B'way Tuning Up With Five New Cast LPs

By MIKE GROSS

NEW YORK—The Broadway musical season is gaining momentum, and a flock of record companies are hopping aboard with original cast albums. There are six major musicals already locked in for the second half of the 1970-71 season with an original cast album spread among five record labels.

(Continued on page 18)

VIDCA-Billboard Meet to Bare CTV Survey Results

NEW YORK—The results of a survey being made of 28 manufacturers of cartridge TV equipment around the world will be published for the first time at the First International Cartridge TV, Videocassette, and Videodisc Conference sponsored by Billboard and VIDCA to be held in Cannes, France, April 19-23.

The survey, which is being (Continued on page 4)

KFAC Acts to Boost Classical

LOS ANGELES—A Listeners Guild has been formed by KFAC, this area's only classical programmer, to generate public support for classical music.

The guild will have two (Continued on page 15)

CTV a Boon: Vegas Hotels

By LAURA DENI

LAS VEGAS—Local hotels see cartridge television programs of their shows as stimulating people to see the attractions in person. “Cartridge TV shows will just whet the public's appetite to see the entertainment live,” said the International Hotel's Bruce Banker.

CTV will be just like a television show. Regardless whether you are watching TV or films, you're still seeing a canned show. People will still want to see the live show.”

Jim Seagrave of the Flamingo and Mike Cummings at the Frontier counter. “CTV will be great publicity for the hotel and additional exposure for the star,” stated Seagrave who feels (Continued on page 24)

World Festival Calendar of Events

See Page 63

Tape Cos. With Disk Wings Finding Business Clipped

By BRUCE WEBER

LOS ANGELES—Several tape companies with record wings are getting a business jolt. In large measure the unfa- vorable picture is traceable to tape companies hurrying into record ventures without recognizing the pitfalls.

Record divisions were born because of long-term moves by tape companies to protect their lucrative tape business. They were established in a burst of euphoria because the major recording companies paid little attention to tape in its early days. Since the tape boom began, though, major record producers decided to handle their own tape business. Smaller labels were content to license the (Continued on page 16)

Colleges Delay Spring Booking

By BOB GLASSENBURG

NEW YORK—Gate-crashing at college and university concerts across the country have forced many schools to postpone artist bookings for the spring semester. At schools where there were incidents, the union or concert managers felt that they are sitting on a potential powder keg. Most of the gate-crashing occurred at concerts where well-known artists were featured. Colleges and universities which tend to feature local talent have not run (Continued on page 32)

Bell in Distrib Deal With Crewe

NEW YORK—Bell Records is completing a deal to distribute Crewe Records. Larry Utall, president of Bell, admitted that he and (Continued on page 6)
Mancini has the only version on today's *Billboard* singles chart. (It's 81 with a star.)
Mancini has the only album with "Theme from 'Love Story'" and songs from today's other box-office giants. Mancini has the "Love Story." Order heavy. Order #47-9927, LSP-4466, P8S-1660, PK-1660.
S. Remo Gets New Organizers
By PEFFO DELCONTE

SAN REMO, Italy — The San Remo Town Council will not organize the 21st Italian Song Festival, due to be held in March at the historic Ariston Theater, Feb. 25-27. The council has assigned the job to the local government representatives.

Furthermore, said Raddelli, the problem of controlling the contestants is expected to be made by a special committee. He also guaranteed the participation of the best Italian artists as well as new Italian talent.

Technically, Raddelli confirmed that the three nights of the contest will be broadcast in Italy, as per previous agreements between ARI and RAI, the national network, and radio television company.

ITA Slates Expansion Talks in London, Holland

NEW YORK—The International Theater of America (ITA) will hold exploratory talks with top trapeze artists and Holland, this month, with a view to expanding its membership to these areas.

Larry Finley, ITA's executive director is scheduled to meet Wednesday—Thursday (11-12) with representatives of a number of trapeze manufacturers including EMS, Radio Motile, Molotov, Bell & Howell, and a number of radio broadcasting stations to work out the details of establishing a chapter of the organization in the British capital.

Following the London talks, Finley will join ITA's Mideast Convention in Cannes, France, where he will meet with other members of the ITA and representatives of the Holland trapeze industry, and the feasibility of establishing ITA chapters in the various European countries.

The European tour will draw to a close Jan. 18, when Finley meets with representatives of the Holland in Bann.

ABC/Dunhill Hold Confab

LAKE GENEVA, Wis. — ABC/Dunhill brought together its field promotion force and ad men for a "biggest ad/sales level" on the Jan. 8-10 weekend at the Playboy Club here. About 40 national men attended the meeting, which included the introduction of a new LP product. Home office personnel in attendance included Steve Barri, Ed Schwartz, Larry Hagen, Bruce Barry, Gross, Mario Kupp, Larry Ray and Mary Helfer. In a $1,000 product contest replete with new LP product, the last quarter of 1967, three men tied for first-place money. They were: Roy Joern, Bob McKenzie, Washington, and Matty Singer, Philadelphia.

In a $1,000 product contest replete with new LP product, the last quarter of 1967, three men tied for first-place money. They were: Roy Joern, Bob McKenzie, Washington, and Matty Singer, Philadelphia.

Lib/UIA Sues 3 for Piracy

CHARLOTTE, N.C. — Liberty/UA has brought a suit here alleging piracy against three defendants: Eastern Tape Corp., G&G Sales, Inc., and the X-Store, both of East St. Louis. The suit asks for an injunction and accounting of profits and damages.

A preliminary injunction was issued by Superior Court of Mecklenburg County, N.C. The defendants refused notice of appeal and were given 45 days in which to file the appeal.

A View of the Copyright Copout-Stall, Separatism & Stand-Off
By MILDRED HALL

WASHINGTON — For too many years, too many efforts have been made to protect American creativity in sound recordings even against the best efforts of the industry, which has been protected by the courts and the government.

In the early years of the century, the thorny question of copyright protection was at stake; by 1910, it had become a state question of the century, and by 1920, it had become a national question.

Unfortunately for those who live and earn by copyright—authors, composers, sound recorders, movie makers, publishers—they do not have that prime necessity to educate Congress about their fundamental needs, a well-heeled lobby. There are a number of these lobby groups, representing researchers and associations—and each acts for a different reason, each for a different group of people. They are the organizations that make up the BMI.

Corbyn & Graham to Speak At NARM Parley Feb. 27

PHILADELPHIA—Stan Corbyn, vice president and director of creative services for Columbia Records, and his counterpart, Chuck Graham of the Fillmore Corp., will discuss the interrelationship between the new rock culture and the music industry at the second annual 1971 NARM Convention scheduled for Feb. 27 at the Century Plaza Hotel in Los Angeles.

Corbyn will speak on the new problems facing the industry as a result of the increasing importance of rock music and the music industry. Graham will focus on the topic, "The Youth—A Phenomenon.

The session will be followed by the "Final Panel" of Columbia Records, on the "End of the Decade, Theme for Decision."

Wrapping up the session will be "The A&R panel," with sessions of record producers. The panelists, including James Schwartz, Amos Hellick, Jack Grossman, Russ Solomon, Sam Goody, David Rothfield, Marvin

Sour Takes AGAC Job to Spearhead Member Drive

NEW YORK—Bob Sour has taken over the executive office of consultant on membership relations at the American Guild of Authors, Composers and Lyricists, of which he is a member. Sour, who will headquarters at AGAC's headquarters in New York, will spearhead the organization's year-old organization's drive to increase membership.

Commenting on his new career, Sour said, "I feel that my operation as an executive has a lot of money in it and has the potential of joining a great organization, that is only because of the size of the organization, but not for the size of the royalties, but for the size of the money—most important of all, because together with ASCAP, BMI, and NMPA, AGAC is working to obtain the reorganization of the strike, which is a vital necessity to the future of all American music."
Colossus Sets World Accord With DGG

NEW YORK—Colossus Records has set a new three-year worldwide distribution deal with DGG. The previous three-year deal had one year to run, but the popular World Music of Colossus in the South American market during the past 12 months spurred the new arrangement, which reportedly involves guarantees running into six figures.

The deal will have DGG distributing Colossus and Heritage records and tapes in the U.K. and Canada, for the first time, as well as countries all over the world. Colossus scored in all of the South American countries and Mexico with Shocking Blues’ "Venus" coming through as top single of the year. Also strong were the Shocking Blues’ "Mighty Joe," "Joe Tree"’s "Mr. Belle Amie," "The Little Green Bag," by the George Baker Sextet, and Bill Deal and the Rhondas’ "I’ve Been Hurt." The George Baker group is now on Hot Wax Distributed By Buddah Label

DETROIT — Hot Wax Records is distributed by Buddah Records and not a subsidiary label as inadvertently stated in a recent story.

ASCAP Continues Its Drive in the Pop Field with the Signing of Swamp Music, a new publishing company headed by independent record producer Huey Meaux, Houston. At opening ceremonies of Meaux’s 7,000-square-foot enterprise, ASCAP’s Nashville vice president Liston conducted a press conference where he introduced the new publishing ring as, from left, air personality Mike O’Donnell of KBNO-FM in Houston; Meaux; Cottrell Records artist James Anderson, and Ed Shey of ASCAP’s Nashville office.

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CARTRIDGE TV

CLASSICAL

JUKEBOX PROGRAMMING

COUNTRY

INTERNATIONAL

MARKET PLACE

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FAVORY EYES

PRESTIGE BUY

SAN FRANCISCO—Fantasy Records is eyeing a purchase of Prestige Records. For a reported $3 million, the company is eager to snare the long remaining pure jazz line of Prestige and dealers under the guidance of Irwin Trencher, director of sales, and Sid Love, national sales manager.

Polydor Slates Meets to Herald 9-Album Release

NEW YORK—Polydor Records will hold a series of special sales/promotion meetings with distributors, retailers and record buyers throughout the country to introduce one of the label's biggest releases to date. Nine albums are planned for release in January under the logo of "The Polydor Papers." The artists with LP's due for release this month include David Fox and the Shadows, J. Geils Band, Tuesday Weld, Jimi Hendrix, a new film, with the late Bob Dylan, the latter's first collection in stereo, and the late January release of Bobby Gosh. The promotion campaign for these albums will be concentrated in 30 key cities throughout the country. Polydor has recently increased several days of sales and promotion meetings here. Teams made up of the sales manager and the regional promotion manager for the various markets will make up weekly reports and dealers under the guidance of Irv Trencher, director of sales, and Sid Love, national sales manager for all tip product.

LaValle Sets Up Label; 1st Disk

NEW YORK—Rare Bird Records, a new label being set up by Tony LaValle, first release is a compilation album, "Groovy Little Things," by Pete Lemongello from Stereo Media Records.

In addition, Rare Bird Records has signed Earl Lewis and the Chantels, the Paragons, the Classics, the Regents; Genes with Maryann Parra, Brenda Parker, Florence Ballard, Charles Erian and comedian Don Sebastian.

"Wonderwoman" Star Disk Out

NEW YORK—Roulette Records has signed for management by Bob McAllister, host of the children’s TV show "Wonderwoman." The single, "Penguin Stomp," was played repeatedly during the November 22 "Wonderwoman" show, drawing heavy mail and phone response and a demand for the record to be marketed on the West Coast. The disk was produced and arranged by Arnie Kaplan and Herb Rosen.

CTV Survey To Be Bared

* Continued from page 1

conducted by James G. Rice Associates, planners of the Con- ference. These manufacturers of current systems, and systems still to be announced, will demonstrate and give a range of their equipment, the price range of their equipment, the available products, their plans on the market, their plans to sell or lease the product, and what their product will be like for the next five years.

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Soul...

Records...16

Tape CARTRIDGE

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Hot Country Albums...44

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Tape CARTRIDGE Chans...18

Top 90 Easy Listening...51

Year-End Charts...16, 11, 13

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Jubote Special LP Pushes 100 Top Songs in Catalog

LOS ANGELES—Jubote Music has prepared a special album featuring more than 100 of the Top 10 songs from its catalogs for submission to ABC, NBC, major record producers and A&R men. The songs are from the catalogs of Jubote Music, Jubote Records & Van Stock (ASCAP).

The album, called "Top Ten Songs" of 1971, has been produced by Marty Wesker, who heads the Jubote office in New York. Along with the LP is a workbook listing all the tunes, their writers, and the hit recordings through which they’ve been introduced. The workbook is programmed in mini-form and runs from a ABC and NBC Deejay Seminar to "You’ve Really Got a Hold on Me." And, it will be heavily exploited by Wesker and the Jubote staff in New York, as well as Linda Blakely, Larry Lovett and Gillian Roberts, who works the Hollywood-based staff.

By CLAUDE HALL

Studio Track

UA Phasing Out Lib & Imperial

LOS ANGELES—United Artists has phased out the Liberty and Imperial record labels, with the new year. The company’s record operation will center around its logic, United Artists. UA’s president, David Picker, is scheduled to explain the moves to the UA office people here this week.

JANUARY 16, 1971, BILLBOARD
"WHEN I WAS A FREEPORT AND YOU WERE THE MAIN DRAG."

A brilliant Laura Nyro single from her great new Columbia album. "Christmas and the beads of sweat": Songs for every day of the year.

Christmas and the beads of sweat
Laura Nyro
including:
Up on the roof
Christmas in my soul
beads of sweat
blackpatch
Map to the treasure

On Columbia Records®

KC 30259 Also available on tape.
Engelbert LP Push by London During Date

NEW YORK—London Records is running an intensive promotion campaign in support of Engelbert Humperdinck as the artist completes his engagement at the Royal Lancaster Hotel. Parrot Records, London's subsidiary and Humperdinck's label in the UK, is promoting the release of "I'll Love You 'Til I Die," "Sweethearts," by the artist.

Humphard is London's vice president for national sales and distribution, explained that the marketing strategy for the new single driving will center around the new set. Included are standout singles, bumper tags, mobile, empty jacket displays, and other related devices.

Among Humperdinck's other top chart entries are "Dueling Cowboy," "We cannot Have It All," and "The Last Time You Kissed Me." He next will play the Diplomat Hotel in Hollywood, Fla.

Janus Launches Classic Oldies Single Series

NEW YORK — Janus Records, the oldies single series which is already classic oldies. The first single in the series to be released is "I'll Never Love Another." The single was released by the band Donovan. They include "Universal Soldier" b/w "Sunny Country Boy" b/w "This Is My World" b/w "I'm So Blue." The single has been in the top 10 for over 10 weeks.

Janus, which was started by the late Jan Beres, will be the new star of the oldies scene.

Bell in Distrib Deal With Crewe

Boo Crewe, head of Crewe Records, was "in the heavy talking stages" for the deal when the deal will be completed.

A contract has not yet been signed, so we cannot talk about the terms. Crewe and Bell will have full control of the venture, with a minimum of 10,000 copies to be added to the new series, as well as other records with a long-term demand.

Executive Turntable

Ed Silver, president of Viva Music and Records, appointment president of Warner Bros. Music. At the same time, George Lee, vice president of Warner Bros. Music, is leaving the firm for a new post in the music business. Lee will announce his resignation shortly. Silvers will continue as president of the Viva firms, which will be managed by Warner Bros. Music. Viva holds the copyrights for the music of the Four Seasons, among others. Silvers began his own record, publishing and independent production operation in Los Angeles in 1965. He became president of Viva in 1969.

Gene Sleeter appointed director of commercial sales, RCA Records. He was formerly director of sales, Epic Records, joining CBS in 1965. Former sales chief of the Motion Picture Booking Federation, F. C. Cook, named president of RCA, Atlantic Music Inc. in 1965. He previously joined RCA's personnel research department in Camden, New Jersey. Then Reynolds named national marketing manager for Decca Records, based at the Studio Tower building. He is a former national single promotion director, Capitol Records and was associated with Mercury Records.

Laurence L. Cross named general manager, Ampex Stereo Tapes, Europe. He was formerly managing director, Asia/Hong Kong for Ampex International. Then Sol Fields, formerly general manager of Matsushita Electric Service and Parts, named general manager of Pall-Mail. He is the newly established sales and marketing director.

Herbert Winning appointed account executive, Video-record Corp. of America, Zuma Records, chief executive officer for NBC network radio sales.

Buz Craft named special projects manager, Blackbird Records, Dallas, Texas.


Larry Fogel named director of commercial music, Valando Music and Records, a division of Metromedia. He was formerly vice president of Kapp Records and formerly a subsidiary of RCA. He is the newly established sales and marketing director.

Fred Taylor joins Warner Bros. Records Ltd. in London as public relations director, reporting to Mo Ostin, vice president in Los Angeles. Taylor will work with Ian Rallins, manager of the Kinney Record Group and Martin Wyatt, WRK Records European representative.

Eddie Lambert joins ABC/Dunhill as general professional manager for all the label's music publishing companies. He was formerly president of Capitol Records in New York as a producer and the manager of the publishing division.
An Apology.

On December 5, 1970, we ran a full page ad in *Billboard* to promote the success of our Brinsley Schwarz album in the San Francisco market. The ad contained a quote attributed to Paul Drew, Program Director of KFRC in San Francisco.

The quote was brought to our attention by sources we considered reliable; but in our desire to capitalize on Mr. Drew’s reported enthusiasm, we neglected to confirm the quote or obtain permission for its use in the Brinsley Schwarz ad.

If, as a result of our indiscretion, we caused Mr. Drew any embarrassment or in any way damaged his professional reputation as an impartial and responsible program director, we at Capitol Records assure both Mr. Drew and KFRC that this was not our intention.

We hope Mr. Drew will accept our most sincere apology.
Super K Deal With Octopus

NEW YORK—Super K Records, lining up its own distribution outlet, will distribute the October release. The first release on the label will be out in November. Super K is now being distributed by Philips Records in the U.K. By Gold is leaving for Europe this week to set distribution deals in other countries.

Katz-Kasenetz, headed by Jerry Katz and Jerry Kasenetz, has also finished slaves on the Silver Fleet for Uni Records, and is looking for Bell Records. Anthony Riggia has joined Katz-Kasenetz to head an easy listening division and Gold is now looking for additional songwriters and producers.

A&R Barsky Holds Confabs on E. Coast

NEW YORK—Ed Barsky, President of A&R Records, is in New York from his Los Angeles base for discussions with Art Ward, Phil Ramone and Ben Frey, toppers of A&R Records, Inc., parent company of the label.

After the meetings, Barsky is scheduled to leave for the MIDEM convention in Cannes.

BWAY in RHYTHM WITH 6 LP's

- Continued from page 1

...and they are: #70-Girls-70, which is based on the film, "Make Mine Mink," will have songs by John Kan-...
The duet debut of Tiny Tim and Miss Vicki
"Why"
*0985 on Reprise Records and Ampex-distributed tapes.
Because.
**Billboard Analysis**

**Year-End Industry**

**Singles**

148 LABELS SHARED THE HOT 100 ACTION

- Top 5 Ranking Labels: 25.1%
- 6-10 Ranking Labels: 18.6%
- 11-20 Ranking Labels: 14.0%
- 21-30 Ranking Labels: 9.7%
- 31-40 Ranking Labels: 8.3%
- Other Labels: 18.8%

HOW THE TOP 10 LABELS SHARED THE HOT 100 CHART ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label (No. of Singles on Chart)</th>
<th>% Share of Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Columbia</td>
<td>25.1%</td>
</tr>
<tr>
<td>2</td>
<td>Atlantic</td>
<td>22.4%</td>
</tr>
<tr>
<td>3</td>
<td>Motown</td>
<td>16.1%</td>
</tr>
<tr>
<td>4</td>
<td>Capital</td>
<td>8.9%</td>
</tr>
<tr>
<td>5</td>
<td>RCA Victor</td>
<td>4.6%</td>
</tr>
<tr>
<td>6</td>
<td>A&amp;M</td>
<td>3.8%</td>
</tr>
<tr>
<td>7</td>
<td>Emi</td>
<td>2.9%</td>
</tr>
<tr>
<td>8</td>
<td>Epic</td>
<td>2.7%</td>
</tr>
<tr>
<td>9</td>
<td>Capitol</td>
<td>2.7%</td>
</tr>
<tr>
<td>10</td>
<td>Warner Bros.</td>
<td>2.4%</td>
</tr>
</tbody>
</table>

**Albums**

122 LABELS SHARED THE TOP LP's CHART ACTION

- Top 5 Ranking Labels: 35.5%
- 6-10 Ranking Labels: 18.6%
- 11-20 Ranking Labels: 20.8%
- 21-30 Ranking Labels: 16.8%
- 31-40 Ranking Labels: 8.3%
- Other Labels: 18.6%

HOW THE TOP 10 LABELS SHARED THE TOP LP's CHART ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label (No. of LP's on Chart)</th>
<th>% Share of Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Columbia</td>
<td>23.0%</td>
</tr>
<tr>
<td>2</td>
<td>Capitol</td>
<td>19.5%</td>
</tr>
<tr>
<td>3</td>
<td>Motown</td>
<td>16.1%</td>
</tr>
<tr>
<td>4</td>
<td>RCA</td>
<td>7.3%</td>
</tr>
<tr>
<td>5</td>
<td>A&amp;M</td>
<td>5.9%</td>
</tr>
<tr>
<td>6</td>
<td>Emi</td>
<td>5.1%</td>
</tr>
<tr>
<td>7</td>
<td>Capitol</td>
<td>4.8%</td>
</tr>
<tr>
<td>8</td>
<td>A&amp;M</td>
<td>4.5%</td>
</tr>
<tr>
<td>9</td>
<td>Emi</td>
<td>3.8%</td>
</tr>
<tr>
<td>10</td>
<td>Motown</td>
<td>3.4%</td>
</tr>
</tbody>
</table>

**Publishers**

HOW 440 PUBLISHERS SHARED THE HOT 100 CHART ACTION

- Top Five Ranking Publishers: 22.4%
- 6-10 Ranking Publishers: 6.5%
- 11-20 Ranking Publishers: 5.5%
- 31-40 Ranking Publishers: 5.0%
- 45-50 Ranking Publishers: 4.5%
- Other Publishers: 45.3%

