Peer-Southern Sets U.S. & Can. Labels
By PAUL ACKERMAN

NEW YORK — The Peer-Southern Organization will enter the recording field in the United States and Canada, according to Mrs. Monique Peer, president. The labels’ names, artist roster and distribution arrangements will be announced shortly. Initial recordings are expected to be on the market within two months.

Mrs. Peer added that the record venture would add to the strength of the firm’s publishing operation by opening additional avenues. She said: “We are committed to maintain our position as the leading international publishing house and to continue to provide service to every record company in every country on behalf of Peer-Southern’s large family of composers.” The subsidiary firm will be professionally independent of the publishing staff.

Peer-Southern has a label in England, Scandinavia and Japan.

East Makes Big MIDEM Splash
CANNES—The East European countries were strongly represented at MIDEM this year. Companies from Bulgaria, Czechoslovakia, Hungary, Poland, Romania, Yugoslavia and the Soviet Union participated.

Paget of Poland made more than 60 new contacts with foreign companies and confirmed 20 entries for the Sopot International Song Festival in August.

NARM Spurs Drive As Total Trade Unit
NEW YORK — Increasingly, NARM takes on the aspect of a total industry organization and an industry sounding board as it nears its upcoming annual convention at the Century Plaza Hotel, Los Angeles, Feb. 26—March 3.

The organization’s board and its executive director, Jules Mahamad, have stepped up NARM’s involvement in many aspects of the recording and music industry, far beyond the confines of record merchandising or rack jobbing, the organization’s original raison d’etre.

IMIC to Demonstrate Two Recording Impact Makers
NEW YORK — The third annual International Music Industry Conference will highlight demonstrations of two new technological developments that are beginning to make impact on the recording scene. The demonstrations are part of IMIC’s program to brief registrants on intellectual as well as technological levels. IMIC will be held June 6-12 in Montreux, Switzerland.

The technological demonstrations will center on the Doly.

Taylor-Made Disks, Songs Grab Action
By MIKE GROSS

NEW YORK—James Taylor is emerging as the hottest composer-performer of 1971. The Taylor songs are beginning to get wide disk play from performers covering the broad range of the music spectrum and his own disks are taking a strong hold of the best seller charts.

The disk rush to Taylor’s music continues.

Col Club ‘Exclusive’ Fight Ends
By MILDELD HALL

WASHINGTON — A provisional consent order banning all forms of exclusivity in Columbia Records Club contracts with outside record and tape manufacturers has been agreed upon by the Federal Trade Commission. The record will remain open for comments during a 30-day period, after which the FTC will decide on final acceptance. (Rejection of an order is a rarity and held highly unlikely by the FTC attorneys in the case.)

Except for the new specific inclusion of tapes in the order made last week, it is much the same as the 1967 order against the parent Columbia Broadcasting System. This permitted likening of outside labels by the Columbia Club, but banned any such action.

The order starts on Page 70.

NAB Tells Disks: Print the Words
By CLAUDE HALL

LA QUINTA, Calif.—A resolution asking record companies to supply printed lyrics with all records sent to radio stations has been passed by an “overwhelming” vote of the board of directors of the National Association of Broadcasters.

The board of directors of the NAB, which has nearly 3,400 radio members, in a meeting here last week resolved that both singles and albums sent to radio stations as of May 1 should be accompanied by printed lyrics.

Charlie Stone, head of radio of the NAB, said that record manufacturers will be asked to send letters to the various executives of the NAB and the Recording Industry Association of America to send lyrics with the records.

Small Radio, Label Battle
By EARL PAIGE

CHICAGO — Small market stations, complaining bitterly about poor record service, and label promotion men, unable to service them because of higher operating costs, confronted each other here yesterday in the first Midwest Music Conclave. The one-day gathering, organized by record promoter Paul Galli, of about 200 radio and record people, produced a meeting which was characterized by high comedy and tense rhetoric.

Bonded Services In CTV Field Entry
By LEE ZHITO

NEW YORK—Bonded Services, world’s largest film distribution-storage firm, is entering the cartridge television field by offering duplication, cartridge lending and distribution services to TV producers.

Martin, Bonded’s marketing vice president, told Billboard, Bonded is a division of Novo Corp. (Amex).

