEW YORK—The New York State Council on the Arts has made new grants of almost $2 million to 172 arts organizations. Gov. Nelson A. Rockefeller said that the latest grants brought the total to 70 percent of the 850 organizations that had received $65 million since 1968.

The latest funds came from the $18 million emergency appropriation for the arts approved earlier this year by the state legislature. Previously, 134 organizations had received almost $3 million in grants.

The largest grants were $33,640 to the New York Philharmonic Society, $200,000 to the Metropolitan Opera, $140,000 to the Associated Councils of the Arts, $110,000 to the Eastman School of Music in Rochester, and $100,000 to the Urban Arts Corps.

Houston Gets $200G Grant

HOUSTON—The Houston Symphony has received a $200,000 grant from the National Endowment to help clear the orchestra's $2 million Ford Foundation grant. The Houston Endowment also has granted the Houston Grand Opera a $25,000 grant. The first $5,000 of this grant will be made to a student musician of Carl Orff's "Carmina Burana."

The orchestra's grant consists of $100,000 applied to a $300,000 deficit and $100,000 towards the matching funds for the Ford Grant, which are currently just under $1 million.

RIO DE JANEIRO

Henry Jesen, managing director of Industries Eléctricas e Musicales Samba, Inc., an associate of the parent company of all Oleon companies in Latin America, which is now based in the United States, said that he would be representing Oleon as the music arm of the parent company, and that he would attend the sessions of the Latin American Congress of Manufacturing and Manufacturers. Samba singer John Barry will represent Brahms at MIDEM. Brazilian group Mutantes appeared at the Olympia in Paris. John Barry's new album will premiere in London on November 12.

Decca's new album "The Violin of Paganini" will be issued around the end of November.

Jallon can, "The increasing number of smaller record companies being formed which seem to lack any real talent. Arnold Arvandk of Oslo has secured distribution rights for all Scottish recording labels. A. K. G. Records at the time of the founding of the firm, has announced they will attend MIDEM."

The one that Webster missed...
HOLAND

**Country Radio Veronica and Musik van Morgen**

**Denotes local origin**

**This Week**

1. **TO MY FATHER'S HOUSE**—Les McCann (Decex)/Shania Twain (Acme)
2. **WHERE THE GAMES HAVE BEEN**—Emil (Impala)
3. **SUN CHASERS**—Frank Sinatra (CFL)
4. **IT'S A SHAME**—Sham 69 (MGM)
5. **THE PONY EXPRESS**—Johannes Kerkhof (Carlin, Warner World)
6. **BADMAN TURNING**—Nick Valentine (Reals)/Johnnie Ray (MCA)
7. **I'M YOUR LITTLE ROY**—Harry Wayne (Buddha, Toshiba)
8. **OVER AND OVER**—Gene Breen (Sonora)
9. **AMERICA, COMMUNICATE WITH YOUR SERVANTS**
10. **FLY LITTLE WHITE DOVE,** 

**ITALY**

**Country Discografia Internazionale**

**Denotes local origin**

**This Week**

1. **ANN ALESSANDRO**—Emilio Echeverría (EMG)
2. **I'M NOT CONTROLLING**
3. **CLOSE YOUR EYES**—Les McCann (Decex)/Kara-Oke (Decca)
4. **GOD ZIEF**
5. **SAY TRUTH TO YOUR HEART**—Jeanne Moreau (Carlin, Warner World)
6. **四季の歌**
7. **HEAVENS HELP ME AND MY LONE SAILOR**
8. **WATERFALL**
9. **I'M YOUR LITTLE CRACKLIN'**
10. **ITZU ORE**—Trini Lopez (CBS)

**BRAZIL**

**Sao Paulo**

**Country L.R.B.O.E.**

**This Week**

1. **MENTA**—Paulinho Nogueira (RCA)
2. **QUESTIONS**—Paulinho Nogueira (RCA)
3. **OUTSIDE**—Paulinho Nogueira (RCA)
4. **GOING**
5. **SPRING**
6. **IT'S NOT TRUE**—Phil Collins (CBS)
7. **I'M NOT SAYING**
8. **SNOWBIRD**
9. **HEAVEN'S HELP ME ALL**—Levi de Freitas (MCA)
10. **I'M YOUR LITTLE CRACKLIN'**