HOW THE TOP 10 PUBLISHERS SHARED THE HOT 100 CHART ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Publisher, Licensee (No. of Singles on Chart)</th>
<th>% Share of Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Liberty BMG (108)</td>
<td>25.1%</td>
</tr>
<tr>
<td>2</td>
<td>Bitchin' Beech (66)</td>
<td>16.1%</td>
</tr>
<tr>
<td>3</td>
<td>Gold Forever BMG (50)</td>
<td>8.9%</td>
</tr>
<tr>
<td>4</td>
<td>Monies BMG (49)</td>
<td>4.6%</td>
</tr>
<tr>
<td>5</td>
<td>Ring BMG (48)</td>
<td>3.8%</td>
</tr>
<tr>
<td>6</td>
<td>January BMG (46)</td>
<td>2.7%</td>
</tr>
<tr>
<td>7</td>
<td>Clarity Cross BMG (45)</td>
<td>2.7%</td>
</tr>
<tr>
<td>8</td>
<td>Music Pub BMG (43)</td>
<td>2.7%</td>
</tr>
<tr>
<td>9</td>
<td>Decker BMG (40)</td>
<td>2.4%</td>
</tr>
<tr>
<td>10</td>
<td>SRS Reight BMG (37)</td>
<td>2.4%</td>
</tr>
</tbody>
</table>

Note: Where two or more publishers shared a record, the points derived from that record were divided equally among those publishers, although each was given full credit in the parenthesized figure showing the number of record each had on the chart.
### Artists

#### HOW 403 SINGLES ARTISTS SHARED THE HOT 100 CHART ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist (No. on Chart)</th>
<th>% of Chart Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Jackson 5 (16)</td>
<td>2.27%</td>
</tr>
<tr>
<td>2</td>
<td>Bell Biv. Doo. (10)</td>
<td>1.89%</td>
</tr>
<tr>
<td>3</td>
<td>WHAM! (6)</td>
<td>1.81%</td>
</tr>
<tr>
<td>4</td>
<td>Bruce &amp; Springsteen (9)</td>
<td>1.41%</td>
</tr>
<tr>
<td>5</td>
<td>Three Dog Night (5)</td>
<td>1.37%</td>
</tr>
<tr>
<td>6</td>
<td>Carpenters (5)</td>
<td>1.36%</td>
</tr>
<tr>
<td>7</td>
<td>Willie Nelson (4)</td>
<td>1.34%</td>
</tr>
<tr>
<td>8</td>
<td>Bruce Springsteen &amp; the E Street Band (4)</td>
<td>1.27%</td>
</tr>
<tr>
<td>9</td>
<td>K. J. Thomas (4)</td>
<td>1.25%</td>
</tr>
<tr>
<td>10</td>
<td>Bobby Sherman (4)</td>
<td>1.21%</td>
</tr>
<tr>
<td>11</td>
<td>Fifth Dimension (4)</td>
<td>1.17%</td>
</tr>
<tr>
<td>12</td>
<td>James Brown (7)</td>
<td>1.17%</td>
</tr>
<tr>
<td>13</td>
<td>Beach Boys (3)</td>
<td>1.14%</td>
</tr>
<tr>
<td>14</td>
<td>Wings (3)</td>
<td>1.07%</td>
</tr>
<tr>
<td>15</td>
<td>Supremes (3)</td>
<td>1.04%</td>
</tr>
<tr>
<td>16</td>
<td>Rare Earth (3)</td>
<td>1.03%</td>
</tr>
<tr>
<td>17</td>
<td>Steve Winwood (4)</td>
<td>0.97%</td>
</tr>
<tr>
<td>18</td>
<td>Diana Ross (7)</td>
<td>0.87%</td>
</tr>
<tr>
<td>19</td>
<td>Tam Jones (3)</td>
<td>0.87%</td>
</tr>
<tr>
<td>20</td>
<td>Other Artists (303)</td>
<td>59.8%</td>
</tr>
</tbody>
</table>

Notes: Where two different major artists shared a record, such as Diana Ross & The Supremes, each artist received 50% of the points derived from that record, although full credit was given to each artist in the parenthesized figure which shows the number of singles each had on the chart.

Percentages have been carried to hundredths of a percentage point, and further where necessary, rather than just tenths, to better reflect the relative rank based on actual percentage of chart action accomplished by each artist.

#### HOW 437 ALBUM ARTISTS SHARED THE ALBUM CHART ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist (No. on Chart)</th>
<th>% of Chart Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Creedence Clearwater Revival (6)</td>
<td>2.20%</td>
</tr>
<tr>
<td>2</td>
<td>Beatles (7)</td>
<td>2.07%</td>
</tr>
<tr>
<td>3</td>
<td>Three Dog Night (6)</td>
<td>1.82%</td>
</tr>
<tr>
<td>4</td>
<td>Allman Brothers (7)</td>
<td>1.77%</td>
</tr>
<tr>
<td>5</td>
<td>Grand Funk Railroad (6)</td>
<td>1.52%</td>
</tr>
<tr>
<td>6</td>
<td>ELO (2)</td>
<td>1.46%</td>
</tr>
<tr>
<td>7</td>
<td>Lead Zeppelin (5)</td>
<td>1.41%</td>
</tr>
<tr>
<td>8</td>
<td>Fifth Dimension (6)</td>
<td>1.39%</td>
</tr>
<tr>
<td>9</td>
<td>Tom Jones (7)</td>
<td>1.37%</td>
</tr>
<tr>
<td>10</td>
<td>Shirley &amp;公司 (2)</td>
<td>1.37%</td>
</tr>
<tr>
<td>11</td>
<td>Charley Pride (4)</td>
<td>1.30%</td>
</tr>
<tr>
<td>12</td>
<td>Temptations (5)</td>
<td>1.26%</td>
</tr>
<tr>
<td>13</td>
<td>Jackson 5 (4)</td>
<td>1.22%</td>
</tr>
<tr>
<td>14</td>
<td>Isaac Hayes (4)</td>
<td>1.19%</td>
</tr>
<tr>
<td>15</td>
<td>Engelbert Humperdinck (9)</td>
<td>1.15%</td>
</tr>
<tr>
<td>16</td>
<td>Carly Simon (2)</td>
<td>1.11%</td>
</tr>
<tr>
<td>17</td>
<td>Moody Blues (4)</td>
<td>1.14%</td>
</tr>
<tr>
<td>18</td>
<td>Santana (2)</td>
<td>1.13%</td>
</tr>
<tr>
<td>19</td>
<td>Doobie Brothers (3)</td>
<td>1.13%</td>
</tr>
<tr>
<td>20</td>
<td>All Original Cast Soundtrack Albums (4)</td>
<td>0.43%</td>
</tr>
</tbody>
</table>

Notes: Where two different major artists shared an album, such as the Supremes and the Temptations, each artist received 50% of the points derived from that album, although full credit was given to each artist in the parenthesized figure which shows the number of LPs each had on the chart.

Percentages have been carried to hundredths of a percentage point, and further where necessary, rather than just tenths, to better reflect the relative rank based on actual percentage of chart action accomplished by each artist.

JANUARY 16, 1971, BILLBOARD
The original smash instrumental hit: “WHOLE LOTTAT LOVE” by a great new group, C.C.S.

A new single, on a new label, from the man who helped you sell 125 million records over the last five years.

Mickie Most brings his Rak Records to America with the release of “Whole Lotta Love” by C.C.S.

This is the original instrumental, “Whole Lotta Love.” Currently, it’s Top 10 in England. And even before its official American release, it’s getting airplay in cities where the English pressing has found its way, including: Denver, Phoenix, El Paso, Lansing, Akron, Providence, Cincinnati and New York.

From now on you’ll be able to receive all Rak Records in America, from your Columbia distributor.

With a whole lotta love.

On Rak Records
KFAC Acts to Boost Classical

- Continued from page 1

purposes, said Bruce Johnson, KFAC's general manager. First, it will harness public opinion to have classical music courses returned to the schools which dropped them this year because of state budget cuts. Second,
it will offer its opinion to the station on the kinds of music it feels should be programmed on KFAC's AM and FM bands.
The guild will try to promote concerts and recitals using local performers at prices which young people can afford. It will establish a dialog with education officials, the musical community and the station itself so that all parties are kept aware of trends and attitudes.
The station plans to survey guild members for its musical preferences at two meetings, Jan. 24 and Feb. 7 at the Abhamson Theatre. A membership of 53 is being charged, with the Abhamson's 5,000 seats sold out for both meetings.

Johnson claims this is the first time any classical station in the United States has formed an organization which will get in programming while also becoming a "lobby" for music.

"We are willing to make some changes based on what the guild feels best serves the community. We feel it is a critical time for classical music and classical stations." In 1965 there were 11 full-time classical broadcasters; now there are 17, according to Johnson. KFAC lost a semi-classical competitor this summer when KCBS-FM was sold and became KJOL, an automated pop-formatted operation.
The 39-year-old station has been playing the same kinds of classical and serious shows for the past 30 years, Johnson said, emphasizing it is time for a change.
The first guild meeting will discuss the future of classical and serious music, with the audience asked to comment on what should be aired. Panels include Mel Powell of the California Institute of the Arts; conductor Carmen Dragon; and Henry Temianka, director of the California Chamber Symphony.

Dickson Distrib Net Completed

NEW YORK — Dickson Productions Ltd., has completed the lineup of its distribution network around the world.
The distribution recently set up are FKP Arnold, Charlotte, N.C.; Davis Sales, Denver; H.W. Daily, Houston; Campus La
tino, Miami; Father Distributing, Minneapolis; Universal Distribut
ing, Philadelphia; and Commercial, St. Louis.

Sudbrink Buys WZIP

CINCINNATI — Station WZIP here, news and modern country music outlet, has been purchased by Sudbrink Enterprises of Fort Lauderdale, Fla., for reported $750,000. Sale has been approved by the FCC. It has not been announced when Sudbrink will take over WZIP or whether a change in format is planned for the station.

License to CBS-TV

- Continued from page 3

The court also directed CBS to pay the full amount for 1970 within 10 days after issuance of the license in a form prepared by the court. BMI delivered the license to CBS prior to the close of business Dec. 31.
Chappell Sets Drive on Songs By Aznavour

NEW YORK — Chappell & Co. has set up a promotional campaign aimed at and for men on Charles Aznavour's songs. Chappell's international department, headed by Nick Firth, working jointly with Al Atman, professional department head, is preparing a promotional kit which includes an EP of four songs, lead sheets, photographs and other information for distribution in mid-January.

The EP, which features Aznavour performing a cross-section of his current material.

(Continued on page 90)

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Company

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City

State & Zip

Type of Business

Title

#509

JANUARY 16, 1971, BILLBOARD

Copyrighted Material
I am Seatrain

JIM ROBERTS—Lyricist

PETER ROWAN—Lead vocals, guitar

ANDY KULBERG—Bass, vocals and flute

RICHARD GREENE—Violin, viola, keyboard and vocals

LLOYD BASKIN—Lead vocalist and keyboards

LARRY ATAMANUK—Drums and percussion

produced by George Martin
If you’ve ever been to A&M Records, Columbia, Universal/Decca, MGM, Paramount, United Artists, Walt Disney Productions, Caesars Palace, or the International Hotel, then you’ve undoubtedly heard Altec filters and equalizers at work.

Altec’s 9063A Graphic Equalizer. As the "work-horse" of the industry, Altec Graphic Equalizer provides immediate equalization to attain desired visual instrument settings. The 9063A has 7 separate frequency segments to be simultaneously tailorable. For noise-free operation and maintenance-free reliability, the 9063A features passive circuits and a proven brush design with gold-plated dual contacts in each channel.

Altec’s 9065A Program Equalizer. Providing continuously variable equalization in attenuation, the 9065A is ideal for tailoring and reproducing sounds during mixing and monitoring as well as for creating your own sound and special effects. The passive 9065A features silent operation with (or external power source required, absolutely no noise is inserted) and includes its own mounting frame that permits the unit to be plugged into or removed from the console as desired. Altec’s 9065A is identical in circuitry and is designed for easy mounting in a standard 19" rack. Both models operate at extremely low levels.

Altec’s 9067E Variable High & Low Pass Filter. Handling some effects is just one of the many useful functions of this easy-to-operate and saveable all-pass network of this passive network. It provides perfect insertion loss, completely silent control action, no distortion, perfect phase delay in low-level circuits, immediate selection of any of 8 band filters either for the critical and standard rack mounting. The 9067E also features 10 positions of LT and HT center and is 800 percent attenuation at any selected frequency.

Altec’s 9067B Graphic Equalizer. As the "work-horse" of the industry, Altec Graphic Equalizer provides immediate equalization to attain desired visual instrument settings. The 9067B has 7 separate frequency segments to be simultaneously tailorable. For noise-free operation and maintenance-free reliability, the 9067B features passive circuits and a proven brush design with gold-plated dual contacts in each channel.

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- 9065A & 9063B Program Equalizer
- 9067B Variable High & Low Pass Filter

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COMPANY/AND/OR TITLE: ______________

ADDRESS: ________________________________

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Phone: (213) 321-6841 • Telex 67-4311 • A Mattel Company
Car Tapes Sets Up Team in Chi Move

LOS ANGELES—Car Tapes, manufacturer of stereo tape players in the auto, home and portable fields, has structured a management team to coincide with its move here from Chicago.

Jim LeVine, president of Car Tapes, said the company will continue with a midwest operation, based in Chicago, but the brunt of the operation will be in Chatsworth, Calif., a suburb of Los Angeles.

The new West Coast 24,000-square-foot facility includes corporate headquarters, warehousing, quality control, service, manufacturing, shipping, sales and marketing and design. The midwest facility, under Mary Rose, vice president of midwest operations, consists of a sales, service and distribution center.

Car Tapes is fully operational on the West Coast, with plans being formulated in sales, marketing and service. The company will introduce equipment in three areas: auto, home and portable.

The management team consists of LeVine, George Stydyl, executive vice president; Earl Horwitz, director of sales; Ed Swire, vice president of product development; Richard Herst, vice president of engineering; and Mary Rose.

Audio Magnetics Promos For Housewares Show Set

LOS ANGELES—Audio Magnetics is beginning 1971 with a series of tape promotions to coincide with the opening Monday (11) of the Housewares Show in Chicago.

The promotions:

A "Scoppy Six-Pack" where a dealer buys six C-60 cassettes and receives free a desk model of Scoppy in his Topwith Camel, six empty plastic cassette mailer boxes and a storage case that holds 12 cassettes. The Scoppy model kit, manufactured by Mattel, and the tape products are packaged in one box.

A "Stickable-Stickable Storage Tray," where a retailer buys three C-60 cassettes or two C-40 cassettes and a head cleaner. The storage tray attaches to a portable cassette unit.

A reel-to-reel 1-cent sale, where a dealer buys three 7-inch reel tapes and receives a fourth for one cent. A cassette promotion with a dealer buying one gross and receiving 12 free cassettes. A second gross earns a dealer 36 free, and the purchase of a third gross gets a dealer a free 72 cassettes.

Other promotions include 3-inch reel specials, 8-track blank cartridges and head cleaners, cassettes and reel-to-reel offers.

2 Mil Unit Market Seen in W. Germany

HAMBURG—A two-million player market in West Germany has been forecast in a survey by the Bookstores Federation. While this estimate covers a 10-year period, the survey also indicated that two mail-order firms would be offering between 50 and 100 programs by the summer of 1971. Ten percent of West German households will have a cartridge TV player by 1980, the survey predicted.

Book publishers, educational book publishers, educational film producers and some sports film firms are gearing up to develop programs for the medium.

ON JANUARY 15, ALL THE MAGICAL EXCITEMENT OF A POCO CONCERT.

POCO "DELIVERIN'" ON EPIC RECORDS AND TAPES.
Anita Bryant arranged and conducted by Kurt Kaiser

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Abide With Me • A Cathedral Of Peace • Blessed Assurance
Bring Back The Springtime • If Your Heart Keeps Right
What A Friend We Have In Jesus • When I Kneel Down To Pray

WST-8532 on WORD RECORDS
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**SHIPMENT**

A_P
ALL

°Overland the "Ten-Ten" outperforms all others. It's a handsome carrying case with individual compartments for fifteen 8-track tapes. Designed to protect tapes from moisture and scratches.

This sturdy case is covered in rich black plastic-coated material and trimmed with nickel-plated hardware. It has a deluxe padded lid with silver trim and fully lined interior. At home or on the go, this beautiful, big capacity case is the perfect answer to tape cartridge storing problems.

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**New Tape CARtridge Releases**

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Colgams
Barrel Full of NUMNOS; (D) PSCG 2003

RCA Victor
ELEVEN PERSONS of 10,000 Years (D)
CHITTY CHITTY BANG BANG! (12) PFS 1642

GRT

Bang
NEIL DIAMOND—feet of Neil Diamond; (C) 50111-D1, (W) 50111-1214, (C) 50111-324V, (W) 50111-324V

Cadet
WOODY HERMAN—Nostalgia (E) 3003-596M, SOULFLIES—Play, Gamble, Pray! (E) 3003-596M

Cadet Concept
JOHN KLENKLER—Epiphone; (E) 5027-330M

Checker
JIMMY'S JIVE—Born to Love Me; (E) 5024-305W

Command
TONY MOTTOLA—Roman Guitar; (B) 8000-555M, TONY MOTTOLA—Spanish Guitar; (B) 8000-555M

Dunhill
SABRETT—Habanero; (E) 8025-950M, ANDREWSBROOKS—Habanero; (E) 8025-950M

GRIT

RATES: (B) 5009-3004M

GRIT Music Tapes
VARIOUS ARTISTS—Twelve Country Hits; (B) 5011-516

Legacy
VARIOUS ARTISTS—Folk Festival; (B) 8104-119G

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The 15-tape case also is available with a handsome grained walnut cover, blends beautifully with any decor.

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**Starday**

JOHNNY HOB—The Best of Johnny Hob; (B) 50111-110M, VARIOUS ARTISTS—Best of Truck Drivers; (B) 50111-110M, THE BEST OF CARL STORM; (B) 8009-555M, GEORGE MORGAN—Best of George Morgan; (B) 8009-555M, BEST OF VINTAGE COTON; (B) 8009-555M, IVAN LUNA—Know Yo' Mambo; (B) 50111-110M, THE BEST OF THE WILKINS FAMILY; (B) 50111-110M, THE BIG WILLS STORY; (B) 50111-110M

**Stormy Forest**

GLEN YARBOUGH—Looking Back; (B) 50111-110M

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OUR PRICES ARE LOW, OUR SERVICE & FILL IS HIGH, TEST US!

BUY ITEMS YOU'VE HAD TROUBLE GETTING AND SEE IF WE DON'T CONVINCE YOU!

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**JANUARY 16, 1971, BILLBOARD**
START '71 WITH THREE MONEY MAKERS

ON THE CHARTS!

RLP8083 — LAWRENCE WELK CANDIDA

RLP8084 — BACHARACH BAROQUE
THE RENAISSANCE

R8078 — RAY ANTHONY — DIRECTION '71
MY SWEET LORD

-AND MORE COMING!

FROM

RANWOOD RECORDS, INC.
LOS ANGELES—Optimism, coupled with a degree of "hot-air enthusiasm" describes the state of cartridge television in this new year.

There are enough indications to predict that this new home entertainment medium is still years away from mass production reality. So record distributors are not worrying about their roles in providing programming to retailers. Record and tape companies are not yet leasing device日本 terms for getting into the audio/visual potpourri. Motion picture exhibitors are not thrashing around frantically to ensure another death grip on the American public's movie-going habits. And the TV networks are not panicked that they will face immediate losses of audience from the public will either buy or lease.

In short, a lot of people are not being backed up against the wall by the thought of a competitive new entertainment medium. But a lot of people are making optimistic statements about their own "expertise" in the field and how cartridge TV will be the messiah for craft unions and for other fields.

Staying creatively in the market, at least, is Motorola's goal. And the real consumer boom will occur in 1975, things should start to happen in 1975, says Peter Singer, vice president of Motorola's education and transmission division.

Motorola's involvement is through CBS's "Castlevision" system, and the hardware firm is concentrating on the industrial and educational markets. Motorola has been using its technique on which an EBC cartridge is played with the picture transmitted to an empty channel on a regular TV set along with leased films it has been obtaining to companies like Equitable Life, hospitals and service organizations.

The company has just opened a local office headed by Norton St. Pierre whose responsibility is to make contact with creative people and companies.

CBS, which has been sophisticating its EBC sys

"going to one color where it is only showing black and white, also feels that it will take upwards to two years before it makes a profit through its Electronic Video Recording division.

"The company should begin to turn a profit in 1975," said CBS financial vice president Robert Rice in discussing CBS's "Castlevision" system, which has been holding discussions with overseas sources about obtaining programming materials for the EBC cartridge system. "But it has not stated when its system will be available to consumers."

AKCO's Carthage system, using color videotape, is supposed to be available to the public this year and the firm's San Jose, Calif. duplicating factory has been transforming moving pictures into cartridge including films from United Artists and sports, travel and some music shorts from producers.

Say Kodak Develops Tie

ROCHESTER, N.Y.—Eastman Kodak is scheduled to develop a system for super 8mm film to be used as a programming source for cartridge television.

The company is working on developing a prototype 8 type film which could be used in cartridge TV housings. The company is also reported developing prototype players for super 8mm film.

Kodak's coverage would be in both the film and hardware areas, although the film would prove to be the top consumer of Kodak's super 8mm film. In home movie film is the top selling item.

Monument Acts Asked for CTV

LOS ANGELES—Monument Records has received overseas requests for the beginning of a record program for cartridge television projects.

Teichiku Records Ltd. of Tokyo has requested a cartridge television program by Boots, Ampex and Lex Productions of Stockholm, Sweden, for the RCA cartridge and motion picture utilization.

RCA, which has developed its own Selectivision system, has been quiet about its own progress. The company has a wide interest in the television industry and the firm's San Jose, Calif. duplicating factory has been transforming moving pictures into cartridge including films from United Artists and sports, travel and some music shorts from producers.

Apex Stays Out of CTV Programming

LOS ANGELES—Ampex is staying out of cartridge television programming.

Dick Weiss, general manager of Ampex's educational industrial products division, believes there is enough expertise in various programming fields to completely fill the need.

