RCA, Others Raise Wholesale Prices

By PAUL ACKERMAN

NEW YORK — A number of key labels, headed by RCA Records, are increasing their prices to wholesalers. The move reflects rising costs at the manufactures.

Record Industry Loves 'Love Story'

By MIKE GROSS

NEW YORK — The music from the Paramount film, "Love Story," is winning an unprecedented record company pickup. There are already 26 disk placements in the groove, the soundtrack album on the Paramount label in No. 1 (with a star) on Billboard's Top LPs chart this week, Henry Mancini's instrumental version, "Theme From Love Story," on RCA Records, climbed to No. 53 (with a star) on Billboard's Hot 100 chart this week, and the Jan. 15 release date of the vocal version, "Where Do I Begin," on LOVE STORY, had Columbia Records in the market with two of its top ballad singers, Tony Bennett and Andy Williams, battling for dominance in the singles field with the song. Tradesters view the action on the industry's return to romance, "Love Story" as another step in the industry's return to romance, "Love Story" as another step in

Student O&O Store On Campus Spurts

By BOB GLASSENBerg

NEW YORK — There has been a marked increase in student-owned and operated record stores across the country. These stores have been established to keep student-sent money within the campus community. One student-owned and operated store is Mother Records, Providence, R.I. It is run by four students of Brown University and was started from a loan granted by Brown Student Agencies, an umbrella company for many student-run businesses. Dick Shapiro spoke for the group, said he opened the store because of the need to provide full record services to the student community. Mother Records now buys all product from distributors and is doing a slightly higher volume in sales than the commercial companies. "We sell The Who's 1974 album I.P.'s for $3.33, and have similar advantages on our records. Our secret to the low price is that we are not interested in making a large profit," said Shapiro.

The stock is supplied mainly from distributors in the area. "We have an excellent credit rating, since we pay the bills the day we get them. This also

Ad

Billboard

January 23, 1971 • $1.25

seventy-seventh year

The International

Music-Record-Tape

Newsweekly

Cartridge TV Page 17

Hot 100 Page 66

Top LP's Page 70, 72

RCA Opening

W. Coast Office

With Cap Execs

LOS ANGELES — Apple Records is opening a local office near the Capitol Tower. Charlie Nuccio, Capitol's independent label division vice president, has been named to the new office, which will be located in the creative center. A New York office is run by ABCKO Industries.

Capitol has been Apple's U.S. distributor since the Beatles formed the company several years ago. But then they had a separate office. In leaving Capitol, Nuccio was general manager of the British company, with Takishi handling national promotion.

Nuccio was tapped by Capitol to head the new independent labels department last September. The department developed sales, promotion and merchandising programs for Chips, Truman Capote, Fickle Friends, Harlow, Studio 1,2,3, Crazy Horse and Harvest products.

With Nuccio's departure, Capitol is reassigning these functions back to the various departments which originally were involved. The label thus received a sharper focus in the various departments.

Locally, Coury has established contacts with Elmer Valentine, owner of the Whisky A Go Go, who put together a six-piece supporting band. Valentine has booked such

Capitol Helping Acts Get Dates

LOS ANGELES — Capitol's artist relations department is helping to book its artists into nightclubs. The Al Coury-headed department has been broadening its service to artists for more than a year, and Coury directly contacts club owners about new groups and lets them engage.
HANG ON.
THE GUESS WHO ARE
UNLEASHING ANOTHER SHARE OF
"SHARE THE LAND."

"Share the Land": Gold for the album, gold for the single.
Now it's time The Guess Who shared
more music with you. Time for a new single, "Hang On to Your Life."
Tough, blazing Guess Who music.

HANG ON TO YOUR LIFE
b/w 'DO YOU MISS ME DARLIN'
NEW YORK—The distribution of Sire Records by Polydor, a venture of Universal Music Group and Vivendi, has been shifted from London Records to Polydor. The Sire deal with London had been in effect for over two years. Under the agreement, which was renegotiated months ago but has not been made public, the owners of Sire were looking primarily on moving large quantities of a limited amount of records. We intend to continue dealing with or eliminating the rack-jobbers, to encourage the traditional methods and develop new channels of distribution through ‘head shops’ and directly to colleges by means of on-campus representatives.”

Stein said that “from experience with our Blue Horizon label (distributed by Polydor for the past five years), we have found Polydor to be a young vital company, capable of implementing new ideas in production, promotion, and merchandising.”

LOS ANGELES — United Artists Corp. has launched the record merchandising program to promote its Soundtrack Records line, as well as the new releases of Columbia Records. The program, which will run under the banner, “Music of UA” will be scheduled to run through April.

The Music of UA promotion will feature two releases of the new crop of mountainous artists, as well as Miles Davis, Johnny Winter, Johnny Ots, the Rachels, the Stills, the Temptations, the Chicago, Al Kooper, Boz Scaggs, Poco, Jimi Hendrix, John Lennon, Paul McCartney and others.

The program is expected to be a significant selling tool for UA’s Soundtrack line of artists. (Continued on page 74)

Jukebox With E-V Decoder

NEW YORK—Cameron Music Industries is ready to introduce a 4-channel stereo jukebox, using the Electro-Voice decoder complete with four speakers. The Gross Corp., Inc., a subsidiary of Cameron Corporation, is the manufacturer. (More complete story on this jukebox appears in the programming section this week.)

GRAMMY LIVE ON ABC-TV

NEW YORK—ABC-TV will televise a 90-minute live presentation of the Grammys Awards ceremony which was held at the Hollywood Palladium on Mar. 16. Bob Hort will produce the program which will be telecast live at 11:30, PST, 11:00, EST. The show will be directed by Burt Sugarman as executive producer.

For More Late News
See Page 74
Cap's Iannucci to Keynote A NARM Special Session

PHILADELPHIA — Capitol Records president, Sal Iannucci, will be the keynote speaker at a special meeting of the NARM (National Association of Record Merchandisers) to be held at the Hyatt Regency Hotel here Thursday afternoon. The session will be titled, “The Other Side of the Coin. Artists, Producers, Managers View the Merchandising of the Product.”

Iannucci, a native of Philadelphia, will talk about the future of the music industry in the 1970s and answer questions from the audience. The meeting will take place at 3 p.m.

Capitol Records GWP's 6-LP Keyed to Music To Love By

NEW YORK —The accent is on love and its varying moods in a six-record collection released this week by Gerard Pucelle's GWP label under the overall title of "Two for Young Lovers." Each of the albums has an individual sub-title indicative of the mood of the record. "Music of Bacharach and the Beatles," "My Heart Fell to the Floor," "The Gentle Touch," "Love Affair," "Speak to Me of Love" and "Songs for Loving People." The arrangements are by Robert Gubby, who heads the London Festival Orchestra are perfectly suited to the varying moods of the all-star casts of vocalists. The names of some of them will be the gift of Mozart's 21st Piano Concerto used in the "My Heart Fell to the Floor," sandwiched between Pucelle's words and Paul Simon's "The Sound of Silence."

Individualy, or as a set, "A Time for Love" can be sold as a single or in the gift set. The set will make an excellent gift item, and there are the usual discounts for orders from record companies who carry GWP with programmers. The cover photos, each showing an attractive young couple, is especially appealing. Producer Paul Robinson has done a fine job.

SG Drops 8 Cash TV Aides In Large Scale Shake-Up

NASHVILLE—At least eight officials of the Johnny Cash television show, "Cash Country," its producer, have been dropped by Screen Gems in a shake-up described alternately as a personnel change and an economy move.

Harold Cohen, who had been working on the show from Hollywood last year, was dismissed during the recent last week to post the notice, and to take over production. Then he was replaced by Stan Jacobson. Jacobson was dismissed on January 6.

An ABC-TV source said that "artistic differences" were the reason for the actual dismissals, although he said, "it was an economy matter, that the show was "nearly a quarter of a million dollars over budget."

Cohen flew into Nashville last Tuesday, stopping in Houston long enough to meet Barbara Joan, who does the advance work for location shots of the series. He was told by engineer who was on a brief vacation. There the singer was told of the change. He had been a close personal friend of Jacobson. Cash reserved comment for the moment.

Dropped with Jacobson were writer Lee Reiling and assistant producers Chance Martin and Vicki Sherer, chief cameraman, photographer and president Perry Roseman, and Linda Hart and Margie Buffet, talent coordination. In addition, several members of the stage crew were also let go, all with one day's notice.

There are only five weeks of shooting remaining before the show goes on the air. The bulk of all the planning has been completed.

In This Issue

CAMPUS TV

CARTRIDGE TV

CLASSICAL

INFORMATION PROGRAMMING

COUNTRY

INTERNATIONAL

MARKETPLACE

RADIO

SOUL

TAPE CARTRIDGE

FEATURES

Hot Country Albums

Stock Market Quotations

Yes

No

Toy

TEA TV

TEA LISTENING

RECORD REVIEWS

Reviews

CDs

Single Reviews

42

32

41

66

31

36

0

70

8

70

70

70

70

70

70

70

70

70

70

70

70

70

70

70

70

70

70

70
"Love Story" has come to television.

Andy Williams has just recorded what will be one of the year's biggest songs, "Love Story."
And on January 16th, over 20 million people heard him sing it on his own TV show. And he'll be singing it again on the 24th and 30th.
Andy Williams has always been a great singer of love songs. So it follows that this ought to be one of his best.

Andy Williams' "Love Story." On Columbia Records.
Farrell Enters A Latin Deal

NEW YORK—The Wes Farrell Organization and Greiner International of Mexico City have united into a joint venture for production and publishing of Latin artists for distribution in Central and South America.

The purpose of the venture, according to Farrell, is to discover and develop Spanish-speaking performers who are right for the Latin pop market. According to Farrell, the record buying potential has greatly increased in those countries due to the growth of the middle class during the 1960s. Greiner and his firm, in addition to representing Farrell's clients, will also represent a Latin firm in the Mexican market, also (Continued on page 12)

WILSON ALBUM PRICE IS CUT

NEW YORK—Little David Records has reduced the suggested retail price of their new flip Wilson LP, "Flip—The Flip Wilson Show," from $5.98 to $5.00, pending the company's decision to drop the price due to the general softness of the economy, even though this new record cost more to produce than their first LP. Wilson, the "Devil Made Me Buy This Dress," according to the label.

Eddie Biscoe, formerly national promotion director for Motown Records, and vice president in charge of White Whale Records, named president of Bag 'n Record and parent company Web 1V Music.

Nick Albarano, director of marketing, named general manager, Janus Records. Joining Janus at its inception, Albarano was previously national sales manager, Epic Records. ... Ken Sandor joins Elektra Records to work on special projects with vice president Steve Harris, director of artist development and artists relations. ... Steve Jack, who directed field marketing in the New York-New Jersey area, named New York regional marketing director, Paramount Records. Jack Boyte, field marketing manager, Chicago, now named regional marketing director, Chicago.

Charles Schicke named director of marketing, Cadence Records. He was formerly director of special services, CBS Records division.

John Fronch joins the Village Recording Studio in West Los Angeles as an engineer. He was formerly a staff engineer with Motown in Los Angeles. ... Ken Revercomb joins Cream Records in Los Angeles. He was previously with Liberty and Dot in sales positions. ... John M. Nash, executive vice president, operations, of Centron, has left. ... Emil Hernandez joins Specialty Records in Los Angeles as national promotion manager. ... Mike Elliot joins Compass Productions in Los Angeles as vice president to head up its cartridge TV development department. He had formerly been Liberty/UA's vice president for corporate planning and development. ... Tod Riso, executive of A&E Plastic Pak, has left. ... Larry Hathaway transferred to Capitol at Los Angeles as national singles marketing manager. He had been an LP promotion specialist in Dallas. He originally joined the company in Nashville (Continued on page 74).

The International Music-Radio Tape Newsweekly

Billboard Publications, Inc., 165 W. 44th St., New York, N.Y. 10036

Area Code 212, F., 7-2800 Cable: BILLBOARD NEWTOWN

President, WILLIAM E. LITTLETON

Vice President and News Publications, HALL COOK

Secretary, ARTHUR L. MASARE

Associate Publisher, LEE ZITTO

EDITORIAL

EDITOR IN CHIEF : LEE ZITTO

EXECUTIVE EDITOR : PAUL Ackerman

DEPARTMENT EDITORS

MUSIC EDITOR : Paul Ackerman

ASSOCIATE MUSIC EDITOR : Mike Gross

TELEVISION EDITOR : Bob Schleifer

TAPES EDITOR : Richard L. Hall

ADVERTISING MANAGER : Robert E. Willums

PRODUCTION MANAGER : Bob Phillips

CLASSIFIED ADVERTISING : Robert E. Willums

CIRCULATION MANAGER : Milton Gotlieb (New York)

REGIONAL OFFICES

PETER SCHAFFER, Manager of Regional Office Operations, Los Angeles

CHICAGO, Ill. 60610, 150 N. Wacker Dr., Area Code 312, 449-4418

NASHVILLE, Tenn. 37203, 1719 West End Ave, Area Code 615, 242-7611

LOS ANGELES, Calif. 90069, 9000 Sunset Blvd., Area Code 213, 232-1550

LONDON, England, 7 Cornwall St., London W, Phone: 407-6709

INTERNATIONAL SALES

United Kingdom: Andre de Vilain, Billboard International, 3 Cornwall St., London W. 1, Phone: 407-9500, Cable: Billboard, London

Italy: Billboard International, General Manager, Via Lorenzo di Porto 1, Milan, Phone: 280-1928

Spain: Rafael Revet, Portalegre 20, Madrid 3, Spain, Tel: 234-7105

France: Bob Mander, 52 Rue de Paris, Paris 16, France, Tel: 36-34-09

Brazil: Editor, Billboard Brasil, Edificio Sao Paulo, Rua flavio 115, 20000, Brazil, Tel: 269-0592

Subscriptions: Free to all qualified music trade. Outside the United States, subscription rate is $5 per year. Canada: $5 per year. Puerto Rico: $5 per year. Europe: $5 per year. Mexico: $5 per year. South America: $5 per year. Asia: $5 per year. Australia and New Zealand: $5 per year. Africa: $5 per year. All subscriptions should be sent to: Billboard, 200 Old Country Road, Port Washington, N.Y. 11050. Subscriptions in the Philippines should be sent to: Billboard Philippines, 1001 Long Beach Blvd., Long Beach, Calif.

Address all other correspondence to: Billboard, 200 Old Country Road, Port Washington, N.Y. 11050.

THE EXECUTIVE TURN TABLE

Mel Fuhrman named director of East Coast operations for A&M Records. He replaces Harold Childs who moves to Los Angeles to take over as A&M's director of promotion. Fuhrman was formerly general manager of Liberty Records, Blue Note, Solid State and Mint Record Divisions.

Charlie Johnson appointed director, national album promotion, Polydor Records. He was formerly West Coast promo-

tion manager for Cetron Records but will now be based in New York. ... Herb Linsky promoted to national sales director, Harmony Records. He was previously national sales manager, John Phillips. Johnson was formerly assistant national sales manager, Columbia Records, North Central region, based in Skokie, Ill. He is a former Cincinnati branch manager. James Scully appointed field sales manager, Columbia, East Coast and Custom labels, Chicago area. He was previously a Columbia regional promotion manager.

Eddie Biscoe, formerly national promotion director for Motown Records, and vice president in charge of White Whale Records, named president of Bag 'n Records and parent company Web 1V Music.

KATIE MERRILL, ALFRED MORGAN, ROBERT F. SIGARD, BOB WOLTERMEL, JR., WALTER WITKINS, JOEY WHITMAN, LINDSAY WILSON, JOHN WOOLSON, MATTY WUKAVICH, EDWIN YAMAGUCHI, ROBERT S. ZAHN, RON ZIMMERMAN, PAUL ZUKERSON.
Emerson, Lake & Palmer

Available Now SD-9040

On Cotillion Records & Tapes (Tapes Distributed by Ampex)
New Year's Revolutions (33 1/3)
from Warner/Reprise

And for only $1.
The Warner/
Reprise
Non-Dairy
Creamer

All available on Warner/Reprise Records (and tapes, distributed by Ampex).

TONY JOE WHITE
The Warner debut of a Southern giant. "Polk Salad Annie" and "Rainy Night in Georgia" are his history; his future looms larger yet. WS 1900

AIR CONDITIONING
Curved Air got their name from the phenomenon that supports winged craft. The group includes a torrid violin and a crisp, but rangy lady singer. Already quite the rage in England. WS 1903

THE CRY OF LOVE
The album Jimi Hendrix was completing at the time of his death, his first studio recording since "Electric Ladyland." RS 2034

PARANOID
It comes unsmiling from Black Sabbath, whose self-titled first album was one of the dramatic success stories of 1969, WS 1987

THE END OF THE GAME
Fleetwood Mac founder Peter Green steps out on his own with six lengthy instrumental jams featuring his superlative guitar work. RS 6436

CRUEL SISTER
The Pentangle continue their delicate exploration of folk music with this album of traditional English songs. RS 8435

GOING BACK TO COLORADO
The Warner Bros. debut of Zephyr, a Colorado band which features supercharged vocals by Candy Givens, WS 1987

YOU'RE NOT ALONE
Dion's latest album brings him strongly into his third decade of creating outstanding popular music and interpreting his times. WS 1972

RIDE A WHITE SWAN
Welcome, if you will, Tyrannosaurus Rex to Reprise where they belong with an album titled for their smash English hit, now making chart noises in these parts. RS 6440

A mere buck will fetch you this all-new all-stereo prime quality album. Eleven refreshingly original selections by eleven of 1971's new-fish talents. Not only samplings of most of the stuff above, but also solid thrillers by other recent and forthcoming arrivals: Rosebud (Jacky Hamake, Jerry Yester and cohorts), Ohio Knox (sensational group starring Peter Gallaway), Bad Rice (Ron Nagle's new outfit, produced by Jack Nitosche), Jeffrey Cain (warmly-talented friend of the Youngbloods), Little Feat (a strong foursome headed by Lowell George and Roy Estrada), John and Beverly Martyn (English and delightful), Brownsville Station (rock and roll will stand and more: new-to-us-but-not-to-you Tony Joe White; Fleetwood Mac's founding father, Peter Green; Colorado's own high-energy Zephyr; and Curved Air, a white-hot British export.

THE INEVITABLE COUPON
Smother me with a dollar and slip me in an envelope aimed at Non-Dairy Creamer B

My name is:__________________________________________

I live at:___________________________________________

City:________________________________________________
State:_____________________________________________
Zip:________________________________________________

S.M.A.L.L. PRINT DEPARTMENT: Make checks payable to Warner Bros. Records. Allow about 30 days for our so-called real rooms. This coupon is good only in the U.S. and Canada, because Customs is a pain.
New Year's Revolutions (33 1/3) from Warner/Reprise

WARM AND TENDER
The newest from Petula Clark, who recorded it in Miami's sizzling studios with ace producer Arif Mardin. WS 1895

FANNY
Fanny are four: June Elizabeth Millington, lead guitar; Jean Yolanda Millington, bass; Alice Monroe deBuhu, drums; and Nicole Barclay, keyboards. They sing up a storm and play up a hurricane. RS 6416

PASTORALE
Rod McKuen's latest collection of evocative songs is a two-album set. 2WS 1894

THE FIRST EDITION: GREATEST HITS
Includes "Ruby, Don't Take Your Love to Town," "Something's Burning," "Reuben James," "Just Dropped In," "But You Know I Love You" and more. RS 6437

FOR THE GOOD TIMES
The great Kris Kristofferson song headlines a collection of mellow performances from a master. Dean Martin. RS 6428

MOONSET
The solo debut of Youngbloods' drummer Joe Bauer, this instrumental album flows freely in new improvisational directions. WS 1901

IF YOU COULD READ MY MIND
Gordon Lightfoot's Reprise debut has been repackaged to spotlight one of the most satisfying (and deserved) hit records ever. It's the same album we called "Sit Down Young Stranger" last summer, now decked out in sparkly winter plumage. RS 6392

THE LADY AND THE UNICORN
A central facet of the Pentangle, John Renbourn goes it alone for this album, a classically-oriented tour de force of the acoustic guitar. RS 6407

FOOLS - ORIGINAL SOUND TRACK
A strong film with a powerful sound track featuring Kenny Rogers and the First Edition and the great not-related Shorty Rogers. RS 6429

Hot on the heels of our most torrid year yet comes a bevy of beauties destined to give us history to remember fondly in 1972.

www.americanradiohistory.com
**Market Quotations**

**As of Closing, Tuesday, January 12, 1971**

<table>
<thead>
<tr>
<th>Name</th>
<th>71 Week's Vol.</th>
<th>71 Week's Low</th>
<th>71 Week's Close</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dow Jones Industrial Average</td>
<td>148%</td>
<td>4/8</td>
<td>271</td>
</tr>
<tr>
<td>Dow Jones Transportation Average</td>
<td>45%</td>
<td>12%</td>
<td>142</td>
</tr>
<tr>
<td>S&amp;P 500</td>
<td>80%</td>
<td>75%</td>
<td>253</td>
</tr>
<tr>
<td>Nasdaq Composite</td>
<td>40%</td>
<td>5%</td>
<td>56</td>
</tr>
<tr>
<td>S&amp;P 500 Index</td>
<td>35%</td>
<td>12%</td>
<td>444</td>
</tr>
<tr>
<td>Common Stock</td>
<td>35%</td>
<td>35%</td>
<td>542</td>
</tr>
<tr>
<td>Value Line Financial Service</td>
<td>50%</td>
<td>40%</td>
<td>202</td>
</tr>
<tr>
<td>Value Line Management Service</td>
<td>30%</td>
<td>30%</td>
<td>30%</td>
</tr>
<tr>
<td>Value Line Computer Service</td>
<td>40%</td>
<td>40%</td>
<td>30%</td>
</tr>
<tr>
<td>Value Line Group Service</td>
<td>60%</td>
<td>60%</td>
<td>314</td>
</tr>
<tr>
<td>InvesteX Int'l</td>
<td>8%</td>
<td>8%</td>
<td>299</td>
</tr>
</tbody>
</table>

**Hershey Video, Telecommunications**

**Making Bid to Go Public**

WASHINGTON—Two cartridge TV telephones have been introduced to the public, a venture underwritten by SEC with public subscription offerings. Hershey Video, Inc., of Chicago, and Telecommunications International, Inc., of New York, have introduced a product, which is being produced, recorded, and distributed. The venture underwritten by the SEC will provide for a $150,000,000 maximum, of which $100,000,000 will be used for manufacturing and marketing, and the remainder will be used for working capital and general expenses.

The company has outstanding 1,340,925 shares of common stock, of which Robert Hershey owns 93 percent. Purchasers of the shares being registered will acquire a 13 percent stock interest in the company for their subscription.

**The Charts.**

[Continued from page 1]

functions as getting on television: booking club tour dates and being a liaison between the artist and the label. The department essentially coordinates the field support programs of artists, said Sam Isaacs, Capitol’s president. It is Capitol’s specialty to get artists on national television and some of his placements include: Peggy Lee on Jory Bishop where she debuted “Is That All There Is.” Linda Ronstadt and Glen Campbell, Bishop, Dick Cavett, “MGM’s A” David Carson, Hollay Aderley and Averett Co. in; Grand Funk Railroad on “Playboy.”