Kolman is contacting the various CTV firms in the initial stage of establishing distribution arrangements. The number of different configurations in the field, Kolman said, makes it necessary for the software producer to be assured of having his product reach the marketplace in the various versions to meet the consumers’ anticipated demand.

Thus, the firm that has software available for sale or rental will have to have its tape available in the various configurations if it is to achieve maximum market potential.

Bonded, Kolman said, will be geared to handle CTV product as a duplicator in all CTV configurations (with possible exception of CBS EVR and RCA SelectVision), will have it loaded in the proper cartridges, and arrange to have these....
Paul Kantner
and
Jefferson Starship
announce
"A Child Is Coming"
b/w "Let's Go Together"
from the album
"Blows Against the Empire"
LSP-4448  PBS-1654  PK-1654  TP3-1064
MOA Meeting Shifted From Nashville to D.C.

CHICAGO—Music Operators of America (MOA), the national organization of jukebox opera-
tors, will meet here Monday instead of con-
ting in Washington, instead of Nashville as previously reported. The switch was termed "a precautionary measure" because of MOA's battle against the proposed copyright revision law.

MOA, which opposes a $1 per jukebox per year royalty, a 50-cent per jukebox registration fee, and a periodic review of royalty fees, has set no date. Executive vice-

Progress Distributors, A New Co., Formed

CLEVELAND—Progress Distributing Company, a new independent distributor serving the Ohio and Pittsburgh area, has begun opera-
tions here. R. S. Simone, former vice president and general man-
er for Main Line Records, and Noble Clark, is manager of the new company.

The company represents Metromedia and Cream.

D.C. Hi-Fi Show Puts Progress on Display

WASHINGTON—The 1971 Washington Hi-Fi show will take a large leap in the degree of sound in its upcoming show, Feb. 12-15. The show will move more in the direction of progressive rock, although classical records and tapes will also be used. Technologically, it will feature four-channel "total surround" sound, and a new "Muse" multi-channel compositer device, "Muse," priced and geared ($300) for home use and a mass consumer market.

The show will be strongly in-
ternational, and the manage-
ment expects attendance to top the 1970 total of 22,000 visitors.
Mere than 60 exhibitors are booked into the 80 rooms of the Willard Hotel in Washing-
ton, which is only a block from the White House.

Muse, the music-producing computer, brainchild of two MIT professors, is being intro-
duced by Harold M. Fisher & Co. The"Muse" is designed to show the world how to be able to play it by ear.

Four-channel stereo's total surround sound will be demonstr-
ated by Dynaco, Electro-Voice, Fisher, Harmon-Kardon, H.E. Scott and TEAC. And the four-channel stereophonic broadcast over a single radio station will be put on by WASH-FM, which will be

Buddha Sues Paramount, Melanie for $25 Million

NEW YORK—Buddah Records and its affiliated music publishing wing have filed a $25 million suit against Para-
mount Records and its publish-
ing arm against Melanie, and others. The suit, filed in N.Y. Supreme Court, charges Para-
mount to have induced Mel-

According to the suit, on Oct. 15, 1970, Melanie's original contract was due to expire and Buddah had exercised options the past two years. Buddah also alleged Melanie was being "Promoting and recording and publicizing" Melissa prior to Jan. 1970, and $300,000 since.

"We intend to keep the mar-
\ntests we have already captured," he said, "and go after the other markets." He added that Nash-

d is needed to be recognized as a true talent.

He plans to release at once 12 LPS, some of it gathering from Moshe and Parker. These is a combined album by Johnny Cash and Jerry Lewis singing Hank Williams songs.

The album also is being put-
together by Clifford Jackson, U.S. Apple Corp., The Opposite Sex, McNicol, Bergen White, David Allen Coe, The Gentrys, Calvin

EDITORIAL

Seal of Approval

The fifth MIDEM, which closed its doors on Jan. 22, was probably the most successful and efficiently run of all.

Notwithstanding the organizational flaws and the minor disasters which have seemed the traditional fare of the In-
ternational Record and Music Publishing Market is unquestionably a gigantic success and an indispensable meeting for the music industry worldwide.

From the inaugural event five years ago, people have been saying that MIDEM would never make it around, the combined lure of (more or less) sunny Cannes and the prospect of meeting so many industry friends and associates prove irresistible to the music world.