**ARGENTINA**

**Country Escalera a la Fama**

**This Week**

1. **LAS COSAS QUE ME ALEJAN**—Gonzalo Cacciatori (CBS)
2. **NEAR TO GOD**—Maria Hatton (CBS)
3. **CUTIE PIES**
4. **TWO LITTLE BIRDS**
5. **A CHANGANA**—Vanderlei (CBS)
6. **A LA NOCHE**—Paulinho Nogueira (RCA)
7. **AIRPORT LOVE THEME**—Vinicio (CBS)
8. **ężclo do TRIO Norteamericano (CBS)**

**UK**

**Country Escalera a la Fama**

**Denotes local origin**

**This Week**

1. **HEAR YOU KNOCKING**
2. **VITALITY**—Geraldine (Fontana)
3. **CRAZY RODEO**
4. **INSORENCE**—Dave Fanning (Young Blood)
5. **YOU DON'T MEAN TO TELL ME**
6. **ANSWER ME**
7. **WHEN I'M DEAD AND ARE GONE**
8. **I'M NOT LOSING**
9. **DON'T LOVE ME**
10. **JUICE**

**SWEDEN**

**Country Radio Sweden**

**This Week**

1. **BLASH SOM GLAD**—Deep Purple (CBS)
2. **GOD WILL PROVIDE**—Deep Purple (CBS)
3. **WATERFALL**

**PORTUGAL**

**Country Radio Super Hype**

**This Week**

1. **ME MANTRA (My Way)**
2. **RELOCATE**
3. **I'M NOT SAYING**
4. **OH NO LERA**
5. **I'M NOT SAYING**
6. **LOOKIN' OUT MY BACK DOOR**
7. **I'M NOT SAYING**
8. **I'M NOT SAYING**
9. **I'M NOT SAYING**
10. **I'M NOT SAYING**
Top 60 Pop Hits

**JAMES BROWN—HEY AMERICA** (3:42)

*Prod. James Brown* (Ten Soul, BMG). Brown swings back to his 60s form this one as a driving rock beat loaded with Hot 100 and Soul chart power. Much of the potential of his recent "Super Bell" sixth (No Information Available), King 4309.

**CHARLES WRIGHT & THE WATTS 103rd STREET RHYTHM BAND—SOLUTION FOR POLLUTION** (2:55)


**JW. WALKER & THE ALL STARS—HOLLY HOLY** (2:57)

*Prod. Johnny Britton* (Writer: Diamond). The Neil Diamond classic gets a solid treatment in L.A., maintaining the top of the Soul chart and will prove a pop chart topper for their recent "Do You See Your Love (Far Away)". Flip: "Leave Your Own Dead" (2:58) (Jackite, BMG, Soul 20081) (Meltdown).

**GRASS ROOTS—TEPTATION EYES** (2:35)


**DAVE EDMUNDS—I HEAR YOU KNOCKING** (2:48)

*Prod. Dave Edmunds* (Writers: King/Bedford, BMG). The organic soul of this tune is loaded with Top 40 and Hot 100 potential. (No Information Available). Atlantic 2773.

**RASCALS—RIGHT ON** (3:43)

*Prod. Rascals inc. with Art & Marti* (Writer: Cleanwell) (Singer, ASCAP). Their first single from last summer ("Easy Giver") is a funky swinger loaded with Top 40 and Hot 100 potential. (No Information Available). Atlantic 2773.

**JACKIE WILSON—THIS LOVE IS REAL** (2:53)

*Prod. Carl Davis* (Writers: Monte-Daniels, Jolle/Brien, Joden, BMG). Long time between records for Wilson but his singer was worth waiting for. It's Wilson at his best and should spikel him up the Hot 100 and Soul charts. (No Information Available). Brunswick 5454.