"Our field is equipment," Weiss said, adding the company hopes programmers will design their shows to fit Ampex's videotape system.

"We have tried to design our equipment so that it appeals to the public both short- and long-term levels." Weiss said. The best meaningful form of cartridge television programming entails information which emotionally involves the home viewer, and programming which can be repeated.

He cites five categories for potential programming: sports, entertainment, news, the arts and "how to" type series which help a person to do better, like "Do It Better" by Edna St. Vincent Millay or "Flamingo" on CTV as a live album.

The major contribution of the Frontier's customers are from out of town, the hotel also sees no series difference in having CTV. "The gambling hotels were again doing well, the ski resorts, fearing it would detract customers from other activities. Their fears turned out not to be true," said Cummings. "People expect to have a TV in their room."

"We haven't really thought much about CTV," said Cummings, "but I don't see any problem in having CTV for the customers to watch, just as long as it doesn't interfere with normal operations."

Las Vegas Hotels See CTV As Helping Their Business

Food to Appear as Help in East End Cooking Show Series

NEW YORK—East End Enterprises has enlisted the services of Miss Shir, food editor of Look and Seventeen magazines, in the production of its four half-hour demonstration cooking shows for the Food to Appear series. Miss Shir, who has directed Creative Food Service, has organized the demonstration shows for CTV. The cooking series is directed by Peter Witte and the Weshley Studios, Jan. 5-9.

Miss Shir, who brings her culinary expertise as the series is titled, "The Easy Way to Telega Food," is director of Creative Food Service. A promotion organization devoted to the creation and testing of new recipes and ideas for a wide range of clients.

Meanwhile, EEE has also completed a series of three half-hour cooking shows entitled "The Littler. The series was shot at Palm Springs is now in its final stages of editing.

The new schedule calls for a spring taping of a tennis series with Pancho Gonzales. The series will be won in a swimming competition, held by the American Cancer Society. Miss Shir is also producing a series of films for the American Cancer Society.

Randolph's instrumental I.P. has been major sellers in Japan, hence the prospect of having the homosexual performer will be in the New York entertainment medium.

Randolph's instrumental LP has been major sellers in Japan, hence the prospect of having the homosexual performer will be in the New York entertainment medium. The company is currently looking for a top-length recording.

The Randolph project is being planned for this year, with label president Fred Foster expecting a product which will probably take place in Nashville where there are adequate videotaping facilities. Teichiku even suggested that Randolph fly to Tokyo to produce the color program, and this is also under consideration.

Teichiku plans to develop its own cartridge TV program and has set up a separate division to manufacture videotape. Teichiku will distribute its cartridge TV programs like it does records and tapes.

Randolph's instrumental efforts would seem to be in conflict with the Japanese market than those of an American vocalist, Weiss said. "We want to concentrate more on videotape and this is how to a foreign language."

Weiss travels extensively all over the United States and the TV market will develop more rapidly than in other nations because of the products will be more accessible somewhere in the middle.
McKendree Spring

ALBUM
"SECOND THOUGHTS"
DL 75230

SINGLE
"BECAUSE IT'S TIME"
32773

Get ready for McKendree Spring.
We wouldn't want them to happen without you.
McKendree Spring on Decca Records

Decca Records, A Division of MCA Inc.
'Ladies, Gentlemen' Not So Lovely

New York—"Lovely Ladies, Kind Gentlemen," the musical adaptation of 'The Teahouse of the August Moon,' is fighting for its life. After posting a closing notice the day after its Dec. 28 opening, because of a sharp negative review from Clive Barnes of the New York Times, producer Herman Levin decided to fight for a run with an ad campaign using excerpts from those critics who admired the show.

'It's going to be a tough fight, though, because there's really not enough in 'Lovely Ladies, Kind Gentlemen' to sustain a winning run. The adaptation by John Patrick of his 20-year-old hit is plodding and the score by Stan Freeman and Franklin Underwood is mediocre. There was no original cast album deal set before the New York opening and it's doubtful there will be one now considering the show's fate.

The few boys that come out of the production can be credited to Kenneth Nelson as the (Continued on page 31)

Talent In Action

Kris Kristofferson
Carnegie Hall, New York

The Station WBAI show's group of overplush-lined tiers denoted anguished talent at Carnegie Hall lastly as Kristofferson's plaintive and soulful songs were sung by Kris Kristofferson and Jan & Sylvia.

Rising into an intense awareness of sensory response and mental capacity upon hearing Kris Kristofferson's voice, it is evident that the man's place in the history of music is a great one. That's what the group of Billy Swann on electric bass, Dennis Fritz on drums and a background of acoustic guitar and Zak Yantosky on electric lead are saying through most of his monument's scientific and erotic aspects. "I'll Make It Through the Night," "To Be the Devil," "For the Good Times," "Me and Bobby McGee" and "Sunday Morning Coming Down" were some of the highlights in this performance and everyone in the audience usually discounted, than to hear the sound system fall for a count of the band's acoustics. Kristofferson's voice especially became Ian & Sylvia's "Green Green Grass of Home," allowing it to soar in "Smiling Wino," "They're Closing in New York," "Sundaze Soon," "The Texas Rangers" and their new discovery, "The Last Lonely Bed." Dappled coat, fellow Canadian, provided mood with strength of accompaniment on steel guitar.

Robin LOGGIE

Cannon Inks 2 For Film Score

New York—Cannon Films has signed J.D. Crowe and the Kentucky Mountain Boys, a bluegrass singing and instrumental group, to write a score and be featured in the Chris Dewey film "Jump," a story about a flying stock car driver in Appalachia. They will be shooting on location in Florida, and return to Nashville in two weeks to begin a new pilot for Fox, Peppin and John Aykroyd's Youngstreet Productions.

From The Music Capitals of the World

Domestic

Chicago

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THE LETTERMEN
EVERYTHING'S GOOD ABOUT YOU

A HIT SINGLE
FROM THEIR NEW ALBUM.

Album ST-634
www.americanradiohistory.com
Hawaii Rings In New Year With Fest, Firecrackers & Rock Fare

By ELIOT TIEGEL

HONOLULU — Rock music and firecrackers created a New Year's Weekend competition for this tourist city. For some 30,000 long-haired youngsters, Santana proved the high mark at the third annual Sunshine Music Festival sponsored by KAM in the Diamond Head Crater.

Santana's surprise performance New Year's Day had been preceded by such local acts as Yvonne Elliman, Andre and the Grooves, Judith, Sansone Moana, Moneybags and Dan Shane and the Country Aires.

Performers working in both the hotels and clubs along Kalakaua Ave. had to compete with thousands of firecracker popping young people who ushered in 1971 in traditionally boisterous fashion.

Hawaii's top pop name, Don Ho, was home for the holidays at his new Polynesian Palace in the Cinema Reel. But the room lacked the warmth and island flavor of Duke Kahanamoku's open air environment where Ho formerly performed.

His gentle brand of vocalizing, although backed by a 10-piece band and three girl singers, was not helped by the ice cream palace feeling of the Polynesian Palace.

Emorting that's far out. "Relate Me," that's 13 discoteques offering music which is alien to local residents over the years. Honolulu is fast becoming a rock music mecca, with a number of new hotels booking young bands, like the Holiday Inn which has three talent rooms and such up-and-comers as the Swinging Society, Mike O'Day and Co. and the Burgey Express in the Ala Moana.

The Luv Affair has been drawing locals to J.B.'s, the top discoteque, with the Outrigger's new moon room and Alice's Restaurant at the Cinema Reel, plus two major pop showcase rooms.

Unusual Show

The most unusual show in town is Bill Dana's Polynesian spoof review at the Hilton Hawaiian Village's Tapa Room, traditionally a Polynesian show location. For Dana, recently moved over, he shows the present in the new role of "frogman." He has written a number of comedy songs about the Hawaiian Islands which has made the show which ranges from heavy laughter to moderate humor. Dana mixes Yiddish with Hawaiian, sings nicely with a solid quartet and has two hula dancers for visual impact.

Despite a drop in tourism this year, there are a number of Polynesian shows aimed at visitors, with Danny Kekeliki's Kalaha Hilton show now the longest running. Others are Marlene Sai and Alex McAngus at the Royal Hawaiian (which shortly drops this go to with acts like Kay Starr, Ray Anthony and the New York String Ensemble), the Kumonawan Review at Bonnie's Hut, the extravaganzas at the Cinema Reel and Hawaiian Hut.

Two subtle blend of pop with Polynesian, Martin Denny at the Royal Hawaiian and Arthur Lyman at the Ilikai, continue playing for tourists with John Rieves and Al Lopaka working for visitors at Duke's, with Lopaka emphasizing a modern Hawaiian sound for locals.

Esther Phillips

Esther Phillips, Burnin'

Atlantic SD-1565

Esther Phillips has seen changes aplenty in her years in the record business. At the tender age of thirteen she was discovered by band leader Johnny Otis in Los Angeles and opened, billed as "Little" Esther Phillips, at the fabled Barrelhouse Club in that West Coast hot spot in the Forties and Fifties. In late 1948 her first disc appeared on the Modern label with Otis backing her up and it met with little success. In 1949 Johnny and Esther moved over to the Savoy label and had a smash hit with "Double Crossin' Blues" and followed it up with a booting "Cupid's Boogie" in 1951. But folded things up for a while and Esther went out on her own with scant success, recording for a variety of small Southern labels. Personal problems and ill health led her home to Los Angeles in the mid-Fifties, where she spent a couple of years recuperating and then, like a true artist, hit the road again.

1962 was the turning point in her career when she waxed the c&w tune "Release Me" for the New York-based Leno label. It sold a million and led to a whole, much disputed, album of c&w tunes and landed her a reputation in the supper-club, easy-listening circles that contrasted solidly with her tough, intelligent role in the Forties and Fifties. Atlantic bought her contract in 1965 and pursued the c&w thing, but first, until recently occurred. "I Love Her," turned out to be her last hit. Albums followed on Atlantic, but these were basically string-loaded and full of standards.

With this album—recorded live at Freddie Jett's Pied Piper Club in Los Angeles—Little Esther lets her hair down once more and proves she is yet a blues singer extraordinary, with healthy dashes of jazz-inflected stylings a la Dinah Washington, Carmen McCrae or Nina Simone overwhelmingly in evidence. Her tight, little-girl voice rocks out on "Cry Me a River Blues" and enchantingly possesses one on her live version of "And I Love Her." Next to invention her tense, insidious, emotionally abusive "I'm Getting Long Awaited" that's "for all my lady friends in the house tonight—I do most of my blues songs for the ladies because we always have the house..." She means her way into the "I'm..." "Most man..." "Coal man..." people tuned in syncopatedly funky fashion.

And that is only part side of one of this disc. Side two includes a live version of her comeback tune, which is lyrically provocative as the tight ensemble, including Cornel Dupree on guitar and Jack Wilson on piano, moves things along expertly. Side two also contains two ballads that, as Leonard Fournier points to, "take on the coloration of the blues." Entitled "If It's the Last Thing I Do" and "Please Send Me Someone To Love," both feature Esther moaning, waiting and emoting off of deliberate piano backing, curling the notes at times and elongating her long silences at other moments. Intensity mingled with gospel-stung syncopation.

Esther Phillips returns on this marvelous album that should be another stepping stone in her up and down career that deserves a second break and this album demonstrates she still has that low down r&b feel coupled with a jazz ballad sense of timing and coloration that matches Nina Simone.

On Atlantic Records & Tapes (Tapes Distributed by Ampex)

"Little Esther lets her hair down once more"
Cannonball Adderley Quintet

2 Records For The Price Of 1

The Price You Got To Pay To Be Free

SWBB-636
Talent

From The
Music Capitals
of the World

DOMESTIC

* Continued from page 26

Walter Bros.' Tony Joe White opens a six-night stint at Paul Colby's Bitter End, Wednesday (20). Mountaineer's Marshall Ver Planck has been invited by co-host Rex Reed to appear on the "Mike Douglas Show," Tuesday (12). Elektra's David Stelberg will be guest host on the "Tonight Show," Monday (11). Ken Long, composer of the score of off-Broadway's "Touch," has been invited with the entire cast to participate in April's Rome International Theater Festival. Polydor's Emmylou Harris plays Detroit's Cobo Hall, Jan. 22, and St. Louis, Jan. 30. Polydor's Oleta Adams has been added to the Friday (22) and Saturday (23) shows at Bill Graham's Fillmore East.

Bizzarr's Capt. Beethoven & His Magic Band and Rep's Cooner play Uptown, Jan. 27-28. Polydor's Edwin Birdsong appears at PNC's, Friday (15), Saturday (16), Friday (22) and Saturday (23). He also plays Appala- bia University, Friday (15). Columbia's Eagle Lawn flies to London Feb. 15 for rehearsals for a Feb. 20 "Tom Jones Show" taping. Delaney Sisters, appearing with Don Rickles at Chicago's Mill Run Theater, will do an "Ed Sullivan Show" next month and a "Dean Martin Show" in March. Polydor's Dave Van Ronk plays Kent State University, Saturday (18). Chicago's Quiet Night Jan. 20-24, and the University of Chicago, Jan. 27.

Poppy's Chris Smither opens a one-week gig at the Village Gaslight, Jan. 23. Rep's James Taylor plays Philadelphia, Sunday (24). He also will do two Fillmore East benefit concerts the next night. Polydor's Eddie Rendell opens a five-night stand at Los Angeles' Whiskey A-Go-Go, Wednesday (20). He also plays Fillmore East, Jan. 31, with Columbia's Chamber Brothers and Tampa's Curtis Holland, March 24. Don Quan, an open-week engagement at Las Vegas' Sands Hotel, Feb. 14, with Rowan & Martin. She headlines San Francisco's Fairmont Hotel, July 29 to Aug. 18. Miss Wyman also will tape a "Carol Burnett Show," Feb. 19 for March airing.

Holistic Wisdom, music/record business publicist, in Mount Sinai Hospital for minor surgery.

FRED KIRBY

LAS VEGAS

A television special with Sammy Davis Jr., Jefl Durrance and Mercury Martini is to be aired in February. It was shot at the Desert Inn. United Recording did the sound. Bill Porter of Porter Sound worked with Larry Maslon of NBC taping interview with Peter Law Hayes for the "Today" show. KLUC Radio has a syndicated radio show, "STRIP Scene." Working on albums at United were Barbara Streisand in to record some new songs for Rickie Lee Jones who produced "Stoney End." Also, Dianne Warwick was in to work on an album she is producing.

Louis Armstrong opened a limited engagement at the Tropicana. Hawaii's Joey Silva opened his final week at the Mini Hotel. Rep's Randy Rhoads, a five-man group playing in the Merri- Mini Lounge of the Mini has a new album, "Texas Nevada Border," which will be released Fri- day (15). Buddy Hackett and Esther Tobi open Tuesday (19) in the Sahara. Ella Fitzgerald opened at the Flamingo. Liberace and Julie Andrews open Thursday (21) at Caesar's Palace.

Theatrical Workers Union Local 720 are in the midst of a five-day strike and promotion discrimination against blacks in 17 Las Vegas hotels and casinos by the Department of Justice. Local 720 had no comment on the matter. Albee Lane at the Frontier Music Hall is supported by entertainers Garrett Lewis and Larry Billman. "Beverly and Sidra" working a five-week Frontier reprise Wednesday (14).

Fremont's Carnival Room is be- ing converted into an Italian re- saurant. The nation's Cantor Cantor was held in Las Vegas in over 1,000 attending. Fea- tured performers were: Samuel Ford, Martin Glick, Joseph Kohn, Phillip Modell, Samuel Rosenbaum, An- thony Thomas and Helen Maynard.

LAURA DENI

MIAMI

Trip Universal taping new original tunes by Leslie Hauch (Fort Lauderdale). The tunes are being recorded in Nashville by a local group. Trip reports a new release by Carole King "The Best of You" with "Monday Morning." Another new re- lease written by Lexington, Ky., resident, D.C. Baldino, is being re- corded by the Common Market. The songs are "Hey Nurse" and "She Was Mine." Coming out shortly is a Lynn Lynch release, "Square Wolf," and "What Has God Done." Sundown Ampex records are coming out at the Beach in Miami.

Gabriel's Brass going into the Crocuses (Airport) Jan. Monday (20) for an unlimited engagement. Nathan Newell, head of Gabriel's Brass, directed all the music at the Eden Roc Hotel during the holiday season. The LP "Gabriel's Brass," being distributed through Phillips Company in Mexico City.

Jay Butler followed Gary Pickels and the High Top into the Hump (Marco Polo). On Fri- day (15) Brooklyn Bridge moves into the Hump for two weeks and Big Al and the Mob return Feb. 26. The New Seekers are set for a February date and Buddy Miles is coming in during March.

Danny Thomas returns to the Dipping Bowl (Hollywood) for nine days beginning Feb. 19.

B.B. King's packing them in at the Newport's Seven Seas Lounge. And reports from the new Playboi Plaza claim that Steve Lawrence and Eydie Gorme have been turn- ing them away during their two nightly shows. There's standing room only for Dionne Warwick's appearance at the Diplomat. Lisa Green, president of Palomino Productions, Inc., spent the hollies in Amarillo, Texas, setting up distribution for his new label and casting on TV and radio shows. The new Miami-based company is into a heavy production schedule for 1971.

SARA LANE

SAN FRANCISCO

Dave Mason with Winterland appearing for 20 weeks, will take over the stage. Bill Graham's takeover, and Graham refuses to pay the price. Bazzett agreed to The Spencer Davis Group, which was to play (Continued on page 31)

R'n'R Show Vol 5 Set

NEW YORK — Richard Nader has set Volume 5 of the "1950's Rock 'n' Roll Revival" for Madison Square Garden on Feb. 7. It will be an afternoon show. It will be a Daily Mirror.

In the lineup will be Bill Haley & the Comets, Jerry Lee Lewis, Buddy Holly, Little Richard, the Four Satins, the Skyliners, Carl Perkins, Frederick Cannon, Don- vells, Ruby & the Romantics, the Angels, and the Bobby Comstock Band.

Lament Of The Cherokee
Indian Reservation
Don Fardon
GPN 405

No 1 In England! (Port Lauderdale)
Breaking Out, Again, In The United States!

208 SOUND SURVEYS
Melody Maker
PLOP 30
TOP 30 SINGLES

30
JANUARY 16, 1971, BILLBOARD
Talent In Action

the melody and using a different rhythm. The drive of the group is supplied by Denny Horan, a drummer who kicks, shoves and generallywhips up a cooking rhythm that few drummers are capable of doing. Whether playing a move-your-body song like ‘Trackin’ or a soft, almost ma-

jestic, “Life Is Free,” the group shows that it can play. Giant City has no record deal yet.

GEORGE KENMEYER

BUDDY WEED TRIO

Carefree Inn, Phoenix, Ariz.

Just 20-old minutes up Scotts-
dale Road, the plush Coronado Room of the Carefree Inn is pulsating these evenings with the Buddy Weed Trio, led by the deft, jazz Saratoga special-

ist. The up-and-coming veteran, who blossomed as pianist-arranger for Paul White-

man’s last hit on in 1942 and, previously at 16, ventured into music with Jack Teagarden’s dixieland crew, is a wizard on the 10 keys.

With Vic Conner on bass and Marv Golden on drums, Buddy

also sings an occasional song in a pleasant, if not overly robust, voice. It’s the kind of jazz music one finds unobtrusive while stepping or sipping and the rhythms engen-

dered by this threesome are defi-
nitely danceable. Their bandstand stay is for an indefinite period.

PHIL STRAUBBERG

(Continued on page 51)

Signings

• Continued from page 28

Famous Agency and, for public rela-
tions, with Moondog Productions... Bob Miller to Blackbird, who is issuing his first album.

Dean Martin has renewed with Reprise for 10 LP’s over a three-

year period. Reprise also obtains the title to all of Martin’s LP’s cut since he joined the label in 1963.

His new LP is titled “For the Good Times.” The Depend-
hables to Liberty/UA with Lewis Lintern handling production.

WHO IS MR. EMOTION

RIPARIA D’ORO KNOWS

JANUARY 16, 1971, BILLBOARD

Talent In Action

From The Music Capitals of the World

DOMESTIC

Winterland, Friday (22), has been rescheduled into the Fillmore, Thursday (21). So far, Graham has made only one firm booking for Winterland. Steppenwolf plays there Feb. 12 & 13.

Local educational FM station KQED and Metromedia’s KSAN teamed for a quadruphonic broad-
cast of Winterland’s New Year’s Eve concert with the Greatful Dead, New Riders of the Purple Sage and Stoneground. David Rubinson is producing Herbie Han-
cock’s new album for Warner Bros. He’ll start work on a new Taj Mahal album this month...

... Cool Blood is back from Alaska. ... It’s A Beautiful Day travels to Texas for three concerts late this month. ... Nolan Mitchell, former lead singer of The Pampers, is producing Maudeline and Man-

hatten Transfer for Capitol...

Attorney Brian Robbin is now as-

sociated with Elliot Mazur, Norbert Putnam and David Briggs in Warped Recordings. The company has offices in San Francisco, New York, Nashville and Los Angeles. Rohan is also negotiating contracts for all the Fillmore acts, the Youngbloods, Santana and Blue Cheer.

MARY TURNER

CINCINNATI

Swingers Tony Sandler and Ralph Young, backed by solid brass, set for a concert date at the Tchi Theater Jan. 22 at a $5 top.

Ohio, impressing, handling the pro-

motion. ... The Action Faction, a package comprising seven singers, dancers and instrumentalists, last week returned to the Playboy Club for a month’s engagement. In the group are Kathy Car, Janice Ross and Cheryl Homsgger, dancers and vocalists; Bob Ross, trumpet and vocals; Jim Mandrake, electric piano and vocals; Eddie Martinez, trumpet; and Jon Krigger, drums.

Ray W. Shannon, a veteran of the Broadway stage and vaudeville and a pioneer in local radio billed as the Old Rhinelandler, died here last week at the age of 76. His career as a comedian spanned more than 30 years. ... Prepara-

tions are already under way for the 90th May Music Festival, the oldest continuing music festival in the United States, to be held at Music Hall May 14-16. Among the artists already formed for the event are Leontyne Price, Beverly Sills, Norman Treigle, John Alex-

ander, Dominc Cosca and the Jef-

frey Ballet. They will be backed by a Chamber Choir of 24 voices.