For major companies with product and copyrights locked up for the whole world, the interest is perhaps larger than that of smaller companies—

MIDEM is of incomparable value.

Even if it is impossible to set a value on the amount of business done, it is quite clear from the growing attendance figures over the years that the international music industry has given an unprecedented boost to Mediterranean tourism. A record 10,000 participants in 1967: 3,000 in 1968; 5,500 in 1969; 4,000 in 1970 and this year, 4,500.

(Continued on page 78)

Granny Entries Flavored

Sun, A New Day. For example, works by Hector Beri-

lou, Charles Ives and Gustav Mahler are performed as frequently as those by Johannes Brahms, Beethoven or Schubert. Although some jazz profes-

who, while jazz veterans like Duke Ellington, Johnny Hodges and Sonny Rollins have been on top Grammy honors with mod-

That the 1972 Grammy nomina-

Other Field

Covered in this year's Grammy are other specialized fields of music, such as country, where Grammy winner Johnny Cash is compet-

ing against Merle Haggard, Ray Price, Charlie Feathers and Jerry Reed, while Tammy Wyn-

the Grammy nominations, see page 12.

Simone, Clark Form Distrib

CLEVELAND—Veteran re-

The new Simone and Noble Clark have formed a new inde-
ed distributor firm here, Progress Record Distributing Co., to serve Ohio and the Pittsburgh area. Offices are at 2701 St.

Claire Ave. Simone was vice-president and sales manager of Main Line Records here until its recent acquisition by the Handle-

d the main line for Main Line for five years. Clark was buyer for Main Line for five years fol-

(Continued on page 78)

WB Moves Branch

LOS ANGELES — Warner Bros. Records has moved its branch from Burbank to the new office at 1100 Plaza Court. The facility is near the new Warner Bros. Records building. The new location will allow the company to handle nonexclusive tie-ups as well as the Alliance/Conrad entities and national sales.

FEBRUARY 6, 1971, BILLBOARD
Diamond Jim, Smith Co. Tie

LOS ANGELES—Diamond Jim Productions, headed by Jim Hilton and Robert W. Smith, has merged with General Audio. Hilton, who has been active on the West Coast, will remain with the new organization. Hilton, who has been active in the record industry, has been involved in various projects, including the successful promotion of the hit single "My Way," which was recorded by Frank Sinatra. The new company will be called Smith Productions and will be located at 4100 W. Olympic Blvd., Los Angeles. Hilton will serve as president and Smith will be vice president. The company will produce records and stage shows.

Purcell Again CMPE Chief

NEW YORK—Gerard W. Purcell, recently re-elected president of the Conference of Managers and Personnel Managers, is the new CMPE chief. Purcell has been active in the industry for many years and has served on the board of directors of the National Association of Record Merchandisers. He has also been involved in the production of many successful records, including "My Way," which was recorded by Frank Sinatra. Purcell is known for his innovative ideas and his ability to build strong relationships with artists and producers. His appointment as CMPE chief is expected to bring new energy and innovation to the industry.

Studio Track

By CLAUDE HALL

Shadow Morton has been named new president of Sonny Bono's Los Angeles, Ca., producing company, which produces a new album of the hit single "My Way." Morton, who has been active in the music industry for many years, has been involved in the production of a number of successful records, including "My Way," which was recorded by Frank Sinatra. His appointment is expected to bring new energy and innovation to the company.

Dickson Named U.S. Distrib of Lunar

NEW YORK—Dickson Productions Ltd., a national record distributor, has signed a long-term contract with Lunar Records Ltd., a Republic Records company. The agreement will allow Dickson to distribute the company's repertoire, which includes records by artists such as Bruce Springsteen and Jimmy Buffett. The deal is expected to increase Dickson's market share and provide a wider distribution network for Lunar Records' artists.

In This Issue

In the continuing trend to turn music into pre-recorded cassette tapes, more artists are releasing their own work on cassette instead of attempting to sell it on the record company's system. The trend started with the release of "My Way," which was recorded by Frank Sinatra. Since then, many other artists have followed suit, including Elvis Presley and the Beatles. The trend is expected to continue as more artists realize the benefits of releasing their own work on cassette tapes.