Cory admitted that booking rock bands on national shows is a different story.

Valenzano leans heavily on local tour shows and the syndicated packages of the “Rock School” phone- negotiates whatever support is required in the field to augment a promotion, whether it is for a nightclub engagement or a college concert.

**MGM Records, Pub Show**

**4136 Profit**

CULVER CITY, Calif.: MGM Records, which has been marketing club tour dates and booking club tour dates and being a liaison between the artist and the label. The department essentially coordinates the field support programs of artists, said Sam Isaacs, Capitol’s president. It is Capitol’s specialty to get artists on national television and some of his placements include: Peggy Lee on Jory Bishop where she debuted “Is That All There Is.” Linda Ronstadt and Glen Campbell, Bishop, Dick Cavett, “MGM’s A” David Carson, Hollay Aderley and Averett Co. in; Grand Funk Railroad on “Playboy.”

Cory admitted that booking rock bands on national shows is a different story.

Valenzano leans heavily on local tour shows and the syndicated packages of the “Rock School” phone-negotiates whatever support is required in the field to augment a promotion, whether it is for a nightclub engagement or a college concert.

**MGM Records, Pub Show**

**4136 Profit**

**CULVER CITY, Calif.: MGM Records, which has been marketing club tour dates and booking club tour dates and being a liaison between the artist and the label. The department essentially coordinates the field support programs of artists, said Sam Isaacs, Capitol’s president. It is Capitol’s specialty to get artists on national television and some of his placements include: Peggy Lee on Jory Bishop where she debuted “Is That All There Is.” Linda Ronstadt and Glen Campbell, Bishop, Dick Cavett, "MGM's A" David Carson, Hollay Aderley and Averett Co. in; Grand Funk Railroad on "Playboy." Cory admitted that booking rock bands on national shows is a different story.

Valenzano leans heavily on local tour shows and the syndicated packages of the "Rock School" phone-negotiates whatever support is required in the field to augment a promotion, whether it is for a nightclub engagement or a college concert.

**MGM Records, Pub Show**

**4136 Profit**

**CULVER CITY, Calif.: MGM Records, which has been marketing club tour dates and booking club tour dates and being a liaison between the artist and the label. The department essentially coordinates the field support programs of artists, said Sam Isaacs, Capitol’s president. It is Capitol’s specialty to get artists on national television and some of his placements include: Peggy Lee on Jory Bishop where she debuted “Is That All There Is.” Linda Ronstadt and Glen Campbell, Bishop, Dick Cavett, "MGM’s A" David Carson, Hollay Aderley and Averett Co. in; Grand Funk Railroad on "Playboy.” Cory admitted that booking rock bands on national shows is a different story.

Valenzano leans heavily on local tour shows and the syndicated packages of the "Rock School" phone-negotiates whatever support is required in the field to augment a promotion, whether it is for a nightclub engagement or a college concert.

**Hershey Video, Telecommunications**

**Making Bid to Go Public**

WASHINGTON—Two cartridge TV telephones have been introduced to the public, a venture underwritten by SEC with public subscription offerings. Hershey Video, Inc., of Chicago, and Telecommunications International, Inc., of New York, have introduced a product, which is being produced, recorded, and distributed. The venture underwritten by the SEC will provide for a $150,000,000 maximum, of which $100,000,000 will be used for manufacturing and marketing, and the remainder will be used for working capital and general expenses.

The company has outstanding 1,340,925 shares of common stock, of which Robert Hershey owns 93 percent. Purchasers of the shares being registered will acquire a 13 percent stock interest in the company for their subscription.
THE POINT is an ALBUM Written, Produced and Performed by HARRY NILSSON, based on a 90 minute animated feature film also Written by HARRY NILSSON. THE POINT FILM will be shown on Tuesday, February 2, 1971, at 7:30 pm on ABC TV, Channel 7. THE POINT Stars THE POINTLESS OBLIG and his EQUALLY POINTLESS DOG ARROW. THE POINT ALBUM contains seven new NILSSON compositions, and a full color eight page comicbook and a bunch of NILSSON narrations. Album no. LSPX-1003 P65-1623, PK-1623.
When?
When have you heard a recording artist, composer, producer, arranger who has made over a million dollars before he sold his first record album?

CAP BOWS ACT ON POLYDOR
LOS ANGELES — Capitol Records, which distributes Blue Thumb product, will use Poly- dor, its French affiliate, to help introduce a new Blue Thumb act to its fieldmen.

The new group is John Mark and John Almond, two British players who worked with John Mayall on his Jimmy-Polydor LP, "Turning Point."

Capitol is ordering copies of this LP, according to Sol Licata, Blue Thumb's sales director, in order to acquaint its sales force with the promotion force with Mark/Almond. Their first Blue Thumb effort is slated for release around Jan. 25-Feb. 1

Who is?
Who is the most programmed recording artist, composer, producer, arranger today on radio and TV?

We got him and we guard him well.

Master Deals
JAMIE/GUYDEN RECORDS: Philadelphia's new label has bought the master of "Bridge Over Troubled Water" by veteran jazz singer Doc Winters.

Bob Morgan brought the masters to Jamie and is producing an album featuring Andrew, single and LP, on-label being released on the Phil label. The LP is sold in single and LP forms. The single is being released on the Jamie Records label.

Avvo Entertainment has purchased "Go On Foot" by Marlon Black on the Capoul label out of Columbus, Ohio. The master purchase agreement was concluded with Bill Moe, president of Capoul, and Hugo Peretti and Luigi Creatore, AE's vice presidents and chief operating officers.

Farrell Enters Deal
Farrell Enters Deal
- Continued from page 1

At the book (hardcover and paperback) go to the movie and take someone they love, that's an estimated 12,000,000 people, who'll be exposed to the Francis X. Lai music for "Love Story." And there will be still more people who'll be exposed to the Carl Sigman lyric versions. "Where Do I Begin" and "Love Story" have been kept in print ever since the movie's release. The Carl Sigman version should be held up until several weeks after the film's release. Also, the Carl Sigman version of the image of "Love Story" would be implanted in the audience's mind.

Cane and his Famous Music staff have scheduled the release of the late last fall. Recordings set in addition to aforementioned Henry Mancini,我们应该说, Ray Johnston, Tony Bennett and Johnny Mathis on Columbia, are Peter Nero (Capitol), Carl Sigman (United Artists), Frank Porcell (Paramount) and Billy Vaughn (Paramount), already on release; and the Carpenter (A&M), Anthony Newley (MGM), Percy Faith (Columbia), Andre Kostelanetz (Columbia), Roger Williams (Kapp), Ferrante & Teicher (United Artists) and many, many others.

Student O&O Stores Spurting

The Student O&O stores are a story that has been told but that still bears retelling. The growth of these stores has been exponential in recent years, and it is expected that they will continue to expand at a rapid pace in the future.

Largest Store

But far the largest and most successful student-owned and operated record store istopols in Berkley, Calif. They started with $300,000 in sales last year, according to the store's president, Bob Leibman. The store now has a staff of 20 employees and stocks about 3,500 records plus postcards, T-shirts, and other merchandise.

The store's success is based on its commitment to providing a wide variety of music, from classic rock to hip-hop, and to fostering a sense of community among its customers.

Gophers' Rights to Big 3

NEW YORK — The Big 3 has acquired exclusive print rights to the "Gophers' Rights to Big 3," a special offer for the next week on NBC television special, "Looking Through Super Plastic Elastic Gophers' Rights to Big 3" deal was set up by Bernstein Steiger, director of publications for the Big 3 Music Publishing Corp., and Ray Paseman, representing Bates Music Publishing Corp., the publishers of the score.

The music from the special, performed by the Gophers, composed by Ed Overturf and David LaRue, is being released by Audio Fidelity Records on an exclusive basis for exclusive Fidelity artists.

The Big 3 is preparing a 40-page ad campaign, which will be covered by the offer, in addition to the special Saturday (30). The Big 3 is preparing the ad campaign for the special, which will be distributed to over 3,000 record stores.

The remaining ad campaign will be distributed to over 3,000 record stores.
Motown Consolidates Custom Duplicating

Record Firms Switch to Recognizing 4-Channel

DETROIT—Motown is consolidating its custom tape duplicating to have better control over quality, according to Joe Louis, national sales manager.

The label has three custom duplicators: one in Los Angeles, another in New York, and Tapertronics. Ampex continues to duplicate/market Motown's re-terrored line.

Motown, which marks its own tapes except reel, has assigned RCA to custom duplicate the label's tapes in Los Angeles using its 6- and 8-track cartridges on the West Coast and in the Midwest. Eastern producers still store the tape on the East Coast, while Tapertronics performs the same function in the Midwest.

Louis, who has provided custom work for Motown's 8-track line on the West Coast and has dropped as part of the consolidation.

"This will enable us to have better control of inventory and put us on a more businesslike basis in terms of service and delivery," Louis said.

Despite the economic downturn during most of last year, Motown continued to show increases in tape sales over 1969, according to Louis. This year the company expects at least 12 to 15 percent increase in tape volume over 1969.

He projects $16 to $20 million tape year volume for Motown. Stereo 8 continues to be the label's biggest seller, accounting for about 30 percent of Motown's total sales. Stereo 4 remains the second largest selling

Tape Cartridges Equipment 3-Mart Expansion

LOS ANGELES—Car Tapes, manufacturer of A- and B-type stereo tapes, is expanding its equipment line to include in-car, home, portable and auto tapes.

The company, which recently moved into new 35,000-square-foot quarters on the Los Angeles-El Monte border, will be the first to market 18 with models this year, including in-car units, three portable and four home players.

Among the units will be an 8-track quadraphonic recorder/player in a unit, model CTI 484, at $179.95 (equivalent to $156.51 in Canada). It also includes two compatible units, a cassette 8-track auto stereo and an 8-track auto stereo.

The portable field:

- A monaural 8-track, PT 8A, at $39.95; a mono-rear 8-track with AM/FM radio, PT 4A, at $49.95; and a mono 8-track/monaural record with AM/FM radio, PTC 7C, at $69.95.

The home field:

- A quad 8-track compatible with three other models (without speakers), 8-track deck (without amplifier), CTV, at $49.95; 8-track deck (with amplifiers), CTV, at $194; 8-track deck, CTV, at $399.95; and 8-track with monaural tape, CTV, at $59.95.

The new models, according to Jim LeVitus, president of Car Tapes, are being readied for a February/ March delivery.

Expansion of equipment lines coincides with the company's move to Chatsworth, Calif., a suburb of Los Angeles. The new West Coast facility includes the corporate headquarters, warehousing, quality control and training of sales, shipping, sales, marketing and design.
Tape CARtridge

Merc's Kelly Is Optimistic on Prerecorded Cassettes' Future

By EARL PAIGE

CHICAGO — Harry Kelly, director of Mercury's tape division, is optimistic about the future of prerecorded cassettes. He is aware there are problems, but he also believes the quality of cassettes has improved significantly and that the economic shakeup last year has resulted in a better selection of product.

One of the problems, though, is the abuse of the return privilege on so-called defective merchandise. He wants tape manufacturers to "get tough" about taking back products.

"The true defective factor in cassettes is virtually nil," he said. "Manufacturers are far too lenient. In order to un-clog the pipeline from the retailer to the distributor and on back to the manufacturer, Kelly feels the consumer needs an education.

To that end, Mercury's packaging contains the following: "If any manufacturing defect occurs within 30 days of purchase, Mercury will replace this cartridge with a new copy of the same recording. Do not return this cartridge to your dealer."

It also warns: "Cartridges that have been altered, repaired, or otherwise misused will not be replaced and will be returned to the sender."

2 Effects

According to Kelly, the program has two effects. "The rigorous of sending the tape to the manufacturer instead of merely taking it to the dealer will discourage consumers from returning tapes they are tired of. Also, the determination of defects will be made at the plant, not in a dealer's store."

It's an industry headache, he contends, and it will take retailers, distributors and manufacturers working together to eliminate the problem. Kelly admits it will be costly to maintain an examination system at plants, but "the manufacturer can't go on living with (so-called) defective returns."

The point of returning an original tape for a new duplicate is another aspect of discouraging abuses. Moreover, he said, distributors should advise retailers that they are not ringing up a $5.95 sale when they exchange a tape. "That $5.95, or whatever price, is lost when there's an exchange."

The bogus defective problem might be eased if the serial number of a tape was printed on the sales receipt. "The entire process of handling defective tapes has to be taken out of the dealer's area and handled by the manufacturer," Kelly said.

Several other things contributed to the downfall of prerecorded cassettes, like: "Product was slow reaching the consumer, and B-track got a tremendous head start in the auto," he said.

But Kelly noted that continued improvements in cassette playback equipment and the advent of the Dolby noise reduction system, which, according to the executive, Mercury's parent company (North American Philips) is carefully studying, is having an impact.

"The prerecorded cassette hasn't been forgotten," he added. "In terms of simultaneous release, Mercury's latest tape issue found tape and disk no more than a week apart in terms of shipment."

(Mercury's catalog contains 440 cassette titles and 347 selections on stereo 8.)

Incentives are another aspect.

Kelly said that Mercury's discount programs on tape complement similar programs on disks. "You have to provide incentives—it's part of the business. But we don't undersell anybody."

In many areas, he sees the challenge of B-track and cassette as being fairly equal.

Take merchandising. Everyone has an opinion about how to merchandise. We've tried various approaches to marketing tapes, both by locking fixtures and with open displays. "Frankly, the so-called spaghetti box (or loop box), is not the answer," he claims. "I can't see it as a weapon against pilferage."

Kelly believes we are in a period when more people are beginning to see cassette and B-track in two viable configurations. "With the record feature and automatic changers," he stated, "you see B-track proponents moving into areas where the cassette system has been strong. And the cassette configuration is pulling up to stereo 8 in terms of quality and sound with the introduction of Dolby units."

Admitting sales have been in the doldrums, Kelly contends sales will improve during the next six months. "The past year was difficult."

(Continued on page 74)
IHHEE Makes Summer Plans—But Bucks CES Date in Chicago

By EARL PAIGE

CHICAGO — The January Independent Housewares and Home Entertainment Exhibit (IHHEE) just concluded at the Conrad Hilton hotel here is expanding into a miniature Consumer Electronics Show (CES). As a winter "mini-CES" exhibitors say IHHEE is great for closing out items, dropping in new models and kicking off the year's marketing plans. But for the first time, the summer IHHEE here is bucking the big CES scheduled here a month earlier and is therefore posing a dilemma for many exhibitors.

Many close-out and show special prices were in evidence at both IHHEE and the Transworld Navy Pier show, although the latter event had fewer electronic exhibits because of IHHEE expansion. There were few entirely new tape equipment items.

The entire wing of the Conrad Hilton was devoted exclusively to electronics, and IHHEE spilled downstairs and elsewhere throughout the hotel. IHHEE co-producer Larry Karel said "heavy" bookings were already being made for IHHEE next January.

But the summer IHHEE is another matter.

When CES was held in New York, the summer IHHEE Hilton show, which always coincides with the summer housewares event here, won favor. Housewares buyers do buy electronics, and IHHEE, Karel's winter show has been successful, and many housewares buyers did not go into New York for CES.

But CES is being held here this June 27-30.

Many IHHEE exhibitors—especially New York firms—question whether they want to come right back to Chicago in July for IHHEE. Even local exhibitors are skeptical.

Asked if the summer IHHEE might more logically be held in New York, Marshall Electronics president Manhal Frenkel said: "He'll get more exhibitors in New York than he will here." Karel was also querying some exhibitors about the New York idea.

Harold said: "The idea of IHHEE in New York in the summer is intriguing. But it's too early to tell. I would also hate to lose this space in the Conrad Hilton."

Appropriately, many exhibitors are also waiting. However, some noted the inextricable tie between housewares and electronics as forcing a continuation of summer IHHEE here.

Several exhibitors noted that the winter IHHEE is becoming the main electronics showcase. While firms such as Peerless-Telenet exhibited both at the Pier and the Hilton, others pulled out of the Pier entirely. Frenkel's firm pulled out at the last minute.

"We received a refund from Transworld and didn't get a good spot at the Hilton, but this is definitely the show for electronics people," Frenkel said.

Harold Davidow, one of several software exhibitors at IHHEE, also was pleased, "It's more convenient—the Pier is isolated."

"We wrote business in the Hilton, but more than that, we made good contacts," said Gundorf & Soos' Ralph Pfliesley, who exhibited the firm's stands and storage accessories.

A spokesman at the huge Midland exhibit at the Pier liked the idea of being one of the few electronics firms there.

Great Traffic

"The Pier show has great traffic," said a spokesman at Commodore Import Corp.'s Hilton exhibit, one of the few who complained about IHHEE, although several criticized the 9 a.m.-9 p.m. IHHEE hours.

Housewares buyers had their pick of low-cost, priced 8-track machines. At the Pier, for example, B & B Importers showed

(Continued on page 16)
IHHEE Makes Summer Plans—But Bucks CES Date in Chicago

*Continued from page 15*

one model with the theoretical list price of $279.50.

Dyno Electronics, a fast-expanding Miami firm, showed
an 8-track car player with AM radio for $350.00 wholesale.

Ross Electronics called their Model 825 cassette recorder/ player "a real low-ball" item listing for $249.50 and Interna-
tional Transistor Corp. showed a cassette recorder listing for $199.50.

Among entirely new items was Weitzen's 8-track player and radio combination designed like a space helmet. The very un-
usual item can be recalled at $159.95. Heavy emphasis was placed
on tape and tape-phonograph systems. Webcor, for example, showed five new items and among them a system embody-
ing phonograph, 8-track player, and multiplex radio listing for $199.95.

Peerless showed a similar sys-
tem on rollercos with headphones (Model HSP 2500) to list for $169.95. As with most combination systems, it was a drop-in to complete the
the line.

Delfonica International showed
a deluxe cassette/phonograph combination it is marketing for JVC which lists for $369.95. Although shown at CES last June, delivery has only com-
enced in the past few months —this was typical of many IHHEE items shown here.

For example, although BSR McDonald's RTS-2 phono-
graph/8-track multiplex system is in its catalog, delivery on the $379.95 item was only effected in November.

DA HITS 2 WITH CRIMINAL SUIT

San Francisco — Contra
Costa District Attorney William A. O'Malley has filed a criminal
complaint in Concord, Calif.,
against Robert Hunter and Theodo-
"for the theft of $20,000 worth of
tape and tape-recording equip-
ment.

O'Malley, filing criminal charges
rather than civil, making it a
hecho under Section 653(b)(2) of the California Penal Code. The statute deals with
conspiracy.

O'Malley, in a six-month investigation by O'Malley, Samuel H. Miesnik, deputy district attorney, and in-
vestigator Charles Myers, lead to the cases against Hunter and Deigner.

Ampeg is introducing a master
reproduction for cassette, gar-
ette and phonograph.

The unit, Model RR-200 can drive up
to 10 slave units and is designed for use in recording studios and in educational/industrial applications.

Ampeg has appointed two factory representatives:
Weblein & Kay to cover Washington, D.C., Virginia, Indiana, and other Pennsylvania, south Florida, and California.

H. P. Novak Co., Salt Lake City, Utah, Ef

is to sell in Colorado, Utah, Wyoming, Montana and eastern Idaho.

Ampeg is offering a display unit for sale in several

Ampex has added to its sales rep.

Wolfsen division has appointed
several sales representatives:
Jack Brown Electronic Sales, Young,
N.Y.; TIME Sales, Fort Lee, N.J.;
Marketing Consultants, Rochester, N.Y.; P.A. Daughtery Co., Cleve-
land; Paul A. Haden Assoc., Atlanta; Karet-Senese Associates, Chicago; Rouch and Assoc., Prairie Village, Kan.; The Haiman Co., Minneapolis;


Also, Jeff Darrow, Seneca Ameri-
can, St. Paul, Minn., and Jack Beckman, Inc., New York City.

ITA Plans News

New York—The International Tape Association (ITA) has sched-
uled a Board of Directors' meeting and three committee meetings to be held here over the next three weeks.

First on the organization's cal-
dendar are the Board of Directors' meeting, and a meeting of the or-
ganization's cassette/phonograph/comp-
ponent manufacturers. Both are scheduled for this Friday (22).

The Board of Directors is meet-
ing to discuss plans for 1971, while the cassette/phonograph/comp-

component manufacturers will meet to recommend minimum standards for their division of the industry.

The latter meeting will be chaired by Jack Nelson of Data Processing Corp.

The association's raw tape man-
ufacturers will meet on Jan. 25. This will also discuss and recommend minimum standards.

The final meeting slated for Feb. 5, will be held by the Warranty Committee.

Joseph Kasper and Howard Be-
well will direct that confab.
NEW YORK—Problems facing manufacturers of software for the new computer-based television, or computer TV (CTV), were discussed at a joint meeting of the Videotext Production Association (VPA) and Cable Television Production Association (CTP) at Last Call. The meeting was attended by representatives from major cable systems, advertisers, and manufacturers.

The discussion centered on the need for a standardized format for CTV, as well as the potential for CTV to revolutionize the television industry. One major issue discussed was the lack of a standard for the distribution of CTV content, which could lead to fragmentation and inconvenience for viewers.

One of the key points made was the potential for CTV to offer viewers a personalized experience, with programming tailored to their interests. This could be achieved through the use of advanced software and algorithms that analyze viewer behavior and preferences.

The meeting also discussed the potential for CTV to provide a platform for new forms of content, such as interactive shows and games. However, it was noted that the technology is still in its infancy and more development is needed before it can be widely adopted.

Overall, the discussion highlighted the importance of collaboration between manufacturers, advertisers, and cable systems to ensure the success of CTV and its potential to transform the television industry.
In this exciting world in which we in the record industry live, we are blessed that we are frequently uplifted by the wonderful talent that surrounds us.

However, it is only occasional when the talent becomes genius—radiating sparks, brilliance, energy and charismatic magnetism. At Columbia, such a talent was Janis Joplin who will have a permanent effect on all of us who knew her.

It is with great pride and sadness that Columbia releases her album "Pearl." Pride because the album is magnificent. Sadness because her versatility, which is demonstrated here like never before, will be forever stilled and not allowed to explore new and ever expanding horizons.

Her single of "Me and Bobby McGee" sums it all up.
It's an instant classic.
So was Janis.

—Clive Davis
For all the good people who made her smile.

PEARL

On Columbia Records®

KC 30322 Also available on tape.
Talent Problems Pose Puzzlers On Future of Rock Festivals

BIG BROTHER AND THE HOLDING COMPANY SWEETWATER Fillmore East, New York Blues and improvisational rock with a touch of Bo Diddley-on-the-off-again sound, is the easy way out. Jan. 8 as Sweetwater, Big Brother and the Holding Company will be on the off-again stage with a blend of rhythm and blues, which the band has been known for. They will be heard at New York’s rock emporium, the Fillmore East, August Burns, cellist for Sweetwater, is the key member with sweet tones of strings who will, of course, bring the electronic organ until the entire band had joined in. The group is made up of four sections, each with its own instrument, which were the key to Sweetwater, which featured a percussion section with Eliot Tiegel on cajun, and Alan Washington, some bass players to each other. At one point in the set, three percussionists came forth as each of them, the group played a percussion instrument with the precision and fluidity that only music students have played together for a long time could develop. The group of today’s members is a big band and its rhythm section is reinforced each other. The whole set offers a rich mixture of musical styles and musicians into a single sound with a main特色.