(Continued on page 42)

‘Ladies, Gentlemen’

• Continued from page 26

Okinawan interpreter-fixer, Ron Husmann as the do-good-ten-

ant, David Burns as the blustering colonel, and Remak Ramsay as the wacky psychia-

trist.

MIKE GROSS
Gate Crashing Forces Campus 'Crash' Program of Delaying Spring Booking

- Continued from page 1

into the problem but have not realized the financial costs. Theatrical success was at the University of Hartford, West Hartford, Conn., Kevin Fahey, president, offered a program for union activities, referred to a cancellation two days prior to a performance. The actor was legitimately ill, Fahey said, that to cancel the concert after receiving the proper verification of the union's intentions could mean a possibility of a replay in March. But our main problem is with gate crashes.

Security costs are getting higher due to the problem and the administration at the university, as well as the students, are beginning to see the prospect of scheduling no more concerts as well as cancelling the remaining concerts. The artist who was ill was John Sebastian. Fahey said that Sebastian played a concert at a nearby school a few days later, but it was obvious that he was still sick and did not put on one of his better shows. "The artist is definitely going to be very concerned with this gate crashing business," Fahey commented. "They always try to calm the crowd but we end up on the short end of the stick." At a recent concert the security police were forced to allow a great number of people to enter the concert free. "They were standing in the aisles and had taken every available space in the auditorium," said Fahey, further commenting on the fire hazard this situation had created.

Bill Forwarded

"There was damage to the auditorium," Fahey said, "and we forwarded the bill to the group's agent. As far as no-shows, I performed as scheduled, but no one showed up. We were very lucky," said Fahey, adding that he knew of at least one possible two no-shows or cancellations at the University of Connecticut in Storrs, and several other such incidents around the state. The union officials at the other schools in question could not be reached for further verification.

At Penn State University, a similar problem arose with concerts given by the Jefferson Airplane and Chicago. W.F. Fuller, manager of the union at the University said that the gate crashing incident occurred at the Jefferson Airplane performance where the group was held in conjunction with Penn State's all University day, a day on which students from all the state university campuses in Pennsylvania came to Penn State for a football game, concert and other activities. "The problem arose because we did not have enough seats and there were many people who wanted to get into the concert but could not buy tickets. Instead of a full-scale riot, we al-

First Place Music Pub Set

STUDIO CITY, Calif.—First Place Music Publications, Inc., is a new educational music publishing company formed by Joe Cuddy and Dick Grove. The primary purpose of the new firm is to provide high school, college and university stage bands with musical arrangements. At the moment, the company has about 150 arrangements and compositions by Grove including 'Moon Song,' 'Home Cookin',' and 'Sneaky Pete.' Grove heads a big band in the Los Angeles area with musicians who have performed with many of the well-known bands of the Big Band era.

In addition to arrangements and compositions by Grove, the company plans to publish stage band arrangements by noted composers and arrangers as well as vocal and chorale arrangements, instruction and method books, and other material for music education.

The Head Count

Mescing Mind is a record store and head shop serving the University of New Mexico, in Carlsbad. Marcus Somanto is the manager. He says the store grew out of a collective which sold records around the campus for prices lower than the regular record stores. The key to success, according to Somanto, is to be honest and not to sell or suggest but to play new music through the store constantly and provide a congenial atmosphere for the record buyer. The top 10 selling LP's at the store are:

2. "Blows Against the Empire," Jefferson Starship, RCA.
5. "Doors, Elektara.
7. "Red Clay," Freddie Hubbard, CTI.
8. "Jesus Christ Superstar," various artists, Decca.
9. "Black Man's Burdon," Eric Burdon and War, MGM.

What's Happening

By BOB GLASSENBERRY

I have received additional requests from record companies to list the personnel involved in providing campuses across the country with special records, which have not been in the record store list printed in this column Dec. 12, and the suggestions printed Dec. 5.

Barnaby Records 1009 17th Ave. South Nashville, Tenn. 37212
Beverly Hills Records Morris Diamond 6340 Sunset Blvd. Hollywood, Calif. 90028
CBS Records Kate Buckley 51 West 52nd St. New York, N.Y. 10019
Buddah Records Andy Schwartz 1630 Broadway New York, N.Y. 10019
Hare Records * John Rowe Box 1209
Mediators Records Penny Mitchell 9220 Sunset Blvd. Hollywood, Calif. 90069
Kent Records Joe Bihari 5810 S. Normandie Ave. Los Angeles, Calif. 90044
Lounge Records Cornelius Drake Box 4358 Jersey City, N.J. 07304
All Platinum Records Bill Darnell 106 Palisade Ave. Palisades, N.J. 07651
Skeletin-A-Lintoo Records Frank Growing Box 3453, Gambro, Stn. Bridgport, Conn. 06605

One further suggestion. The immediate reaction some programmers have to the request for records is that they have never heard of them and therefore, the companies have nothing to offer. Wrong. With a few exceptions, these people want to help campus radio stations. In cases where one is not aware of the services that are available in a company's catalog, it would be best to write and request the catalog first before requesting every record from that company. Don't waste time by asking for all the records if you do not think
Radio-TV programming

NAFMB to Begin Area Meets Jan. 26

PHILADELPHIA—The National Association of FM Broadcasters will hold the first of a series of regional conferences here Jan. 26 at the Marriott Motor Hotel with one session devoted to record promotion men’s viewpoints of FM radio today and another on FM programming. In addition, a highlight of the program will be a quadraphonic demonstration presented by John Eargle, chief engineer of Mercury Records.

F.M. president John Richer, manager of WFLF-FM in Philadelphia, said broadcast executives from five states and the District of Columbia would be invited to attend this pilot meeting.

Dave Kahr, program director of WFLF-FM, will moderate a panel session on programming. Tom Kennedy of Heritage Records will moderate the promotion panel’s session. Kahr said he was considering putting four

KHFI-FM Bows Hip

AUSTIN, Tex.—KHFI-FM has been progressive rock programming nightly 9 p.m.-6 a.m. and program director Ed Raymond said that if the programming experiment receives strong reaction the station may eventually go full-time. At present, the station features automated music, with Mike Taylor and Mike Abeln will host the progressive rock shows. Brandon is also program director of KTAP, the affiliate Top 40 daytime station.

KING Slates Play Revamp

SEATTLE—KING, 50,000 watt, middle-of-the-road station, will revamp and modernize its format within the next two or three weeks. General manager is Gerald Gawn, program director is John Barr. KING is owned by King Broadcasting, which also owns KGW in Portland, Ore., a Top 40 station.

LP Cuts Accent In WNHC Playlist

NEW HAVEN—Eighteen of the tunes of the 30-record play-list of WNHC here last week were album cuts or former album cuts, according to Bill Hennes, program director of the Top 40 station. Only the two tunes as yet unreadied at studio. The programming takes from the album "Rain" from a new Creedence Clearwater Revival album and "Waitin' on You All," by George Harrison from his new album.

"We're playing these two album cuts based on request action for them and upon sales figures for the two albums in this market," Hennes said. "The second album, for example, is No. 7 on my album chart." WNHC surveys the top 30 albums in the area every week. Harrison had the No. 1 album last week; John Lennon's album was No. 2 and WNHC had played three cuts from it; Steve Stills was No. 3 and a song from it was on the playlist; WNHC was also playing a song from the No. 4 album, etc.

The only problem with playing a good cut from a new album is that if you expose a cut and three months later it's reissued as a single, you either have to reprogram the single or let it die. The only solution, Hennes said, is playing singles after they've been released from the album or a selected few cuts. Then you're faced with the problem of which cut to play. But WNHC added Elton John's

KOWH: From Country To Omaha Soul King

OMAHA—KOWH, an AM station formerly focusing on country music, is now the city's top soul-format outlet. The shift is both of a large share of the city's white population and the growing appeal of KOWH, which is simulcasting KOWH-FM, to a chain of stations under the aegis of Reconciliation, Inc., a public broadcasting group. First of all, program director Jack Harris said, the new station and format must prove itself to be a commercial success. KOWH's new format went into effect January 1 although until a Federal Communications Commission procedure is completed KOWH will be identified as the old call letters—KOWH—of the former Star Group outlet. KOWH will identity itself as such in about 30 days.

The FM counterpart is now being identified as the new KBBQ. It will be simulcasting the daytime hours its 1,000 watt AM side. Aside from being the first AM-FM, the format, the FM side, has joined the over-the-air programming from 6-8 a.m. The AM station is clear channel at 1660 and the 1,000 watt FM side at 94.1.

A program director at KUXL, who handles the all-night show and already has become a legend with truck drivers and night owls across the Midwest, was the main stayed behind. His name is Jack Harris, president of KOWH-FM, the new station.

"I think this proves my theory that country radio, if programmed the right way, could reach any Top 40 format anywhere. What's more spectacular is that we've done it in Omaha!"

KOWH'S policy is to let the air personalities decide their own shows from a playlist of about 100 singles and a complete oldies library available in the control room. The oldies are kept in the control room, Day said, "so if a disc jockey gets a request from a listener he can pull it out immediately and play it."

The station ordinarily slates three oldies an hour and plays also one cut a night from a list of 800 cuts of which there are from two-to-seven feature albums a week. The only other thing required of the air personalities is that they show up with two records from the top 20 local hits per hour, Day said, but points out all requests, no matter how obscure, are used primarily.

Every new record that comes to the station is reviewed and are played if they're good "so the station is always up to date," he said. KOWH also plays local artists such as The Breakaways, a local release of Bill Mack and Wanda Conklin.

Country Makes WBAP Shoot to 2d

FORT WORTH—By giving the country music fans what they want to hear—big hits, Ernest Tubby, Roy Acuff, and real "honky-tonk" country stars—WBAP is shooting sales, ratings, and revenue. The station's overnight audience has increased in increments of 50 per cent, and its ratings are up 25 per cent from 1 to 4 a.m.

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Guide Out For 'Movers'

SAN FRANCISCO—Com- mercial radio broadcast service which publishes "Answers For FCC First and Second Commercial License" for personality applications is a guide for personalities wishing to advance in the broadcasting industry. The new parallel called "Move Up To More Money" retails for $5. Warren Barr, a director of Broadcast Productions, was the editor of both publications.

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KOWH: From Country To Omaha Soul King

- Continued from page 33

Translated into a format, this means KOWH AM and FM is now programming its 25 top soul records plus 13 soul "extras" each day. Added to this are two new soul programs plus the "Hot 100" per hour. In fact, "KOWH Three Times" by Dana in KOWH's top record now.

Harris said he is playing "Domino" by Van Morrison, "Lonely Days" by Frank Zappa, "He Ain't Heavy...He's My Brother" by Neil Diamond and even album cuts by pop groups.

The station is very much into community affairs and has special programming.

Pulse to Survey N.Y., Other Areas

NEW YORK—Pulse will survey both the metropolitan area and a larger "radio station area" in most of the 166 scheduled Pulse markets in 1973, according to the Sales department of Stereophonic Stereo. He also announced that the ninth edition of Pulse's local station guide for 1973, listing the top markets is now available.

Buzz Bennett has gone to San Diego and will march with KOWH AM and FM. Buzz will be program director of KQCB, Gary Allen is out, and the new program director of KQCB is expected to join Buzz and the rumor was that Buzz C. Chenoweth, who is currently working in some other station.

Burt, you see, had beenungoing his own programming Dr. Kalman's programming theories; now the question is whether Duke will go and do it with taking over the San Diego market, also due to that director, Dr. Duke, programming knowledge didn't sink up well with KGB.

Rae Wiley will be the new program director of WPDQ, Jacksonville, Fla. Tom Davis has been promoted to the post of program director of WZAX in Providence, R.I., and previous to joining WZAX, Lee is the other air personality. Lee Davis has been program director of WEDO in Delano, Ohio, joining WZAX from WMJF in Columbus, Ga., as program director. Janesville, Wis. reports "I really love Delano. It's about 40-50,000 people and we're going to build a new station in the area. We feel that we will be able to serve the community three or four times the size of Delano. We're Top 40 with a stronger sound in the daytime. Things like Cash, Como, pre-1960 oldies, country in the daytime and R&B and Rock in the afternoon. We're trying to create a station that will attract people of all ages." We are adding to the new station.

KOWH AM's signals spread to Des Moines, Iowa, and on through Kansas City, location of the nearest other soul outlet.

The first of programming considerable pop music on what is basically a soul station is all the more curious, he noted, because years ago KOWH was the top rocker in Omaha. Harris claims KOWH's AM signals spread to Des Moines, Iowa, and on through Kansas City, location of the nearest other soul outlet.

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

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(Continued on page 36)
Yesteryear’s Hits

Change of pace programming from Steppenwolf featuring the discs that were the hottest in the land 5 years ago and 10 years ago this week. Here’s how they ranked in Billboard’s charts at that time.

POP SINGLES—10 Years Ago

January 16, 1961

1. Wonderland By Night (Columbia)
2. Tell Me You’re In Love (Columbia)
3. Endless—Ferrante & Teicher (United Artists)
4. (You Gotta Have) Sunset (Columbia)
5. Last Date—Floyd Cramer (RCA)
6. Coraline—Ronal Ray Peterson (Capitol)
7. North To Alaska—Johnny Horton (Columbia)

POP SINGLES—5 Years Ago

January 16, 1966

1. We Can Work It Out—Beatles (Capitol)
2. Our Own World—Stevie Wonder (Tamla Motown)
3. Five O’Clock Work—Vegas (Columbia)
4. Eel Tail—Righteous Brothers (Philips)
5. Over The Rainbow—Cass Elliot (Capitol)
6. Flowers On The Wall—Staxers (Brothers Columbia)
7. The Man In My Life—Mike Douglas (Epix)
8. At Times You Go By—Riding Stones (Columbia)
9. No Matter What Shape—Santa Fe’s (Capitol)

SOUL SINGLES—5 Years Ago

January 16, 1966

1. I Got You (I Feel Good)—James Brown (Brow)
2. Rainbow ’s Out Gone Chandel (Gamble-Hammer)
3. A Sweet Woman Like You—Joe Tex (Red)
4. You’re A Good Thing—Wonder (Tamla Motown)
5. Hot Stuff—Wonder (Tamla Motown)
6. Michael—C.O.B.’s (Kilm)
7. Have The Ball—Farrar (Columbia)
8. Ain’t That Peculiar—Marvin Gaye (Tamla)
9. Don’t Light It—Winston Pickett (Atlantic)
10. Go Out—Marvin Gaye (Tamla)

Hang On Sloopy—Rayman Lewis Tish (Coral)

COUNTRY SINGLES—5 Years Ago

January 16, 1966

1. Giddy Up Go—Red Sezien (Stanley)
2. Make The World Go Away—Eddy Arnold (RCA)
3. I’ve Got That Ding—Steffin Brothers (Columbia)
4. What’s Wrong With—Sammy Lee (Capitol)
5. Stoppin’ On A Rock—Warner Miller (Capitol)
6. Buckaroo—Bucky Owen & His Buckaroos (Capitol)
7. Easy Living—Roger Miller (Smash)
8. Take Me—George Jones (Mercury)
9. Artificial Rose—Emmy Newman (Beck)
10. Who’s Gonna Be This—Bill Carlisle (Hickory)

Monsieur

Dear Sir:

That letter of mine in the Dec. 12 issue of Billboard is still drawing reaction! I’ve gotten several long-distance phone calls (fortunately pre-paid), letters not only from announcers asking for advice on “how to do it better,” but from guys listening (not in CHAM in Hamilton saying beautiful,” and the story was even the subject of a new story on WRAD, Radford, Va. Many of you do a job all the time for favor me by telling ’em all “thanks for taking the time. My schedule just won’t permit me time to answer all of the mail I’ve gotten. I’m still working all the way.

All in all, the response was quite a morale-builder for me. I think we’ve got to get the guys to see what it means to us, and we’ve also got to keep Johnny & Jack’s old records, Bill Monroe, Flatt & Scruggs, Acuff, Tabby—all get good reaction because we’re giving the people what they want, they’reography.

He pointed out that the biggest problem WPAB faced today is that listeners are a bit more selective than they were before. The old way of doing things no longer works, he said. The country music scene is much different from what it was.

WPAB plays the country music all right, but it’s a lot of different stations as far as the recent record by the Creedence Clearwater Revival played on WPAB. He’s heard the LP and says it’s great music. Glen Campbell’s “It’s Only Make Believe” is as modern as WPAB tends to go.

But the radio is changing, and we can’t depend on the peaks and valleys that we’ve had in the past.

Craul couldn’t tell a partici-

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is on the brink of major expansion. We need talented people, creativity, strong personalities, strong production personnel, program directors, news directors, and newsmen for major market radio stations with both Top 40 and M-O-R formats.

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The need is now. Tapes, resume, photo, please. All replies are confidential.

Programing db
Ken Draper, John Rook, Chuck Blore
1610 North Argyle
Hollywood, California 90028
SOUL SLICES: Breaking the top: Barbara & the Uniques, Tony Turner, Lowell, Major Lance and Laura Lee. Atlantic sounds from New Orleans by King Floyd, Rosetta Johnson and Tony Owens. Cotillion with Brook Benton, the Stone Flower label, and in picking up those masters. This year's BMI dinner to honor the writers and publishers of the top #1 hit song will take place in Memphis, March 7th. Check out the hits at "The Tallest Man On Earth." He's not my birthday, but I've been wondering about them. Cotillion has signed Professor Alex Bradford to launch a new gospel push, which will also feature a LP called "Heavenly Stars" with outstanding cuts from some of Atlantic's finest, including Aretha. A new album by Myrna summers is also due, and re-issuing of some of her earlier catalog are also in the works. Candidi Stanton could be the shining star of soul now. "He Called Me Baby" is a real winner as is the album, a new year's release from "Don't Be Fooled By the Sun." Staying put, Rang Cullin's "Whole Lotta Love" (Atco); Wally Coltrane, "This Man" (Wand); Boys in the Band, "Music You Gonna Save the World" (Spring); Jazz Crusaders, "Bout Back Home" (Chico) Joe Becce, "Parody" (Fantasy); Maurice & Mae, "You Can't Say I Didn't Try" (Cheat); Eddie Bo, "Rubber Band" (Knight); Sy Johnson, "We Do It Together" (Du); Fats, "I Love The Fourth of July" (Columbia); Ernie Andrews, "Bridge Over Troubled Waters" (Pf-L.A. Of Soul); Bill Cosby, "Get Your Life Straight" (Citation). This month from All-Platinum and the Starglazing: "Moments of the Greatest Hits," plus "New Jersey's Greatest Hits," and Jimi Hendrix & Lonnie Youngblood Together. (On the Maple label). It's also available from the Fifth Dimension? "Light Sings," from the score of "The Me Nobody Knows." Capacity Records in Washington has a regional number cookin' in Washington, Atlanta and Cleveland with "Stay Mine," by Michael Washington, "The Younger," by King Floyd just keeps on selling. Send your news and information to Atlantic Records, and we'll fly with you in '72. Jim Ing of WOR-FM in New York reads Soul Slice. Do you?

**Soul Sauce**

**BEST SELLING SOUL SINGLES**

| Last Week | Title Artist, Label, No. & Pk. Weeks on Chart |
|-----------|-------------------------------------------------|-----------------------------|
| 1         | GROOVE ME, King Floyd, Columbia 3308 45        |
| 2         | IF I WERE YOUR WOMAN, Mary Wells, Soul 3309 40 |
| 3         | DON'T Worry, I'm Here, but We're All Going To be 60 |
| 4         | (Do the) Push & Pull (Part 1) ||
| 5         | KEEP THE STAR NOW ||
| 6         | YOUR TIME TO CRY ||
| 7         | ONE LESS BELT TO ANSWER ||
| 8         | SOMEBODY'S WATCHING YOU ||
| 9         | MAMMA NOVA, Supremes & Four Tops, Motown 1127 |
| 10        | ARE YOU MY WOMAN ||
| 11        | GET UP, GET INTO IT, GET INVOLVED ||
| 12        | PAY TO THE PIPER ||
| 13        | AVENUE OF THE LIVING DEAD ||
| 14        | THE FOLK'S LOVE ||
| 15        | THERE IT AGAIN ||
| 16        | ALL ||
| 17        | ALL ||
| 18        | SHOES ||
| 19        | THE TEARS OF A CLOWN ||
| 20        | I'M SO PROUD ||
| 21        | I CAN'T GET YOU TO ||
| 22        | I'M STILL HERE ||
| 23        | I'M STILL HERE ||
| 24        | I'M STILL HERE ||
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**Vox Jox**

- Continued from page 34

Country-formatted WDUX, Wau- paco, Wis., 715-258-5523, needs a record for the Gospel Moon daughter, in a program director, Bill Calter has joined WRTI in Philadelphia from KSD in St. Louis. Carl Como is out of WRIT in Milwaukee.

WMCA in New York is now a talk station, but the record tape im- age finger lingers on and Joe Mahmnon, Capitol Records promotion man, credits this with his personal talk personality Alex Bennett with the "Help Me Get My Heart Back Home," "White Wolf" by Dr. Roger S. Payne and being a vital factor in the sales of the LP in New York. Jerry Johnson wants me to men- tion that he has won the "Music of the Day" competition, 7-midnight slot to afternoons on CHVY, Long Island, Canada. Scott Edwards, music director of KOLA, Honolulu, takes credit for first playing "1900 Yesterdays" by Lil Damon and the Orient Express of the Hawaiian label Makaha Records.

**KFMI-FM, P.O. Box 746, Toluca Lake, Calif., 91361, is the tempo- nary need of religious records of all kinds. David Inglis, a Capitol Rec- ords artist and a director of the Gospel Music Association, is a program director, Paul Benton is man- ager. Good news soon for jazz fans. WRTI-FM, jazz station owned by Temple University in Philadelphia, is a radio transmitter, which will permit broadcasting in stereo, and WPLN-FM is going to allow the college station to transmit from their tower, starting in the spring.