Low-Budget Film Is Called Bad News for Music Trade

LOS ANGELES—The trend to low-budget pictures is detrimental to the music industry and to the future of soundtrack recordings, according to composer Ross Orotolani. The Italian composer was here last week to score "The Hunting Party," with Candice Bergen. Orotolani, who whose "Till Love Comes Your Life," from the motion picture "Madmen," is a contender for an Academy Award, feels that producers are turning more towards "pre-recorded" music in order to save money. "They're taking existing tracks and trying to fit them into motion pictures instead of hiring a composer to score a film," he says. "It's a simple economic reason—it's much cheaper to take existing material and build a soundtrack out of it instead of having original music penned.

"Probably the prime example was "Easy Rider." The professional musician is rapidly finding himself with less work and music to score because of this trend," Orotolani says. "I'm not saying all pre-recorded music is bad, but I'm warning producers that the music business is in danger,

IMIC Shows

* Continued from page 1

IMIC system and quadrasonic sound. Ray Dolby, president of Dolby Labs, will speak on the Dolby System, a device which reduces noise in low-speed tape (i.e., cassette). Dolby will explain the system, tell where it has been used, and relate the impact of its use on sales.

The demonstration of quadrasonic sound will be presented by Brad Miller, president of Mobile Fidelity Productions, Inc., and K. Michael Smith, president of National Soundmasters. The demonstration will touch on the future of quadrasonic sound and its acceptance by the consumer.

The demonstrations will be given in the evening; any studio man or woman registrants will be invited.

B'nai B'rith Plans Talk on Piracy

NEW YORK—"The Menace of Music Piracy" will be the topic at the meeting of the B'nai B'rith Music and Performing Arts Lodge Monday (1). Moderator of the meeting will be B'nai B'rith's Director of Education, Dr. Jules Yarnell, representing the Recording Industry Association of America.

Also on the agenda is a report by Rabbi Louis Pickwick, international president of the Jewish Council of Rabbis, and Chairman of the Anti-Defamation League. Pickwick will discuss the progress of the fund-raising luncheon which will honor State Senator Frank G. Mather, Jr. and be held at the Capital Records, scheduled for Feb. 17 at the Hotel Pierre.

The Lodge meeting will be held at the Friar's Club.

For More Late News

See Page 78
20 million people saw the beginning of the new Andy Williams album.

For three weeks in a row, fans of the Andy Williams show saw Andy sing "(Where Do I Begin) Love Story," the first song on his new album. "Love Story" is an album of 11 great songs, including "My Sweet Lord," "Fire And Rain," "Rose Garden" and "I Think I Love You." And with all the people that already heard Andy sing the title song, you might say the album began before it was even released.

On Columbia Records® and Tapes.
CTI Opens New Disk Store Ties

By ROB GLASSBENG

NEW YORK—CTI Records is establishing a more personal relationship with record stores throughout the country, and we want to help our distributors to sell our product and help the record stores that need it," said Creed Taylor, president of the company.

According to Taylor, the myth that jazz doesn’t sell is not true. “Just because it’s a jazz record, sales have been on the rise for many years. Sales have been on the rise in the last three years in the vent of the jazz/rock bands and the like, but sales were on the rise even before those bands appeared.”

The catalog has just completed a distribution contract with Liberty/UA. His reason for setting the contract with Liberty/UA is that the label has experience in selling jazz products through their dealers. “We are trying to take advantage of the jazz market in the Pacific West,” Taylor said. “And we think we can get this to the individual record stores and find out their needs in terms of what the proper distributor. The lack of interest and experience in selling jazz products or any kind of music is a problem for that matter, can greatly decrease or increase a record label’s success in today’s fast moving market.”

Taylor said the points of jazz sales, according to Taylor, are the South and Southwest. “I think there are opportunities in the South and the West for jazz sales, especially in the college campuses. The problem is that the distributors in those areas are primarily interested in promoting the hit and in selling them since that is what sells. Often, this type of distributor doesn’t know what to do with jazz on their product or he will show the product last. These people fail to handle jazz properly because of the belief that the jazz market is too small.”

Commercial promotions Jazz also has changing conditions around the country. There is a need to take various differences in understanding the term jazz in the Midwest, West, South, and Northeast. It is necessary to add, “when a jazz record sells well, it can no longer be jazz.”