**NEON—DARK IS THE NIGHT** (3:03)

*Prod. Tommy James & Billy Jopp* (Writers: Jimmy King (Big Seven), BMG). Produced and penned by Tommy James and Bob King the initial entry for the group is a strong commercial rocker. Flip: "Miss Top 40" (3:03) (BMG). 27737.

**MECKENDRE'S SPRING—BECAUSE IT'S TIME** (3:03)

*Prod. Adam Mitchell* (Writers: Mitchell & DeCarlo) (Dotchex, BMG). Group has been on the verge of becoming chart winners, and this solid rock ballad should pull them through for a big chart item. (No Information Available). Paramount 2061.

**MARY CHILTON**

-BEST OF THE NEW CHRISTMAS SINGLES LIST-

**JACQUES SANTA—Christmas Is Comin' to Town** (3:31) (First, ASCAP) Meath 1714.

**JAMES BROWN—Santa Claus Is Definitely Here to Stay** (4:21) (Tam, ASCAP) Meath 1714.

**DONNY HATHAWAY—This Christmas (3:05) (Kuramba, ASCAP) Ahs 6799.

**IRISH BOYERS—The Marvelous Toy (3:34) (Harry Lane, ASCAP).**

**STAPLE SINGERS—Who Took the Merry Out of Christmas (2:39) (Era Memphis, BMG, Stax 0084.

**JERRY ROSS SYMPHONIO—Over to New Year (2:27) (Legacy/Spindrift, BMG). Colorbel 2077.


**DAVID FROST & BILLY TAYLOR—Joy to the World (2:18) (Jasper, ASCAP). Bell 990.

**EMOTIONS—Black Christmas (2:14) (Par, BMG). Volt 4053.
we back up our hit singles

BELL RECORDS / A Division of Columbia Pictures Industries, Inc.
### Billboard Hot 100 Chart - December 12, 1970

#### Chart Data
- **Title**: Weeks On Chart
- **Artist**: Producers/Label
- **Numerical Rank**: (Number Distributing Label)

#### Top 10 Songs

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist/Producers/Label</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Born to Wander</td>
<td>Smokestack, Mike &amp; the Misfits (Henry Cowley &amp; Tom Scoggin)</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>Amazing Hot</td>
<td>Smokey Robinson</td>
<td>36</td>
</tr>
<tr>
<td>3</td>
<td>Gypsy Woman</td>
<td>Bobbie Gentry</td>
<td>15</td>
</tr>
<tr>
<td>4</td>
<td>One Less Bell to Answer</td>
<td>Fifth Dimension (Boxes Howe, Bell)</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>I'll Be There</td>
<td>James Taylor</td>
<td>13</td>
</tr>
<tr>
<td>6</td>
<td>My Sweet Lord Isn't It a Pig</td>
<td>George Harrison</td>
<td>11</td>
</tr>
<tr>
<td>7</td>
<td>Black Magic Woman</td>
<td>Santana (Fred Catero/Santana)</td>
<td>17</td>
</tr>
<tr>
<td>8</td>
<td>Share the Land</td>
<td>Guess Who (Nimbus 9 &amp; Jack Richardson)</td>
<td>10</td>
</tr>
<tr>
<td>9</td>
<td>We're Only Just Begin</td>
<td>Carpenters (Doug Laubach, J.A. Kline)</td>
<td>11</td>
</tr>
<tr>
<td>10</td>
<td>Stoned Love</td>
<td>Supremes (Frank Wilson)</td>
<td>20</td>
</tr>
</tbody>
</table>

#### Full Chart

- **Date**: For Week Ending December 12, 1970
- **Billionaire**: Record Industry Association of America seal of certification for "million seller.