Chuck Brinkman has moved into the morning drive slot at KKVY, Pittsburgh, and Joe Summers, formerly of WSAF in Cincinnati, has taken over Brinkman's after- noon slot. Joe has been the subject of the demise of WTGM-FM in St. Petersburg, Fla., a progressive rock station. WMQ in Tampa bought the FM station and will put it back on the air by the second week now with country music.

**KXNO, FM 1240, Norfolk, Va., has taken over KITL-FM in Houston where the manager, Don Ireland, died last week. The station is named after the late Mr. Ireland, who was a part of the police lab in Chicago. The studio is located in the Chicago Sun Times Building.

**NEWSPAPER CLIPPINGS**

- Got a call from Mac Hudson of the New York Times to see if we could have a story on the^^^ of^^^ movie "Browser McClain" for the next 20 minutes. Hudson also played the part of a police lab man in the movie. Steve Lundy of WLS in Chicago is in one of the crowd scenes and Buffalo Bich in on the soundtrack of the movie "Browser McClain." Hudson said: "I'm sure Bich doesn't know he's represented in the movie. He sings a solo song during his scene; you hear it on our radio in the movie."

- New morning man at KKKL in Spokane is Chasattrick J. Periwinkle. BJ Johnson of WGW in Washington. Weekend man Gary Charles has moved into a full-time 10 a.m. - 2:30 p.m. Monday through Saturday as the full-time lineup on KKKL-FM, Houston, includes Houston veteran, Johnnie Ray, Gwyn, Steve O, Ted Maynard, Roland Raine, and Bob Allen. William Scott is manager of the station Top 40 operation.

- New music director for 710 WRDW in Atlanta is R. Riche; also moved to WRDW in Chicago. It seems that WRTI is taking over as operations director at WPFG, Peoria, Ill., as well as nearby two-and-a-half years at WRB.

- Now at a Top 40 jock and music director to the thing we are doing here. It's kind of a MOR contemporary thing which really doesn't fit into that classification. I'm trying to put together a sophisticated adult sound, something which is totally missing from this market.

- John Armstrong is the new pro- gram director of KAYS in Char- lotte, N.C. Dr. Bill Kastoff is now at WAHT in Lebanon, Pa., he'd been previously three years. Currently at COY in Columbus, Pa. The WAHT lineup includes Fred Wilkins, Johnnie Ray, Henry Hall, Henry Hall, Tom Scott and John Henry Hall. We do the weekend shows, Bill Sullivan is the general manager of the 5,000-watt daytime station.
Letters To The Editor

The charts tell the story—Billboard has THE CHARTS

JANUARY 16, 1971, BILLBOARD

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2226 McDonald Ave., Brooklyn, N.Y. 11223

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Say You Saw It in Billboard

Billboard SPECIAL SURVEY FOR Week Ending 1/16/71

BEST SELLING Soul LP's

<table>
<thead>
<tr>
<th>#</th>
<th>Last Week Title, Artist, Label &amp; No.</th>
<th>This Week Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>TO BE CONTINUED Isley, Bryant, Enterprise ENI 1014</td>
<td>JOHN HAYES GREATEST HITS SR-7005</td>
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<tr>
<td>2</td>
<td>GUITAR MACHINE Curtis Mayfield, Cymus CMS 9001</td>
<td>BLACK DROPS Charles Earland, Prestige PR 7941</td>
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<td>3</td>
<td>SLY &amp; THE FAMILY STONE'S GREATEST HITS King KI 30115</td>
<td>IN SESSION 25</td>
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<td>4</td>
<td>THIRD ALBUM Jackson, Motown M-719</td>
<td>WILSON PICKETT IN PHILADELPHIA Atlantic ST 7001</td>
<td>15</td>
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<td>5</td>
<td>SIMPLER TIMES Canned Heat, Capitol C-155</td>
<td>FLIP WILSON SHOW Little Richard, 20th Century ST 7001</td>
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<td>6</td>
<td>BURNING Sister Phillys, Atlantic ST 1660</td>
<td>DICK ALEXANDER'S MIDNIGHT BOSSA BERNIE LEE</td>
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<td>7</td>
<td>INDIANA MISSISSIPPI KINGS'S 13</td>
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<td>8</td>
<td>CHAPTER TWO Roberta Flack, Atlantic ST 1660</td>
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<td>EVERYTHING'S OKAY Dionne Warwick, Motown M-724</td>
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<td>10</td>
<td>VERY DIONNE Dionne Warwick, Brunswick 4768</td>
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<td>11</td>
<td>INTO A REAL THING David Porter, Enterprise ENI 1012</td>
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<td>12</td>
<td>I'M NOW A WOMAN Marvin Wilson, Capitol ST 547</td>
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<td>13</td>
<td>JAMES BROWN'S KING KI-7115</td>
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<td>THE MAGNIFICENT 7 Superior/Tape, Trojan M 712</td>
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<td>STILL RAINING DEEP Faree Tate, Motown M-724</td>
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<td>16</td>
<td>TEMPTATIONS' GREATEST HITS, Vol. 1, 30th Anniversary</td>
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<td>BOOKE T &amp; THE MG'S GREATEST HITS STAX SSD 2020</td>
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<td>18</td>
<td>SOUL SPIRIT IN THE DARK Barrett Strong, Atlantic ST 8026</td>
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<td>19</td>
<td>LIVIN' ALBUM Great Funk-Rock Band, Capitol S 7063</td>
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<td>20</td>
<td>STAND BY YOUR MAN Creedence Clearwater Revival, Fantasy 4002</td>
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<td>21</td>
<td>WE GOT TO LIVE TOGETHER Buddy Rich, Mercury DR 35153</td>
<td>6</td>
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<td>22</td>
<td>NEW WAVES BUT LOVE STAYS Monogram, Motown M-720</td>
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<td>23</td>
<td>OLD SOX, NEW SHOES . . .</td>
<td>17</td>
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<td>24</td>
<td>LAST POETS</td>
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Billboard SPECIAL SURVEY FOR Week Ending 1/16/71

What's Happening

- Continued from page 32

you will use them, but if you have not heard of the record of the artist, tell this to the company. Also, don't forget the thank you notes.

The upcoming issue of Campus Attractions for 1971 looks like the best yet for information articles and directories of titles and equipment in films and sound on the campus. It will be given free at the Annual Conference of the Association of International’s annual conference in White Sulphur Springs, W. Va., in March 25-26. The usual Billboard has given away the 1970 Campus Attractions at all college-oriented conventions including the ACUCM, the ACU, and the NEC conferences.

The National Entertainment Conference has issued a letter notifying campus promoters that it is currently surveying all member campuses for re-shows and late-showing pop acts. Wonderful. Now all we need is a similar survey for the fine arts acts.

If anyone is looking for a contest giveaway item, Allan Mason, special promotions manager, A&M Booking has his office. He says he is looking for FM stations to send them to. The quote is "If anyone can come up with a worthwhile contest idea or a fund-raiser—call. I hope, with these changes, to assist a project that will stimulate better relations between a radio station and its listeners." It may mean town and gown, but it definitely does not mean personal listening enjoyment. So if the heat is down on you, maybe Mr. Mason can help.

Amplex Stays Out of CTV Programming

- Continued from page 24

playback only system, adds Elkus.

"If we make cartridge TV competitive with competition's sake, it won't get there. TV is too massive a device to be taken over by cartridge TV. You have to take advantage of cartridge TV's involvement factor, and pure entertainment may not be totally conducive to that."

There are several positive aspects to cartridge TV which favor the development. This begins with emotional stimulants categories of programming. Elkus points out:

"Being able to satisfy one's interest in a topic, having access to that information at hand, being able to participate in the communication by previewing and reviewing the content. For these two programming categories, Elkus points out:

People tend to avoid getting involved because of their fear of the unknown, Elkus said in noting negative aspects to programing. There is also a lack of rehearsal through mental anguish, which can be translated into boredom and slight concentration if the programming

does not stimulate the viewer. Among the ways to open the door to cartridge TV is positive—rather than a negative experience—suggested Elkus, to make the equipment simple enough to understand and operate and create programs which creatively involve the viewer.

The goal is to have the public gain reliance on the new medium so that its usage becomes a commonality occurrence.

Acts Asked for CTV

- Continued from page 24

cheaper and thus more available to consumers, "They'll pioneer this medium."

The Randolph program will be geared for worldwide utilization in any video show which Kristofferson does. The Japanese requests are the first received from Monument from any of its international licensees.

Randolph's material would lean toward his standards like "Yakety Sax" and "Shadow of Your Smile." Contemporary material gets dated too fast to have lasting value in a cartridge TV show.

ATTENTION!
Radio Stations, One Stops and Distributors
A Raw Soul Hit in Brasil, S.A.

"SAY AMEN, BROTHER"
To Get a Copy Write to Soul Brother #2 Productions
32-38 Laconia Ave., 2nd Floor, N.Y., N.Y. 11369
To Order Record 9014-B Write to:
JODI RECORDS, INC.
2226 McDonald Ave., Brooklyn, N.Y. 11223

when answering ads . . .
Say You Saw It in Billboard
The Lettermen continue to show the way as far as sophisticated pop is concerned. Their vocal harmonies are hard to beat and their choice of material is refreshing. Highlighting the 10 goodies here are their new single, "Someday," and "Someday, My Love." — James Taylor

The London Symphony Orchestra under Daniel Barenboim's direction has offered enough material for a full symphony orchestra. The orchestra is commanded by the composer's various movements.

The superb voices of Janet Baker (Mezzo-Soprano) and Dietrich Fischer-Dieskau (Baritone) are combined with the equally superb New Philharmonic Orchestra conducted by George Szell at the Aeolian Hall. And among the composers treated are Purcell, Schumann, Mendelssohn and Beethoven.

Here's another LP pairing of these two fine artists which maintains its superiority. Fides, harp, harpsichord and harp in repose are the key elements of the music. The est is up to this standard, from "Dance to the Music," to "Morning Sun."
Hank Jr. sings it...
Excellorec publishes it...

‘RAINING IN MY HEART’
Hank Williams, Jr.
with the Mike Curb Congregation  MGM 14194

It’s on the album too!
“ALL FOR THE LOVE OF SUNSHINE”
MGM SE4750
Country Music

Country Pilot Produced Using ‘Godfrey’ Format

NASHVILLE—An all-country music syndication based on the old "Godfrey Talent Search" format has been piloted by a Florida production firm working through a studio here and a booking firm. The show, "Next Stop Nashville," is produced by the Gilbert-Tamburi Production Co., headed by radio-teen veteran Bob Gilbert of St. Petersburg. All the talent was garnered by the Moeller Talent Agency here, and the show went through the cooperation of the Springfield Studio.

Gilbert, who began his career at WLW, Cincinnati, in 1948, did the actual production. Working with the Moeller Agency, he brought in some 40 acts for auditions. From this were picked six finalists and they appeared in the pilot film.

In the pilot, as on the eventual syndication, the winner each week receives a recording contract (with Chart Records), a booking contract (with the Moeller Agency), and other benefits.

"The show serves many purposes," Gilbert explained. "It opens a new avenue to professionals who are not yet known, who have not yet made a mark in country music. And it gives established artists an opportunity to let the public see how they have seen on the road engagements and the like."

In the pilot, the Moeller Agency sent to its artists a questionnaire asking for names of talent or groups. The response was overwhelming.

On the pilot, the six contestants were judged by Cliff Williams of Chart Records, Mrs. (Larry) Moeller of the talent agency, and Roy Acuff Jr.

The group selected Kansas City Manger of New York as a winner. The young girl, who received a $100 gift, was picked up by a family from Nashville and brought here by bus.

Composer-Artist Hall Is 'Grand Ole Opry' Member

NASHVILLE—Composer-Artist Hall of Fame, where comes one of the city's most successful writers and artists. In a very few years he already has won numerous awards.

Membership in the "Opry" involves an agreement to appear on the Saturday night WSM show at least 20 times during the calendar year, with special consideration given for summer months.

In the show, the oldest in the history of radio, is in its 45th year. There are approximately 55 members of the "Opry" and other names may be added in the near future.

Decca's Warner Mack signs an exclusive booking agreement with the Buddy Lee Agency as Lee, left, and impresario Oscar Davis look on.

Nashville Scene

Waver Mack has made the big move to Buddy Lee. The artist-songwriter, publisher and booking man, who has been with Decca for 14 years, will be booked exclusively by the impresario. Webb Pierce makes his first appearance on Johnny Cash Show Jan. 27, and will do his brand new ballad, which people say is a brand new sound.

Charley Louvin is scheduled for a personal appearance tour of Bermuda. He's a popular clown and a well-known year-round performer at the Hank Williams Jr. Memorial Show becomes a 10-day tour, running from Greensboro, N.C., to Tampa.


Ralph Sargent is new manager of creative product for Cedarwood. He's busy signing writers to producers to the company.

Arline Harden has received aCapitol record contract for the movie "Little Fawes and Big Balley." Ray Griff's tunes have been recorded by Porter Wagoner.

Roy Clark will be here in Nashville for Jan. 27 in the Sun's "Getting Bigger" show. Roy Clark has made three appearances on the show, and has received a big hit from the audience.

Jim Ed Brown has taped again, hoping to find a single to match his successful "Morning." The tune was written by Bill Graham, chairman of the board of Show Biz, and a cosmic production director for WSM.

WSM's Jim Horne was on the front page of the Grand Ole Opry show last week, but didn't get to appear. The show was crowded, so he just wandered back stage among the audience. While in Nashville, he did some production work with Tompall Riddle and Bobby Bare.

Two of the most sought after personalities in Nashville are Jack Roberts and Sammi Smith. Roberts is on the road again and Smith is in the studio working on her next album.

Country Collage In New Quarters

NASHVILLE—George Cooper III, president of Country Collage, has announced a move into new and larger quarters on Music Row. The country music promotion firm will now function from 901 17th Avenue South.

Country Collage is now the only national country music promotion firm based here.

The son of the long-time union local president here has a background of more than 30 years in the music business, where he was vice president in charge of sales, and a vice presidency at Show Biz, Inc., where he was in charge of the promotion of the company's record branch. Even after his departure from Show Biz he continued to promote records for the firm.

Country Collage has promoted such labels as GRT, PCA A&M, Decca, Happy Tiger, Show Biz, Chart, Columbia and others.
DAVID HOUSTON

Has the No. 1 Hit!

It's True

"A WOMAN ALWAYS KNOWS"

EPIC 5-10696

Appearing on the Johnny Cash
Country Music Spectacular Part #2
Jan. 27th, A. B. C. Network

NASHVILLE OFFICE
806 16th Ave.
Nashville, Tenn. 37203
Norris Wilson, Mgr.

Personal Management
Tillman Franks
604 Commercial Bldg.
Shreveport, La. 71101

Algee Music Corp.
Pres. Al Gallico
65 West 55th St.
New York, N.Y. 10019

www.americanradiohistory.com
Gate Crashing Forces "Crash" Program of Delaying Booking

NASHVILLE, Tenn. — (AP)—A last-minute change in the band's management, according to the local manager, has left the band members in a difficult position.

The management of the band, which has been managed by a local company for several years, has decided to change the management of the band to a national company. The local manager, who has been managing the band for the past five years, said that the decision was made because the band had been struggling financially.

"It's been tough for us," the local manager said. "But we're glad to have a new management company that can help us get back on our feet.

The new management company, which is based in New York, is expected to bring fresh ideas to the band and help them reach a wider audience.

"We're excited about this," the local manager said. "The band has a lot of talent, and we believe that this new management company can help them take their music to the next level."
SLIM WHITMAN

"GUESS WHO"

b/w: "From Heaven To Heartache" UA 50731

PRODUCED BY: BIFF COLLIE

SLIM'S LATEST LP "GUESS WHO"

SLIM WHITMAN
GUESS WHO

UAS 6783
***Album Reviews***

### SPECIAL MERIT PICKS

#### FOLK

RAY ANTHONY - Directions / My Sweet Lord, Hardwood R 9079 (5)

*This is the fifth volume of an interesting collection of protest songs, sung and played by their creators. The collection contains a variety of songs about war, poverty and discrimination, and has an appealing message value.***

#### POPULAR

SPANKY & OUR GANG - Live, Mercury 521592 (4)

*Prior to their national success with 'Lazy Day,' "Sunday Will Never Be the Same," and the like, Spandy & Our Gang performed in small clubs for college audiences. Their material was address oriented toward creating songs with. Features: 'Lazy Day.'" That's What You Get For Loving Me" and two songs that resonated with their audience, "Another One Bites the Dust" and "Prostitute."*

#### LOW PRICE CLASSICAL

LYRIC TUNA! - Album 3 - Fritz Wunderlich,-Benzac 15.014 (5)

*Fritz Wunderlich is a fantastic lyric tenor. He has a wonderful vocal range, perfect technique, and this album contains a fine selection of songs. Features: 'Lied der Liebe.'" That's What You Get For Loving Me."*

#### RELIGIOUS

JO STAFFORD/PAME LAUGHLIN - Faithful Heels, Tribute 45 - RCA Victor 45-4265 (5)

*This is a unique album, original hymns composed by Paul Weston and performed by Jo Stafford. The music is spiritual, with delicate piano and strings, and makes this an interesting offering to the religious market. Features: 'In a Silent Night.'" That's What You Get For Loving Me."*

#### INTERNATIONAL

LA CHORALE DES ENFANTS DE L'OPERA DE PARIS - One Hundred Years of French Ch Choral Music, Portamento 4 SF 44185 (5)

*This is an album of many of today's favorites, sung by a 12-member chorus of French children. The young voices are surprisingly well-distinct, and the result of their musical efforts is a beautiful album. Features: 'In a Silent Night.'" That's What You Get For Loving Me."*

### Hot Country LP's

#### This Week

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**[BillyJo wszystkie - Copyrignted material](https://www.americanradiohistory.com)**
Back in October of '69 Buddy Alan took a tune (written by John Fogerty) and had his first hit. . . . You probably remember "Lodi." Then late last summer, Buddy released what was to be the talk of the 1970 CMA Week in Nashville, "Cowboy Convention." Combine the grass roots styling of "Lodi" with the spice of "Cowboy Convention," add once again, words by Fogerty and you have the logical follow-up . . . "Lookin' Out My Back Door."

AVAILABLE ON CAPITOL RECORDS
**Plea for Simultaneous DJ Jukebox Samples**

**Jukebox Push For Sunny Co. Oldie Medleys**

GARY, Ind.—Sunny Records has joined the growing number of labels promoting products via the jukeboxes. The label is part of a direct mail contact radio complex being built here by Seymor Schwartz and Buddy Presser, who are said to be very active as leader of Seymour and the Headbeats.

The men are releasing medley type records keyed to the vintage years of big band music. Much of the material re- moves involves vocalists Richard (Two Two) Swanson, and are re- membered for such songs as "Lonly Little Petunia." Baker's Lexicon recording entitled "Ted Lewis Time" coupled with "Eddy Howard Time." Baker's voice announces the theme in each case and then sings "When My Baby Smiles at Me" and "Me and My Shadow" on the Lewis side and "If I Know a Lie" and "Careless" on the other side.

**Radio, Charts Key Aids In 2-Week Jukebox Servicing**

**Easy Listening Jukebox Hits Can Add 10% Extra Revenue**

By EARL FAGE

**New Promotion Service Focuses on Jukeboxes**

MEMPHIS—Record promoter Bernie Kaplan has formed a new company here that will concentrate on one-stop and jukebox programmers. He plans to expand it nationally.

"Our company is responding to the growing awareness of the jukebox," said the owner, who has developed a number of jukebox programs in the South and Midwest.


Kaplan said that since getting involved with jukebox programming, single and one-stop promotion, he thinks there is a general neglect of the jukebox.

"Quoting industry figures from Billboard's "Music Participation Report," the first full report on the market at Kaplan's call, shows that jukebox programmers are still being used.

"If we reached only 200 operators, we are in contact with over 12,000 jukeboxes on location and who purchase the usual 15,000 singles per week. These singles are not returned."

With a growing number of record people close to the jukebox scene, Kaplan thinks radio

**Jukebox Survey**

SWITZERLAND

BY BERNIE SIGG

DUBENDORF, Switzerland (AP)—Bubliko's jukebox store here pays 30 cents per machine per year to the Copyright Royalties Society (SUISA).

According to a spokesman for the society, the operator can put in a complaint as a result of the new law, which in turn has obvious advantages for us in that we do not have to care about how many times this and that record has been played.

There are approximately 13,000 jukeboxes in Switzerland. Records are changed in these jukeboxes an average of every four weeks. The basic cost per player to the consumer is 5 cents, with three players for 24 cents and 11 plays for 48 cents. There is a trend developing, however, to raise the cost per play from 5 cents.

Operators purchase their records through the record company at a cost of 72 cents per disk. The average retail price is 94 cents. Little LPs and stereo singles are also being used on the jukeboxes.

As of yet, there is no jukebox operators association in Switzerland.

**Int'l Jukebox Survey**

**FRANCE**

By MICHAEL WAY

PARIS—There are approximately 30,000 jukeboxes in France, with the average fairly stationary throughout the year. Some 3,000 to 3,500 jukeboxes are replaced each year, and this also is not likely to increase.

The Active 12 disks are changed every other week on an average in the provinces, where there exists many machines owned by operators, the figure is lower and the changes made less often, averaging every third to fourth week.

The average cost per play is two selections for 10 cents and four for 20 cents. The trend is moving upwards as new models and models offered to several years ago. The LPs for 20 cents. Little LPs are not produced for jukebox play and no machine can play the usual 45 and 78 rpm singles, with the operators concurring, since all jukeboxes are stereo.

The prices vary from $20 to $60 per jukebox according to location, generally lower in the provinces. The national average is about $10. The fee is paid to SACEM, the Authors, Composing and Music Publishers Society, c/o SACEM, 10 Bloomsbury Square, London, WCIB 3DB, England.

**JANUARY 16, 1971, BILLBOARD**
ZODIAC offers the long famous Wurlitzer sound at its sensational all-time best. And that's what this business is all about—music for money! If you want to make more of it, give the public what it takes to tune 'em in and turn 'em on.