Big Brother and the Holding Company will be on the off-again stage with a blend of rhythm and blues, which the band has been known for. They will be heard at New York’s rock emporium, the Fillmore East, August Burns, cellist for Sweetwater, is the key member with sweet tones of strings who will, of course, bring the electronic organ until the entire band had joined in. The group is made up of four sections, each with its own instrument, which were the key to Sweetwater, which featured a percussion section with Eliot Tiegel on cajun, and Alan Washington, some bass players to each other. At one point in the set, three percussionists came forth as each of them, the group played a percussion instrument with the precision and fluidity that only music students have played together for a long time could develop. The group of today’s members is a big band and its rhythm section is reinforced each other. The whole set offers a rich mixture of musical styles and musicians into a single sound with a main特色.

HOLDING COMPANY SWEETWATER Fillmore East, New York Blues and improvisational rock with a touch of Bo Diddley-on-the-off-again sound, is the easy way out. Jan. 8 as Sweetwater, Big Brother and the Holding Company will be on the off-again stage with a blend of rhythm and blues, which the band has been known for. They will be heard at New York’s rock emporium, the Fillmore East, August Burns, cellist for Sweetwater, is the key member with sweet tones of strings who will, of course, bring the electronic organ until the entire band had joined in. The group is made up of four sections, each with its own instrument, which were the key to Sweetwater, which featured a percussion section with Eliot Tiegel on cajun, and Alan Washington, some bass players to each other. At one point in the set, three percussionists came forth as each of them, the group played a percussion instrument with the precision and fluidity that only music students have played together for a long time could develop. The group of today’s members is a big band and its rhythm section is reinforced each other. The whole set offers a rich mixture of musical styles and musicians into a single sound with a main特色.

HOLDING COMPANY SWEETWATER Fillmore East, New York Blues and improvisational rock with a touch of Bo Diddley-on-the-off-again sound, is the easy way out. Jan. 8 as Sweetwater, Big Brother and the Holding Company will be on the off-again stage with a blend of rhythm and blues, which the band has been known for. They will be heard at New York’s rock emporium, the Fillmore East, August Burns, cellist for Sweetwater, is the key member with sweet tones of strings who will, of course, bring the electronic organ until the entire band had joined in. The group is made up of four sections, each with its own instrument, which were the key to Sweetwater, which featured a percussion section with Eliot Tiegel on cajun, and Alan Washington, some bass players to each other. At one point in the set, three percussionists came forth as each of them, the group played a percussion instrument with the precision and fluidity that only music students have played together for a long time could develop. The group of today’s members is a big band and its rhythm section is reinforced each other. The whole set offers a rich mixture of musical styles and musicians into a single sound with a main特色.

HOLDING COMPANY SWEETWATER Fillmore East, New York Blues and improvisational rock with a touch of Bo Diddley-on-the-off-again sound, is the easy way out. Jan. 8 as Sweetwater, Big Brother and the Holding Company will be on the off-again stage with a blend of rhythm and blues, which the band has been known for. They will be heard at New York’s rock emporium, the Fillmore East, August Burns, cellist for Sweetwater, is the key member with sweet tones of strings who will, of course, bring the electronic organ until the entire band had joined in. The group is made up of four sections, each with its own instrument, which were the key to Sweetwater, which featured a percussion section with Eliot Tiegel on cajun, and Alan Washington, some bass players to each other. At one point in the set, three percussionists came forth as each of them, the group played a percussion instrument with the precision and fluidity that only music students have played together for a long time could develop. The group of today’s members is a big band and its rhythm section is reinforced each other. The whole set offers a rich mixture of musical styles and musicians into a single sound with a main特色.

HOLDING COMPANY SWEETWATER Fillmore East, New York Blues and improvisational rock with a touch of Bo Diddley-on-the-off-again sound, is the easy way out. Jan. 8 as Sweetwater, Big Brother and the Holding Company will be on the off-again stage with a blend of rhythm and blues, which the band has been known for. They will be heard at New York’s rock emporium, the Fillmore East, August Burns, cellist for Sweetwater, is the key member with sweet tones of strings who will, of course, bring the electronic organ until the entire band had joined in. The group is made up of four sections, each with its own instrument, which were the key to Sweetwater, which featured a percussion section with Eliot Tiegel on cajun, and Alan Washington, some bass players to each other. At one point in the set, three percussionists came forth as each of them, the group played a percussion instrument with the precision and fluidity that only music students have played together for a long time could develop. The group of today’s members is a big band and its rhythm section is reinforced each other. The whole set offers a rich mixture of musical styles and musicians into a single sound with a main特色.

HOLDING COMPANY SWEETWATER Fillmore East, New York Blues and improvisational rock with a touch of Bo Diddley-on-the-off-again sound, is the easy way out. Jan. 8 as Sweetwater, Big Brother and the Holding Company will be on the off-again stage with a blend of rhythm and blues, which the band has been known for. They will be heard at New York’s rock emporium, the Fillmore East, August Burns, cellist for Sweetwater, is the key member with sweet tones of strings who will, of course, bring the electronic organ until the entire band had joined in. The group is made up of four sections, each with its own instrument, which were the key to Sweetwater, which featured a percussion section with Eliot Tiegel on cajun, and Alan Washington, some bass players to each other. At one point in the set, three percussionists came forth as each of them, the group played a percussion instrument with the precision and fluidity that only music students have played together for a long time could develop. The group of today’s members is a big band and its rhythm section is reinforced each other. The whole set offers a rich mixture of musical styles and musicians into a single sound with a main特色.
NEW YORK

Invicta's Chairmen of the Board begins one week at Boston's Sugar Shack, Wednesday (20) ... Deedee Brenda Lee, appearing at Las Vegas' Vagabond Hotel through Wednesday (20), opens a two-week engagement at the Beverly Hill Motor Jinn, Toronto, Mon-
day (23) ... King James Brown plays the Sugar Shack through Thursday (19) with Bobby Byrd and the JB's. ... RCA's Eldee Arnold will be the TV and radio spokes-
man for the Aranbee's at Florida this year. Arnold guests the "Johnny Cash Show" on Wednesday (20). ... 1984, the new act of Total Concept Management, played Brooklyn's Bay At Go Go through Jan. 15. ... Bobby Cajo, a new New York resident, has been nominated composer of the year in Puerto Rico by Codex Annuil Festival for Radio, Theater and Television. He is appearing at El Judio in San Juan and does a TV show there.

Mendes' New Group Bows

LOS ANGELES — Sergio Mendes will debut his new
eight Brazil 66 group at a series of
Eastern concerts.

Mendes' newest development with the group is the utilization of
several new members for a mixture of a harder contem-
porary sound with a more au-
thentic Brazilian flavor.

This new blending is a result of the addition of Brasilian vo-

calist Gracinha plus compa-

nions Claudio Sloan on drums and Laudir DePallines on con-
as and percussion.

The group will head to the World Festival of Songs in
Caracas, Venezuela, Jan. 28-30, following concert and television
appearance.

The band tapes the "David Frost Show" Tuesday (19) and the
"Johnny Carson Show" Wednesday (20) for airing the same
night. The A&M Records

act will be seen on the "Pearl
Bally Special" airing Jan. 30.

Concerts are scheduled for
Kleinhaus Music Hall, Buffalo, N.Y., Friday (22); New York
(23), and the Syria Mosque, Pittsburgh, Sunday (24). The
group leaves for Venezuela, and its first music festival appea-
rance this year.

Ihele, Hollaert
Talent Agency

Caldwell, N.J. — Phil
Ihele and Dick Hollaert have
formed a new talent agency,
Talent Infinities Management, Ltd. Their first group, Free
Dirt, a group from Arkansas,
has been signed for a five-week
engagement in Rochester, N.Y.
Ihele has produced an LP by
the group and is negotiating
a pact with them.

The agency plans to find
more groups, each appealing to
a different segment of the mu-
sic market and each offering
new material to the listening
audience.

Ihele was former chief en-
gineer and technical director for
14 years at Atlantic Records and
president of ADDCO Audio
Industries Corp., Norwood, N.J.
Hollaert has been the co-
manager for the Rascals for the
past five years and president of
GIT today, a school for road
managers.

Try our cassettes

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

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

Here is a better deal from GME:

• GME cassettes are completely
trouble-free. Proven reliability
— millions in use throughout
the world.

• Prices keenly competitive.

• The first part of any order
supplied from stock.

• Library cases supplied

Send now for sample GME Compact Cassette.

Write to:

GME Cassettes
Compact Cassette

73 Grosvenor Street, London W1X 9DD, England.

January 23, 1971, Billboard
CASH IN ON THE STATLER BROTHERS' SUCCESS

THE JOHNNY CASH SHOW REGULARS SHOW UP BIG ON THE POP AND COUNTRY CHARTS

"Bed of Rose's" published by House of Cash, Nashville Pike, Hendersonville, Tenn. (615) 824-5110

THEIR NEW SINGLE "BED OF ROSE'S"
(73141)
#10—Hot Country Singles—Billboard (Jan 23)
#80—Hot 100—Billboard—(Jan 23)
#7—Country Top 60—Cash Box (Jan 16)

THEIR NEW ALBUM "BED OF ROSE'S"
SR-61317
#19—Hot Country LPs—Billboard (Jan 23)
#20—Top Country Albums—Cash Box (Jan 16)

From The Mercury Record Corporation Family of Labels / Mercury - Philips - Smash - Fontana - Litemel - Intrepid - Peaches - Virtue - Minter Chord
A Product Of Mercury Record Productions, Inc. / 35 East Wacker Drive, Chicago, Illinois 60601 / A North American Philips Company
DOLLAR PHOTOS
1000 & 900 GRAHAM ST.
NEW YORK 16

8 x 10 GLOSSIES
12 CENTS EACH

12 CENTS EACH

When you need glossy-for publicity, bookings, sales, in press releases or as stock prints or art for a room. On request, we can provide 8 x 10 glossy 600-800 prints for only $50.00-

PHIL STRASSBERG

THE ANNIVERSARY SHOW
FEBRUARY 18-20

ELTON JOHN, left, rehearses for his U.S. television debut on "The Andy Williams Show" Saturday night (16) with Williams, center, and Ray Charles.
A few ideas about love songs that Eddy Arnold discovered at the Waldorf, Las Vegas and the Kraft Music Hall.

His new album, "Portrait of My Woman," is a collection of songs about women—country women, city women, all women. Songs praising her, damning her, missing her, but always loving her. Like the title cut, which is already climbing rapidly up the singles charts. These are songs of love as only Eddy Arnold could interpret them. Because it takes a man like Eddy to understand women... and love.

Includes the hit single, Portrait of My Woman

Eddy will be doing "Portrait of My Woman" on the Johnny Cash Show this Wednesday, January 20th.
We're Not Perfect

"It is invaluable as a guide to business agents and personal managers of current groups... My only suggestion would be to issue the directory more frequently..."

University of Chicago

But We Try

"Your directory is an especially good one..."

University of Detroit

"Billboard's Campus Attractions' seems to be everything!"

University of Main

"We feel that it is a must read publication."

Manhattan College

"I find the film sections especially valuable in our programming for the coming year. Of course, the issue in its entirety is also of value to us in the programming department..."

University of Illinois

"I have referred to it on countless occasions for everything from finding an artist's booking agent or manager to just writing to sources listed for new programming ideas."

Southwest Missouri State College

Campus News

Audience Spark to Group's Stage Creativity: Del Zep

NEW YORK — The concert audience is probably the single most important factor for motivating a group's creativity and the development of new ideas. According to Alex Del Zep, director of the State University of New York at Potsdam's Music Department for three years, Fred Herrera, the leader, bassist, and vocalist, said that sometimes the pressure of the audience is a key factor in the development of new ideas. "It was exciting for us since the Music Department let us use all of their recital rooms!" Herrera said. It is believed that this type of exchange should be done more often. The group's benefit is to benefit everyone, especially when we let loose on all of the professors and the students really enjoy it."

The group itself is a combination of acoustic and electric backgrounds. The frontman, Alex Del Zep, has had some classical training. Elpidio (Pete) Cobian is the percussionist, who plays cymbals and bongos. He is from Cuba and escaped that country soon after Castro came to power. His mother is still there. "I worked for a long time in LA," he said. "I came to New York City, I used to fall asleep because I had to play the same song all the time. Then I started to Los Angeles and get together with the group. What makes it different is that we are not just playing for the audience, but for ourselves."

WJKB Broadcasters Start Ad Co. Dealing in Radio Spots

EDINBORO, Pa. — Dirty Windows Advertising Agency has been started by broadcasters at WJKB, Edinboro State College, who got together primarily in production of radio commercials. Members of the agency include John O'Brien, Kevin Braudis, Gary Herrick and Darby Giles have a combined experience in radio, both commercial and campus, of 14 years.

Braudis is an art major at Edinboro, and in 1969 won a gold medal from the Empire Art Show. O'Brien has been a radio announcer and producer for four years. Giles is presently working at WCCR-FM, Erie, on a part-time basis.

Plans are to produce relevant radio spots and honest advertising for their clients. "We do not want to sell our clients, and his fellow workers feel that they own their product, on the radio and also that many radio commercials do not fit into the format of the particular station. "In order for a commercial to be successful, it must not only combine music and the theme of the particular product, it must also have some relevance to the station's music format, and make it sound more like the station's personality. It might just be a tune out factor. And it certainly does force us to sell the product," Giles added.

The approach which Giles and company employ is to come up with something that is an attitude of fun. "If we cannot have fun advertising the product, how can the listener be expected to want to go out and buy the product? We do not want to sound like the radio spot have any punch to it. How can it sound truthful? When we do, our programming is to do a spot for any product and try to make it sound as natural as possible."

The company is presently producing spots for the Headquarter's Shop, a boutique in Edinboro.

The Head Count

Mothers Records is a student run and owned store in Providence, R.I. It offers a wide selection of music and coffee house, which houses the record store and a small boutique during the day. The people responsible for running the store, Dick Shapero, John Rector, Mike Shapero, and Lew Routier, are all students at Brown University. Of those most of this type, they pay their bills in cash on the day of receipt. By paying on time, Mother's Records is able to take a discount on their bills. The store has also kept a low price from wholesale. Their Top 10 LP's for the week include:

2. "The End of the Empire," The Jefferson Starship, RCA.

WGVU, University of Dubuque, Dubuque, Iowa, recently sponsored RCA Records day. They played only RCA records all day long, and the record company sent them a dinner to give away, and they advertised the day for about a week prior to the event. Doug Towns, air personality and soon to be station manager, said that listeners are interested in RCA records. RCA records was also great publicity for the station. Similar activities for other record companies including MGM, Atlantic, Elektra, UA, and Bell.

The University of Texas, Austin, will host a meeting of the College Broadcasters Directors National Association which will be held on May 8-9. The U.S.A. States Committee is to be attended. Daily sessions will be held and a concert will be given each night. The purpose of the gathering is to exchange ideas and plans of upcoming projects. Groups attending the meeting include the UT Austin Symphonic Band, the University of Houston Symphonic Band, the Northwest State College Wind Ensemble of Natchitoches, La., the Shenandoah College Conservatory of Music Wind Ensemble of Winchester, Va., the Sam Houston State University Symphonic Band and a junior college "honor band" from CRDN's Western division.

New York University will broadcast a dramatization of Jerry Wolken's "Mr. Bojangles," WNYC-TV (Channel 31), as part of their university Broadcast Lab series. The broadcast is a part of an experimental workshop produced by the New York University School of the Arts in cooperation with WNYC-TV and the NYU News Bureau's office of Radio and TV.

The song and show deal with a performer who fell on hard times and began drinking, eventually ending up in jail for the latter part of his life. Two young boys are born with the old man, Mr. Bojangles, and are the first to know, through their music show. According to John Wolken, director of the workshop, they will be able to relate the relevance of the old man's world to theirs. Joe Williams and his jazz ensemble provide the music.

The program was produced by Ira Recknich at the NYU's School of the Arts and directed by John Ball of WNYC-TV.

H. S. Jazz Fest March 27 at Berklee College of Music

BOSTON—The Annual Northeast High School Jazz Festival will take place March 27, at the Berklee College of Music. The festival is co-sponsored by the National Association of Jazz Educators of the Berklee College of Music.

The festival is a gathering of high school students from all over New England, New York and New Jersey, open to all high school students. The primary purpose of the festival is to give school music supervisors an opportunity to see, hear, discuss and evaluate what other groups functioning in the same musical idiom are doing. The Berklee faculty will be conducting Charlie Mariano, saxophonist; Phil Wilson, trombonist; Andy McGhee, saxophonist; Alan Dawson, percussionist; John La Porta, clarinetist; Joseph Viola, woodwinds; and William Leavitt, guitarist, will conduct instructional clinics and demonstrations.

Other festival activities include student band contests, competitions, individual group and band performances, improvisation clinics; the possibility of forming a new student branch of an all-star band, which will be chosen from the best young instrumentalists; and concert competition.

Awards will be given for the best combo band. In addition, citation for excellence will be granted, as well as talent scholarship awards for study in music. Registration should be made immediately before admission to Berklee, "Festival, 1971 c/o Berklee College of Music, 1140 Boylston St., Boston, Mass. 02215.

Campus Dates


Pat Paton, Del's Records artist, and Van Zandt, performs at St. Lawrence University's Jazz Festival, held June 18-26, is accepting all students and their friends offering special audience tier, offering special awards and a cash grant for the top student band. The new twist to the festival is a result of the response from student filmmakers during the 1970 event. Winning films will be screened a symposium during the festival. The information date for entries is April 15.

JANUARY 23, 1971, BILLBOARD
How Great Thou Art

WST-8537 $5.98
arranged and conducted by Kurt Kaiser

How Great Thou Art • On Jordan's Stormy Banks
A New Name In Glory • Beyond The Sunset
Only Believe • Will The Circle Be Unbroken?
Victory In Jesus • Stepping In The Light
Since Jesus Came Into My Heart
"Are Ye Able," Said The Master

WORD Records
WACO, TEXAS 76703
Radio TV programming

WWMJ Launches an Experiment Of All-Newies on Weekends
By CLAude HALL

DAYTONA BEACH, Fla.—Taking advantage of the WMMJ-FM, record industry, WWMJ here has launched an experiment of all-newies. Program director Doug Montgomery started the weekend of Jan. 6-10 with a total of 287 new singles and Monday afterwards added eight of them to the regular playlist of the Top 40 station. "Normally, I would add 10 in certain time periods in its it's been over a year and a half since I added this many newies to the playlist in a given week."

The station had a new adds all day Friday, Saturday, and Sunday. "If the second weekend was like the first one," he said at press time, "hell, yes. I'll feature more newies in our Top 40 packages.

"Many, many radio stations coast-to-coast play on oldies but are no longer full time. And I have heard music that is popular but not like the music I'm playing.

Billing the weekend as "Pre-Weekend," the station started with 287 singles, eliminating only a few country singles which the station had received in the mail; these singles had accumulated over two weeks. Nationally, said starting on Friday, the station heard listeners to call in on its five telephone lines and tell them which records were bumpers and which were winners. Once a record got considerable good reaction, the station would play it again, otherwise, it played only new records. "Because a record that was played the Friday the station was able to get a reaction strong enough to pick out winners in the minds of listeners liked. By Saturday the station had a hard core of listeners who were ready to hear one of them every half hour. They latched on to the music and listened to them a few more times; Viikki Harrison, program director, said that listeners decided they did not like after the third play.

WMMJ has always been big on requests as a programming

(Dallas—TM Productions, one of the nation's leading pro-

grammers of some 10 major radio stations. A background

music package will be the first such programming to be syn-
dicated. Although unwilling yet to name the station, Long said the station had been on air for the past two weeks. It is No. 1 in the market, a major radio market.

"We already have a middle-of-the-road station that we're negotiating with regarding syndication of its programming and we would like to add it to the station for the same purpose."

The major emphasis of TM Productions, of course, will continue to be in the jingles field and TM has just completed a new jingle package now being introduced on WDMX in Milwaukee, WDBQ in Philadelphia, and WDCR in Hartford.

The package is called "Where Your Friends Are," and TM Productions will supply any station that uses it with newspaper ads, bus cards, outdoor posters, and other graphic materials. Skip Broussard, program director of WOKY, was one of the main men in winning the deal, and also working on the package. Among those involved are Hoppy Hollman and Jay Pruitt of Memphis and Tom Merryman, a principle in TM Productions. In fact, Merryman reported producing the first jingle for KLIF that shot the station to the top in ratings in the early days of Top 40 radio. "Nobody actually invented jingles except maybe Harry Green; he was the first... or so it seems," he said.

Long. For the new series, budgeted at $48,000, TM hired rhythm section used by Elvis Pres
tory, people who have burned up Bonnie & Delaney, and also used from a record pro-

duction company. Ken Long—Music People Inc. "The problem with most jingles pack-
gages are they represent the ideas and creativity of just one man and the listener doesn't necessarily like it," Long said, adding that the series is on short impression.

Continued on page 38

WMFJ Launches an Experiment Of All-Newies on Weekends

By CLAude HALL

MONTEAL—WMFM, one of the nation's leading pro-
gamers of some 10 major radio stations. A background

music package will be the first such programming to be syn-
dicated. Although unwilling yet to name the station, Long said the station had been on air for the past two weeks. It is No. 1 in the market, a major radio market.

"We already have a middle-of-the-road station that we're negotiating with regarding syndication of its programming and we would like to add it to the station for the same purpose."

The major emphasis of TM Productions, of course, will continue to be in the jingles field and TM has just completed a new jingle package now being introduced on WOKY in Milwaukee, WDBQ in Philadelphia, and WDCR in Hartford.

The package is called "Where Your Friends Are," and TM Productions will supply any station that uses it with newspaper ads, bus cards, outdoor posters, and other graphic materials. Skip Broussard, program director of WOKY, was one of the main men in winning the deal, and also working on the package. Among those involved are Hoppy Hollman and Jay Pruitt of Memphis and Tom Merryman, a principle in TM Productions. In fact, Merryman reported producing the first jingle for KLIF that shot the station to the top in ratings in the early days of Top 40 radio. "Nobody actually invented jingles except maybe Harry Green; he was the first... or so it seems," he said.

Long. For the new series, budgeted at $48,000, TM hired rhythm section used by Elvis Pres
tory, people who have burned up Bonnie & Delaney, and also used from a record pro-

duction company. Ken Long—Music People Inc. "The problem with most jingles pack-
gages are they represent the ideas and creativity of just one man and the listener doesn't necessarily like it," Long said, adding that the series is on short impression.

Continued on page 38

Program Syndication Co.

DALLAS—TM Productions, one of the nation's leading pro-
gamers of some 10 major radio stations. A background

music package will be the first such programming to be syn-
dicated. Although unwilling yet to name the station, Long said the station had been on air for the past two weeks. It is No. 1 in the market, a major radio market.

"We already have a middle-of-the-road station that we're negotiating with regarding syndication of its programming and we would like to add it to the station for the same purpose."

The major emphasis of TM Productions, of course, will continue to be in the jingles field and TM has just completed a new jingle package now being introduced on WOKY in Milwaukee, WDBQ in Philadelphia, and WDCR in Hartford.