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**Note**: The chart includes song titles and artists, along with their weeks on the chart and numerical ranks. It also notes other relevant details such as producers, labels, and weeks on the Billboard charts.
Demanded out of the album. A stone hit. The Supremes

STONED LOVE

(M-1172)

Now a #12 Star Smash

Contains the single—"Stoned Love" (M-1172)
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title, Label, Number (Distributing Label)</th>
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<td><strong>77</strong> from National Retail</td>
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<td><strong>78</strong> the Music</td>
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<td><strong>79</strong> Billboard</td>
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<tr>
<td><strong>80</strong> 26 34 37 BADFINGER</td>
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<tr>
<td><strong>81</strong> 33 36 BLACK SABBATH</td>
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<td><strong>82</strong> 28 29 BOBBY SHERMAN</td>
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<td><strong>83</strong> 27 27 BRUNO MARIS</td>
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<td><strong>84</strong> 26 27 CARRIE</td>
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<td><strong>85</strong> 25 26 CHERIE</td>
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<td><strong>86</strong> 24 25 CHIEF</td>
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<td><strong>87</strong> 23 24 CHICAGO</td>
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<tr>
<td><strong>109</strong> 1 2 CHIEF</td>
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</tbody>
</table>

Compiled from National Retail Stores by the Music Popularity Chart Department and the Nielsen Market Research Department of Billboard

(Continued on page 76)
"'Two By Two' is a musical to be loved, to be cherished."
—John Chapman, N.Y. Daily News

He went on to say, "There is a magnificent portrayal of Noah by Danny Kaye which goes deep into one's heart."

It's the old story of Noah and the ark. But it's more than just 40 days and nights in a floating zoo. And a tale of a 600-year-old man's first cruise.

It's Danny Kaye's first Broadway role since 1941. It's Richard Rodgers' 38th Broadway musical. And it's a new Original Cast album.

It's not only historical theatre. It's theatrical history.

"Richard Rodgers can still write a ballad better than anyone around...it is Mr. Kaye's show...a continual and continuous delight...the man's energy is amazing." —Clive Barnes, The New York Times

"One of Richard Rodgers' finest musicals. Danny Kaye is merely magnificent in a show for anyone, rich in comedy, full of melody and that rare ingredient—heart. Among the songs, there are at least eight which ripple with that infectious magic which Richard Rodgers has been dispensing for a half century." —William Glover, Associated Press

Danny Kaye meets Richard Rodgers forever on the Original Cast album of "Two By Two."

'Two By Two' On Columbia Records and Tapes
### Billboard Top LPs

**A-Z (Listed by Artist)**

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Title, Label, Number (Distribution Label)</th>
<th>Weeks on Chart</th>
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<tr>
<td>106-107</td>
<td>Merle Haggard &amp; The Strangers</td>
<td>21 Fighting Side Of Me (Capitol 51 491)</td>
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<td>107-109</td>
<td>Elvis Presley</td>
<td>Elvis' Golden World Gold Award Hits, Vol. 3 RCA Victor LPM 4301</td>
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<tr>
<td>108-109</td>
<td>Eric Clapton</td>
<td>In Session 1969</td>
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<td>109-110</td>
<td>Jackson 5</td>
<td>ABC</td>
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<td>110-113</td>
<td>Paul McCartney</td>
<td>Apple STK 3963 (Capitol)</td>
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<tr>
<td>111-115</td>
<td>Engelbert Humperdinck</td>
<td>We Made It Happen</td>
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<td>112-116</td>
<td>Butch Cassidy &amp; the Sundance Kid</td>
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<tr>
<td>115-116</td>
<td>Neil Young &amp; Crazy Horse</td>
<td>Everybody Knows This Is Nowhere</td>
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<td>116-120</td>
<td>Best of the Arches</td>
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<td>Neil Young</td>
<td>Greatest Hits</td>
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<td>121-123</td>
<td>Shirley Bassey</td>
<td>Is Really Something</td>
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<td>124-127</td>
<td>The First Lady</td>
<td>Metromedia</td>
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<td>127-130</td>
<td>The Last Poets</td>
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<td>130-132</td>
<td>Burt Bacharach</td>
<td>Make It Easy on Yourself</td>
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<td>132-135</td>
<td>Funkadelic</td>
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<td>146-149</td>
<td>Moody Blues</td>
<td>On the Threshold of a Dream</td>
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<td>149-152</td>
<td>Danny Davis &amp; the Nashville Brass</td>
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<td>155-158</td>
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<td>158-161</td>
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<td>191-194</td>
<td>Bob Dylan</td>
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<td>197-200</td>
<td>Lucinda Williams</td>
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**Billboard Top Singles**