Wurlitzer is giving you the answer in ZODIAC, the phonograph that combines beauty, tone, bonus play and the fastest, simplest service in the industry.

See your Wurlitzer Distributor NOW!

THE WURLITZER COMPANY
115 Years Of Musical Experience
North Tonawanda, N.Y. 14120
New Promotion Service Focused on Jukeboxes

exposure does influence jukebox purchases, but he thinks jukebox programmers do not depend entirely on radio-exposed product.

If a radio station adds three records per week to an average playlist of 30 records, a label has a one-in-ten chance that operators will buy a newly added playlist number. This is considered enough that jukebox programmers buy only from playlists, which they don't.

Kaplan's firm will offer three different marketing services: a sample mailing service, a mail order service and a directory service.

The three services are mailed to 200 jukebox programmers, one stops and record store dealers in Tennessee, Arkansas, Oklahoma, Louisiana, Mississippi and Alabama. In the case of jukebox programmers, the samples are recommended for five programming categories: young adults, teen, country, soul and adult.

The guide, called "The Player," lists all pertinent information about the samples being sent; also lists attention to the listings under the heading "Look For.

The service will also encompass album product. A direct sales promotion "follow through" involves a survey of 100 record buyers, details availability of product in the field and other information.

(Continued on page 49)

Coming Events

Jan. 13—Florida Amusement and Music Association District 6 meeting.
Jan. 15—Inland Coin Machine Operators Association Board of Directors meeting, Howard Johnson Hotel, Bloomington, Ill.
Jan. 22—Florida Amusement and Music Association District 4 meeting, Tampa, Fla.
Feb. 12—Florida Amusement and Music Association District 5 meeting, West Palm Beach, Fla.

Coin Machine World

Many of the 11 distributors attending the Rock-Ola party were seen bantering from left, Mr. and Mrs. E. G. G. Weller, and Mr. and Mrs. F. G. G. Feinsteine.

Many jukebox programmers reported that the past Christmas season was really one for the evergreen numbers from the libraries of Bush, Los Montooth Phonograph Service, Pro-\r
rion, and this is good in one way.

"We kept an active tabulation on how the different oldies were doing and they received fantastic play. This is just like finding money in the bank. But it's a shame we didn't receive more new Christmas records."

Bush said he received samples of some Christmas numbers as late as the week before Christmas. "Hey, America, Christmas" by Jukebox singer was one sample received too late and the same was true for a Christmas release by Ricky Vinton.

Bush is plugging for simultaneous release of radio and jukebox samples so that he can have some idea of what local radio stations are playing (see separate story). South Central Novelty programmer J.W. Strong said the week immediately following Christmas is hectic because six Christmas records have to be pulled off right away all around the country.

"How do you come up with a release," he was asked, "I saved back a few numbers from the releases before Christmas," he said.

As with Bush, Strong went with proven evergreen this past season. Even though his firm's route is strictly soul, he used Bing Crosby's "Silent Night" and a few other Christmas numbers by artists not in the soul category.

What's Playing?

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

Chicago, Ill.; Country Location

Current releases:
- "King of the Mountains," Loretta Lynn, Reprise 32792.
- "Don't Let the Sun Set on You in Tulsa," RCA 9910.

Current releases:
- "Don't Get This Far and Then Fall Down," Johnnie Taylor, Reprise 32792.
- "She's," Brook Benton with the Dixie Flyers, Columbia 40922.

Current releases:
- "I'm Gonna Love Me Again," Johnnie Taylor, Reprise 32792.
- "When She's Gone," Loretta Lynn, Columbia 40922.

Current releases:
- "Love the One You're With," Stephen Stills, Atlantic 2778.
- "One Less Bell to Answer," Fifth Dimension, Bell 992.

Current releases:
- "Love You, Leave You," King Floyd, Coleman 45511.

Current releases:
- "I'll Be Home for Christmas," Jimmy Stewart, Bell 993.
- "Love the One You're With," Stephen Stills, Atlantic 2778.
- "One Less Bell to Answer," Fifth Dimension, Bell 992.

Current releases:
- "I'm Gonna Love Me Again," Johnnie Taylor, Reprise 32792.
- "Wrong Number," Loretta Lynn, Reprise 32792.
- "One Less Bell to Answer," Fifth Dimension, Bell 992.

Current releases:
- "When She's Gone," Loretta Lynn, Columbia 40922.

Current releases:
- "My Sweet Lord," George Harrison, Capitol 45511.
- "You've Got Me," Loretta Lynn, Columbia 40922.
- "I Can't Get Started," Barry Bergman.

Current releases:
- "My Sweet Lord," George Harrison, Capitol 45511.
- "You've Got Me," Loretta Lynn, Columbia 40922.
- "I Can't Get Started," Barry Bergman.

Current releases:
- "I'll Be Home for Christmas," Jimmy Stewart, Bell 993.
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- "I'll Be Home for Christmas," Jimmy Stewart, Bell 993.
- "I'll Be Home for Christmas," Jimmy Stewart, Bell 993.
Jukebox programming

Airplay Buoy Country Jukebox Disks

Until recently only a handful of stations in the state were even interested in this category. Movers adds: "The alert jukebox programmer keeps tuned to all the stations in his market. In addition they have to read the business papers closely to keep on top of music trends and rely on the advice we give them here in the one-stop. It's a matter of total exposure: radio stations, business papers and one-stops. We like to feel the operators rely most heavily on our judgment, since we one-stops offer broad experience both as retailers and suppliers to the jukebox trade."

Additionally, Movers makes a practice to mail out station playlists to his jukebox programmer customers. In this way, he encourages more programmers to stay alert to what stations in their market are playing.

Coming Events

- Continued from page 45

March 28-29—National Automatic Merchandising Association Convention Center, Dallas, Tex.
April 2-4—American Coin Machine Operators Association Board of Directors meeting, Hospitality Inn, Indianapolis, Ind.
April 9—Illinois Coin Machine Operators Association Board of Directors meeting, Holiday Inn East Springfield, Ill.
April 10-12—Texas Automatic Merchandising Council meeting, Savannah, Ga.
April 16—Ohio Automatic Merchandising Council meeting, Columbus, Ohio.
April 19—New England Automatic Merchandising Council meeting, Narragansett Towers, Providence, R.I.
April 23-24—Georgia Automatic Merchandising Council meeting, Savannah, Ga.
April 28—Indiana Automatic Merchandising Council meeting, Savannah, Ga.
April 29—Kentucky Automatic Merchandising Council meeting, Savannah, Ga.

Jukebox Push For Sunny Co. Oldie Medleys

- Continued from page 46

Cognizant of the time limitations in the jukebox field, Schwartz said the medleys ran only a little beyond three minutes. "Actually, with business down as it is, I think operators are really looking for anything that will play, regardless of the length. We had another medley record that ran over four minutes and the orders from one-stops are still coming in for it." Schwartz and the Heartbeats have another release, "Stripper Sugar Blues" backed with "You Made Me Love You" that he claims is doing well with one-stops.

Pressman is also a band leader locally. The two men have released some organ solo recordings and want to get into country product too.

EL Hits Add Jukebox Play

- Continued from page 46

asks. "One way to do this is to promote the easy listening music. Sure, an easy listening record may only earn eight to a dozen plays a week, but this adds up over a period of time. Eventually, an easy listening number can be one of the top playing records."

Another aspect of promoting easy listening, Bilotta says, is that it helps ease any criticism over programming too much rock. "If your location is bunched about too much hard rock, putting on more easy listening records makes that much more sense."

Bilotta has been promoting "Red, Red Roses" by Johnny Desmond. He had Desmond as a guest during a party recently. Now WACK Radio here, WVGA in Geneva a country station in Syrcuse and an easy listening station in Rochester are all on the record, Bilotta claims.

He points to a number of easy listening selections that are also gaining a position on the "Hot 100" in Billboard. "Watching Scotty Grow," "It's Impossible," "One Less Bell to Answer and "Rose Garden" are among the recordings Bilotta mentions.

"There's plenty of room on today's 700-selection jukeboxes for all the top chart records and the top easy listening records too. It's just a matter of merchandising for the absolute maximum amount of exposure and revenue."

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Brad Engel, Angel merchandising manager, explained that the campaign should further boost sales for this monaural material, which "has time and again proven to be" a sales key for the growing Angel catalog.

A point-of-purchase display and a specially designed pre-pack sticker to identify all shipments under the program.

Led by record modules, order forms for display support items, album check lists, material detailing terms and features, albums, album cover constructions, layout sheets and other materials.

Haldeman to Exit Posts

Herald plans to form a company to produce, market and distribute video cassettes in the cultural and educational field. He assumed his orchestral post here in June, 1963, after managing the orchestras in Vancouver, B.C., and Fresno, Calif.

Haldeman explained, "challenged...by the enormous potential of the new video cassette concept. Vast changes and innovations are imminent in the programming of cultural and education for home consumption..." The corporate objectives for his company will be to produce quality cultural and educational programming for distribution via video cassette, cable and commercial television. We plan to evolve a special video program for major American arts institutions."

Classical Music

U.S. Tours Prompt DGG LP Releases

NEW YORK—Five Deutsche Grammophon albums for January are to be released to coincide with U.S. tours and other appearances including a two-EP set of Karthulnick Stockhausen's "Kurzelwelt," a first recording. DGG also is introducing pianist John Lilli, last year's Tchaikovsky Award winner, in his first solo album, a Brahms set. Lilli also appears on Doc's "Jesus Christ, Superstar" pressing.

Timed for U.S. tours that include appearances with the Cleveland Orchestra and Boston Symphony are a Beethoven LP by pianist Christoph Eschenbach and a Handel set with conductor Rafael Kubelik. Both tours begin later this month.

Kubelik's set is with the Berlin Philharmonic as are two disks conducted by Karl Böhm, couplings of Schubert symphonies and Mozart serenades. Another Mozart album offers a "live" performance by pianist Emil Gilels, recorded at last January's Salzburg Mozartest. Böhm's current U.S. appearances include conducting the Metropolitan Opera's new production of Beethoven's "Fidelio" and forthcoming Met performances of Richard Strauss's "Die Frau ohne Schatten." Stockhausen will conduct his "Hymen" at a special New York Philharmonic Concert Feb. 25.

Winds of the Berlin Philharmonic offer a program of Dantzi, Stamitz and Reicha, while Lorin Maazel conducts his Berlin Radio Symphony in a Stravinsky pairing.

Fischer-Dieskau Schubert Lieber Prize Winners

HAMBURG—The complete recording of Schubert's liedergesellschaft of Dietrich Fischer-Dieskau with Gerald Moore on Deutsche Grammophon is gaining many awards.

The 12-EP first volume (selling at $44.14 on subscription until Jan. 31) has been honored five times, receiving the Dutch Edison Award, the Grand Prix National du Disque Belge, the Grand Prix International du Disque of the French Academy of Charles Cope, the ORTF's Grand Prix des Discophiles and the Prix Mondial du Disque de Montreal.

Volume 2, which comprises the 13 LPs and sells at $47.68, also until Jan. 31, has been awarded a Grand Prix by the French Academy du Disque and the Deutcher Schallplattenpreis.
International executives examine the music industry today — its future trends and present problems.

A Billboard Report

Outlook '71

Majors, Minors High Contrast

By MICHAEL WAY

The French record and publishing industry at the end of 1970 saw itself in a highly contrasting situation: most of the major companies recorded an excellent last quarter in sales, but the lesser concerns faced the problems of a continuing contraction at base.

The mood for 1971 was set perhaps during December, with the takeover of independent Festival, by Musidisc-Europe. Jacques Souplet, president of CBS France, remarked that this could be the forerunner of things to come in 1971.

However, Barbara Baker, after one of the best sales years in the company's history—marred only by the death of guiding light Lucien Morisse of the parent concern, Europe No. 1—said: "You've got no problems if you've got good product."

The year saw, on the one hand, the Eddie Barclay empire (Continued on page 54)
Emphasis On Production

A Schroeder Music Corp., according to President Aaron Schroeder, coming off a good year, is signing new writers and producers, artists and producers, and will place special emphasis on production in 1971, including the building of the firm’s own record label.

TROY

Troy’s All Berman felt the publishing industry would show strong stability overall in 1971. Of course, there are many elements which could make 1971 a big year. For one thing, the present cash flow situation from retailers to distributors to manufacturers is a major problem. “We had a good year last year, but some of the royalties weren’t paid.”

“Then there is the problem of the industry, and it can be traced directly to the economic situation affecting the nation. If the price of commodities fall, people will have the money to buy secondary artists. What it boils down to is that the top 20-30 artists are benefiting because the kids are buying their favorites, thus the publisher who only hits the bottom of the chart may likely be earning less money than in previous years.”

In regards to the influence of tape CARTRIDGE sales on publishing royalties, Bruchman said that at Troy’s point the cartridge business in royalties amounts to only 10 percent of the total business. “If cartridges and cassettes are 30 percent of the business of record manufacturers, it hasn’t reflected yet to publishers.” He personally felt that cartridge sales are too high in price and out of range of most kids.

Kama Sutra Music

Frank Costa, a radio veteran who has headed Kama Sutra Music since 1969, feels that the activities of the past couple of years, saw the publishing field as growing considerably stronger. “In the next year, ‘I can only guess’ of the growing influence. It is felt we have been getting and this past year was a very happy one for us, we have a feeling of hits.” He felt one of the major problems is that fewer producers

and artists are Resorts to creative—singers are only hitting the bits. Trying to convince a producer to do something different is a never-ending problem.” He pointed out that although he’s sent dubs of “Look What They’ve Done To My Song” from the Melanie album immediately after the song was recorded, no producer paid any attention to it and “the hit came out of England on the record.”

As for the future, Costa felt the industry was going to be very big for publishers; “it’s starting to come into its own.”

Valiendo Music

Tommy Valando, who heads the Valiendo Music, combines a “fabulous” year. It’s his view that music publishers should concentrate on the job of publishing music instead of getting into other things. “As far as the future is concerned, he said, ‘we’re doing our own thing—and that’s publishing music.”

The tape cartridge is developing into an important plus

(Continued on page 55)
WEST GERMANY

Added Value Tax—Case Of DisKrimination

By WALTER MALLIN

Werner Vogelshag, managing director of Philips company in Germany, sees a continuing expansion in 1974 for pop music and recording, with a $4 million rise in sales, and for the total market. He feels that the major problem facing the record industry is the differentiation of records and books in the matter of value-added tax. He believes that tax at present is at 11 percent and books at only 5.5 percent. We are trying to reduce this anomaly through our record industry association which has lodged an appeal with the government asking for records to be taxed at the same rate as books, he says.

Hansa Records is a joint venture of Hansa record label and the Intro music publishing company, and is controlled by the management of a number of building international productions in 1971, according to owner and manager Kurt Richter. He feels that there is a new type of recording coming into the Eastern bloc which are doing more business instruments, and the record companies will also be promoting the Russian singer, Luminiza, who will perform in Europe and America in front of English and French,” says Meisel.

One of the problems facing the companies is the lack of proper equipment, in Germany, according to Meisel’s wife, Gertraud, who hesitates to go into detail with the problems of the international advance. She feels that more effort should go into the promotion of domestic sales of foreign material in Germany could be much better.

Meisel is anticipating an increase in sales for the fourth quarter of 1974, and 25 percent in pop LP turnover this year.

Branding of tape or record is a very important factor in the music market, according to Hansa’s Meisel, says that all Hansa products will be individually assigned a tape or record number.

Music 2000

Hans Brand, chairman of Music 2000, the distribution company formed by DOG which serves Europe and the UK, says, “The future of music is in Europe, and we are the one to produce it.

A successful cassette business depends on the availability of the right material. In 1970 there were about 24,000 cassette players in Germany. By the second quarter of 1971 there will be 2 million in use.

The International Funkausstellung exhibition at Berlin is this summer, where we have a special place for the sale of hardware and there should be much more of this type of equipment available in different countries.

Brand says in the cassette field, pilfering remains one of the major problems, and the practice of a product cannot easily be stolen, neither can it be easily sold, he adds.

OUTLOOK ’71

UNITED KINGDOM

‘Buyer Awareness’ Needed For Tapes

A period of slow but steady growth with a particular surge towards the end of the year is expected by George Wright, managing director of Precision Tapes, Ltd., who says that record sales in the U.K. will increase by about 10 percent in 1974.

Wydah says that the predilection towards tape is rising, so that the beginning of the year will see!!

JANUARY 16, 1971, BILLBOARD

SOUTH AFRICA

Steady Growth Forecast

By PETER FELDMAN

The South African record industry should show an almost 20 percent increase over that of last year, according to the South African Record Retailers’ Association. The main reason for this growth is due to the increased demand for records by the South African record industry. The increase of sales has been due to the increased demand for records by the South African record industry. The increase of sales has been due to the increased demand for records by the South African record industry.

The interesting aspect is that it has acted as additional business, and for the record industry, as well as for the music business as a whole.

The basic problem is the cost of selling. Eighty percent of our total turnover comes from the major centers, while 20 percent from other smaller centers.

Lack of TV takes away potential impact exposure of local artists in particular. And far more could be done by local promoters to promote local artists.

The cost of building up a local artist is roughly the same as the cost of building up a major artist. But the return is not commensurate, because of the smaller market. It’s a matter of research and promotion to find what we could expect overseas.

Rosengarten said that films more than anything else helps to get the product out in the market, and the success of the film is a great help to the product and to the artist.
BRAZIL

Low Purchasing Power & Problem

Hans Breugger, recently named director of Industrias Electronicas e Musicais Fabrica Odeon, S. A. the EM1 Odeon subsidiary in Brazil, says, "We hope to still it is just a good part of an expanding market. Although the market continues to grow, especially in the Northeastern Brazil market, which was all right, but we expect 1971 to be much better. The growth of Brazil's economy is beginning to show in the field of leisure goods."

"Our main problem arises fromarchitect methods of distribution and the musical field. The country's first need is to speed up education and the government will have to use its equipment to go as fast as necessary. In music, the growth of tape will be slower."

Mundo Musical

Henrique Gandolfi, director of Mundo Musical, music publishers connected with CBS Records, commented: "Our Editing Department is publishing a book field with more than 40 titles published. The books include novels, science-fiction and humor. In 1971, there were spread the audio visual education field by publishing books accompanied by records."

"In the Brazilian music market, the problems that still exist include the difficulty of distributing over a large territory, low purchasing power for leisure products, competition from foreign music and fast-changing styles." "However, we look for big progress in 1971, because of the quantity of young people. Brazil is creating fast economic development. Moreover, the music being composed in Brazil nowadays, is ripe for the international market."

Major, Minor High Contrast

Continued from page 54

For the first quarter of this year, backed with strong TV promotion.

Main foreign aims for Barclay were in Europe, and especially in Spain, France and Germany. The company, headed the artistic line-up. Liberty/U.A.'s A&R manager Michael Barlow commented on the recent rapid rise in LP sales as an indicator of 1971 trends. "Since December, we have sold over 350,000 albums, to test the market and promote the various artists. Liberty was planning to move into the budget cartridge and cartridge division."

The French publishing industry saw the importance of the cartridge business. Les Rameau and Mile内衣 were two successful independent publishers in its own framework. On one side, SMI scored more progress with Michel Polarell(AZ), Billboard's French artist of the year, while the young Allo Music company signed individual publishing contracts with artists like Dalila, Georges Moustaki and Francoise Hardy."

SMI president Rolf Marth described this as a "natural phenomenon which has been bound to develop." He noted there were very few major artists now directly involved with the recording companies. "While publishers were forging new channels, the gap between small record firms, these latter were now concentrating more on release and distribution of foreign albums. "If they want to reproduce the French product, they go straight to the Indies," he commented.

Talent Lack

The winter weather, in the last two weeks, tightened its belt-there were far fewer new artists being launched, principally because companies could not afford the $5,000 wasted over the production of one debut disk which did not sell, he said. The rise of the independent label is a new movement. "But there is no new real talent coming up," he complained, "especially in the form of a hit parade topper."

Simon was formerly A
corporate director of RCA and Disco Az, now co-director of Labriador Publishing, was in France to promote his record companies. He blamed them for lack of freedom and creativity. "The French market is full of gypsies and youth, we are free to create. We are not afraid of making a mistake; we don't care."

"All current quality production in France is, anyway, made for the Indies, who in many cases came straight from publishing." "We are not afraid of losing our position. We can only suffer "lack of talent at the top" of the major French recording companies. We have many French artists and producers to leave them."

The producers-Motors and Somebodies-Elise and wanted to elevate these to the position of the parent's publishing company. The main movement in France was the increasing ammount of successful independent production. Hosman said, "and many have proven their worth."

"I can tell you that this year, especially in the field of the 8-track cartridge system in this country; the market was expanding, but only within the motor bails in a record year on the Australian recording scene. Our prime problem is the lack of ac-
ceptance on the international market of Australian recorded material for top-line Australian artists and we have to compete with the promotion and distribution of Australian artists with a view to international acceptance-necessary for their success."

"Our market in 1970 showed a market swing to international recordings. We have even a Spanish and American origin and I expect this trend to continue. There is a real position from local productions. After all, our group of bands, the songs seem to be returning to favor," commented John Lear, CBS. "Undoubtedly our main problem is an economic one—people do not have the money to spend."

"Our industry is primarily a creative one and we believe that if we can produce the right material we can overcome all obstacles to sell the economic one mentioned."

"In one year, the cassette market has increased nearly 100 percent and to judge by the quantity of players being manufactured, it will continue growing at least further in 1971. The quality of locally produced cassettes must be improved and new equipment must remedy the situation." IEM Odeon "1970 has been a very good year, our company has improved as expected and we believe that the prospects for 1971 are auspicious," stated Domingo Ramos, director, IEM Odeon.

"There is in fact no particular problem; we simply must build and maintain good local and foreign outlets. Now, this is fundamental to avoid a possible decline in sales."

Both tape and cartridges have excellent prospects for the coming year. It is essential to pace in the country on a scale appropriate to market requirements.

General manager, Fermin, Argentina, M.S. Bremer, said: "1971 will be the year of consolidation, in Latin America, of the young Argentinian music, through international agreements, which include Brazil, Tongo, folk and/or beat music."