The package is called "Where Your Friends Are," and TM Productions will supply any station that uses it with newspaper ads, bus cards, outdoor posters, and other graphic materials. Skip Broussard, program director of WOKY, was one of the main men in winning the deal, and also working on the package. Among those involved are Hoppy Hollman and Jay Pruitt of Memphis and Tom Merryman, a principle in TM Productions. In fact, Merryman reported producing the first jingle for KLIF that shot the station to the top in ratings in the early days of Top 40 radio. "Nobody actually invented jingles except maybe Harry Green; he was the first... or so it seems," he said.

Long. For the new series, budgeted at $48,000, TM hired rhythm section used by Elvis Pres
tory, people who have burned up Bonnie & Delaney, and also used from a record pro-

duction company. Ken Long—Music People Inc. "The problem with most jingles pack-
gages are they represent the ideas and creativity of just one man and the listener doesn't necessarily like it," Long said, adding that the series is on short impression.

Continued on page 38

KMH to LP's After 'Extensive Research'

MARSHALL, Tex.—"After extensive research, we've de-
cided to move into FM," said KMH music direc-
to Wayne Harrison here last week. The new format change was effective Jan. 11.

"We feel that singles are gradually being switched to FM, and we hope that the cuts will give us better air quality."

While we are also altering our music format somewhat, pro-
graming rock during the afternoons and progressive rock during evenings.

"We will continue to feature up-

beat MOR records," said Harri-

son.

"What I'm trying to do is take the top-selling singles and programa them on our new music format."

Other major markets registered similar changes last week. The "American Top 40," which is based each week on the Billboard chart, began in the Boston, WME's new No. 1 Sunday American Top 40" FM format show that showed an audience increase of nearly 95 percent with the show since last May. There was a new Monday show on WVGC in Washington, which also airs the Top 40, and a new evening show on WBC, which had been on earlier in the day but will now begin airing the three-hour special exact edition of the show on Saturday nights, 9-10 p.m. ARP results show an audience increase of 33 percent for the time period since the show's debut.

Sixty-five stations are now air-

 frm the syndicated show, which is in its sixth month of opera-

tion. It's produced for Water-

low by Kurt Kasem and Don Bustany. Kasem, a veteran announcer, also narrates the weekly, three-hour countdown program.

KMT-FM To Beck-Ross

PATCHOGUE, N.Y.—KMT-FM has been purchased here by Beck-Ross Communica-
tions, which is moving to a con-
temporary format Thursday (14). the station has been an MOR operation. Application will be made in time to move to a station manager. New call letters will be WBLI-FM, Beck-Ross and the station has been new station located in Babylon, N.Y., on Long Island.

JPetty to Debut New Station

CLOVIS, N. M.—Norman Petty, leading independent record producer, will have his sec-
tion, "Golden Voice," on the air in February—KWKA. At the same time, Pet's FM station, KTBK-FM will be putting power to 50,000 watts and be-

ining broadcasting in stereo. Pet's, who owns and operates an 8-track recording studio here, has produced hits by Buddy Holly and Paul Anka.

www.americanradiohistory.com

January 23, 1971, Billboard
Vox Jox

Campus Programming Aids

MIDWEST

WNU, Northern Illinois University, DeKalb, Carl Stahlhahn reporting: "D.O.A.", Bloodood, Captain; "Superstar", Murray Head, Decca; "Keepin' Free", Country Coalition, ABC; "Up to You Petula", WLCU, Loyola University, Mundelein College, Chicago, Ill.; Walter Paus reporting: "I'm Still Dancing", Presidents, Suskee; "Medley From Superstar", Assorted Channels.


EAST

WOCR, State University of New York at Oswego, J. Long reporting:" My Sweet Lorette/Isn't It A Pit", George Harrison, Apple." Sleep the War Now", Edwin Starr, Gordy; "Your Song", Elton John, Uni; "We Gotta Get You a Woman", Runt, Ampex; "Lonely Days", Bees, Gees, Arista; "WSHU, Sacred Heart University, Bridgeport, Conn.; "Sing a Song", Simon & Garfunkel; "Roll Out the Line", Brewer & Shipley, Kansas City; Don't let the "Big Wheel" take the "Wheel Out of The Line," Teddy Hill, RCA; "Very Lovely Woman", Long Way Around, New Seekers, Elektra; "VWU, University of Dubuque, Dubuque, Iowa, Mary Leich reporting: "Timothy", Baquita, Oren's Gardens; "Let Your Love Go", Bread, Elektra; "I Was a Boy When You Needed Me", Who, Liberty; "It's for Everybody", Youngs, Ampex; "Tops of the Pops", Kinks, Reprise; "Bouncing All Over the World", Globetrotters, Kirshner.

Letters To The Editor

Dear Sir:

I read with some interest the letter from Wayne Harrison, in which he says he's not sure if his program is a success or not, and that he's been looking for a magazine to write about it. I think your magazine is one such publication. I'd be happy to contribute an article on the subject. Let me know if you'd like me to send you a copy of my article.

Yours truly,

[Signature]

January 23, 1971, Billboard

If you're aджф the world of radio, you've certainly heard of radio. Radio is a medium of mass communication, and it has been a part of our lives for decades. It's not just music anymore—radio is also used for news, talk shows, and even sports. In this issue, we'll be looking at the world of radio—how it works, who listens, and where it's going. Let's get started!

Campus Programming Aids

MIDWEST

WNU, Northern Illinois University, DeKalb, Carl Stahlhahn reporting: "D.O.A.", Bloodood, Captain; "Superstar", Murray Head, Decca; "Keepin' Free", Country Coalition, ABC; "Up to You Petula", WLCU, Loyola University, Mundelein College, Chicago, Ill.; Walter Paus reporting: "I'm Still Dancing", Presidents, Suskee; "Medley From Superstar", Assorted Channels.


EAST

WOCR, State University of New York at Oswego, J. Long reporting:" My Sweet Lorette/Isn't It A Pit", George Harrison, Apple." Sleep the War Now", Edwin Starr, Gordy; "Your Song", Elton John, Uni; "We Gotta Get You a Woman", Runt, Ampex; "Lonely Days", Bees, Gees, Arista; "WSHU, Sacred Heart University, Bridgeport, Conn.; "Sing a Song", Simon & Garfunkel; "Roll Out the Line", Brewer & Shipley, Kansas City; Don't let the "Big Wheel" take the "Wheel Out Of The Line," Teddy Hill, RCA; "Very Lovely Woman", Long Way Around, New Seekers, Elektra; "VWU, University of Dubuque, Dubuque, Iowa, Mary Leich reporting: "Timothy", Baquita, Oren's Gardens; "Let Your Love Go", Bread, Elektra; "I Was a Boy When You Needed Me", Who, Liberty; "It's for Everybody", Youngs, Ampex; "Tops of the Pops", Kinks, Reprise; "Bouncing All Over the World", Globetrotters, Kirshner.

Letters To The Editor

Dear Sir:

I read with some interest the letter from Wayne Harrison, in which he says he's not sure if his program is a success or not, and that he's been looking for a magazine to write about it. I think your magazine is one such publication. I'd be happy to contribute an article on the subject. Let me know if you'd like me to send you a copy of my article.

Yours truly,

[Signature]

January 23, 1971, Billboard

If you're aджф the world of radio, you've certainly heard of radio. Radio is a medium of mass communication, and it has been a part of our lives for decades. It's not just music anymore—radio is also used for news, talk shows, and even sports. In this issue, we'll be looking at the world of radio—how it works, who listens, and where it's going. Let's get started!

Campus Programming Aids

MIDWEST

WNU, Northern Illinois University, DeKalb, Carl Stahlhahn reporting: "D.O.A.", Bloodood, Captain; "Superstar", Murray Head, Decca; "Keepin' Free", Country Coalition, ABC; "Up to You Petula", WLCU, Loyola University, Mundelein College, Chicago, Ill.; Walter Paus reporting: "I'm Still Dancing", Presidents, Suskee; "Medley From Superstar", Assorted Channels.


EAST

WOCR, State University of New York at Oswego, J. Long reporting:" My Sweet Lorette/Isn't It A Pit", George Harrison, Apple." Sleep the War Now", Edwin Starr, Gordy; "Your Song", Elton John, Uni; "We Gotta Get You a Woman", Runt, Ampex; "Lonely Days", Bees, Gees, Arista; "WSHU, Sacred Heart University, Bridgeport, Conn.; "Sing a Song", Simon & Garfunkel; "Roll Out the Line", Brewer & Shipley, Kansas City; Don't let the "Big Wheel" take the "Wheel Out Of The Line," Teddy Hill, RCA; "Very Lovely Woman", Long Way Around, New Seekers, Elektra; "VWU, University of Dubuque, Dubuque, Iowa, Mary Leich reporting: "Timothy", Baquita, Oren's Gardens; "Let Your Love Go", Bread, Elektra; "I Was a Boy When You Needed Me", Who, Liberty; "It's for Everybody", Youngs, Ampex; "Tops of the Pops", Kinks, Reprise; "Bouncing All Over the World", Globetrotters, Kirshner.

Letters To The Editor

Dear Sir:

I read with some interest the letter from Wayne Harrison, in which he says he's not sure if his program is a success or not, and that he's been looking for a magazine to write about it. I think your magazine is one such publication. I'd be happy to contribute an article on the subject. Let me know if you'd like me to send you a copy of my article.

Yours truly,

[Signature]

January 23, 1971, Billboard

If you're aджф the world of radio, you've certainly heard of radio. Radio is a medium of mass communication, and it has been a part of our lives for decades. It's not just music anymore—radio is also used for news, talk shows, and even sports. In this issue, we'll be looking at the world of radio—how it works, who listens, and where it's going. Let's get started!
WAYS' Power Put to Hard Work, Team

CHARLOTTE — WAYS has grown into the power in the marketplace that it is today, according to WAYS General Manager, Stan Kaplan, because "I've always believed there are no miracles in this business, just like there are no miracles in making automobiles. Radio is hard work, just like making automobiles."

The team, besides the Kaplans, includes new program director Dr. John Yesteryear's Hits

YESTERYEAR'S HITS

Chicago Radio-Disk Meet Stirs Rubarb

By EARL PAIGE

CHICAGO — A quietly organized, but thoroughly professional Conclave set here for Jan. 24 at the Continental Plaza is already adding one thing, national representatives and executives of the recording industry are barred. The meeting is for local promoters, record company, talent agent, and local independent record producer. But several important industry people were not invited either.

Gallis who worked over a year as WCAU's own Grassi said he didn't announce his firm date until the first week in January, because he wanted the entire meeting to be strictly limited to label and radio people. "If national people are there, our people won't speak up—we will bar any national from the meeting," he said.

Nearly every widely known radio station in the area will have representatives. "WIN was invited, but their policy does not allow attendance," Gallis said. As for RCA's distributor, Taylor Electric, Gallis said, "Taylor Electric will have been invited." Nearly every independent distributor will be represented, plus Paul Glass' All State subsidiary of Tape Distributors of America has people present.

"Look, I didn't expect to do this without making mistakes, I don't have a staff or anyone calling people. I mailed out 2,000 letters. I am trying to get people to come to last year's last year's list—some who were overlooked (MCA was another major distributor not invited)."

"This is not a popularity contest for me. The breakfast and dinner is costing $1.50 and the ticket for the converge is $15—so there is no money in this for me. I don't know how it all will be excluded. This is the first time anything like this has ever been tried," Gallis said.

Gallis claims he has reservations at many of the 300 hotels and said the rooms could accommodate another 300. Following photos of radio programming, "no-holds-barred" question and answer sessions can drop "blockbuster questions" anonymously into a box.

"Powerful impact of Midwest radio on programming promotion of records, real of course, was moderated, Mert Paul, sales manager, Mert Paul, sales manager, WGN; Radio-Capitol Records; Bill Brown, Dunning Prod.; Denny Rosenzweig, Mercury; and the late-arriving Bobby Yee, Adas (BPI)."

Chicago Radio-Disk Meet Stirs Rubarb

By EARL PAIGE

CHICAGO — A quietly organized, but thoroughly professional Conclave set here for Jan. 24 at the Continental Plaza is already adding one thing, national representatives and executives of the recording industry are barred. The meeting is for local promoters, record company, talent agent, and local independent record producer. But several important industry people were not invited either.

Gallis who worked over a year as WCAU's own Grassi said he didn't announce his firm date until the first week in January, because he wanted the entire meeting to be strictly limited to label and radio people. "If national people are there, our people won't speak up—we will bar any national from the meeting," he said.

Nearly every widely known radio station in the area will have representatives. "WIN was invited, but their policy does not allow attendance," Gallis said. As for RCA's distributor, Taylor Electric, Gallis said, "Taylor Electric will have been invited." Nearly every independent distributor will be represented, plus Paul Glass' All State subsidiary of Tape Distributors of America has people present.

"Look, I didn't expect to do this without making mistakes, I don't have a staff or anyone calling people. I mailed out 2,000 letters. I am trying to get people to come to last year's last year's list—some who were overlooked (MCA was another major distributor not invited)."

"This is not a popularity contest for me. The breakfast and dinner is costing $1.50 and the ticket for the converge is $15—so there is no money in this for me. I don't know how it all will be excluded. This is the first time anything like this has ever been tried," Gallis said.

Gallis claims he has reservations at many of the 300 hotels and said the rooms could accommodate another 300. Following photos of radio programming, "no-holds-barred" question and answer sessions can drop "blockbuster questions" anonymously into a box.

"Powerful impact of Midwest radio on programming promotion of records, real of course, was moderated, Mert Paul, sales manager, WGN; Radio-Capitol Records; Bill Brown, Dunning Prod.; Denny Rosenzweig, Mercury; and the late-arriving Bobby Yee, Adas (BPI)."
THE HISTORY OF COUNTRY MUSIC (The 36 hour radio documentary)
IS ON THE AIR! AND THEY LOVE IT

KLAC
METROMEDIA RADIO

December 10, 1970

Mr. John Thayer
Together, Inc.
100 North Main Building
Suite 3037
Memphis, Tennessee 38103

Dear John;

Over this past weekend, KLAC aired the entire 36 hours of "The History of Country Music."

It is seldom in the broadcasting business that we have the opportunity to feel such an immediate and enthusiastic response to a radio program as we have experienced over the past few days. The positive reaction to "The History of Country Music" has been overwhelming - phone calls and letters came in by the hundreds even before the show had concluded.

A good example of the audience reaction was from a lady in Fullerton, California, who said, in part, "'The History of Country Music' is the finest radio program I have ever listened to and I have not really been a Country Music fan. Your amount of research must have been tremendous and the presentation was perfect. I hated to leave the house for fear I'd miss something."

It may also be of interest to you that we backed up our presentation of the program with approximately 10,000 lines of newspaper and some 50 television spots, as well as our own on-the-air promotion. The program was practically sold out and the advertisers have felt immediate response.

We at KLAC agree with many of our listeners - "The History of Country Music" is probably one of the best radio documentaries ever done.

Congratulations to you, Don Bruce, Hugh Cherry, Les E. Pilot and Stan Jacobson.

Cordially,

[Signature]

WDST
5828 Wilshire Boulevard, Los Angeles, California 90036 (213) 937-0110

You Can Also Hear It On:

RESERVE YOUR MARKET CALL COLLECT:
901-525 8651
Patti Page celebrates her return to Mercury with her chart-jumping single, "Give Him Love!"

An across-the-board smash!

#51—Hot Country Singles—Billboard (Jan. 23)
#40—Easy Listening Singles—Billboard (Jan. 23)
#64—Country Singles Chart—Record World (Jan. 23)

"Give Him Love" published by Jack & Bill Music, 1719 Hawkins Street, Nashville, Tennessee 37203, (615) 256-7648

From The Mercury Record Corporation Family of Labels / Mercury • Philips • Smash • Fontana • Limelight • Intrepid • Peachtree • Virtue • Mister Chand
A Product Of Mercury Record Productions, Inc. / 35 East Wacker Drive, Chicago, Illinois 60601 / A North American Philips Company
**Soul LPs**

* STAR Performer—LPs registering greatest proportional upward progress this week.

<table>
<thead>
<tr>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong> 1st Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>2</strong> 2nd Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>3</strong> 3rd Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>4</strong> 4th Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>5</strong> 5th Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>6</strong> 6th Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>7</strong> 7th Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>8</strong> 8th Place</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>9</strong> 9th Place</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**BEST SELLING SOUL LPs**

- Customized animated television identification titles in some 75 markets.
- TM also has a Custom Commercials Service in 71 markets.
- Programs are produced and sold, but comes with a manual that tells how to sell and provides a contract.

---

**Campus Programming Aids**

- **Continued from page 33**
- **Continued from page 33**
- **Continued from page 33**
- **Continued from page 33**

---

**Audience Spark to Group’s Stage Creativity: Del Zoppo**

- **Continued from page 26**

---

**Creations of the Others**

- Alan Malowitz, drums and percussion, explained his role in the group. The whole thing is to complement what is being played. Pete and I rarely work anything in advance. It has come to the point where we know each other. We know where we are going, even if we haven’t worked it out. The group was originally a lot bigger. It was a simple group of people who got together and formed. Eventually some of the members decided to go professional.

---

**WMFU Launches Experiment Of All-Newies on Weekends**

- **Continued from page 28**

---

**WFMU weekender was “I Got To Get A Message To You” by Tim Rose on Columbia: “Just Another Saturday Night” by John Townshend & Family on Vanguard: “When I’m Dead And Gone” by Mc- Carty, S本期的 Monster Concert by Bobby Pickett on WMFU: “On Tomorrow” by Velvet Hammer on Epic; “He Called Me Baby” by Chad & Jeremy, “Fly Me a Little White Dove” by the Bells on Polydor; and “A Man From Nowhere” by Gary Rossington on Capitol. The station had not played any of the records previously.

---
don't miss
the 3rd Annual
International Music Industry Conference
MONTREUX, SWITZERLAND, JUNE 6-12, 1971

The most significant music industry conference of 1971.
Below is listed the entire program to be presented at IMIC-3. Each seminar will feature a speaker of international prominence in the music-entertainment-communications field. If you are seriously involved in this industry, you can't afford to miss this conference. Register today and insure your participation in the conference that attracts leading music industry executives from around the world.

PROGRAM

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

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

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

Monday, June 6—Plenary Sessions
Session 1—Significant Developments of Industry-wide Implications
Talk A—What Can Companies Do To Stop Illegal Duplication of Recordings: A Progress Report
Talk B—The Promise For Music Companies of Improved Relations With East European Countries
Talk C—Impending Changes In the Common Market and Their Implications For the Music Industry

Session 2—The Music Industry and the Cartridge/Cassette Tape Field
Talk A—A Realistic Look At the Potential Opportunity For Profits In Cartridge/Cassette Tape
Talk B—Analyzing the Principal Systems and Their Marketing Plans
Talk C—What Are Markets That Offer the Most Promise and What Are Their Needs For Products
Talk D—How Can Music Companies Play an Important Role In the Industry Future

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

Optional Session 1700 to 1830
How To Survive In The Music Business
This informal session will be a self-critical examination of industry attitudes and practices in all areas of the international music business: creative contributions and rewards; company investment vs. profit return.
There will be no speeches. The entire session will be devoted to a give and take, no holds barred discussion between the panel and the audience. A limited number of tickets will be available for this meeting.

Wednesday, June 8—Plenary Sessions
Session 3—Legal Developments and Their Impact on Management Decisions
Talk A—A Proposed International Clearing House for Obtaining Worldwide Publishing Rights
Talk B—Adjusting Licensing Agreements To Needs of Local Countries
Talk C—Negotiating Terms of Contracts with Artists and Authors For the Cartridge Tape Age

Sponsored by Billboard Publications, Inc.

REGISTRATION FORM

THE 3RD ANNUAL INTERNATIONAL MUSIC INDUSTRY CONFERENCE, MONTREUX, SWITZERLAND
JUNE 6-12, 1971 Sponsored by Billboard, Record Retailer, Discographia Internationalis
Conference fee includes opening cocktail party, attendance at all sessions, closing dinner dance. It does not include hotel accommodations. Please make your check payable to International Music Industry Conference. Check must accompany your registration. If cancellation is received by April 1, registration fee will be returned. After April 1, a $50.00 cancellation charge will be made up to June 4. "No-shows" at the Conference will forfeit the entire fee, though substitutions are permitted.

Please register the following people for the International Music Industry Conference—Check is enclosed for all registrants. (Additional names can be sent on your letterhead.) If accompanied by wife, please list her name in the space provided. Please enclose $3.00 for each woman registrant.

(Please Print) Registrant: Title: Address: City, State or Country: Wife's Name:

1.

2.

3.

Company:
Your Name and Title:
Your Address:
City, State of Country:

REGISTRATION FEES:

$275 (87.5c) per person. $325 (97.5c) per person after January 1, 1971.

If check is in dollars, send to: IMIC: c/o Record Retailer, 300 Madison Avenue, New York, N.Y. 10017
If check is in sterling, send to: IMIC: c/o Record Retailer, 7 Camden Street, London W1, England

Please answer the following questions:
1. Do you want hotel reservations to be arranged (at the reduced conference rate)? [ ] Yes [ ] No
2. Do you desire registrant to be contacted about special air transportation arrangements? [ ] Yes [ ] No

www.americanradiohistory.com
Tennessee Prisons to Be Given New Releases

NASHVILLE—Record companies here have agreed to give releases free to six Tennessee penal institutions. Billboard Magazine also will go to the institutions.

"Until now, all they have gotten are records nobody else wanted," said WKDA station manager Al Greenfield, who spearheaded the movement. Greenfield and several music company representatives toured the Tennessee State Prison here. Those represented were Capitol, Columbia, Hickory, Decca, Epic, Mega, MGM, Paramount-Dot, Shaw Bix and United Artists.

Mac Allen, program director for WKDA and one of the co-authors of the idea, said some 20 labels had been contacted and "no one has said no."

"I mentioned that country music has such a diverse audience that even the prisoners like it, and Greenfield started wondering why we couldn't get these records companies to send their newest recordings to the prisons, just like they do to radio stations."

Allen contacted Dick Sisler, former major league baseball manager who is now director of recreation for the Tennessee penal system. Sisler then gave Allen the list of the institutions, an intentional cross-section of the men's, women's and juveniles detention facilities. Jimmy Lynn, director of musical services at the State Prison, said, "I hope these new records inundate us."

Estimated cost to the record companies for this service is about $25,000 annually. A specific request was made for Billboard Magazine and these, too, will be provided.