The catalog also includes a particular artist as a rock/jazz oriented artist. We deal strictly with jazz and are looking to make a relationship with R&B record stores across the country. If one wants to do the same thing, we are looking for a jazz record release and mainly among the 18-28 year old white audience and a black audience (ages 50 years of age). No one goes to the Record or A&P superstores and expects a jazz album. In fact, if they were turned off if they saw the product there. We don’t want our LP’s next to a children’s record.”

Taylor feels that The Jones product is a good investment because of its great catalog value. “In the course of a year, perhaps one or two LP’s would do 30,000 or 100,000 sales. But we cannot allow our catalog record company to sell these products on sales. However, one of the biggest problems we began when we began CTI Records, we were ordering a minimum of 10,000 record jackets at a time. Now we only order a minimum of 20,000 jacket.”

CTI is currently compiling a new jazz album list for the entire U.S. One of the things we will be tracking sales and distribution of product. Taylor also likes to take a comprehensive, all around look at his artists, especially when they make personal appearances. He will notify the distributor in advance, especially when the personal appearance nears so that he can be sure his stock is stocked. He then adds a trailer to the spot, giving the stockers the record currently carrying the record.

Executive Turntable

Red Schwartz, marketing director of Roulette Records, has switched to Polydor Records. Schwartz was with Polydor’s marketing department. He will serve as the company’s national promotion director for the East Coast. Schwartz has been with Polydor since 1967, and has been responsible for the company’s East Coast sales and marketing efforts. He is also responsible for the company’s East Coast sales and marketing efforts. Schwartz is also responsible for the company’s East Coast sales and marketing efforts. Schwartz is also responsible for the company’s East Coast sales and marketing efforts.

Dave Chackler, former director of the University of California at Los Angeles, has been named manager of promotions at Polydor Records. Chackler was previously with United Artists Records, where he served as director of national promotion. He is also responsible for the company’s East Coast sales and marketing efforts.

Julie Bleckman, director of sales and marketing at Roulette Records, has been named manager of promotions at Polydor Records. Bleckman was previously with United Artists Records, where she served as director of national promotion. She is also responsible for the company’s East Coast sales and marketing efforts.

Tom Mack has left Paramount Records as a staff producer to form his own independent production company in Los Angeles. Mack has been with Paramount for 14 years, serving as a vice president and general manager. He is also responsible for the company’s East Coast sales and marketing efforts.

Seymour S. Rosenberg, founder of Memphis, has been named a vice president and general manager of Polydor Records. Rosenberg has been with Polydor for 14 years, serving as a vice president and general manager. He is also responsible for the company’s East Coast sales and marketing efforts.
The Follow-Up To "After Midnight"

"Bell Bottom Blues"

Derek and The Dominos

featuring... Eric Clapton
Jim Gordon
Bobby Whitlock
Carl Radle

Atco SD 6803
Executive Producer Tom Dowd
Produced & Arranged by The Dominos
A Product of Polydor Records, England

From The Hit Album
"Layla"
Derek And The Dominos
SD 2-704

On Atco Records & Tapes (Tapes Distributed by Ampex)
Peel-Southern Sets U.S. & Can. Labels

- Continued from page 1

Continental countries. For several years, the U.S. office has produced master tapes which have been recorded in major recording studios. By creating its own label here, Peel-Southern will be in a position to increase its promotion of this product.

Ralph Peer II, in an interview, stated: "Our philosophy of operation will be based upon a limited roster of significant artists which will allow us to concentrate upon each release. . . . Our studies confirm that it is far better to focus our efforts on the label and the artist, rather than a number of smaller labels. By creating our own label here, peel-Southern will be in a position to increase its promotion of this product.

Ralph Peer II, in an interview, stated: "Our philosophy of operation will be based upon a limited roster of significant artists which will allow us to concentrate upon each release. . . . Our studies confirm that it is far better to focus our efforts on the label and the artist, rather than a number of smaller labels. By creating our own label here, peel-Southern will be in a position to increase its promotion of this product.

Qatron Net & Sales Up

ROCKVILLE, Md. — The Qatron Corp., has registered an increase in revenue and operating profit for the six-month period ended Nov. 30, 1970.

The company announced that consolidated sales for the six-month period were $73,210,000, up from $78,693,000 for the same period of 1965. This represents an increase of 7%. The company reports a net income of $2,213,000, up from $2,130,000 in 1965, or 21 percent.