"But, there is an excess of solo artists and/or groups recording, not all of them of good quality. It is more than the market needs."

In the same manner that a dog needs a bone, I believe that it is necessary to have a phonographic diet, which means combination of different selection of repertory and artists."

"So, in order to attract the approval of the consumer people and the demand will increase. Therefore, we will try to release some new artists."

We are preparing the coordination of all these points to get the best possible results anytime, with our cassete and I can see that there is a great market."

ARGENTINA

Int'l Approval Of Local Talent Needed

Ross Barlow, general manager Phonogram Recordings, p.r. division, but only within the motor bails in a record year on the Australian recording scene. Our prime problem is the lack of acceptance on the international market of Australian recorded material featuring top-line Australian artists and we have to compete with the promotion and distribution of Australian artists with a view to international acceptance-necessary for their success."

"Musicalettes will continue to keep on the growth in the 8-track cartridge system in this country; the market was expanding, but only within the motor bails in a record year on the Australian recording scene. Our prime problem is the lack of acceptance on the international market of Australian recorded material featuring top-line Australian artists and we have to compete with the promotion and distribution of Australian artists with a view to international acceptance-necessary for their success."

"I know that the tape cartridge has a brilliant future in our country. We have just begun with our casettes and I can see that there is a great market."

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Exposure for Local Talent Much Needed

Rose Reynolds, president, GRT of Canada, commented: "We're looking for a 30 percent growth factor in 1971, primarily due to three things—one, additional licenses and subsequent added product; two, more product generated internally in both the U.S. and Canada; and three, benefits from general industry growth. But the main problem is still 'Exposure of New Local Talent.' Our program will be to concentrate on releasing a limited amount of good product, supported by strong promotion. We will work with the few hit-making stations in Canada, and publicize their efforts wherever and whenever possible.

A growth factor of 25 percent is our estimate for the tape market. 1970 has been a process of quick maturation for the tape industry and the market has matured to a large degree. 1971 is likely to be an additional period of sorting out, and then there is likely to be a steady growth pattern. We anticipate more growth from 8-track cartridges than cassette.

Columbia, Canada

Fred Wilmot, vice president and managing director, Columbia Records of Canada, said: "We are quite optimistic about 1971. In spite of a decrease in industry record sales in 1970, we experienced an increase of more than 10 percent. I feel that industry record sales will better the peak year of 1969 by at least 5 percent in 1971, and that tape sales will better 1970 by at least 10 percent. Every company in the business should make maximum returns as their major problem and a tighter policy in this area, and fewer loading deals is needed.

'1970 tape sales indicated that 8-track is what the consumer wants for his prerecorded tape purchases. Until cassette hardware manufacturers can market a high quality stereo playback unit at a much lower price, it appears that the cassette will be primarily a recording device for inexpensive playback machines.'

Nimbus 9 Pred.

"I consider that 1971 will see basically an improved position. With the CRTC rulings in effect, we must expect some kind of improvement. Who will it affect most remains to be seen. But I think that independent producers will contribute a major part of the activity," thinks Jack Richardson, Nimbus 9 president. "The problem is still primarily distribution, promotion and exposure although changes are already taking place in our distribution scene. I think all the major labels are becoming more aware of this problem. In promotion, we ourselves are getting more involved in publicizing our acts. It's really an economic situation—how much you can afford to spend vs. a via what return you get on record sales?

"With more groups from Canada breaking through internationally, this notoriety will bring (Continued on page 76)"
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- Schallplatte

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Austria: Vienna, Meidlinger Hauptstraße 63
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Midem: Office Number 374, 3rd Floor

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### ITERSONG

**Still Growing**

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the new world

Onda Nueva is a new style of music.

Every so often—some say in cycles of approximately ten years—Latin America gives the world a rhythm first it was the tango; then came the samba, the conga, the rhumba, the mambo, merengue, cha-cha; and, a few years ago, the bossa nova. Now the same is ripe for a new rhythm—and it's called Onda Nueva.

Onda Nueva is the creation of a talented Venezuelan composer: Aldemaro Romero. It is based on the indigenous polyrhythms of his native Venezuela and speaks in a fresh, snappy language done in 3/4 or 3/4—jazz—waltz-like. If you prefer—slow, medium or fast tempo—its syncopated beats offer a perfect framework for true aesthetic musical expression. Its forms are refreshingly new and yet, universal; its harmonies, yet modern. Onda Nueva can be dramatically aggressive, or delicately subtle. Its possibilities are infinite.

To show them the municipality of Caracas—home-city of this new music, with the full official backing of the National Corporation of Tourism, is sponsoring what is the first on Onda Nueva World Festival to take place in Caracas, Venezuela, on January 28, 29 and 30, 1971. It should become the year's top pop musical bow-tie happening.

America's and Europe's biggest talent have been invited to participate in this unique event. The world launching of a new music. Something heretofore never heard or seen anytime, anywhere. Names of such gigantic stature as Francisco Puecui, Paul Mauriat, Francis Lai ("A Man and a Woman") and "Love for Life", Michel Legrand, Waldo de los Ríos (arranger of Beethoven's "Ode of Joy"), Augusto Alguero, Les Reed, Don Black, Matt Monro, Edmund Ros, Armando Manzanero ("Yesterday I Heard the Rain"), Joao Gilberto, Hal David, Lalo Schifrin, Chico O'Harrill, Nancy Wilson, Quincy Jones, Antonio Nardelli, Perpet Prado, Olga Guillot, Fito Puente, and Dozens more, have accepted invitations to participate in the Festival, a few of them as guest artists; including show business personalities, most of them as competing participants. Mainly to showcase their contribution to the New Music.

Each combination of composer(s), arranger-conductor and performer will present one unpublished onda nueva composition—backed by a fifty-piece orchestra—for a total of 36 songs, which will be performed in the first two nights (Jan. 28 and 29). Half of these will be selected by a special jury of renowned experts (i.e. Barry Ulanov, Johnny Magnus, Elmer Bernstein, etc.) to compete on the third and final night (Jan. 30) for a total of $30,000 in prizes (i.e. best composition, arrangement, conductor, etc.).

Invitations, which include travel and first-class accommodations during the last week of January, (to provide for a prudent time-marion for rehearsals, as well as for the personal enjoyment of the city's bountiful attractions), are still being extended to potential participants on a strict basis of talent and world-wide popularity, observers, industry people, newsmen, personalities and just plain-old neophiles (lovers of new)—are welcome. We are sure everyone will find it refreshing experience to be in the Onda Nueva World Festival.

First Onda Nueva World Festival
Caracas, Venezuela / January 28, 29 & 30 / 1971

For information, contact:
Aldemaro Romero / Radio Caracas Televisión / Caracas / Venezuela
Ludmila Millman / Music Industries / 1513 North Californa Blvd. / California 90028
Phone: 71.22.03 & 31.07.36

Outlook '71

Int'l Approval Urged

* Continued from page 56

car industry automatically installs tape hardware in all new cars, expansion will be at a slower rate than any other territory."

Ray Bull, national sales manager, Australian Record Co.: "Judging from the current situation, which I hope will continue, it is my opinion that 1971 will be yet another boom year for the recording industry as a whole in Australia. Furthermore, there will most certainly be a marked increase in the sale of both 8-track and cassette pre-recorded tapes, mainly due to the increased sale of playing equipment in this country. The buying public is naturally becoming more tape conscious, and finally, the fact that the tapes are now being manufactured locally."

Steady Growth Forecast

* Continued from page 56

and cassette industry had tremendous potential and "must expand." We feel that we have great potential for opening up a new market for prerecorded music in the near future. We look in the large distances we have to travel in South Africa and our outdoor venues which play an important role in the enjoyment of pre-recorded music in their cars, their homes and outdoors also.

We would like to promote the cartridges and cassette as complementary to the record without detracting from record business.

"Now that music has come in a new shape, it has become fashionable in South Africa to own cartridges."

Teal Records
Gerald McGrath, chief of Teal, said he expected business

Added Value Tax

* Continued from page 55

growth rate in piracy in 1971," he says.

On the future of tape, Busch thinks it will continue to grow in importance, "but does not say it will continue to predominate in the foreseeable future. At present cassette sales represent 33 percent of total sound carrier sales.

With increased production of both disk and tape, there are certain to be new sales outlets for sound carriers and this is something the traditional retailer will have to learn to live with.

The industry is aware that it is in a transitional period and is trying to keep up with the changing times and trends."

The cartridge/cassette business will grow significantly during 1971, and one particularly encouraging sign is the growing demand for local artists on tape. Local manufacture is already underway and doing well—so the future looks healthy in South Africa."
MIDEM 1971

RADIO RECORD - R.R.R. s.r.l.
FONO FILM s.r.l.
RITMI & CANZONI s.r.l.
PEGASO s.r.l.
JUBAL s.r.l.
ILLER s.r.l.
FAMA s.r.l.
EDIR s.r.l.
NANO s.r.l.
METRON s.r.l.
MONDIA s.r.l.
SANTA CHIARA s.r.l.

G. RICORDI & C. S.p.A.
pop music publishing companies
via Berchet, 2 - 20121 Milano
stands 351-352
for our business, added Valandro, and it's still growing.

Kirshner Corp.

Don Kirshner, head of the Kirshner Entertainment Corp., feels that there is a definite up- beat in the national economy which will have positive effect on the music publishing industry. The continual problem facing the industry, according to Kirshner, is the growing number of artists and groups who control their own publishing rights. To combat this, Kirshner is building a roster of self-contained groups and writing teams who can service other artists as well as originate material for themselves. The tape cartridge industry offers still another outlet for licensing and this has to help our business.

Warner Bros.

George Lee, vice president in charge of Warner Bros. Music, predicts an "exciting" year for the music publishing business. One of the big problems, according to Lee, is the lagging sheet music sales despite an increase in the sale of folios. "We're constantly looking for new avenues to stimulate sheet sales," Lee said. "The tape cartridge industry has been a boon to us," he added, "but bootlegging has become a sore point.

April-Blackwood

Neil Anderson, vice president of April-Blackwood Music, believes that the music publishing business will grow even more during the coming year. The main problem, though, said Anderson, is the artist who controls his own material thus limiting recording opportunities. The best way to combat it, he pointed out, is with a production company of our own and to continually be on the lookout for writers who are also performers.

Sambury/Dunbar

Jerry Teifer, head of Sambury/Dunbar, predicts that the music publishing business will be bigger than ever in the coming year. He said that piracy is the industry's biggest problem and that his firm has instituted a number of suits and obtained several injunctions. "We'll join hands with anyone to help police the market," he said.

Pincus-Gil

George Pincus, of Pincus-Gil, stated: "The only chance the independent publisher has, other than working on catalog, is to acquire great songs so great that it overcomes the opposition of record company or artist who would otherwise be prone to use their own copyrights. "The prime problem is the above; that is, the competition the legitimate publisher faces from record-owned and artist-owned publishing firms. The only way to combat this is to acquire great songs . . . and get more involved in recording and artist development."

An independent publisher must do this.

He added: "I notice that labels who have had a virtual closed door to indie publishers have in some instances opened that door when they found that their own dog songs did not sell on their records."

"Much of tape income is being drained away as a result of bootlegging. This calls for constant vigilance by the Fox Office and protection via copyright legislation. It is appalling to find that big merchandisers are involved in bootlegging." He added: "Soft rock, melodic and with a beat, is making it, as against acid rock; and this is a good augury because it means you can develop good songs."

WELCOME TO MIDEM!

Giuseppe Gramitto Ricci
Paolo Ruggeri
Elsa Castellani
will be glad to see you

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MCA Records International, 445 Park Avenue, New York, N.Y. 10022
Tape Market Boom

"Business in 1971 should be better than in 1970," said Lino Fragoso, president of Casa Fragoso, record distributor. "U.S. prices on cartridges and cassettes are too high considering the transportation costs to Puerto Rico, which is a big problem, so we order with great care whereas we could be more liberal in this respect and take a chance on certain items on which we lose sales sometimes. The tape industry should experience its best year in 1971." 

Bernardo Herger, Island Records president, said his problem also was "to satisfy the demands of our customers for the last 11 'right now.' Transportation problems from the U.S. affected in many cases by strikes, etc., affect our sales. We have to anticipate these delays and therefore must carry a huge stock at all times. 1971 should be a banner year for the cartridge industry." 

Carlos Romo, president, Kelvinator Sales, local distributor for RCA who also produces under RCA license many Latin records, expects a good year in 1971. 

"The problem is getting faster service from our suppliers on hot items," said Mr. Romo, "as the young buyers who want their favorites 'today.' The tape industry in general should have a banner year in 1971." 

Charles Turreh, president, Allied Wholesale Co., distributors for several U.S. labels, said: "Having moved recently to much larger quarters in Santurce, we expect a very good year in 1971. The main problem will be tight money and slow payments but our customers will, I am sure, come through. You can only overcome this by giving the very best service and helping our customers in Puerto Rico."
MFP Keeps Independent Policy in Aftermath of EMI 50% Purchase

By BRIAN MULIGAN

LONDON—Acquisition by EMI of Reed International’s 50 percent interest in MFP for £485,000 will not affect the autonomy of MFP, company chief Richard Bal-

wy said. Reed International’s decision to dispose of its half-share of MFP, first disclosed in Billboard’s Jan. 9 issue, incorporates all MFP’s overseas interests—in France, Hol-

land, Belgium and South Africa—but excludes the Australian company, wholly owned by Reed. It is understood that Reed was ready to dispose of the Australian company, but agreement could not be reached on price. It is possible that continuing negotiations will finalize the sale.

Richard Ballwy, who moves to rationalize the non-publishing activities of the International Publishing Corporation, which incorporates the companies down the Computerized Bookkeeping agency—seems to have worked to EMI’s benefit. Even though MFP is run by an independent chairman, performing quite as well as the past year in which the property does not seem in any way excessive, for a company which has lost its market, it is its continued existence has returned profits in the range of $650,000, a capital investment of $2,400,000.

The purchase price was scaled to include the purchase of the companies which set up the overseas companies, to include the first unless the properties are in April, with Switzerland and Austria, and possibly other coun-

tries, to follow before the end of the year. It is from this newly exploited territory that the independent chairman, running the Reed’s operation. Richard Ballwy, felt that sole ownership by EMI would be beneficial to MFP by a higher position in the parent’s list of priorities when making repertoire available.

Richard Ballwy admitted that the past year had not been a good year in MFP’s history, due to the stronger competition from other

budget companies and the popular-

Itality of the 43% label. How-

ever, Ballwy stated that this had been a momentous two years, and also that Reed International had spent more money than we had observed. He felt that it would have been possible to have an expansion of business experience the result of this investment.

The album’s sales have continued indefinitely. The label has not been short enough to be expected in the autumn business started to improve rapidly.

Discussing MFP’s overseas de-

velopments, Balwyn said that Hol-

land and Belgium, particularly this latter, had proved profitable vent-

ures, and that France, in spite of the problem, looked like breaking even on its first year. The label’s subsidiary, under Michael Eddy, a former U.S. salesman and European marketing co-

ordinator, had sold nearly 100,000 copies of the album trading started in October. The company is located in Johannesburg and Balwyn said that release would appeal strongly to the Bantu popula-

tion, which was the chief source of singles sales in the country.

U.K. DANDELION LABEL IS REACTIVATED

LONDON—The Dandelion label comes to life again on Jan. 29 with release of four albums. The album, which was the hit of the Steinway House in London’s Morning Music Festival, is recorded by John Peel, who had been with CBS, but moved to the Kinsey Corporation just prior to a similar move by Elektra from Polydor. Both labels are supervised by Clive Swindon, Peel’s manager.

Albums set for release include product from The Way We Live, Sten and a second set on the label. The album, which had been released earlier this year, was performed as the standard Warner-Reprise album price of $5.16. All four albums will be issued in a single.

Initial album revenues on the Elektra label had been set for the end of February, but the sales success of Judy Collins’ single “Amazing Grace” has accelerated the release of the album “Whales and Nightingales,” from which the single is taken. Although no specific release date has been set, the album will likely be issued this month to take advantage of the momentum of the single.

CBS Launches Epic and Harmony Throughout U.K.

LONDON—First product in the CBS launch of its subsidiary label Epic in this country will be three albums scheduled for release the first week of January.

The full-price albums are by Argentina, titled “Ring of Hands;” U.S. group, consisting of the compact album “42 Dreamers of Derek Sando-

” and “Sky and the Family Stone’s Greatest Hits.” The Harmony label, with album product recording this month, is the first to of February in an all-classical release. This month, the release, which is the first album for each artist, has been previously issued in the U.S.

Epic and Harmony label following the February launch with the first classical product. If the ini-

tial product is released, the label could remain strictly classical for some time. Nevertheless, there is readying product, from the popular catalogues, for release on Harmony later in the year. This material comes primarily from artists no longer under contract with the firm, but whose previously recorded material remain in the property of CBS.

CHUM, LTD.: A STATEMENT

NEW YORK — Following publication of the article entitled “Eight Stations’ Entry into Disco in Canada” in the Dec. 19, 1970 issue of Billboard, we received notice from solicitors for CHUM, Ltd., claiming that the article was defamatory.

Our publication of the article was made in the honest belief of the editor that the product was fit for pub-

lications contained therein, and the article was published in good faith.

We have requested that CHUM, Ltd. remove the article and we are in the process of issuing an in-house article.

Lindfors 2nd Swedish Gold

STOCKHOLM — Singer Lili Lindfors (Polydor) was awarded her second Swedish Gold record for her LP, “Korn i den Min Vard,” which has sold more than 25,000 copies in Sweden.

The presentation to Miss Lind-

fors was made by producer Curt Peterson and Karlsson Grammen-

on AB’s general manager Ivan Nordin. The English LP, “De or Den Ende,” had pre-

ceded the album with gold and diamond disks. The album has sold around 100,000 copies.

Burdon, War To Lib/UA

LONDON—Liberty/UA has ac-
quired World War 2 to Mac’s “Burdon” by Eric Burdon and his group War for all of Europe, and will release it simultaneously on Jan. 15 in all countries in which the act will tour in January and February, except Britain, where it will be released on Jan. 29.

Further, War has been signed as an act for Liberty/UA’s current tour of world territories in a long-term deal. The label has no intention of stepping in to share in progress between Burdon’s management of United Artists, World War Productions and Liberty/UA Artists in the United States for recording rights to Burdon himself.

The album “Black Man’s Bur-

don” has already been released in the U.S. and Canada by MGM, and their album, which was released in Britain by Poly-

or, MGM Licensee in this coun-

try, will be released in this month for release in February.

when answering ads . . .
Say You Saw It in Billboard

San Juan Mayor Carlos Romero Barcelo presents composer Noel Estrada a resolution naming him honorary son of San Juan and his composition, “En Mi Viejo San Juan,” the city’s official song.

No MIDEM Subsidy for Italian Music

MILAN—The Italian music in-
dustry will receive no subsidies from anyone for its participation at MIDEM, stated Eduardo Oner, general secretary of AIF, the Italian Phonographic Association. There had been speculation that AIF would get seven million lire subsidy from ICE, the Italian De-
partment for the International Trade, through Italian Music—a center for promoting the Italian music abroad.

Vienna Record With Rebrub

VIENNA — Ivan Rebrub, fa-
mous for his singing of Russian folk songs, has a successful end-
of-December concert in the “Grober Musikverein-Concert Hall. All seats in the 1,700-seat auditorium were sold and receipts amounted to $10,000. Following the concert, CBS Austria, host a press con-
ference in honor of the singer. Ivan Rebrub, who is currently appearing in Paris, in the musical “Anatole,” will be recording songs from “Boris God-
den,” in the company of the Orchestra of the Vienna Volks-
quirer for German CBS. The CBS recording team is headed by producer Richard Storm. The Swedish LP will be issued by CSB throughout Europe in March.

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INTERNATIONAL NEWS REPORTS

JANUARY 16, 1971, BILLBOARD

www.americanradiohistory.com
Villar Prepares Strong Push on Coloma Album

MANILA—Villar Records has prepared a strong promotional campaign for the release of the 50th LP of Filipino organist Reilly Coloma this month, which will be the first Filipino album to have 30 albums on release.

Coloma, former instructor at the Yamaha School of Music, is a protégé of Mamel P. Villar, key executive of Villar Records. Mr. Coloma is a graduate of the National Network, Filipino Record Corp, and PBB. He is responsible for initiating the electronic organ foray in the Philippines.

He works with his brothers, Sergio Perez and Miguel Ramos in the Coloma Trio, which has been repeatedly featured on television, and was prepared, responsible for initiating the electronic organ in the Philippines.

He will produce all of the album's music, which is a much more fruitful career of organist Coloma. In the local market, other releases will be released.

Swedish Goes S. American

STOCKHOLM — Two new and interesting releases are on the local Swedish market. The first is the release of the Jogak Studio album, "La Flute Indienne, Vol. 1." But the second release is the first English record to be made in the South American languages.

Dutch releases in 1970

This album, "Les Jeunes Musiciens," has been released in English, and has sold over 3,000,000 records in the Dutch market.

Labrador Plans New U.S. Representation on 2 Labels

PARIS — Labrador Publishing, which emerged many years ago with the Johnny Holliday and Sylvie Vartan catalog, is planning new U.S. representation to back up the two new independent record labels that it has signed, co-director Simon Houseman has announced.

The company, which in the 14 months of Houseman's activities has taken on the U.S. Sam Fox and U.K. Island catalog, plus the formation of the Motown and Some- thin' Else labels, will make an announcement after MIDEM on the new contract, Houseman said.

The firm is almost "basking" in the sales of Rare Bird's "Symphony," and all of Houseman's tapes have topped a million in France. Some Topic's distribution by Labrador will be distributed to various several French labels.

Lexington Group Album

The firm also represents the Jive/Emi Group and has released singles, including "Children of the Sun," "French Waters," and "Cherry Pie." The firm also has a contract with the Jive/Emi Group, which includes "Les Jeunes Musiciens," "Les Jeunes Musiciens," and "L'Amerique."
Problems: Taxes, Prices, Size & Communications

By MANFRED SCHREIBER

Frank W. Beh, managing director of Columbia Graphphon GmbH, the EMI company in Austria, predicts that single sales will stagnate in 1971 and that listening will increase by between 5 and 8 percent. He regards the chief problem facing the music industry as one of communication—getting more information on records to potential buyers.