Nashville Scene

The "Stu Phillips Music Place" show, syndicated from Louisville by Mid Productions, has reached the No. 1 rating in that city, and is in a comparable position in many other markets. It's a 30-minute color show, also featuring LaVanda Lindsey, and top guests. Phillips has also begun his own publishing firm, Guest House, and has a Canadian affiliate called "North Guest House." . . . Phyllis Dickerson, who refurbished her own career to push that of her daughter, Pam, now is in the business again. She is doing mostly USO shows, at present. Pam, former Monument artist, is now married and has given up the business. . . . Mayor Edmo Madewell of Muscle Shoals, Ala., proclaimed a Merle Haggard Day to honor the Capitol Records entertainer. Additionally, instead of giving keys to the city in the future, the mayor now will present honorary "Oke From Muskoge" certificates. . . . The LeGarde Twins have signed with Mural of Omaha for commercial work. Wynn Stewart has signed a contract with the Acuff-Rose Agency, and will be booked out of Nashville by Howdy Forrester. He also will spend half his time in Fort Worth and half in Nashville. The booking concentrations will be in the East, since most of it in the past has been out West. . . . Artistic Agent Buddy Lee also announced the signing of Kitty Wells, Johnny Wright and Bill Phillips to an exclusive booking contract. Miss Wells, known as the "Queen of Country Music" for 19 years, has been a member of the Grand Ole Opry since 1932. Johnny Wright had become a member in 1947 as part of the team of Johnny & Jack. . . . RCA has now announced officially (Continued on page 43)
NO. 1 FOR '71
“A GOOD YEAR FOR THE ROSES”
NO. 1 RECORD WORLD, JAN. 9, 1971

GEORGE JONES

A GREAT NEW ALBUM FOR THE NEW YEAR

George Jones with Love
INCLUDING THE NO. 1 HIT SINGLE

A GOOD YEAR FOR THE ROSES

I'LL FOLLOW YOU
PLAYING POSSUM
TRY
GOING LIFE'S WAY
I KNOW
DIVORCE OR DESTROY
LOVING YOU MAKES YOU MINE
THIRD TIME DOWN
NEVER GROW COLD

MS 3194

A DIVISION OF TALMADGE PRODUCTIONS, NEW YORK, N.Y.
DO RIGHT WOMAN
DO RIGHT MAN
4-45307

BARBARA MANDRELL
ON COLUMBIA RECORDS

WHAT'S GOOD FOR THE GOOSE...

Hot Country

Singles

Billboard SPECIAL SURVEY for Week Ending 1/23/71

<table>
<thead>
<tr>
<th>Title</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROSE GARDEN</td>
<td>1</td>
<td>Lynn Anderson, Columbia 4-45252 (Columbia, BMI)</td>
<td>12</td>
</tr>
<tr>
<td>FLESH &amp; BLOOD</td>
<td>2</td>
<td>Johnny Mathis, Columbia 4-45260 (Columbia, BMI)</td>
<td>6</td>
</tr>
<tr>
<td>OSWALD IN MY HEART</td>
<td>3</td>
<td>Bob Williams &amp; Mike Curb, Daiyan 44174 (Epic, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>PADRE</td>
<td>5</td>
<td>Marty Robbins, Columbia 4-45273 ( 해드슨, ASCAP)</td>
<td>7</td>
</tr>
<tr>
<td>HELP ME MAKE IT THROUGH THE NIGHT</td>
<td>6</td>
<td>Barbra Streisand, RCA Victor 47-9920 (RCA, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>GUESS WHO</td>
<td>8</td>
<td>John Denver, United Artists 50731 (Geffen, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>A GOOD YEAR FOR THE ROSES</td>
<td>9</td>
<td>George Shearing, RCA Victor 47-9918 (CBS, BMI)</td>
<td>10</td>
</tr>
<tr>
<td>WINNING</td>
<td>10</td>
<td>Jim Ed Brown, RCA Victor 47-9909 (Columbia, BMI)</td>
<td>14</td>
</tr>
<tr>
<td>BED OF ROSES</td>
<td>11</td>
<td>Freddy Weller, Columbia 4-45266 (Atlantic, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>THE WONDERS YOU PERFORM</td>
<td>12</td>
<td>Tammy Wynette, Epic 5-10687 (Columbia, BMI)</td>
<td>9</td>
</tr>
<tr>
<td>SATIN PILLOWS</td>
<td>13</td>
<td>Marcia Jupiter, Capitol 29684 (Villa, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>THE SHERIFF OF BOONE COUNTY</td>
<td>14</td>
<td>Marty Robbins, RCA Victor 47-9945 (CBS, BMI)</td>
<td>6</td>
</tr>
<tr>
<td>COAL MINER'S DAUGHTER</td>
<td>15</td>
<td>Loretta Lynn, Decca 32749 (Humpin, BMI)</td>
<td>13</td>
</tr>
<tr>
<td>TULEA</td>
<td>16</td>
<td>Wartom Jenkins, RCA Victor 47-9955 (RCA, BMI)</td>
<td>8</td>
</tr>
<tr>
<td>SHE MAKES ME EVERY MORNING WITH A KISS</td>
<td>17</td>
<td>Bobbie Gentry, RCA Victor 47-9920 (RCA, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>COME SUNDOWN</td>
<td>18</td>
<td>Byrds Band, Mercury 25146 (Mercury, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>100 CHILDREN</td>
<td>19</td>
<td>Son T. Du, Mercury 25146 (Mercury, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>LISTEN BETTY</td>
<td>20</td>
<td>Baxi Jernigan, Mercury 27533 (Epic, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>WHERE IS MY CASTLE</td>
<td>21</td>
<td>Sonny &amp; Cher, Columbia 42-9993 (Epic, BMI)</td>
<td>4</td>
</tr>
<tr>
<td>THE LAST ONE TO TOUCH ME</td>
<td>22</td>
<td>Porter Wagoner, RCA Victor 47-9920 (Capitol, BMI)</td>
<td>9</td>
</tr>
<tr>
<td>WAITING FOR A TRAIN</td>
<td>23</td>
<td>Jerry Lee Lewis, Sun 2119 (Sun, BMI)</td>
<td>10</td>
</tr>
<tr>
<td>A WOMAN ALWAYS KNOWS</td>
<td>24</td>
<td>David Frizzell, Epic 5-10692 (Atlantic, BMI)</td>
<td>3</td>
</tr>
<tr>
<td>SWEET MISTERY</td>
<td>25</td>
<td>Pat Boone, Capitol 1999 (Capitol, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>IF YOU THINK I LOVE YOU NOW</td>
<td>26</td>
<td>Johnnie Ray, Epic 5-10692 (Atlantic, BMI)</td>
<td>4</td>
</tr>
<tr>
<td>ENDLESSLY</td>
<td>27</td>
<td>Sammy James, Capitol 2914 (Columbia, BMI)</td>
<td>15</td>
</tr>
<tr>
<td>ANOTHER LONELY NIGHT</td>
<td>28</td>
<td>Joan Baez, Columbia 2741 (Columbia, BMI)</td>
<td>10</td>
</tr>
<tr>
<td>15 YEARS AGO</td>
<td>29</td>
<td>Claude King, Decca 22247 (Decca, BMI)</td>
<td>11</td>
</tr>
<tr>
<td>MARY'S VINEYARD</td>
<td>30</td>
<td>Claude King, Columbia 4-45348 (Columbia, BMI)</td>
<td>12</td>
</tr>
<tr>
<td>WILLY JONES</td>
<td>31</td>
<td>Sonny Bono, Capitol 2000 (Blue Book, BMI)</td>
<td>11</td>
</tr>
<tr>
<td>COMMERCIAL AFFECTION</td>
<td>32</td>
<td>Lee Hazle &amp; The Hendersons, MGM 14176 (Capitol, BMI)</td>
<td>12</td>
</tr>
<tr>
<td>I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Song)</td>
<td>33</td>
<td>Dean Brody, The Buckaroos, Capitol 2347 (Blue Book, BMI)</td>
<td>3</td>
</tr>
<tr>
<td>PORTRAIT FOR MY WOMAN</td>
<td>34</td>
<td>Zola Anderson, RCA Victor 47-9920 (RCA, BMI)</td>
<td>4</td>
</tr>
<tr>
<td>WATCHING SCOTTY GROW</td>
<td>35</td>
<td>David Goldsmith, United Artists 50740 (Passaic, BMI)</td>
<td>4</td>
</tr>
</tbody>
</table>

1. ROSE GARDEN - Lynn Anderson, Columbia 4-45252 (Columbia, BMI) - 12 weeks
2. FLESH & BLOOD - Johnny Mathis, Columbia 4-45260 (Columbia, BMI) - 6 weeks
3. OSWALD IN MY HEART - Bob Williams & Mike Curb, Daiyan 44174 (Epic, BMI) - 7 weeks
4. PADRE - Marty Robbins, Columbia 4-45273 (Headson, ASCAP) - 7 weeks
5. HELP ME MAKE IT THROUGH THE NIGHT - Barbra Streisand, RCA Victor 47-9920 (RCA, BMI) - 7 weeks
6. GUESS WHO - John Denver, United Artists 50731 (Geffen, BMI) - 7 weeks
7. A GOOD YEAR FOR THE ROSES - George Shearing, RCA Victor 47-9918 (CBS, BMI) - 10 weeks
8. WINNING - Jim Ed Brown, RCA Victor 47-9909 (Columbia, BMI) - 14 weeks
9. BED OF ROSES - Freddy Weller, Columbia 4-45266 (Atlantic, BMI) - 1 week
10. THE WONDERS YOU PERFORM - Tammy Wynette, Epic 5-10687 (Columbia, BMI) - 9 weeks
11. SATIN PILLOWS - Marcia Jupiter, Capitol 29684 (Villa, BMI) - 7 weeks
12. THE SHERIFF OF BOONE COUNTY - Marty Robbins, RCA Victor 47-9945 (CBS, BMI) - 6 weeks
13. COAL MINER'S DAUGHTER - Loretta Lynn, Decca 32749 (Humpin, BMI) - 13 weeks
14. TULEA - Wartom Jenkins, RCA Victor 47-9955 (RCA, BMI) - 8 weeks
15. SHE MAKES ME EVERY MORNING WITH A KISS - Bobbie Gentry, RCA Victor 47-9920 (RCA, BMI) - 7 weeks
16. COME SUNDOWN - Byrds Band, Mercury 25146 (Mercury, BMI) - 5 weeks
17. 100 CHILDREN - Son T. Du, Mercury 25146 (Mercury, BMI) - 5 weeks
18. LISTEN BETTY - Baxi Jernigan, Mercury 27533 (Epic, BMI) - 5 weeks
19. WHERE IS MY CASTLE - Sonny & Cher, Columbia 42-9993 (Epic, BMI) - 4 weeks
20. THE LAST ONE TO TOUCH ME - Porter Wagoner, RCA Victor 47-9920 (Capitol, BMI) - 9 weeks
21. WAITING FOR A TRAIN - Jerry Lee Lewis, Sun 2119 (Sun, BMI) - 10 weeks
22. A WOMAN ALWAYS KNOWS - David Frizzell, Epic 5-10692 (Atlantic, BMI) - 3 weeks
23. SWEET MISTERY - Pat Boone, Capitol 1999 (Capitol, BMI) - 5 weeks
24. IF YOU THINK I LOVE YOU NOW - Johnnie Ray, Epic 5-10692 (Atlantic, BMI) - 4 weeks
25. ENDLESSLY - Sammy James, Capitol 2914 (Columbia, BMI) - 15 weeks
26. ANOTHER LONELY NIGHT - Joan Baez, Columbia 2741 (Columbia, BMI) - 10 weeks
27. 15 YEARS AGO - Claude King, Decca 22247 (Decca, BMI) - 11 weeks
28. MARY'S VINEYARD - Claude King, Columbia 4-45348 (Columbia, BMI) - 12 weeks
29. WILLY JONES - Sonny Bono, Capitol 2000 (Blue Book, BMI) - 11 weeks
30. COMMERCIAL AFFECTION - Lee Hazle & The Hendersons, MGM 14176 (Capitol, BMI) - 12 weeks
31. I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Song) - Dean Brody, The Buckaroos, Capitol 2347 (Blue Book, BMI) - 3 weeks
32. PORTRAIT FOR MY WOMAN - Zola Anderson, RCA Victor 47-9920 (RCA, BMI) - 4 weeks
33. WATCHING SCOTTY GROW - David Goldsmith, United Artists 50740 (Passaic, BMI) - 4 weeks
Educational Channel Will Begin Country-Accented Music Series

NASHVILLE — Educational Channel 2 has begun a new series devoted to the music industry's eminence on the country. Spread over parts of four months, the series will involve a new country artist, hosted by Ray Walker of the Journal of Country Music.

Beginning Thursday (21), the series will cover the story of the "Good Time Charlieài, a week later, will deal with the songwriter. This will be followed on subsequent weeks by studies of the publisher, the A&R man, the musician, the promotions, the record company, the promotion and publications end of the business, the disk jockey, the road artist, management, and booking, the business man in the growing Nashville music scene.

Guests will include the leading people in each of these fields. Each of the half-hour programs will give the city full insight into what the industry is really all about.

In addition to these programs, the Public Broadcasting Service has devoted three programs to the Fanfare series to country music artists. Already shown have been Earl Scruggs: His Family and Friends, and Johnny Cash, with a one-hour Merle Haggard special coming Sunday (24).

WDCN-TV (Channel 2) is owned and operated by the Metropolitan Board of Education here, and serves the city's public school systems, 21 colleges and universities as well as regular viewers. Bob Shepherd is manager. The series will run with Frank Powell, a director of NARAS a staff member of the stations.

Hugh Lewis Show Set for 100 Marts

NASHVILLE — The Hugh X. Lewis Country Club, a 30-minute country music syndicated television show being produced here by the Heil-Quaker Corp., is earmarked for 100 markets here in 1974, according to co-producer Bud Beal, vice president of the sponsor company.

Beal said the show already had been placed in 15 markets since mid-December with a total of 100 television markets planned as soon as clearance for time can be obtained from the television station.

The program, which is co-sponsored by Heil, a national manufacturer of heating and air conditioning equipment, is hosted by GRT recording artist Hugh X. Lewis, who also is a regular performer on the series.

Special guest appearances each week by top recording artists from the country field have been included.

Louie Maxwell, Little, Dale Dudley, Tom T. Hall, Carl Smith, Wilma Fitzgerald and Webb Pierce.

Brock Forms A Pub Firm

NASHVILLE — Bill Brock, former president in charge of A&R at Sure Fire Music, has formed a new pub firm, Brock Enterprises.

Brock said he would stress working with unknown song writers. "Many times good hit material is overlooked, not because the publishing companies are pushing material written by their artists," he said.

Located at 801 18th Avenue South, Brock already has put his expertise to work in signing a veteran, writer, and producer as well as a publisher.

Wasson Writer Camp

Wasson Writer Camp — Continued from page 40

ear New Mexico University once chummed with Johnny Duncan, Waylon Jennings, Earl Richards and the "Norman Petty Studio crowd" around Portales, N.M. He and Holly and the Crickets were part of the scene when Wasson was selling adverstisements for KVOO Radio in Tulsa, Oklahoma.

Wasson's "Room 333" is being pushed by Midwestern one-man promotion teams.

Hugh Lewis, the widely known singer-songwriter, will be featured on the Friday show, "Room 333".

The Hugh X. LEWIS SHOW is produced by the Heil-Quaker Corp.

The show is broadcast every week with special promotions.

Brock Enterprises is a joint venture formed by Brock and Warner-Lambert, the parent company of RCA Records.

The show is broadcast every week with special promotions.

Brock Enterprises is a joint venture formed by Brock and Warner-Lambert, the parent company of RCA Records.
The First International Cartridge TV, Vi Cannes, France, April 19-23.

5 reasons for taking your business to France.

1. to attend The First International Cartridge TV, Videocassette and Video Disc Conference.
2. to meet the major leaders in TV, film, tape hardware and software, retailing and distribution, education, publishing, advertising, science and medicine...and gain insights into the trends, techniques and prospects of the new video communications revolution.
3. to benefit from the unique opportunity to meet, discuss, exchange views and prepare for developments in the field of audiovisual cartridges and records: The First International Conference. All sessions will have simultaneous translations into both French and English.
4. to take advantage of VIDCA: The First International Market for Videocassette and Video Disc Programmes and Equipment. The first and only event entirely devoted to the videocassette and video disc market. Organised by Bernard Chevy, Le Commissaire General, VIDCA, MIP-TV, and MIDEF.

Presenting major exhibitors, such as:

- Time Life
- Madeleine Films
- CBS
- Photo Quelle
- Sony
- Movieplay Discos
- Rand Audio Visual
- Olivetti
- Publicis
- Videophon
- Deutsche Grammophon
- Optronics Library
- Fiat
- Matsushita Panasonic
- Philips
- Warner Bros.
- AEG Telefunken
- Motorola
- Credit Lyonnais
- E.M.I.

5. to profit from an all-inclusive Conference program presented by authoritative speakers from all over the world.

THE PROGRAM

The International Conference is the first world-wide symposium concentrating specifically on the new audiovisual frontier. Businessmen from all over the world will have the unique opportunity to meet, discuss, exchange views and prepare for developments in the field of audiovisual cartridge and records.

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

The Program:
MONDAY, APRIL 19
9:00 a.m.-10:00 a.m.
Session 1
What Is the Unique Place of Cartridge TV in Entertainment and Education?
Opening Chairman:
Morton L. Nasatir, Publisher
Billboard Magazine, New York, N.Y.
Session Co-chairman:
Mr. Daniel Cooper
Director Continuing Professional Development, McGraw-Hill, New York, N.Y.
Talk A. As seen from the U.S. Viewpoint
Mr. Elmer H. Waering, Vice Chairman and Chief Operations Officer
Motorola Inc., Franklin Park, Illinois

Talk B. As seen from the European Viewpoint
To be announced
Talk C. As seen from the Japanese Viewpoint
Mr. Kazumi Takagi, Executive Director
Mainichi Broadcasting System
Osaka, Japan

TUESDAY, APRIL 20
9:00 a.m.-11:00 a.m.
Session 3
Evaluating the Characteristics and Plans of Principal Systems
Chairman: to be announced
This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have already been announced.
Jacques Ferrari, General Sales Manager
EVR Partnership, Paris, France
T. Nagao, Director of Engineering
Matsushita Electric Industrial Co., Ltd.
Osaka, Japan
Richard J. Elkus, Jr., General Manager
Educational & Industrial Products Division, Ampex Corporation
Elk Grove Village, Illinois
Fumio Ishida, Director of Marketing
Sony Corporation, Tokyo, Japan

5:30 p.m.-7:30 p.m.
Session 4
How Big Are the Potential Markets for Education and Entertainment and What Are the Needs?
Session Chairman:
Edouard Labin, Information Consultant
Paris, France
deocassette and Video Disc Conference

Talk A. Appraising the Market in Schools and Universities
E. D. Prober, TVT
deocassette
London, England
and
Leslie Ryder
Staff Inspector of Schools & Colleges
Inner London Education Authority
London, England
Talk B. Looking at Cartridge TV Use for Industry, Training and Information
The European View:
Nicolaas Hooghuis, Geschäftsführer
Videothek Programm GmbH, Wiesbaden, West Germany
The American View:
Thomas Hatcher, Director
Equitable Life Assurance Society of the U.S.
New York, N.Y.
Talk C. Evaluating the Applications for Home Instruction
To be announced
Talk D. The Home Entertainment Market
To be announced

WEDNESDAY, APRIL 21
9:00 a.m.-11:00 a.m.
Session 5

Distribution Patterns
Session Chairman:
Mr. Patrick de Jenlis, Publisher
Points de Vent & Gap
Paris, France
Talk A. Direct Sales to the Educational and Corporate Markets
Mr. John Lollis, Partner
National Talent Service, Inc.
New York, N.Y.
Talk B. Problems and Profitability of Lease vs. Sale of Product
Mr. David W. Bullough
Managing Director
Rank Audio Visual, Ltd.
Brentwood, Middlesex, England
Talk C. A Report on the Japanese Experience in Selling Cartridge TV
Tatsuro Ishida, President
PONY Inc., Tokyo
Talk D. What Are the Most Promising Retail Outlets for Product Sales?
Aaron Neretin, Publisher & Editor
Merchandising Week, New York, N.Y.

Thursday, April 22, 1971
9:00 a.m.-11:00 a.m.
Session 6

Proprietary Rights, Residual Rights and Copyright in Cartridge TV
Session Chairman:
Charles B. Stetson, Attorney
Rosan, Stetson & Serbin
New York, N.Y.

Talk A. In U.S. and Canada
Robert O. Kaplan, Partner
Kaplan, Livingston, Goodwin, Berkowitz & Savin
Paris, France
Talk B. In Western Europe
J. L. Tourner, Director General
SACEM, Paris, France
Talk C. In Japan and the Far East
William H. Quasha, Attorney
Quasha, Asperella, Bianco, Zatra & Tayag
Manila, Philippines
Due to the importance of the subject, this session will continue after lunch in a roundtable discussion with emphasis on royalties and related contractual arrangements.
The results of these discussions will provide the base for future international developments in copyright and other proprietary rights for audiovisual products.
Roundtable Chairman:
Wim van Vught, President
L'Union Internationale des Editeurs, Amsterdam, Netherlands
Dennis de Freitas, Secretary
Performing Rights Society Ltd.
London, England
5:30 p.m.-7:30 p.m.

Session 7

Key Considerations for Companies Entering the Cartridge TV Field
Chairman:
Irving Kaplan, President
Optronics Libraries, Inc.
New York, N.Y.
Talk A. How and Why Companies Are Setting Up a Separate Cartridge TV Department
To be announced
Talk B. Principal Factors in Developing a Sustainable Product Line for Cartridge TV
Charles H. Favord, Publisher
Les Editions Rencontre Lausanne, Switzerland
To be announced
Talk D. The Alternatives of Industry Standardization or Competing Systems
Mr. Jose Bernhard
Director of Export
ORTV, Paris, France

FRIDAY, APRIL 23
9:00 a.m.-11:00 a.m.
Session 8

Creative Input for Successful Programming
Chairman: To be announced
This session will show production methods for audio-visual programs that each of the following creative forces believes should be produced with an explanation of why and to whom the product will be sold.
Talk A. The Contribution of the Film
Konstantin Kaler, President
Marathon Productions, Inc.
New York, N.Y.
Talk B. The Output of TV and Independent TV Producers
To be announced
Talk C. The Creative Product Produced by the Record Companies
Van Dyke Parks
Director, AUDIOPHILIAAL Services
Reprise Records, Warner Bros.
Burbank, California
Talk D. The Use of Stilphotography in the Videocassette
Harvey Lloyd, President
Harvey Lloyd Productions, Inc.
New York, N.Y.
11:00 a.m.-12:30 p.m.

Session 9

A Blueprint for Industry Action
A panel presentation by industry leaders of the actions and programs that must be taken to achieve a profitable future for this new audiovisual form and industry.
Discussion Chairman:
Martin Roberts, President
Martin Roberts & Associates, Inc.
Beverly Hills, California
Speakers:
Andre Bellencourt
Minister in Charge of Technology
Gabinete of the Prime Minister
Paris, France
Mr. S. Nakano, Vice President
Sony Corporation of America
New York, N.Y.
Mr. Morton L. Nasatir, Publisher
Billboard Magazine, New York, N.Y.
12:30 p.m.-1:00 p.m.

CLOSING SESSION:
Cartridge TV—A Summary, A Critique, and a Program
Mr. Stanley M. Gorlikov, President
Capitol Industries, Inc.
Hollywood, Calif.