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<td>106-107</td>
<td>Elton John</td>
<td>53 Candle in the Wind (Parlophone SMP 1002)</td>
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<tr>
<td>107-109</td>
<td>The Beatles</td>
<td>53 Something in the Way She Moves</td>
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<td>168-170</td>
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<td>9</td>
</tr>
</tbody>
</table>

**Continued from page 74**
The continuing success story of Bobby Sherman...

His new Christmas single
“Goin’ Home”

...is out of his new
“Christmas Album,”
{which shipped over 250,000 copies}.

Meanwhile, his current smash LP
“With Love, Bobby (The Scrapbook Album)”
was certified one week after its release...

For the next chapter
follow the charts!
Live Dates Give Germany's Local Acts a Chance Without Promotion

By BOB GLASSENBURG

NEW YORK—Conventional promotion through the media in Germany is not as effective for a local group as live dates, declared Eckart Rahn, Germany's only independent record label owner, Rahn owns Coo Coo Records.

"It used to be that the German audience found it easier to appreciate new American or British talent before they would appreciate their own local German talent," said Rahn. "The scene is changing, however, and now the local German groups are getting more exposure. For the first time in German recording history, the audience has a real choice."

Major Problem

"The major problem that we face today is the lack of understanding about progressive products on the part of the music fans and sometimes on the executive level at the record companies," Rahn commented. "The engineers have great equipment to work with. The studios are no longer the old single-track, but the problem is that these engineers have not yet developed the appropriate conventional European pop product for so long that they have not yet developed an ear for progressive music. We, therefore, have trained one engineer, Thomas Klement, to rock music and its subtleties. Studio time in Germany costs $25.30 per hour for an eight track session, but the engineers are the problem. None of my groups record without Klement. He is really one of the few engineers with a genuine understanding of the music."

As an independent label owner, Rahn concentrates on products that reflect his own taste. "We try to get as much coverage in the media as possible for each of our groups. The problem in Germany is the television, which has always played the game with established talents. This is natural but I think it is changing. There is at least one hour of rock programming per day. It is by far easier to break a progressive LP than a progressive single in Germany so we concentrate on the LPs. Actually, we exist to take care of the situations that arise between the large record company which handles distribution of the label, and the talent. We are the go-betweens. We get the coverage and the live dates for the groups. Promoting is the main purpose." Rahn predicted a new wave of talent and new music from Continental Europe within the next two years. "The continental musicians have their own heritage of music. They have their own styles. This, I feel, is important and will breathe new life into the music industry everywhere."

Rahn will be releasing his first record in the U.S. "Empty Hands" by the Kinder (Your Children), after the first of the year, on the London Sire Label. It is a German group singing in English.

JOHNNY BIESSTOCK, left, sales manager of Cotillion Records, shows his Woodstock plaque along with, left to right, Ken Reischl, account executive for Showswood Packaging, the packagers of the three-record set; Rocky Epting, executive vice president of Atlantic Records; and Eric Blackstead, producer. The Showswood Packaging Corp. has been chosen to handle the three Atlantic executives in recognition of their contribution to the million-selling album "Sgt. Pepper's Lonely Hearts Club Band" (RCA). The album has sold over 3 million copies.

Promotion Parties Popping

• Continued from page 1

spurgle is the flock of new acts who need introductions to the press and disk jockey contingent. As an adjunct to the bar-pour and grocery-spread, the record companies manage to squeeze in some showcase time for the act. It's all packed under promotion and exploitation.

The party-giving has grown to such an extent that companies have been booking each other for "R.S.V.P.'s" by throwing parties on the same day and at the same time. A few weeks ago, RCA Records had a party for the Klowns at the Lambs Club at the same time Columbia Records was hosting a party for Dinner at the Rainbow Room and Capitol Records fed the Bob Beger System at Ungano's so RCA attempted to lure guests to its affair by offering a free limousine service. It's getting so confusing that one industry sugest the appointment of a party traffic cop to keep everything in order.