In the tape field, Beh predicts that magnetic tape sales will increase from 6 million to about 8 million units in 1971, but that 8-track will progress less rapidly. "I believe there will be a fairly big decrease in the price range," he says.

But, of course, there is a greater price range now than there used to be. The present lower prices are due to lower production costs, lower budget prices, budget prices and so on.

Geoghegan envisages that as tape becomes more acceptable, the ceiling of record prices will drop substantially, as well.

And the main problem facing the industry, as he sees it: "The tape business will continue to grow, but the explosion, as in 1970, will be much more subdued this year."

Geoghegan feels that there will be a fairly big decrease in the price range.

Looking ahead at 1971,Geoghegan says that "sale prices, both in Europe and CBS Ireland, are quite a bit lower than in the past. This is due to the entry of superstores and discounters into the business." He predicts that 1971 will be a good business year with sales increasing as they have done over the last two years. "Because of the increase in sales, we think that record prices will increase in 1971. With record sales increased by about 10 percent and this inevitably has its affect on record prices," he says.

He predicts that the large record stores will do very well this year, particularly in the fields of big-name artists. "They are more aware of the situation than ever before," he says.

"Some may need to do more promotion," he adds. "But the sales are there, and they are rising steadily."
HITS OF THE WORLD

AUSTRALIA

(Country: Australia - Co-Set)

This Week

1. I'M GONNA COBBLER YOU - Redgum (Hi) - (CBS)
2. I'LL BE HOME FOR CHRISTMAS - Kim D. (CBS)
3. OH PRINCE WILLIAM - The Beatles (Epic)
4. THE SUMMER OF '42 - Harry Nilsson (Atlantic)
5. SHE'S A NIGHTMARE - The Ventures (Verve)
6. THEY'RE COMING FOR ME - The Shadows (RCA)
7. THE NIGHT THE SUGAR CRANE FELL - The Seekers (RCA)
8. THE A-B-C SONG - The Seekers (RCA)
9. A bind & A Love Affair - The Seekers (RCA)
10. WHEN THE BELLS WERE BELLED - The Seekers (RCA)

BRITAIN

(Country: England - Record Retailer)

This Week

1. Tainted Love - Soft Cell (Virgin)
2. I Can't Go For That (No Love Affair) - Daryl Hall & John Oates (J Records)
3. Get Outta My Way - Peter Gabriel (Warner Bros.)
4. Live To Tell - David Bowie (Salvo)
5. Woman In Red - Steve Winwood (Atlantic)
6. Love Is A Losing Game - Elton John (Mercury)
7. The Game Of Love - The Buggles (A&M)
8. What Becomes Of The Brokenhearted - Irene Cara (Columbia)
9. Her Name Is Not Americana - Billy Joel (Atco)
10. Same Time, Same Place - Andy Gibb (Columbia)

ITALY

(Country: Italy - Discoguida Internazionale)

This Week

1. Marlina (Reprise) - Franco Battiato (Reprise)
2. A Million Dreams - The Who (Rolling Stone)
3. Love, Love, Love - Frankie Valli & The Four Seasons (Decca)
4. I Love You - The Rolling Stones (Decca)
5. The Last Waltz - The Band (CBS)
6. Take A Little Time - Tom Jones (Epic)
7. Only You - The Beatles (Apple)
8. I'm In The Mood - The Beatles (Apple)
9. The Night Has A Thousand Eyes - The Beatles (Apple)
10. Here Comes The Sun - The Beatles (Apple)

SOUTH AFRICA

(Country: South Africa - Record Retailer)

This Week

1. Brown Skin Black Eye - The Softies (Roadrunner)
2. AIN'T NO STOPPIN' US NOW - The Commodores (Stax)
3. Cold Sweat - Al Green (Mobetto)
4. Superstition - Stevie Wonder (Tamla)
5. Living For Today - The Supremes (Motown)
6. The Love You Save - The Beatles (Apple)
7. Chain Of Fools - Aretha Franklin (Atlantic)
8. The Thrill Is Gone - B.B. King (Columbia)
9. Grocer's Alley - The Rolling Stones (Decca)
10. We've Got A Thing Going On - The Isley Brothers (Isley Productions)

From The Music Capitals of the World

MEXICO CITY

Mexican singer Roberto Lutti arri

polished for Mexico's "Mundo Alegre," and

SOUTH AMERICA

(Country: South America - Discoguida Internazionale)

This Week

1. Live To Tell - David Bowie (Salvo)
2. The Last Waltz - The Band (CBS)
3. I Love You - The Beatles (Apple)
4. Take A Little Time - Tom Jones (Epic)
5. Only You - The Beatles (Apple)
6. The Night Has A Thousand Eyes - The Beatles (Apple)
7. Here Comes The Sun - The Beatles (Apple)
8. A Million Dreams - The Who (Rolling Stone)
10. I'm In The Mood - The Beatles (Apple)

SWITZERLAND

(Country: Switzerland - Radio Switzerland)

This Week

1. I CAN'T HELP MYSELF - Four Tops (Tamla)
2. STOP ME IF YOU THINK YOU'VE HEARD THAT BEFORE - Frankie Goes To Hollywood (Polydor)
3. The Stroke Of Midnight - The Buggles (A&M)
4. Reach Out I'll Be There - The Four Tops (Tamla)
5. The Last Waltz - The Band (CBS)
6. AIN'T NO STOPPIN' US NOW - The Commodores (Stax)
7. Cold Sweat - Al Green (Mobetto)
8. Superstition - Stevie Wonder (Tamla)
9. The Love You Save - The Beatles (Decca)
10. We've Got A Thing Going On - The Isley Brothers (Isley Productions)

SINGAPORE

(Country: Singapore - Record Retailer)

This Week

1. OUR HOUSE - The Osmonds (Mercury)
2. ME AND MY LIFE - The Ventures (Verve)
3. THE SUMMER OF '42 - Harry Nilsson (Atlantic)
4. SHE'S A NIGHTMARE - The Ventures (RCA)
5. THEY'RE COMING FOR ME - The Shadows (RCA)
6. A bind & A Love Affair - The Seekers (RCA)
7. WHEN THE BELLS WERE BELLED - The Seekers (RCA)
8. WHEN THE BELLS WERE BELLED - The Beatles (Apple)
9. THE NIGHT HAS A Thousand EYES - The Beatles (Apple)
10. HER NAME IS NOT AMERICANA - Billy Joel (Atco)

SWEDEN

(Country: Sweden - Radio Stockholm)

This Week

1. CRACKIN' ROSE - Neil Diamond (timing)
2. THE SUMMER OF '42 - Harry Nilsson (Atlantic)
3. SHE'S A NIGHTMARE - The Ventures (RCA)
4. THEY'RE COMING FOR ME - The Shadows (RCA)
5. A bind & A Love Affair - The Seekers (RCA)
6. WHEN THE BELLS WERE BELLED - The Beatles (Apple)
7. THE NIGHT HAS A Thousand EYES - The Beatles (Apple)
8. HER NAME IS NOT AMERICANA - Billy Joel (Atco)
9. WHEN THE BELLS WERE BELLED - The Beatles (Apple)
10. WHEN THE BELLS WERE BELLED - The Beatles (Apple)

SWITZERLAND

(Country: Switzerland - Radio Switzerland)

This Week

1. I CAN'T HELP MYSELF - Four Tops (Tamla)
2. STOP ME IF YOU THINK YOU'VE HEARD THAT BEFORE - Frankie Goes To Hollywood (Polydor)
3. The Stroke Of Midnight - The Buggles (A&M)
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7. Cold Sweat - Al Green (Mobetto)
8. Superstition - Stevie Wonder (Tamla)
9. The Love You Save - The Beatles (Decca)
10. We've Got A Thing Going On - The Isley Brothers (Isley Productions)

TOKYO

(Country: Japan - Sony)

This Week

1. I CAN'T HELP MYSELF - Four Tops (Tamla)
2. STOP ME IF YOU THINK YOU'VE HEARD THAT BEFORE - Frankie Goes To Hollywood (Polydor)
3. The Stroke Of Midnight - The Buggles (A&M)
4. Reach Out I'll Be There - The Four Tops (Tamla)
5. The Last Waltz - The Band (CBS)
6. AIN'T NO STOPPIN' US NOW - The Commodores (Stax)
7. Cold Sweat - Al Green (Mobetto)
8. Superstition - Stevie Wonder (Tamla)
9. The Love You Save - The Beatles (Decca)
10. We've Got A Thing Going On - The Isley Brothers (Isley Productions)
**TOP 20 POP SONGS**

Spotted highlights to reach the top 20 of the HOT 100 Chart.

**FOUR TOPS—JUST SEVEN NUMBERS**

(Com Straighten Out My Life) (2:57)

(Prod. Steve Barri) (Writers: Larry-Denny-Collins) (Gum-Twin, BMI)—The bubble gum workout in the popular show of another "One Top" hit of the year, and there's over with Top 40 appeal. Rfis: (No Information Available). AM 11597

**LITTLE MISS GOODIE TWO SHOES**

(2:55)

(Prod. Steve Barri) (Writers: Larry-Denny-Collins) (Gum-Twin, BMI)—The bubble gum workout in the popular show of another "One Top" hit of the year, and there's over with Top 40 appeal. Rfis: (No Information Available). AM 11597

**BURNT BACHARACH—ALL KINDS OF PEOPLE**

(3:03)

(Prod. Herb Alpert & Phil Ramone) (Writers: Bacharach-David) (Blue Sheet/Tar, ASCAP)—With much of the novelty of Bacharach and David's ("Looking Forward"), his latest releases match well with the current chart trend, and this driving rhythm ballad follow up will fast top that trend. Strong vocal work, and the perfect sound for a ballad in a world I created for myself" (3:10) (Jadite, BMI) Seal 50777 (1965)

**STAIRCASES—DIDN'T IT LOOK SO EASY?**

(2:47)

(Prod. Steve Barri) (Writers: Larry-Denny-Collins) (Gum-Twin, BMI)—The bubble gum workout in the popular show of another "One Top" hit of the year, and there's over with Top 40 appeal. Rfis: (No Information Available). AM 11597

**MARC DAVIS—SUGAR RAINBOW**

(2:50)

(Prod. Steve Barri) (Writers: Larry-Denny-Collins) (Gum-Twin, BMI)—The bubble gum workout in the popular show of another "One Top" hit of the year, and there's over with Top 40 appeal. Rfis: (No Information Available). AM 11597

**RICHARD WILLIAMS—My Love Teacher Your Life**

(3:27)

(Prod. Alford) (Writers: Bovars-Williams) (Gum-Twin, BMI)—The bubble gum workout in the popular show of another "One Top" hit of the year, and there's over with Top 40 appeal. Rfis: (No Information Available). AM 11597

**JOHN TOWNSLEY & THE APOSTOLIC FAMILY—Just Another Day**

(3:35)

(Prod. Steve Barri) (Writers: Towles/Colonna, BMI)—The bubble gum workout in the popular show of another "One Top" hit of the year, and there's over with Top 40 appeal. Rfis: (No Information Available). AM 11597

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This is who The Main Ingredient is so proud of.

"I'm So Proud"
Their 3rd Chart Hit in a Row.

Curtis Mayfield wrote it and The Impressions first made the world know it. Now The Main Ingredient warms it, mellows it—right up the charts. From their new album, "Tasteful Soul," LSP-4412; PBS-1688. All in all, a lot to be proud of.
For Week Ending Jan. 16, 1971

**STARE PERFORMER** — Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.

**Records Industry Association Of America seal of certification** as “million seller.” (Seal indicated by bullet.)

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**HOT TITLE, Weeks On Chart**

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<th>Title</th>
<th>Weeks On Chart</th>
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<td><strong>1.</strong></td>
<td><strong>My Sweet Lord/Isn't It A Pitt</strong></td>
<td><strong>George Harrison (Brian Epstein/Phil Specter)</strong></td>
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<tr>
<td><strong>2.</strong></td>
<td><strong>Knock Three Times</strong></td>
<td><strong>Mike Douglas (Mike &amp; Dave Appel)</strong></td>
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<td><strong>3.</strong></td>
<td><strong>One Less Bell To Answer</strong></td>
<td><strong>Fifth Dimension (Bev Ross)</strong></td>
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<td><strong>4.</strong></td>
<td><strong>Black Magic Woman</strong></td>
<td><strong>Sangster (Fred Sarver/Gauta)</strong></td>
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<tr>
<td><strong>5.</strong></td>
<td><strong>I Think I Love You</strong></td>
<td><strong>Participle Family (Shirley Jones &amp; Friends/Dean Casady) (Bill Farrell)</strong></td>
</tr>
<tr>
<td><strong>6.</strong></td>
<td><strong>Lonely Days</strong></td>
<td><strong>Bill Goss (B.M. &amp; R. Sings)</strong></td>
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<tr>
<td><strong>7.</strong></td>
<td><strong>Just a Little Bit</strong></td>
<td><strong>Jimmie Walker (Chissors Four)</strong></td>
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<tr>
<td><strong>8.</strong></td>
<td><strong>Gone Love</strong></td>
<td><strong>Dave Owens (Dave Owens)</strong></td>
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<td><strong>9.</strong></td>
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<td><strong>Little Sister (Bill Still, Steve Glus/Home 6041)</strong></td>
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<td><strong>10.</strong></td>
<td><strong>Precious Precious</strong></td>
<td><strong>Jackie Moore (Curt Case)</strong></td>
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<td><strong>11.</strong></td>
<td><strong>Love to Live</strong></td>
<td><strong>David Gates (Gates With Splitfish)</strong></td>
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<td><strong>12.</strong></td>
<td><strong>They Can't Take Away Our Music</strong></td>
<td><strong>Eric Burdon &amp; War (Carrington)</strong></td>
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<td><strong>13.</strong></td>
<td><strong>Silver Moon</strong></td>
<td><strong>Michael Nesmith &amp; the First National Band (Michael Nesmith)</strong></td>
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<td><strong>Emmylou Harris (Emmylou Harris)</strong></td>
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<td><strong>15.</strong></td>
<td><strong>Morning</strong></td>
<td><strong>Andy Kim (Aron Eslam)</strong></td>
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<td><strong>Bridge Over Troubled Water</strong></td>
<td><strong>Simon &amp; Garfunkel (Art Garfunkel)</strong></td>
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<td><strong>17.</strong></td>
<td><strong>Really Don't Want to Know/There Goes My Everything</strong></td>
<td><strong>Eric Paslay</strong>, RCA 47-9060</td>
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<td><strong>18.</strong></td>
<td><strong>Remember Me</strong></td>
<td><strong>Della Reese (Richard Ackerman)</strong></td>
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<td><strong>19.</strong></td>
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<td><strong>Pledge (Al Sheppard) (Polydor 204)</strong></td>
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<td><strong>21.</strong></td>
<td><strong>Don't Worry</strong></td>
<td><strong>Neil Diamond (Neil Diamond &amp; Tom Catalana)</strong>, <strong>Columbia 45-4335</strong></td>
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<td><strong>22.</strong></td>
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<td><strong>Neil Diamond (Neil Diamond &amp; Tom Catalana)</strong>, <strong>Columbia 45-4335</strong></td>
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<td><strong>23.</strong></td>
<td><strong>Mr. Bojangles</strong></td>
<td><strong>Harry Connick Jr. (William E. Young)</strong>, Liberty 66197</td>
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**HOT A TO Z—(Publisher-Licensee)**

...continued...
From LONDON ... 5 Breaking!

European Smash!
Alfie Khan
SHE'S COMING BACK
An original Hansa Recording Production by Alfie Khan

R&B Smash... Now Pop!
Al Green
I CAN'T GET NEXT TO YOU
Producers: Al Green & Willie Mitchell

Breaking Mid-West!
Frijid Pink
HEARTBREAK HOTEL
Produced by: Pink Unlimited & Vinny Testa

Top 10 - England!
Gerry Monroe
MY PRAYER

Another Superstar!
Gilbert O'Sullivan
NOTHING RHYMED
Producer: Gordon Mills
I'm 10,000 Years Old

LSP-4460  P8S-1665  PK-1665

Now available through your RCA Distributor.

See Elvis in person
International Hotel, Las Vegas, Nevada
Jan. 26-Feb. 23, 1971
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America’s #1 Producer
Norman Whitfield
And his Writing Partner
Barrett Strong
say
Prepare Thyself for
Billie, Brenda & Joe

the
UNDISPUTED TRUTH
Coming soon on Gordy
A View of the Copyright Copout–Stall, Separatism & Stand-Off

* Continued from page 1

video, that is not protected at the source by federal law with strong penalties for infringement.

However, some unexpected and some unprecedented happenings may snatch a copyright victory from the long stalemate, in this 92nd Congress.

This may be—the crucible in which the U.S. copyright law is at least brought into basic compatibility with world copyright treaties. Ironically, the ever-present worldwide record piracy may help push legislation to let the U.S. songwriter and sound recorder and performer share in the protection in an international agreement being worked out against the global counterfeiting (Billboard, Dec. 5, 1969).

At the end of a dull year in which the copyright revision was again stalled, a separate copyright bill at unauthorized duplication of sound recordings was introduced here by Sen. John L. McClellan, Overseas, worldwide attention was, for the first time, given to the problem of record piracy, and it became a factor in the proposed revision of international copyright treaties, the Universal Copyright Convention, and the Berne Union, to be completed by July at a Paris conference.

If the piracy of recordings has not yet reached a crisis at home, it has shown all music industry segments—even those who have no head for figures for 50 years—that they must make common cause. Dollars and cents rarely are clearly in, this instance, that when one segment bleeds—all bleed. When the new industry is in the expansion and growth.

Copyrights Register to Retire—Presses Backing of Revision

WASHINGTON—Register of Copyrights Abraham Kamenstein will retire in August, after attending the special overseas meetings on a cooperative agreement against record piracy, and on the revision of international copyright treaties.

It is hoped by his many admirers that before he retires Kamenstein may see passage of the bill to revise U.S. Copyright Law, a cause to which he almost literally gave his life.

Assistant Register Barbara Ringer will take over legislative and international copyright matters at the Copyright Office.

George Cary, deputy register, will handle administrative and public relations duties of running the office, and Abe Goldstein will continue with his heavy workload as General Counsel.

Between now and July, Miss Ringer has been directed by the Register to concentrate all of her energies on preparing for the two historic happenings coming up this summer—the copyright bill is the all-inclusive and embattled domestic revision legislation scheduled for do-or-die Senate and House action this year. The other is the series of international meetings coming to a grand climax of international copyright treaty revision at the Paris Conference in July.

The meetings will include an early London conference on the draft of the separate world anti-piracy agreement that may succeed in finding a place in the revised treaty agreements. Additional meetings in February, in Paris and Geneva, will deal with record piracy. An April meeting will cover satellite communication and copyright.

Finally, there will be the convention in Paris in July, which is expected to achieve full-scale revisions of both the Universal Copyright Convention (to which the U.S. is a signatory) and the Berne Convention.

With the additional consideration of a worldwide agreement to fight the record piracy rampant in all countries, a new international treaty may result.

records manufacturers under duplicating/marketing contracts with Ampex.

An Ampex Quad 8 Titles

* Continued from page 1

Ampex is to release 8 titles on the Ampex record labels. The Ampex labels are under Ampex's ownership.

As usual, there will be a variety of soundtracks and orchestral works. The Ampex labels include the Classic Records, which specializes in classical music.

The Ampex Quad 8 Titles will be released on the Ampex labels and will be broadcast on the Ampex quadraphonic sound system.

Stations, Labels Use Encoder

* Continued from page 1

Voice system, according to John Kelly, marketing manager for consumer products of Electron.

The system, billed as E-V Stere-o 4, has been exhibited at various electronics shows, but now the firm is getting the record industry involved. The system allows an FM station to broadcast four channels of information on two channels.

Echolight's Project 3 Records will begin releasing records in compatible 4-channel format this month and Ovation Records will follow. Within a few months, the Electro-Voice will start delivering the decoders to retailers by the end of the month. The system is unique, he said, because it allows you to play four 3-channel records or receive quadrophonic broadcasts, but it is entirely compatible. He said that the system made 2-channel stereo sound better.

At the record manufacturers level, all that's necessary is to create a standard decoder to insert the encoder into the normal processing of the record.

CTI Distribution Deal With Chi Co.

NEW YORK—CTI Records has completed a distribution deal with M.S. Distribution. In addition, M.S. Distribution will handle the marketing of the CTI Records label.

The deal includes the promotion and distribution of all CTI Records material worldwide.

Pincus in Business Ambassador Trip

NEW YORK—George Pincus, head of G-Pinus Music/Buckminster Music Ltd., is in London for meetings with his Ambassadress Music Organization. He is also supervising recording sessions with his London-based recording studio and artists. Pincus and his London manager Ray Mills will go to MIDEM in Cannes. They will stay at the Majestic Hotel. Pincus plans to show his tapes to industry people and talent scouts developed by Gil Enterprise, Inc., at his convention space at MIDEM.

Aznavaux Songs Push

* Continued from page 14

in English, contains "We'll Drift Away," "All the Pretty Girls," "I'll Go on Loving Her" and "Life Is Sad."

Aznavaux in France contains the entire Aznavaux catalog, with Chappell & Hall in the U.K. The catalog features all current and future music on a worldwide basis. A number of older Aznavaux copyrights are still handled through a variety of American publishers.
THE MAGIC OF "WORDS"
IS JULIUS LaRosa'S BAG!

Julius LaRosa, extraordinary! His work should pay-off in play and sales. Record World (1/2/71) LaRosa excels with some of today's best ballads. His new LP is an artistic as well as commercial one. Billboard (1/2/71)

Available on GRP 8-Track and Cassettes

Produced by Ken Greenberg for S & K Recording Corp.
STEREO MD 1036

THE SOUND OF TODAY IS ON METROMEDIA

METROMEDIA RECORDS
mother

why

John Lennon / Plastic Ono Band

Yoko Ono / Plastic Ono Band

A NEW SINGLE

APPLE 1827