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

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

The No. 1 Opportunity:
This is a "first" presented in association with VIDCA-BILLBOARD Conference, Palais des Festivals, Cannes, France, April 19-23, 1971
Sponsored by BILLBOARD PUBLICATIONS and VIDCA-BILLBOARD Conference
Registration fees: Registration for the VIDCA-BILLBOARD Exhibition is required of all conference registrants.
1. To register for both the VIDCA Exhibition and the Conference: $373 or $175 or $75
2. If you have already registered for the VIDCA Exhibition as an individual and you want to register for the Conference: $146 or $59 or $25
3. If you have already registered for VIDCA under a company registration and you want to register for the Conference: $91 or $36 or $50
Please register the following people to attend THE VIDCA-BILLBOARD Conference. Check is enclosed for all registrations. Please print name, title, address, city, state, and country.
Name of each REGISTRANT TITLE ADDRESS CITY, STATE OR COUNTRY
1. 2. 3.
Company
Your Name and Title
Your Full Address
City, State or Country
London in Special Prom on 2 Solti & Vienna Multiple Sets

NEW YORK—Two multiple sets with Georg Solti and the Vienna Philharmonic are being specially promoted by London Records this month. The sets were introduced at the company's recent annual sales meeting at the Summit Hotel here. Also introduced was the first volume of the complete Haydn symphonies. This four-record set with Antal Dorati and Philharmonic Hungarica is in the low-price Stereo Treasury Series.

Other Stereo Treasury sets included the Haydn symphony recorded by Forster in Brahms and Wagner. Lieder, Herbert von Karajan and the Vienna Philharmonic, the coupling of Mozart and Haydn, Arturo Toscanini conducting the London Symphony in Elgar and Bliss, and Ernest Ansermet and the Philadelphia Orchestra in a coupling of Ravel and Debussy.

The special interest center in three-record sets of four Schumann symphonies and Mozart's "The Magic Flute." The latter features Pilar Lorengar, Cristina Deu, Stuart Burrows, Hermann Prey, Martti Talvela and Dietrich Fischer-Dieskau. Being issued as separate numbers are the two LPs of the recent two-LP "Tebaldi" set of Bellini operas. Operatic highlights sets are of Pehrson's "La Gioconda" and "Le Nozze," both from complete sets, and Lortzing's "Der Wildschütz." The Solti promotion includes a program of Mahler songs with soprano Yvonne Minton, which were included in previous recordings with the Chicago Symphony. The Vienna Philharmonic also is featured in an assortment under Willy Boskovsky. Violinist Yong-Wa Chung is being introduced to disk in a Tchaikovsky and Sibelius pairing, with Alexander Gibson directing the orchestra in a program of Dutilly and Debussy featuring pianist Jean-Rodolph Kaur.

The Richmond Opera Treasury Series has two packages, including a five-LP monaural only set of Wagner's "Lohengrin" with Eleazar Stein, Astrid Varnay, Wolfgang Windgassen, Hermann Uhde and the Bayreuth Festival Orchestra. Joseph Keilberth conducting. The other set has the Belgrade Opera in Tchaikovsky's "Pathétique" on three disks.

Boehm Spurs 'Fidelio' To New Met Heights

NEW YORK — Beethoven's "Fidelio," brimming with excitement and style, was the splendid Jan. 9 offering at the Metropolitan Opera. While the cast was excellent as was the literal new production, the principal force was Karl Bohm, whose "Fidelio" has long ranked with the finest interpretations of the opera's opera has received. Bohm has recently recorded a version of the work for Gramaphon. Vox also has issued a "Fidelio" under Bohm.

Sopranos Leonie Rysanek, the Leonora of the DGG set, gave a forceful, dramatic and human interpretation and she was a superb voice. Tenor Jon Vickers' Florestan cannot be improved upon as he has again proved. His voice rang as he handled interpreted Beethoven's deceptively difficult score.

Vickers has recorded this role for Angel in a package that also features baritone Walter Berry's Don Pizarro, a role he sang well at the performance. Miss Rysanek and Berry also were promoted in London Record's program. In addition to Vickers and Berry, Angel's ad plugging tenor Murray Dickie, who Jaquesno was perhaps the best interpretation he has given at the Met.

Fuschi's Showstopper At Concert

NEW YORK—Olegna Fuschi, appearing as guest artist on the American Symphony's concerts, Jan. 5, at Carnegie Hall, emerged as the showstopper of the evening. With her near-flawless interpretation of Schumann's Concerto for Piano and Orch., Miss Fuschi charmed the audience with her understanding of the composer's thoughts and emotions, and her ability to project his music with both technical perfection and poetic flow.

Maxim Shostakovich, son of the composer, masterfully conducted. Shostakovich, who is by no means a newcomer to the American scene, gave an appreciative measure of the composer's thoughts and emotions, and his ability to project his music with both technical and emotional appeal and poetic flow.

Young Shostakovich who has been assistant conductor to the Moscow Symphony for several years, also helped to enhance the evening's program with his great showmanship.

RADCLIFFE JOE
START THE YEAR RIGHT  
MEET US AT THE MIDEM  
(Offices 418 to 421 Level 4th)  
PLAY OUR STANDARD EVERGREENS  

THE PETITE WALTZ   
(In Co-Edition With DUCHESS)  

LA PLAYA   
(Co-Edition With TRO)  

MANY TIMES (Tant De Fois)   
(Co-Edition With GOWER MUSIC)  

ASK ME (Co-Edition With ABC-MUSIC)  
(Nat King Cole)  

THE YODELING WHISTLER   
(Co-Edition With CHAPPELL)  

VENEZUELA   
(Co-Edition With MOONLIGHT MUSIC)  

VIVA EL AMOR   
(Co-Edition With ROBBINS MUSIC)  

YOU YOU YOU   
(Co-Edition With MELLIN MUSIC)  

I ENVY (Co-Edition With DUCHESS)  
(Nat King Cole)  

MANHATTAN SPIRITUAL (Mes Freres)  
(Reg Owen)  

RING-A-DING-GIRL   
(Steve Lawrence)  

HAWAII TATTOO   
(The Waikikis)  

KILI WATCH   
(The Cousins)  

JE M’SSENS TRES SEUL   
(Will Tura)  

QU’IL FAIT BON VIVRE   
(Annie Cordy)  

IL FAIT TROP BEAU POUR TRAVAILLER   
(Les Parisiennes)  

THE MIDNIGHT SUN (Will Never Set)   
(Lionel Hampton)  

CHEVEUX GRIS   
(Gerd Timmermans)  

COSTA BRAVA   
(Digno Garcia)  

OBSESSION   
(Ted Heath - Reg Owen)  

ETC. . . ETC. . . ETC. . .  

NEW YEAR’S GREETINGS FROM  
WORLD MUSIC CO. — Brussels  
GOOD MUSIC LTD. — London  
COMPTON MUSIC CORP. (ASCAP)  
ZODIAC MUSIC CORP. (BMI)  
REPRESENTATION AND ADMINISTRATION  
IN THE UNITED STATES AND CANADA  
SCREEN GEMS COLUMBIA MUSIC, INC.  
711 FIFTH AVENUE — NEW YORK, N.Y. 10022
OUTSTANDING CONTEMPORARY RADIO PROGRAMMING SERVICES

Weekly Contemporary Singles Services
. . . brings you automatically each week a combination of the 10 best and most promising Hot 100 or Soul Singles—the greatest output of all record labels. That's a total of 520 of the strongest Hot 100 or Soul releases issued over a full year. You order these great programming services just like you order a magazine subscription—pay for them once, then count on RSI's fast reliable service to deliver 10 top Hot 100 or Soul (or both) Singles to you each week, every week of the year.

Monthly Teen Rock Album Service
. . . a service that offers great product and great selection flexibility each month of the year. There are three excellent ways to put this service to work for you: (1) Accept RSI's choice of 10 outstanding Rock Albums you'll get advance notice in a regular monthly mailing; (2) Make your own choice of 10 Rock Albums each month, from RSI's monthly mailing of outstanding releases; or (3) Your 10 monthly Rock Albums can be a combination of RSI's and your own selections. . . . and it can be more than 10 selections if you prefer. Whichever way you do it, count on RSI to get this outstanding Rock programming to you fast. . . . while it's fresh new and exciting. . . . and generally well ahead of your competition.

Hot Pop Favorites Album Catalog Package
A careful selection of more than 100 of the best basic Rock programming available. These are albums which definitely belong in the library of every contemporary music station in the world. Top artists, best-selling albums, award-winners, everything you need for the kind of contemporary programming fare that wins and holds audiences everywhere. Choose as few as 10 albums from this outstanding selection, or any number up to the entire Hot Pop Favorites Catalog Package of 129 albums.

Folk (Pop and Authentic) Catalog Album Package
Another outstanding selection, totaling 38 of the best Pop and Authentic Folk albums available. The same freedom of choice in making your selections—as few as 10, or any number you want up to the full 38 album catalog package.

RSI's special Contemporary Music Programming Services are made up of the best of today's records—the right-now Rock, Soul and Folk hits as well as the soon-to-be-hits. They are selected by the industry's most potent programming combination—Billboard's own staff of review specialists and Billboard's Chart researchers. There are weekly and monthly Contemporary Programming Services that bring you audience-winning records on a regular continuing basis all year around. And there are two very special Album Catalog Packages that offer the best basic Programming material available. Check the details, make your choices, then use the coupon for full information and prices. You, your listeners and your sales department will be glad you did.

RSI (Record Source International)
165 W. 46th Street
New York, N.Y. 10036

I am interested in the RSI Contemporary Programming Services checked below. Please send full details and prices.

- Weekly Hot 100 Singles Service;
- Weekly Soul Singles Service;
- Monthly Teen Rock Album Service;
- Hot Pop Favorites Album Catalog Package;
- Folk (Pop and Authentic) Album Catalog Package;
- New 1971 Catalog as soon as it is issued.

My Name __________________________
Call Letters or Co. ___________________
Address __________________________
City ___________________ State __ Zip __
**Jukebox programming**

**Tape Lag Delays Cassette Jukebox**

*By CLAUDE HALL*  

NORTH TONAWANDA, N.Y.—The major thing holding back the development of the 8-track or cassette jukebox, according to A. D. Palmer of Wurlitzer, are the record manufacturers.

"We are interested in developing the tape cartridge or cassette jukebox, but it's some time away from being practical," Palmer said. He admitted that, "like everybody else" Wurlitzer had experimented with the concept.

"But the jukebox industry has always followed the product," he said, pointing to by days when 78s were played, then the coming in of, in the big battle of the speeds and the period of about 1954 when jukeboxes were introduced and could intermix 33 and 45 rpm disks.

"It's safe to assume that if all music were on cartridges, the jukebox industry would be in full swing," he said, "but tape is in the future...there is no jukebox player...the industry has been held back because there is no product."

And he visualized the need for it, he said, "An identical product, but of a different price to the jukebox producer...the hardware manufacturer." He pointed out that the jukebox customer buys "an impulse purchase" and the hardware manufacturer has to go after a jukebox, Current cartridges are too long, the literature regarding the jukeboxes at present. And most jukebox manufacturers don't advertise for cartridges, he said, "it's not enough to keep the required tape ahead."

Product is the main lack, though, and "we have no way of telling the record manufacturer what to do."

**Better Jukebox Program Urged; Donate Units to Youth Groups**

*By KEN BERGLOM*  

MINNEAPOLIS — About 80 members and guests of Music Operators of Minnesota met here recently to be told the value of better jukebox programming. In his opening remarks, the president of America (MOA) president Les Montooth of Pierre, S.D., a local police officer thanked MOA for donating jukeboxes to youth organizations and requested such donations.

MOA's charitable donations of jukeboxes can be matched by the donors to fill the needs of those organizations which were seen as ''the needs of the groups of special interest, like the police officers' group, the youth organizations, "by" was told. The department representative said: "Music is one way of identifying, with groups of a black, Indians and others."

The group was told.

The department representative said: "Music is one way of identifying with groups of blacks, Indians and others." Montooth told, to urge better programming of jukeboxes, better machine maintenance and new machines where necessary.

MOA executive vice president Fred Granger, Chicago, MOA said: "Music is not only a teaching tool but can change the life of any boy or any girl."

"It is so important that we change the lives of these children."

**Multi Versions Dilemma For Jukebox Programmers**

CHICAGO — The time-worn theory that jukebox programmers lean away from using multiple versions of the same song, according to Betty Schott, programmer at Western Automatic Music here. But choosing between two versions of a good jukebox song is often an agonizing dilemma, she admits.

"I see Dean Martin has a recording of Jukebox. I am afraid Ray Price's "For the Good Times" has garnered jukebox play. She has programmed it as a variety of versions of a good jukebox song, is often an agonizing dilemma, she admits.

Mrs. Schott has been very happy with the Ray Price recording of "Can't Help Myself". We are running out of Ray Price's recording, it will not stay in the model. The jukebox model needs a variety of songs to keep the machine picture nice.

"Now I see Dean Martin has a recording of it. I am afraid Ray Price's version has gone as far as the charts as it will because people can start buying the Dean Martin version. We are running out of the Ray Price version," she said.

Mrs. Schott said sometimes the multiple release program becomes a "joke," she said. She had a version of "Love What You Want" and "My Song, Ma" by Lawrence Welk. It was a very good record. But when our routine took it around, people

**OH! You Knocking" by Dave Edmonds was all bad. They just sound bad."

"And the jukebox manufacturer...and the distributor took them back and the second pressing seems fine."

Once, though, "the rabbit"..."Our jukebox is a time lag caused by this kind of thing.

"Candida" by Dawn and "Knock Three Times" were also played. "But, he said, "the record companies don't take the time to do a good job."

"It's not just the record companies that have this problem."

Philosophically, the Western Automatic Music president added: "It's not just the record companies that have this problem."

Every distributor, he said, has a reputation and a manager, has built up a good reputation with programmers and they want to keep their box..."

"By the same token, he said, when a recording doesn't seem good..."You see, all care of what is involved, Lieberman's advises the programmers of this..."

As for the second point, Johansen said jukebox programmers have the problem and are looking for a variety of recordings. He feels this stems in part from the fact that many programmers are serving locations more frequently and are not taken on new locations instead of every other week.

Moreover, the number of simultaneous releases has increased. These are recordings such as "You're Going to Lose That Girl," which are used on all types of locations, or in other words, "the jukebox is a one time route. Beyond these recordings, programmers must seek still other areas."

For instance, Johansen said that after talking to a programmer on the phone, "We will see something."

"We have seen something..."We will see more of what we will recommend. This is where the more special items are involved when we will recommend what we think is good jukebox songs."

"Lieberman's, for example, consistently have good jukebox action from the chart, Ranwood and Starwood label."

The firm also pushes local products, "We look at New York, now "Out on the Line" by Bumpy Action on Applause is strong."

"The growing number of cover songs is consistent and will continue...""""(Continued on page 54)"
WE DON'T COMPETE WITH OTHER COMPANIES AS MUCH AS WE COMPETE WITH OURSELVES.

We're not trying to outstrip our competitors, we're trying to satisfy our operator customers by our own standards. And we think those standards are very high. We improve our phonographs every year. Not just where it shows, but all over.

The Rock-Ola 444 for 1971 is a classic example. It's psychedelic purple, like this season's fashions.

Then there's a great new program holder assembly that drops down to make for complete accessibility in cleaning the dome glass. And flip-down title strip holders for quick title strip changing. The new, spring loaded dome comes up with hardly any effort, and the glass is tempered to reduce glare. We've also added a new system of integrated circuitry, a new optional locked cash box system, and a modular approach to getting at the guts. Not to mention a computerized “Record Now Playing” indicator to top the package off.

Those are only some of the ways we made the new Rock-Ola 444 better than last year's model. And it wasn't easy. Because last year's model was our stiffest competition.
Omaha One-Stop Push On Non-Chart Jukebox Disks

- Continued from page 31

recordings does have a direct influence on programmer's overall sales. It was confirmed by Ray Price, "For the Good Times," Lynn Anderson's "Rose Garden," "My Sweet Love," George Harrison's "My Three Angels," and "Knock Three Times," Dawn, Bell 938.

Beyond these, programmers must seek other material. However, John Olsen thinks that there are not too many of the super-cover records. Not enough to cause a problem. "There's usually only two or three at any one time in this category." He sees Bobby Goldboro's "Watching Scotty Grow" as building into an overall general or cover record.

Getting back to "Room 333," Ben Walton on Caper, he said Lieberman's first heard of this recording when Roy Velker of J.L. Martin in St. Louis called and asked if Lieberman's would take copies. This sold right out and it's been selling ever since.

He said KIRO Radio here called and wanted a copy and Lieberman's supplied music director Frank Lee with the song. "This was certainly a case where the jukeboxes were ahead of the radio station."

On the other hand, operators started asking for "Red, Red Roses" by Johnny Desmond after KFAB here started playing it. This recording has been pushed all along by Musica Rise through one-stops and has had very little radio play initially. "KFAB beat us to the punch on this one," John Olsen said.

He added that radio play depends importantly on the promotion power of the label. "I wonder sometimes just how far Lynn Anderson's 'Rose Garden' would have gone on the charts if it had been recorded on Chart Records?"

As it was, jukebox programmers first picked "Rose Garden" for country locations. Then, as the song caught on and generated heavy radio action, programmers were able to put it in teen and adult locations. This same pattern was registered on many of the cover records. John Olsen mentions, meanwhile, that there is still a need for other recordings, too. Thus, the success on "Room 333" and "Red, Red Roses," he pointed out.
From The Music Capitals of the World

DOMESTIC

* Continued from page 46

A shot on the Johnny Cash show.

...Guitarist Jeff Beck was in Miami recently with his new group, Candy Powell, Beck and Powell are said to be in search of a new band and lead vocalist.

...Perry Stedler, who recently returned from a South African tour, is currently at the Muscle Shoals Studios recording his next album and single for Atlantic.

Jimmy Buffett just returned from a tour in the West and is scheduled for a new LP release sometime in February on the Atlantic label. The album entitled "High Country Anthology" is in final production stages at Creative Workshop Studios.

David Wilkins has written and recorded "She Has to Be Along," for the Plantation label.

...Jean Baez has been in Nashville recording at the Quadrasonic studios under the direction of writer/artist Kris Kristofferson. Space Walrus, a new artist on the Atlantic Records label, has released a single entitled "Scars," which is "Grass Is Green." The record utilizes the monog and the harp. Space Walrus is currently working on an LP at the Athena studios in Brean-wood.

LAS VEGAS

Plans underway for making an original cast album of Johnny Nash's "Sincerely We Salute," which closed at the Sahara Tuesday (19), after Leeser Warren preparing for making the album. Joni Nash has Gene Page do the charts for the album, which is being recorded for Capitol.

Asm, Jack Cartor and the Deod-
downtown Pipers opened at the Inter-
Continental, remaining until Elvis Presley takes over Sunday (26).

Rosanne has re-signed with RCA and Bill Brolide has been set to write the charts and conduct Rosanne's sixth album for an April release.

Duke Ellington and Woody Herman are writing books. Herman has new group entitled "Wooden" on the Cadet label. The album includes 14 minutes of "Blues In The Night" published by Yellow Breadstick.

The Royal Hawaiian Hotel in Honolulu has adopted a star policy replacing the Hawaiian label. Las Vegas stars signed by the hotel include Kay Starr, Ray Anthony and Roberta Sherwood. The Kim brothers and Sisters recorded together a live at the Outrigger in Honolulu for the Makaha label.

Casino Palace has signed Diana Ross. For the first time in Las Vegas history the Opry Opry appears on the Las Vegas Strip. They opened in the Lipstick for a run through Feb. 2. Included in the Opry line up is gold record artist Bertini Hickory.

Jack Entratter Productions will film a series in Israel entitled "Master Spy." The TV series is adapted from the book by the same name. The Israel James Bond film starts shooting at the Ritz in March.

Tony Charmanni who choreographed the "Blackpool" Folies Bergere has been signed by producer Jackie Bennett to direct the NBC TV special "Anthony Newley" starring Anthony Newley and Liza Minnelli To join Jan Entratter will be the musical conductor.

Combe Stevens returns to the Flamingo following engagements at the New Grove in Los Angeles and the Waldorf-Astoria in New York.

John Rowles returns to the Flamingo for a four week starting Feb. 25, after Joe Cocker, International recording producer produced Jim nabors' latest Columbia album "Everything Is Beautiful." Dean Ho who returns to the Flamingo in May has signed a $25,000 per week for nine years contract with the cinnamon hotels in Hawaii.

LAURA DENI

CINCINNATI

The Haywoods, 10-piece vocal-instrumental group, are making two Jackson 5 dates for the Dick Clark office--Hula Arena, Dayton, Ohio, Jan. 29, and Vevi Memorial Hall, Columbus, Ohio, Jan. 30. The Haywoods, whose new single "Gene Astor's Red Label," is currently in the No. 5 slot on the Billboard'S WSSL survey, is handled by Be Donaldson, of the local Bud-Jan Distributors.

Barbara Howard, local singer, is managed by her husband, Steve Reese, not Steve Wick, as erroneously chronicled here recently...Trumpler Dee Severson appears in concert with the Roger Bacon High School Band at Music Hall Feb. 4 at 8 p.m. Proceeds will benefit the BPA of the University of Florida. March 31-April 19, to compete in the National Band Competition.

Johnny Cash is slated to tape several of his upcoming shows on the Cincinnati-based Delta Queen. One will cover life aboard the steamboats between Cincinatti and Louisville and the other will feature the City of New Orleans. Cash did a "Roadside Train" song about the Delta Queen several months ago when Congress threatened to scuttle the steamboat.

BILLY SACHS

NIGHT BOMBER

NO BELTS!
Trouble-Free Operation!

SIZED TO FIT ANY LOCATION!
Less Depth Than Any Other
Similar Game Now Made

A GAME THAN CAN TAKE A 25¢ CHUTE

AUTHENTIC!...Player Really Sees
Hears the Bombs and Rockets
Dropping to Targets

Value of Targets Changes with Each
Shot (10-30-50)

Drum Scoring in Top Panel for General
Viewing

Endless Play

Playing Time Adjustable

SHOES

19 20 19 FLUSH & BLOOD
Johnny Cash Columbia 4-34269 (Howe of Cash)

12 12 12 SILVER MOON
Michael Hambelton & the First National Band, RCA 44590 (Little League Game)

20 27 15 STONEY END
Frank Stewart, Columbia 4-4038 (Tuna)

18 11 11 REMEMBER ME
Shirley Rogers, Columbia 4-4039 (Juke Box)

29 18 9 FOR THE GOOD TIMES
Mike Price, Columbia 4-4040 (Easton, BMI)

29 35 38 SLESH
Frank Benson, Columbia 4-4041 (Columbia, BMI)

24 24 24 SWET CAROLINE
Bert Kaempfert, Epic 31277 (Holyoke, ASCAP)

24 27 24 EVERYTHING IS GOOD ABOUT YOU
Lennart, Capitol 3900 (Scare)

21 25 21 FEELING AIN'T RIGHT
Henry Stone & Peter Slatkin, Reprise 3919 (Scare)

32 32 32 LOVE THE ONE YOU'VE
Stephen Stills, Atlantic 2778 (Golden Wolf)

46 25 13 MORNING
Jim Ed Brown, RCA Victor 47-0999 (Ohio BMI)

46 34 34 MORNING GIRL
Jim Ed Brown, RCA Victor 46-0046 (Amer. BMI)

40 18 19 BEING GREEN
Frank Sinatra, Reprise 1401 (CD, ASCAP)

36 36 36 PROBLEM CHILD
Mark Lindsay, Columbia 4-4042 (Scare)

37 28 28 LONELY DAYS
Billie Holiday, Columbia 4-4043 (Scare)

27 36 36 LONELY DAYS
Billie Holiday, Columbia 4-4043 (Scare)

18 18 18 MY HEART SAYS
Johnnie Ray, Columbia 4-4044 (Scare)

36 36 36 PROBLEM CHILD
Mark Lindsay, Columbia 4-4042 (Scare)

37 28 28 LONELY DAYS
Billie Holiday, Columbia 4-4043 (Scare)

18 18 18 MY HEART SAYS
Johnnie Ray, Columbia 4-4044 (Scare)

36 36 36 PROBLEM CHILD
Mark Lindley, Columbia 4-4042 (Scare)

37 28 28 LONELY DAYS
Billie Holiday, Columbia 4-4043 (Scare)
type some of it on Friday, some on Monday and Tuesday and even a day or two on Saturday and Sunday. New things keep happening all the time on all of those days, like Don Issa of Sono, who once called to say that we have a new station on the air, the station of KXO in Sacramento, Radio stations in Chile, like in many other countries, are now being forced by the government to increase their programming to at least 40 percent of the time. In Santiago, Eduardo Macdonald, manager of station Radio del Conde, said he didn't think the public was ready for such a rule; it's not even used in countries where it doesn't. Mexico is the only country in Latin America with a rule preventing more than a 20 percent increase in programming.