The party crasher comes into special focus this week with an ovation of pre-Christmas bash. Atlantic Records will kick off the week on Monday (7) with a party for Dinner at the Hotel Plaza, and introduced in Greenwich Village the same night, at Ungano's, Rock and Roll Hall of Fame band "The New York appearance" of Fantasy at the Village Gate. On Tuesday (8) Polydor Records will take over the Village Vanguard to introduce Roy Ayers Ubiquity. Paramount and Steed Records will clash with Vanguard Records on Wednesday (9) with conflicting parties. Paramount and Steed will salute Robin McNamara at Ungano's while Vanguard is introducing its new duo, Baldwin and Leps, at the Bitter End.

The previous week saw parties for Sally Kahn (Paramount) at the Hotel Plaza; May Blitz (Paramount) at Ungano's; Mike Hurst (Capitol) at Ungano's; Marko's in the Hotel Drake; Edwards Hand (Capitol) at Ungano's; and TV's "The Changing Guard" to introduce Roy Ayers Ubiquity. Paramount and Steed Records will clash with Vanguard Records on Wednesday (9) with conflicting parties. Paramount and Steed will salute Robin McNamara at Ungano's while Vanguard is introducing its new duo, Baldwin and Leps, at the Bitter End.

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Chicory FindsDenver to Be A Choice New-Talent Area

LOUISVILLE—Year-old Chicory Productions has found Denver to be its main source of new talent. The Frank Slay-Dennis Gautam owned company will release its own first LP record, "On the Road," under the label, Cactus Records, in the next year, Stax Records has been outdone in the number of new acts it has been releasing in the last six months, but Chicory has been spending their money on their acts. Chicory's new LP will be an "ecological statement in a box," Gautam said. This promotional package will go to Liberty/UA's special mailing list and encompasses printed material, a wall poster, cubes of sugar, a space ship and a record inside sleeve scented in pine.

Slye, who cut Uni's first chart single, "Accupulo Gold," is getting away from cutting new groups in over-label sessions. "Trying to get the sound as close to the sound as possible," Slye said. "A producer's job is to reflect accurately the best of what a group puts down."

Barnyard Prod Firm Is Formed

GOLD HILL, Ore. — Barnyard Productions has been formed to further education in rock music development. First act is the Stagehands, whose LP was cut in San Francisco. Label president is Richard Follersker. A publishing company is also being formed to help offset the cost of developing rock music will be recorded.

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

Here is a sample, as it will appear in the exciting new Talent in Action Issue dated December 26.

FIFTH DIMENSION (Vocal Group—5), Bell
Records: Age of Aquarius—Soul City (PLP, SLP, RIAA); Blowing Away—Soul City (H, E, TT); The Girl’s Declaration b/w Medley: A Change Is Gonna Come/People Got to Be Free (H, E); The Greatest Hits—Soul City (PLP, SLP, TT); The July 5th Album—Soul City (PLP, SLP, TT); The Portrait (PLP); One Less Bell to Answer (H, E); On the Beach (H, E); Portrait (PLP, SLP); Puppet Man (H, E); Save the Country (H, E, G, Greek Theatre T),<br>PA: Caesars Palace (Las Vegas), Greek Theatre (Los Angeles), Philharmonic Hall (New York); Expo ’70 (Osaka); campus dates & fairs.
TV: Glen Campbell Goodtime Hour, Fifth Dimension Special & Odyssey in Cosmic Universe of Peter Max, They Said It Couldn’t Be Done.
Awards: NARAS (Record of the Year & Best Contemporary Vocal Performance By a Group—Aquarius/Let the Sunshine In); First Annual Stellar Award.
BA: Fred Fields, Michael Gursey—CMA.
PM: Marc Gordon.
LIGHT MY FIRE
TOUCH ME
HELLO, I LOVE YOU
PEOPLE ARE STRANGE
LOVE ME TWO TIMES
THE UNKNOWN SOLDIER
BACK DOOR MAN
MOONLIGHT DRIVE
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