New personally at WABE-FM in Detroit, in the Parent's circle, has been named station manager of WOK, Detroit. Charles King, with WOK since 1966, has been appointed station manager. He says that the station is in the process of converting from an AM to FM. A new FM station is expected to be on the air within six months. King is a native of Detroit and has been a radio personality for several years. He is a member of the Detroit Radio Club and has been active in the industry for many years. He has also been involved in the Michigan Association of Broadcasters. He is a graduate of Wayne State University and has a degree in broadcasting. He lives in Detroit with his wife and two children. They have been married for 15 years.

Don Fleming, a 21-year veteran of radio, has been named station manager of WOK, Detroit. Fleming, who was a news director at WABE-FM in Detroit, will be based in Detroit. WOK, located at 1420 W. Jefferson St., has been on the air since 1939. Fleming, who has been with WABE-FM for 21 years, has been involved in the radio industry for over 30 years. He has been involved in news, sports, and talk programming. He has also been involved in community and civic affairs. Fleming is a native of Detroit and has a degree in broadcast journalism from Wayne State University. He lives in Detroit with his wife and two children. They have been married for 15 years.

Dave Randall is now doing music at KTDL, Denver. He is now doing the music on the show called "Two" and "One," which is the music show on the station. Dave Randall has been with the station for several years and is a well-known personality on the air. He is a native of Denver and has been in the music business for over 30 years. He has been involved in music programming, talent management, and music industry affairs. He is a member of the Denver Music Association and has been active in the industry for many years. He lives in Denver with his wife and two children. They have been married for 15 years.

For more information, please contact JOHN ROSS BILLBOARDS, INC. 3727 W. Jefferson St., Detroit, MI 48208 Phone: (313) 337-6600
DIONNE WARWICK and FLORENCE GREENBERG
Present

LESLEY UGGAMS

“I Just Can’t Help Believing
(This Time The Boy Is Gonna Stay)”
B/w “Love Is A Good Foundation”
lovingly produced by Dionne Warwick
On Sondas Records

Sond 6096

Distributed By
Scepter Records
254 West 54th Street, New York, N.Y. 10019 245-2170
Billboard Album Reviews

**POP**

**ELTON JOHN—Goodbye Yellow Brick Road**
Capitol 17057 [5]

This is another smash album for the Brit- ish rocker, and although it has more commercial appeal than the previous one, it lacks the depth and originality. John's songs are still catchy and upbeat, and his voice remains in fine form. A must-listen for fans of rock music.

**ELVIS PRESLEY—Love Me Tender**
 RCA Victor LSP 4460 [5]

This album is a perfect collection of Elvis's greatest hits, showcasing his incredible vocal range and musical talent. From the emotional love songs to the up-tempo rockers, each track is a classic in its own right.

**BEE GEOES—2 Years On**
 RCA Victor LSP 4460 [5]

The Gibb brothers were mightily welcomed back to records with their current top 10 single, "Lonely Days," included here. Their lush, highly melodic rock continues on "Love Is a Many-Splendored Thing," "Keep on Dancing Again," and the title song "Back Home." 

**THE HOLLIES—Moving Finger**
 Columbia CS 30240 [5]

This new album by the Hollies maintains, almost out of the blue, their former ability to produce cohesive, intelligent pop. The group's popular chart reporters, Bill "Baby" Cally and "Candy" Wilcox, are still very much present, and the album's tracks are remarkably well-produced and arranged.

**Pete Fountain—Swing Time**
RCA Victor LSP 4473 [5]

Fountain's clarinet is supported by a full rhythm section, with smooth, clean melody on such recent hits as "Mr. Broadway" and "Days of Wine and Roses." There is a hint of his classical roots in the well-performed "Hoe Down" medley, "Mambo No. 5," and "The Blues in a Moan." Arrangements are grand.

**ALCIDE JENkins—Love Story**
 Capitol ST 8079 [5]

Using the "Theme from Love Story" as a basis, ALCIDE JENkins has come up with a beautiful collection of songs that make up this highly successful album. His warm treatments of "Make it Easy on Yourself," "Longer" and "Theme from Romeo and Juliet" are just three of the highlights in this top commercial package.

**ED AMES—Bacharach and David**
 RCA Victor LSP 4455 [5]

A real powerhouse in the Top 10 is classic and unforgettable. From the first bars of "Can't Help Myself," his voice is in fine form. This album is a must-listen for fans of soul music.

**BILLY ANDERSON—Where Have All the Heroes Gone**
 Decca DL 7534 [5]

This is a package of powerful songs done in typical Country pride style. The music is thought provoking and reflective, and the lyrics are meaningful. Some of the best tracks include "Where Have All the Heroes Gone," "The Old Country" and "What It's Gonna Be Like." The vocals are warm and inviting.

**BOBBY ARNOLD—Witchcraft**
 RCA Victor LSP 4473 [5]

With equal potential for the pop as well as country charts, Arnold comes on strong with a blend of traditional package, country oriented, and including some of country's top recently revised singles. His version of "Witchcraft" is notably superior, and a nodding of the past Arnold hit, "I Was an Fool To Want You." Arrangements are grand.

**WOODY HERMAN—Moods**
 Credar LPS 845 [5]

The master conductor puts his skills and knowledge of the art of jazz into a highly meriting and powerfully sustained performance. He's able to get the swung, relaxed mood moving, the relaxed passage, and creates them with richness and feeling.

**FRANKIE HUBBARD—Straight Lifeline**
 RCA Victor LSP 4473 [5]

Hubbard has himself a young winner with his second LP. The album features modern jazz and bebop, using fresh material from the Moderns, who are giving them an electric big band touch.

**PAUL REA—The Day's as a Fool**
 Chappell LPS 547 [5]

This album is the second LP by this young, talented, and already well-established jazz saxophonist. He's a true talent, and his playing is a joy to hear.

**Johnny Cash—Hurt**
 Columbia CS 30240 [5]

This is a collection of some of Cash's most popular songs, including "I Walk the Line," "Folsom Prison Blues," and "Ring of Fire." The album is a must-listen for fans of classic country music.

**TCM**

**Elton John—Goodbye Yellow Brick Road**
Capitol 17057 [5]

The album is a collection of Elton John's greatest hits, showcasing his incredible vocal range and musical talent. From the emotional love songs to the up-tempo rockers, each track is a classic in its own right.
Japanese Awards to Grammophone, Victor

TOKYO — Nippon Grammophone and Victor of Japan have walked away with the top honors in the 12th Japan Record Grand Prix competition. The Grand Prix award winners for 1977 were: Victor Grammophone, for its release of "Koito no Nai" by Naka Kishi with "Kobo," and Nippon Grammophone's "National Dance," for The Shimmy Cha-Cha dance group's "Tsunami." The awards were presented at a ceremony held at the Grand Hotel in Tokyo last night. 

"Koito no Nai" was also awarded the Best Vocal Recording of the Year Award, while "National Dance" took the Best Performance Award. The best Male Vocal Recording of the Year Award went to "Little Girl," sung by Koji Murofushi. The Best Female Vocal Recording of the Year Award was won by "Weeping Woman," sung by Naoko Tsukamoto. The Best Group Performance of the Year Award was given to "Suite," performed by the group of the same name. The Best Instrumental Recording of the Year Award was awarded to "Music Box," performed by the group of the same name. The Best Classical Recording of the Year Award was given to "Romantic Melodies," performed by the group of the same name. The Best Jazz Recording of the Year Award was awarded to "Jazz Blues," a topper-sellling release in 1970 on Victor label.

---

**JOHANNESBURG**—Musical and musical director of RPM Records, Dan Hill, received his eighth gold disk from the South African Recording Industry Association (SACRA) in recognition of his contribution to the industry. The award was presented to him at a ceremony held at the SACRA offices in Maboneng. Hill has been with RPM for over five years and has been instrumental in the success of the company's various projects.

---

**PUERTO RICO**

Victor Borge appeared at the Gran Casino del Puerto Rico, San Juan, Hotel, where he performed a special show for the hotel's guests. The performance was well-received by the audience, who were impressed by Borge's unique and entertaining style.

---

**MILAN**

Orietta Berti (Pozzi), Caterina Cerneli (CBS-Sony), Gianni Morandi (Polydor) and Dino Merlin (CBS-Arista) have all been named among the most successful Italian artists of the year, according to a recent survey conducted by the Italian National Sound Publishers Association (ANSC). The survey, which is based on annual sales figures, has been carried out since 1966 and is considered to be the most accurate measure of an artist's popularity in Italy.

---

**ANTONIO CONTRERAS**

Philips, Polydor Sign Newell

LONDON — Producer Norman Newell has signed an exclusive worldwide deal to initiate production for both Polydor and Philips labels in Germany. Newell has previously worked with Polydor and Philips in the UK and has been involved in the production of several successful albums.

---

**Pym Dismisses 65 in Set-Up 'Streamline'**

LONDON—In what is described as a "steamroller" move in the music industry, EMI Records, U.K., has announced the dismissal of 65 employees, including 50 from its flagship label, EMI Records (EMI), and 15 from its subsidiary label, EMI Records (EMI) Records. The move is part of a wider restructuring of the company's operations.

---

**Johannesburg**—UNESCO and the International Music Council (UMC) have signed an agreement to promote music education in schools throughout the world. The agreement was signed in Paris by UNESCO Director-General Kevin V. and UMC President H. The agreement provides for the exchange of information and the development of joint programs to support music education in schools.

---

**Pennulm* 1st Out in S. Africa**

JOHANNESBURG — The **Pennulm J** made South African record history by topping the charts for six consecutive weeks. The song was written by renowned South African composer, B. C. Els, and was released by the label of the same name. The song was a huge hit in South Africa and was featured on several local radio stations.

---

**Forrest Quits To Go On Own**

JOHANNESBURG — Billy Forrest, formerly recording producer with Telephonic Records, has left the company, citing personal reasons. Forrest was responsible for producing several successful recordings for Telephonic, including "I Was Made for Lovin' You," which became a hit in South Africa.

---

**APARTMENT**

The apartment building has been sold to a developer who plans to convert it into a luxury condominium complex. The building was previously owned by a local developer who had planned to construct a hotel on the site.

---

**Philips, Polydor Sign Newell**

LONDON — Producer Norman Newell has signed an exclusive worldwide deal to initiate production for both Polydor and Philips labels in South Africa. Newell has previously worked with Polydor and Philips in the UK and has been involved in the production of several successful albums.

---

**Pym Dismisses 65 in Set-Up 'Streamline'**

LONDON—In what is described as a "steamroller" move in the music industry, EMI Records, U.K., has announced the dismissal of 65 employees, including 50 from its flagship label, EMI Records (EMI), and 15 from its subsidiary label, EMI Records (EMI) Records. The move is part of a wider restructuring of the company's operations.

---

**Johannesburg**—UNESCO and the International Music Council (UMC) have signed an agreement to promote music education in schools throughout the world. The agreement was signed in Paris by UNESCO Director-General Kevin V. and UMC President H. The agreement provides for the exchange of information and the development of joint programs to support music education in schools.
Cap Bows Maxi-Single to Tie In With Funk's Visit

LONDON—Capitol has released a maxi-single, with a playing time of 15 minutes, for use at the end of the last week of the label's top selling U.S. act, Grand Funk Railroad.

RM to Begin Rack Selling of Tapes Feb. 1

LONDON—Rack selling of cassettes and cassettes will be introduced by Record Merchandisers in an expansion of its marketing plan taking effect from Feb. 1. Initially, the tape albums will be available in all Woolworth's music center shops, already being served by the plan, as well as in those that have not yet been added, with EMI blank tapes "all certain" being made available as well. Each Woolworth store will stock upward of 400 tapes.

President Gets England Rights to Bang label

LONDON — President has secured U.K. rights to the U.S. Bang label and the first release will be Neil Diamond's "Solitary Man."

Sire-Bospel Holland Co.

NEW YORK—Dorothea Music NV, a joint venture formed by Sire Records and Bospel Music, will include its group of music publishing companies. Dorothea Music NV, will represent all companies in the Sire Blugue Discos Group in The Netherlands. Companies represented include: Blugue Discos (BLD), Bospel Music (BPM), Grove, Groove, Delta, and Axios (ASCAP) and Pantheon A.M. Inc.

Seymour Stein, Blugue Discos/Dorothea president, will leave this week for Amsterdam to complete publishing deals for Scandinavian countries and South America and territories.

International Executive Turntable

RCA has reorganized its commercial divisions following the acquisition of Philips as the company's marketing manager. Hampshire is responsible for creative services, personnel, and promotion. New release coordination, special releases, and press and public relations. Harnett, who joined RCA in 1963 as a vice president, is now in charge of RCA's "sales" department.

Gerry Haft has been named general manager of the Special Products Division, which is responsible for the development of new specialty products, including 45-rpm records, 33 1/3 records, and country recordings.

Haley & His Comets Customers

STOCKHOLM—Bill Haley has signed an exclusive worldwide recording contract with Capitol Records AB in Sweden. The deal, signed in Stockholm, was negotiated by Haley, his manager, Jolly Foley, and Swedish manager, James Heggstad. "This is Sonet's biggest step yet into the international market."

Haley has been under contract to Sonet for certain territories for the last year, but this is the first time he has signed a contract in Sweden. His first album under the new contract has been released in Sweden and is now available in the United States. His next album, "The World's Most Talkative Man," will be released in 1972.

Haley & His Comets Customers

Granada TV Label Debuts 1st LP Feb. 5

LONDON — Granada Television plans to enter the record business and the debut album on its label will be released Feb. 5. The album, "The King of Love," has been released by Granada label in the U.S. and will be distributed through EMI, the U.K. record label. The Granada label has recently been formed, and this latest effort is the company's debut in what Granada calls "a new entry into the record business."

The debut album release is "The Last Night of the Century - The Last Night of the Century - and I'm going to say goodbye to you all/"

The album has been recorded by Norman Newell and features David Hill, a 15-year-old Hill will appear on the show on "The Last Night of the Century - and I'm going to say goodbye to you all/"

Granada TV label will be mounting a sales campaign including a mailing of posters to dealers.

The Granada label has been contemplating an entry into the record industry for several months. The label was formed by a company owned by EMI and Mercury, the parent company of the label.

The second regional television company to enter the record business, is the Yorkshire Television company it launched a record label in the U.K. and is also involved in the distribution of music products through EMI.

President Gets England Rights to Bang label

LONDON — President has secured U.K. rights to the U.S. Bang label and the first release will be Neil Diamond's "Solitary Man."

The Bang label was launched by the late Bert Berns. President will also launch the label in the U.S. and his record label will be "The Best of Bang Records."

In turn, Bang in the U.S. will release the label as a single and "Black Skies Blue Eye" for the release of the label's first album. "The Best of Bang Records."

President has concluded a deal for the label's first album. "The Best of Bang Records."

Sire Group to Nippon Victor

NEW YORK — The Blugue Discos/Dorothea Music BV, a joint venture company, a division of Sire Records, has signed a contract with the Victor publishing company of Japan, which is owned by the group, to represent Victor in the U.S. The deal, effective immediately, includes all Sire-owned interests, including Blugue (ASCAP), Dorothea (BMI), Groove (ASCAP), and Pantheon (BMI).

Haley & His Comets Customers

Haley has been under contract to Sonet for certain territories for the last year, but this is the first time he has signed a contract in Sweden. His first album under the new contract has been released in Sweden and is now available in the United States. His next album, "The World's Most Talkative Man," will be released in 1972.
Welcome to Bad Manors

Bad Manors is a 120-year old mansion farmhouse situated on a hill overlooking Hamilton in Southern Ontario. It is also the home of six of the finest musicians you've ever heard. It is therefore not surprising that these six musicians, known as Crowbar, should title their first Daffodil album after the farm in which they live, love and play.

Crowbar are no strangers to Canadian airwaves. Members of Crowbar, along with musicians from the Full Tilt Boogie Band and Sea Train, contributed to the King Biscuit Boy's best-selling album, "Official Music." That album is now moving up the Billboard LP chart.

Crowbar's first album is on Daffodil (SBA-16004), distributed in Canada by Capitol. It's called "Bad Manors (Crowbar's Golden Hits, Volume 1.)" If you think the title's a bit cheeky, check out the album. Check it out anyway... it's one of the very few albums you'll want to take home to play after work.

You're all invited in!
U.S. Imports–Big Problems

Sieg Anderson, head of the Sweden Music AB, is not entirely optimistic about the prospects of the Swedish music industry for 1971.

"For the last three years business has increased by about 35 percent per year. If this trend will be maintained this year, it may be worth considering," he says.

The Swedish music industry is not as healthy as it should be and as the big labor unions are pressuring for better terms. One major problem is that it seems outside players are taking over the market, which is a problem in itself.

On tape, Anderson says that the market is only just beginning in Scandinavia. Supraphon introduced its first three cassette titles as a test market operation towards the end of last year and it is too early to predict how the market will develop.

Not An Easy Year

Cautionary Attitudes

By PEYRO DELCONTE

1970 was not an easy year for the Italian music industry. Despite expansion in the tape and LP market, sales declined sharply and local productions were badly hit. Because of this, most music publishers and record men are extremely cautious in their predictions for 1971.

Lucio Salvin, Ricordi promotion manager, says: "The immediate future in Italy is gloomy, even though there are signs of recovery some of the ground lost last year. Our policy will be to concentrate on expanding the LP market."

Roberto Galanti, assistant general manager of Polydor, says his company also plans to concentrate on LP production. "This is a good strategy, because it guarantees that the new Italian songs becomes known in other European countries."

Czechoslovakia

Disks Maintain Growth Rate, Tape Beginning

Josef Rothbauer, economic director of Supraphon Records, predicts that record sales will maintain their growth rate through 1971. Last year's growth was 40 percent, with 1969, he says. "What is particularly gratifying is that in contrast to the United States, tape production has continued to be prices, and if more record manufacturers were produced. He says that the industry is trying to solve the problem of limited pressing facilities by introducing more up-to-date production methods.

On tape, Rothbauer says that the market is only just opening. Supraphon introduced its first three cassette titles as a test market operation towards the end of last year and it is too early to predict how the market will develop.
First Onda Nueva World Festival
Caracas / January 28, 29 and 30th

General Director ALDEMARO ROMERO


Radio Caracas Television • Caracas, Venezuela

For Information in the United States:

ONDA NUEVA USA

1513 No. Cahuenga Blvd., Hollywood, Cal. 90028
(213) 465-0092

9033 Wilshire Blvd., Suite 303, Beverly Hills, Cal. 90211
(213) 278-8840
Johannesburg—The EMI purchase of Music for Pleasure here was for more than $1 million. Music for Pleasure has sold more than 200,000 low-priced albums in South Africa in the past two months.

The sale also covers Music for Pleasure’s interests in the U.K., Europe and South Africa. EMI already held 59 percent in Hamletton Cuts At Studio 3

TORONTO—Greg Hamletton, independent producer, was recently culling two leading West Coast acts for Studio 3 Productions. The groups are the Trials of Jayson Hoover and the Crosstown Rats.

Hamletton penned “I Am Lost Without You” for the Crosstown Rats, which will be released soon on Decca in the U.S. and MCA in Canada.

NEW RELEASES IN CANADA

TORONTO—New Canadian content released this week includes LP “Bad Manors (Crowbar’s Golden Hits, Volume One),”—Crowbar—Decca—SBA-10004 (U.S. release on Paramount); “High, Fast & Loose”—Lyn—Celebration in 1989 (no U.S. deal); “16 Tons”—Wayne Poyser—Celebration 1990 (no U.S. deal); “Carry Me”—Staplers—Music World Creations MWC 1009 (no U.S. deal); “Sunshine”—Sunny—I’d be Tuesday—Gar 104 (no U.S. deal).

GRUPO EDITORIAL

ARMONICO

The leading publishing company in Spain

Celebrates the 15th Anniversary of the formation of the Armonico Group

INTERNATIONAL HITS IN SPAIN . . .

by SIMON Y GARFUNKEL:

Bridge Over Troubled Water—Cecilia—The Boxer—Scarborough/Canticle, etc.

by THE ARCHIES:

Sugar, Sugar—Jingle Jangle—Señorita Rita—Who’s Your Baby—Sunshine Together We Two, etc.

by TOMMY ROE, BILL DEAL & THE RHONDELS,
JOE SOUTH, CLASSICS IV, B. J. THOMAS,
LYNN ANDERSON:

Dizzy—I’ve Been Hurt—Games People Play—Traces—Most of All—Rose Garden, etc.

by JOSE FELICIANO, LEONARDO FAVIO,
SANDRO, MINA, PIERO FOCACCIA:

Susie Q—Fiesta mia un verano—Quiero llenarme de ti—Voy a pintar las paredes con tu nombre—Insieme—Permette Signora, etc.

Great National Hits by . . . PERET—LOS ALBAS—LOS JUNIOR’S—LOS CINCO MUSICALES, etc.

Head Office:
Rambla Catalana, 10-3º
BARCELONA, 7

Branch:
Avda. José Antonio, 31-5ª planta-despacho 1
MADRID, 13

JANUARY 23, 1971, BILLBOARD
MOTOWN’S FIRST NUMBER 1 MILLION SELLER
(of our second decade)

“If I Were Your Woman”
Gladys Knight & The Pips
(S-35078)

Are you into it as heavy as you should be?
<table>
<thead>
<tr>
<th>Week Ending</th>
<th>ARTIST</th>
<th>Title, Label, Number (Distribution Label)</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>本周</td>
<td>GEORGE HARRISON</td>
<td>All Things Must Pass</td>
<td>Apple STAX 259</td>
</tr>
<tr>
<td>05/30/71</td>
<td>SANTANA</td>
<td>Abraxas</td>
<td>Columbia 33C9130</td>
</tr>
<tr>
<td>05/30/71</td>
<td>JESUS CHRIST, SUPERSTAR Various Artists</td>
<td>Patsy Cline单曲</td>
<td>Decca 2562A</td>
</tr>
<tr>
<td>05/30/71</td>
<td>SLY &amp; THE FAMILY STONE</td>
<td>Greatest Hits</td>
<td>Live at the Apollo 3092</td>
</tr>
<tr>
<td>05/30/71</td>
<td>THE PARTRIDGE FAMILY Album Bell 4000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>05/30/71</td>
<td>CREDENCE CLEARWATER REVIVAL</td>
<td>Pendulum</td>
<td>Liberty 6-423</td>
</tr>
<tr>
<td>05/30/71</td>
<td>GRAND Funk Railway</td>
<td>Live Album</td>
<td>Capitol D-653</td>
</tr>
<tr>
<td>05/30/71</td>
<td>JOHN LENNON/PLASTIC ONO BAND</td>
<td>Live at the Whisky A-Go-Go</td>
<td>Apple SM 3732</td>
</tr>
<tr>
<td>05/30/71</td>
<td>LED Zeppelin III</td>
<td>Atlantic 2007</td>
<td></td>
</tr>
<tr>
<td>05/30/71</td>
<td>STEPHEN STILLS</td>
<td>Atlanta 7-3720</td>
<td></td>
</tr>
<tr>
<td>05/30/71</td>
<td>ELTON JOHN</td>
<td>Turn Off the Light</td>
<td>Uni 79040</td>
</tr>
<tr>
<td>05/30/71</td>
<td>CHICAGO</td>
<td>Columbia K8-8</td>
<td></td>
</tr>
<tr>
<td>05/30/71</td>
<td>JAMES TAYLOR</td>
<td>Sweet Baby James</td>
<td>Warner Bros. 14-163</td>
</tr>
<tr>
<td>05/30/71</td>
<td>CARPENTERS</td>
<td>Close to You</td>
<td>A&amp;M SP 4273</td>
</tr>
<tr>
<td>05/30/71</td>
<td>JEFFERSON AIRPLANE</td>
<td>White Rabbit</td>
<td>RCA Victor LSP 4469</td>
</tr>
<tr>
<td>05/30/71</td>
<td>THREE DOG NIGHT</td>
<td>Natural Born Thrillers</td>
<td>Dunhill DKS 30038</td>
</tr>
</tbody>
</table>
|05/30/71 | ISAAC HAYES | To Be Continued | Enterprise ENS 1014 (Star/Vol)
|05/30/71 | JUDY COLLINS | Wildflowers & Nightingales | Elektra ESK 76701 |
|05/30/71 | JACKSON 5 | Third Album | Motown M-716 |
|05/30/71 | PAUL RANKNER & THE JEFFERSON STARSHIP | Blows Against the Empire | RCA Victor LSP 4448 |
|05/30/71 | FIFTH DIMENSION | Portrait | Bell 4045 |
|05/30/71 | TEN YEARS AFTER | Miami | Dunhill DKS 30038 |
|05/30/71 | WOODSTOCK | Woodstock | Capitol ST 3600 |
|05/30/71 | NEIL YOUNG | After the Goldrush | Reprise RS 3633 |
|05/30/71 | CHICAGO TRANSIT AUTHORITY | Columbia GP 8 |
|05/30/71 | LOVE STORY | Soundtrack | Paramount 52002 |
|05/30/71 | NEIL DIAMOND | Tap Root Manuscript | Uni 20021 |
|05/30/71 | ELTON JOHN | Turn Back the Clock | Uni 79056 |
|05/30/71 | EMMET RHODES | Roller Derby | Dunhill DKS 30038 |
|05/30/71 | WHO | Tommy | Track Records TR-416 |
|05/30/71 | GRAND Funk Railroad | Collector | Motown M-716 |
|05/30/71 | NANDI WILSON | Now I Am a Woman | Capitol ST 577 |
|05/30/71 | MAMIE HARRISON | A Tribute to the Dead Beats Fiddle Player In the World | Liberty LP 1370 |
|05/30/71 | LINDA RONSTADT | Rose Garden | Columbia CL 1031 |
|05/30/71 | BOB, B. KING | Louisiana Sweets | Indianna Mississipi Seeds ARK ARK 213 |
|05/30/71 | PERRY COMO | If It's Impossible | RCA Victor LSP 4427 |
|05/30/71 | ROBERTA FLACK | What's Going On | Atlantic 5000 |
|05/30/71 | ROLLING STONES | Get Yer Ya-Ya Out | London MPS 5 |
|05/30/71 | DIANA ROSS & THE SUPREMES | Everything Is Everything | Motown HS 733 |
|05/30/71 | BYRD | (Untitled) | Capitol ST 10327 |
|05/30/71 | TEMPTATIONS | Greatest Hits | Motown M-716 |
|05/30/71 | JOE COCKER | Mad Dogs & Englishmen | A&M SP 3003 |
|05/30/71 | SUPREMES | New Ways But Love Stays | Motown M-716 |
|05/30/71 | JOHNNY CASH | Sing! | Columbia CL 1030 |
|05/30/71 | THE JAZZ SCENE BOOK & RECORD | Original TV Cast | Columbia CL 1030 |

(Continued on page 72)
Waiting...
Waiting for Lefty
Waiting for Godot
Waitin' in your Welfare Line
Waiting for Ships That Never Come In
Waiting...

Waitin' On You.

Waitin' On You, a new single from Dave Mason.
Waitin' On You, Blue Thumb number 7122.
Waitin' On You, now waiting.

From the man who is Alone Together.
**Spotlight Singles**

**Top 20 Pop Spotlight**

Spots predicted to reach the top 20 of the HOT 100 chart.

**Top Country**

Spots predicted to reach the top 20 of the HOT COUNTRY SONGS chart.

**Charley Pride—"I'd Rather Love You" (2:46)**

(Prod. Jack Clement; Writers: Francis Albert, Johnny Duncan; this ballad beauty and Charley Pride wins one of his best performances. Rated right for the No. 1 spot. E.P.: "Charley Pride"")

**Jean Shepherd—"With His Hand in Mine" (2:45)**

(Prod. Larry Butler; Writers: Allen Butler; Coca-Cola/Twig; Charm; follow-up to his giant "Another Lonely Night" hit; it's one of the most moving material and an emotional headliner intended for the No. 1 spot. E.P.: "Charm"")

**Susan Raye—"La. International Airport" (2:48)**

(Prod. Scott; (Scott) (Scott) (Scott) (Scott); "Will you be there tonight?" with more power potential and ballad potential, it's one of the most exciting material ever at this skillful vocalist. E.P.: "Please Buy My Flowers")

**Jerry Wallace—"After You" (3:07)**

(Prod. Joe E. Johnson; Writers: Alonzo Johnson; (4 Star); Wallace known in the Deca label with one of his first disk performances ever, touching ballad, given a very high potential and a big hit, E.P.: "Jive Sensation"")

**Derek Curless—"Juke Box Man" (2:36)**

(Prod. George Butler; Writers: Derrek Raw; Trim; Curless follows his No. 1 hit "Don't Do It" on chart, with more material and ballad potential, it's one of the most exciting potential with this vocalist. E.P.: "Please Buy My Flowers"")

**Chart**

Spots predicted to reach the Hot Country Singles chart.

**Jan Howard—"Marriage Has Ruined More Good Love Affairs (2:33)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Lester Flatt—"I Can't Tell You Baby" (2:33)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Margie Bowles—"The Man" (2:41)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Brenda Byars—"Heartwood" (2:39)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Bobby Brown—"Love Me If You Can" (2:31)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Lloyd Green—"Midnight Silence" (2:41)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Spotlight Singers**

Spots predicted to reach the Top 20 of the Top Selling Soul Singles chart.

**Jackie J—"Mama's Pearl" (See Pop Pick)**

**Ike & Tina Turner—"Propped" (See Pop Pick)**

**O.C. Smith—"Hold On To Your Love" (2:36)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Glen Leavitt—"You Brought Out the Good in Me" (2:25)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Artistic—"(I Want You to) Make My Life Over" (3:02)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Chart**

Spots predicted to reach the Hot Soul Singles chart.

**Lost Generation—"Dawn" (2:41)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Lee Lask—"Leave Me Your Love" (2:39)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**Ray Parker & the Shades of Madness—"You're Gonna Get" (3:54)**

(Prod. Ferrel; RCA; follow-up to his giant "Dawn" hit; it's one of the most exciting material ever at this skillful vocalist. E.P.: "Jive Sensation"")

**January 23, 1971, BILLBOARD**

*This record is predicted to reach the Top 40 Easy Listening Chart*

**Jackson 5—Mama's Pearl (3:09)**

(Prod. The Corporation; Writers: Corporation; E.P.: Motown; Group kicks off the year with another hit, a wild mixture of flavor, and a good mix of ballad, rock, and soul. E.P.: "Flip"")

**Gary Puckett—Keep the Customer Satisfied (2:40)**

(Prod. Richard Perry; Writers: Stonebridge; BMI; The Paul Stiles song batters with Stonebridge chart, winner for Puckett. E.P.: "Flip"")

**Derek and the Dominos—Bell Bottom Blues (3:14)**

(Prod. Tom Dowd & the Dominos; Writers: Clapton; BMI; E.P.: Clapton's new blues hits begin, a very good mix of rock and roll material. E.P.: "Flip"")

**Canned Heat—Wooly Bully (2:30)**

(Prod. Skip Spalding; Writers: David Seville; BMI; The group's past one hit, now a very good mix of rock and roll material. E.P.: "Flip"")

**Dusk—Angels (2:53)**

(Prod. Tom Dowd; Writers: Levine-Brown; BMI; Full of their first album, and this initial single called from that LP could easily break through on the Hot 100. Solid jazzy-oriented rocker with much potential. A.H.T.)

**Erik Andersen— (4:00)**

(Prod. Jack Tilton; Writers: Andner; BMI; An original hit is given a first rate performance by Andersen, and it should work with a vengeance. E.P.: "Jive Sensation"")

**Beach Boys—California Saga (3:54)**

(Prod. Mike Love; Writers: Love, Beach Boys; BMI; Another wild mix of flavor, and a good mix of ballad, rock, and soul. E.P.: "Flip"")

**Laurel Ward—When I Was a Freebird and You Were the Main Drag (2:50)**

(Prod. Mike Stoller; Writers: Stoller, BMI; Stoller's latest, a wild mixture of flavor, and a good mix of ballad, rock, and soul. E.P.: "Flip"")

**Soul Train—Theme From Love Story (2:03)**

(Prod. Steve Casella; Writers: Love Train, BMI; A very good mix of rock and roll material. E.P.: "Flip"")

**Eugene Williams— Theme From Love Story (2:03)**

(Prod. Steve Casella; Writers: Love Train, BMI; A very good mix of rock and roll material. E.P.: "Flip"")

**Dennis Brown—Lady (5:00)**

(Prod. F. Weinberg & Dreams; Writers: Weinberg; BMI; Good mix of flavor, and a good mix of ballad, rock, and soul. E.P.: "Flip"")

*www.americanradiohistory.com*
REDEYE

Including their hit single "Games" P204 from the Pentagram album PE10003.
Produced by Al Schmitt for Schmitt-Douglas Productions.

Distributed by Viva through MCA Distributing Corp., N.Y., N.Y.
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title, Label, Number (Distribution Label)</th>
<th>WEEKS</th>
<th>CHART</th>
<th>RANK</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOBBY SHERMAN</td>
<td>Here Comes Bobby, Vanguard V-33950</td>
<td>13</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>OTIS REDDING/JIM HENDRIX</td>
<td>Experience, Stax 8100</td>
<td>19</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>JIM NABORS</td>
<td>Spirit in the Dark, Capitol T 11501</td>
<td>21</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>BOBBY BROTHERS</td>
<td>Cold Blood, Chess CS 9011</td>
<td>1</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td>SARAH HARDIN</td>
<td>Four Tops, Epic E 30423 (Columbia)</td>
<td>16</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>THE MAMAS &amp; THE PAPAS</td>
<td>Bread, Epic E 30424 (Columbia)</td>
<td>25</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>BILLY BRANDON</td>
<td>Jornal Menodes &amp; Brazil '66, s/n</td>
<td>7</td>
<td>1</td>
<td>7</td>
</tr>
<tr>
<td>BOBBY SHERMAN</td>
<td>Three Dog Night, Capitol T 11501</td>
<td>61</td>
<td>1</td>
<td>8</td>
</tr>
<tr>
<td>JAMES HAYES</td>
<td>Boogie Woogie Man, Liberty LST 1026</td>
<td>13</td>
<td>1</td>
<td>9</td>
</tr>
<tr>
<td>PAUL BEATON</td>
<td>Raindrops, RCA Victor LSP-1800</td>
<td>7</td>
<td>1</td>
<td>10</td>
</tr>
<tr>
<td>THE CRIPPLES</td>
<td>The Power of Love, Elektra K 456</td>
<td>7</td>
<td>1</td>
<td>11</td>
</tr>
<tr>
<td>BOBBY SHERMAN</td>
<td>Let's Stay Together, Capitol T 11501</td>
<td>3</td>
<td>1</td>
<td>12</td>
</tr>
<tr>
<td>BOBBY BROTHERS</td>
<td>Story of alee, Chess CS 9011</td>
<td>1</td>
<td>1</td>
<td>13</td>
</tr>
<tr>
<td>THE MAMAS &amp; THE PAPAS</td>
<td>The Movement, Capitol T</td>
<td>5</td>
<td>1</td>
<td>14</td>
</tr>
<tr>
<td>JOHNNY FEANLEY</td>
<td>I'll Be There, Epic E 30427 (Columbia)</td>
<td>1</td>
<td>1</td>
<td>15</td>
</tr>
<tr>
<td>JOHNNY FEANLEY</td>
<td>I'll Be There, Epic E 30427 (Columbia)</td>
<td>1</td>
<td>1</td>
<td>16</td>
</tr>
</tbody>
</table>

**Note:** The table above contains the Billboard Top LP's chart for the week ending January 23, 1971, listing artists, album titles, labels, and weeks on the chart. The chart is sorted by rank with the highest rank at the top. The chart includes a wide variety of artists and genres, reflecting the diversity of music popular at the time.
Poco's always been known for the exuberance of their performances. And now everyone is going to hear one.
Poco, "Deliverin'": a live album that has five new songs. Plus two Buffalo Springfield tunes that they've never recorded.

POCO. "DELIVERIN'" A LIVE, NEW ALBUM ON EPIC RECORDS AND TAPES
Ramsey Lewis to Get Major Promotional Drive by GRT

NEW YORK—GRT Records will launch a major promotional campaign this year for pianist Ramsey Lewis who celebrates a 15-year association with the company and its subsidiaries.

The Lewis promotion, to be introduced at GRT’s New York City sales offices, will include at least four new albums on the Capitol label. The promotional program will feature four displays, a national college tour coordinator, a window display, and a television exposure, point of purchase displays and incentive programs are included in the campaign. GRT’s tape division will also be involved in the promotion.

The first Ramsey Lewis album to be released in 1971 is "Back to the Roots." For a late February release, the LP marks the reunion of Lewis with Edmond Edwards, now vice president of Capitol Records, who produced the LP with Lewis.

Portable Music is Co-Pub of 'Sunny'

NEW YORK—"Sunny," the one-off hit single added to its list of tunes which includes two million plus selling albums published by Portable Music, which has its new own subsidiary, Emarcy Music.

Billboard's report on the million performance scene in the Jan. 9 issue credited Emarcy only.

Cash Flow Problem

Continued from page 62

House, sees continued expansion for the music industry in 1971. "And the only problem I see is that finding enough capable people to handle the increased volume of business," he says.

He also predicts substantial growth of prerecorded tapes.

Executive Turntable

Continued from page 5

in 1965 as a promotion man. . . . K. White Sonner has been appointed marketing vice president of GRT Music Tapes succeeding Chris Cohn, who resigned.

Charles A. Barratt has resigned as Capitol Records eastern publicity manager to return to Hollywood, Miss Harrie Schwartz, head of East Coast publicity, A&M Records, has left the company. She was previously with Atlantic Records.

Larry Grossberg named vice president, sales, Martin Audio Corp. of America. Previously he served as eastern regional manager, Ferwood Corp., . . . Lee (Ben) Wilson named field engineer, TEAC Corp., of America. He was previously with Sango Electronics as a factory representative and was a member of Communications . . . Joel D. Gordon named advertising promotion coordinator, Pickering and Co., manufacturer of magnetic phonograph cartridges and recording stylus.

Steve Lappin has been appointed U.S. representative of the European Billboard publications, Record Mirror, Record Tape Retailer, World Radio & TV Handbook and How to Listen to the World.

Lappin will work out of Billboard's Los Angeles office and will co-ordinate editorial and advertising services in the U.S. Initially Lappin will develop the American circulation of the European publications.

Another new appointment to Record Mirror is that of Michael Clare, who, following the paper's recently announced involvement in country music, has been named country music editor. Clare, who is managing editor of Record Retailer, is an acknowledged authority on country music.

In the past, Edwards produced "The In-Crowd," "Hang On Sloopy," and "Nancy in the Water" for Lewis.

A double record set listing five tracks each will be released in the fall of this year. This package will include 15 years of the hit material that has come to define the sound of Ramsey Lewis, GRT plans to release at least one other Lewis album before the end of 1971.

According to Len Levy, head of the GRT Record Group, each album will receive extensive merchandising support under the direction of Arnie Orman, the company’s vice president for marketing.

Portion of purchase material is being prepared including bumper strips, and window and counter displays, radio and cop-op ads will be placed in major markets.

A carefully prepared Ramsey Lewis press kit, including a sampler record, a complete discography, an updated biography, a fold-out material, will be given away to registrants at the GRT convention in February. Lewis' forthcoming collection tour will feature one-night only concerts, and advertising and promotion behind the scenes will be handled by the company's representatives, local Chessa distributors, their public relations firm, and Lewis' staff.

Sire, Polydor Distribute

Continued from page 3

uropean trip. At MIDEM, he hopes to conclude several foreign deals, including one with a leading French em- pire, to plan Sire releases in Europe. In England, Stein will meet with his Blue Horizon partners, Richard and Mike Vennar, and several special friends of the London music scene. Stein will also stop off in Amsterdam to supervise new sessions by Focus to be produced by group members Jan Akkerman, Vangelis, and Lou Reed.

Bang: Distribution Deals Set Up

NEW YORK—Bang Records, headed by Edgingsh, has completed distribution deals with GRT of Canada, Bellaphon of West Germany, Dueco of The Netherlands, Inter-Continental Records, South Africa, and EMI in Australia. In addition, Web IV Music, the pub- lisher of "The 400 Blows," has signed for all foreign publishing deals.

Just Sunshine Exec On Overseas Trip

NEW YORK—Mike Lang, president and chief executive officer of Just Sunshine Records, has left for Europe on a three-week tour to meet with foreign publishers and concert promoters and to attend the Live Music Association. He also plans to see European tours for his artists. Lang, who is also GRT’s president, has a new record distribution deal with Paramount Records, will visit Paris, London, and cities in Germany.

Cop Closes Dept.

Continued from page 17

Donohew had initiated being at the company since he was 18 years old. Now he is in the company’s department, remains one of the label’s contacts with television and hence the CTV medium.

Bid to Go Public

Continued from page 10

services for the production, editing, completion and duplication of music programs designed for the entertainment, educational and industrial TV markets.

By ED OCHS

When Gene heard, third-hand, that "a writer from New York" was setting up to write his liner notes, he must have figured he was going to be handed a melancholy obituary that would drop out of sight. You can hide without much trouble inHalfax in going to bed early, but Gene managed to look natural, manage to make a few frantic phone calls. I know one of those calls went to Andy, for it was Andy who told me that Gene was going to be joining us. "Listen, if a guy named Ed Ochs comes to the studio, don’t let him in. I think he’s a writer from New York." Or something like that.

Ordinarily, no matter what it is, I am not particularly good at remembering names. Or dates. Or things. Yet I can remember that phone number, because it was a phone number that was long and, in my case, to me, a reason to be heard. And, finally, I can remember that the name of the studio was Baltic, because I was at the studio when I was told this.

A FEW HOURS after New York, beyond its dwarf gravitational pull, "The City" drifts away like the island that it is. Fillmore East becomes an FM version of Radio City Music Hall where rock, instead of Rockettes, draws crowds looking for sensations. Another colorless weekend. But rock is in the city, inside the breaking brown wall as assault into the city street. The sun is out into wrecked streets. It is still raining, and it’s all there in the gutter. Some who have been grudgingly grown groaning from the frosted fall floor of Prince Edward Island as a potato picker. He has played the tough bars and country halls of northern Europe where the rain came to him. Yet he has not turned to hide, he is so vulnerable and cries at the void of answers. Beside him, you stand naked, clean and simple. Re- flecting, a man whose head is filled with the politics of Babylon, where everything is nothing and nothing is everything. It is a compelling, destructive equation, the story of the moment where you wake up and see yourself.

THREE DAYS I waited, though they were not needed, in Halifax, waiting for a month to pass before the tapse drink cold beer to keep cool, cold as the frozen winds from the lonely north. By the moors, a torn piece of fog floats by with a ghastly cry, a splash against the double drums of the Spirit. The plane is waiting. It speaks to me of leaving. Good-bye, my friends. Beside, a string of lights from the other city, leading off in the distance, a string of lights that won’t have the tears of Spirit, will be in your eyes. I am above it all now, breaking off a curve of the earth. Am I dropping from the ceiling like a spider from the web on a thread of illusion? Can’t you imagine the world spinning round and round?

RCA, Others Raising Prices

Continued from page 1

Distributors, appraised of the increases, generally took the view that prices will not be more difficult to make ends meet. One wholesaler remarked that the increases will not very well pass on the increases to the retail level, because that would put him in a disadvantage with his competitors. Another distributor noted that even here, certain retailers had gone up, and new charges might be made that much more to his burden.

Other labels are known to be considering similar increases.

Tele-Cassette Busy

Continued from page 17

$1000 and 10 percent after that. Major name stars would receive more. "We all know there are no ground rules now," Mrs. Ross told me. "There’s a lot more everything." The two spoke of having 60 projects on paper and in various stages of processing. The company was formed last July and has been aggressively planning ever since. Their plans include the production of an original show. They have spoken about possibly putting this show in Motoro-Dyne, AVEO, Philips, Sony and Tele-dian-British-Decca-Telefunken.

Kelly Is Optimistic

Continued from page 14

bass, but there were some good aspects. The show didn’t start at 8 p.m., but I think everybody could have done the same. One thing, the consumer became more selective, and the manufacturers found that with the money, they could get the good sound, a lot better than the average. I think it’s still a time to be a step ahead of the market with a product, and I think we’re there.”
In today’s economy, you need all the Friends you can get.

You need Friends who can play New York’s Copa and get reviews like Billboard’s: “...their potent vocalization is excellently matched to an excitingly choreographed presentation.”

You need Friends who can earn Gold Records with dynamic songs like “Grazing in the Grass” and “Going in Circles.”

You need Friends who can follow action like this with another single, “I Need You,” that’s headed for the top.

Today more than ever, you need The Friends of Distinction.

The Friends of Distinction
“I Need You” #74-0416
Produced by James William Guercio

Presenting the third 2-million album set from Chicago.

On Columbia Records® and Tapes.

www.americanradiohistory.com