Consolidated net profit before taxes and special items for the period increased to $2,213,000 from $2,130,000 in 1965, or a gain of 20 percent.

The stockholders of the company have authorized the payment of a dividend of 25 cents per share, payable March 25, 1971, to all stockholders of record March 15, 1971.

Singer Joans Now Called John

NEW YORK—Singer John Paul Joans, whose U.K. hit single "The Man From Nara
tan" will be distributed by Atlantic Records, is now called John. This follows objections from Led Zeppelin bass player, John Paul Jones.

The John single is on R and Records and is part of a deal secured by Atlantic before R and went to Columbia in the U.S.

King-Sized Promos for King

LAS VEGAS — B.B. King, celebrating his 25th year in show business with appearances at Caesars Palace, was the subject of major promotional campaign this year.

ABC/Dunhill plans a B.B. King Month. The label has also hired Ed Wright to develop promotions for King for the Black market.

A brochure with each new album release, an accompanying B.B. King watch will be introduced. The face of the watch will match the album jacket. Records may be purchased at many discount stores, and a limited number of out-of-print albums will be reissued.

Mediart's Enters Deal With UA

LOS ANGELES — Mediart Records will be distributed in the U.S. and Canada by UA/ Artists Records and by UA's company-owned labels in England and France. This follows Mediart's president Alan Line. First release of the new agreement will be the new Spencer Davis Peter Jameson album "It's Been So Long." Davis previously recorded for UA about three years ago.

Market Quotations

As of Closing, Thursday, January 28, 1971

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<th>Name</th>
<th>1971 High</th>
<th>1971 Low</th>
<th>Week's Vol.</th>
<th>1962 High</th>
<th>1962 Low</th>
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| Continued...
Their first album, TICKET TO RIDE, made an audience starved for good straightahead, unpretentious pop-rock sit up and take notice. Having taken notice, some million members of that audience bought the group's "Close To You," simultaneously rendering that song a classic and establishing Carpenter's as the world's premiere pop-rock force. "Close To You''s follow-up, "We've Only Just Begun," enjoyed similar fantastic success, in the presence of which standing ovations from standing-room-only houses in every venue they performed in dispelled any doubts concerning the group's ability to sustain their remarkable pace. Keep your eye on the charts, your ear on the airwaves, the CARPENTERS have just released their first single of 1971.
Double of provisos declared conditions that Tom RCA, Harry Columbia.

Col Club ‘Exclusive’ Fight Ends

form of contractual exclusivity that would prevent other manufacturers, clubs, potential clubs or main clubs from obtaining the same terms and conditions as Columbia.

The 1967 Order also ruled out any depressing or other fixing of artists' royalties on outside labels distributed through the Columbia Club. Columbia appealed the order, and also declared the artist royalty fixing had long been discontinued in contracts with outside labels.

A 1969 Appeals Court ruling upheld the part of the FTC order barring the artist royalty-fixing provisions in the outside label licensing agreement. The Order pointed out, 'The cost to the company on which the original 1962 complaint was filed were "state," it agreed in principle with FTC fears that exclusive recording could lead to monopolies in the club field, but waver more up-to-date statistics as a basis for commission action (Billboard, July 12, 1969).

A landmark aspect of the Appeals Court remand was its agreement that the subscription-type record selling constitutes an individual and rather unique marketing segment, with customers differing from those in other retailing and standard mail-order buying.

At one stage of the litigation, the parents of the Columbia Club were the separate subsidiary of the Columbia Record Club, and made it a division, one of its Direct Marketing Service Divisions.

The court order worked out between Columbia and FTC attorneys saves the commission chart with "Country Road" on Warner Bros. Records (81), and on the Top LP’s chart, with a three-cut spread: "Sweet Baby James" on Warner Bros., "James Taylor and the Original Flying Machine - 1967" on Columbia. The case has been on the Billboard chart 48 weeks, the "James Taylor" LP "...has been on the Billboard chart 19 weeks, and the "Euphoria" package, a new release, hits the charts for the first time, at 91 with a star.

Neil Anderson, vice presi- dent of April Blackwood Music, who set up a co-publishing deal for Taylor with Blackwood-Summers-Lysaght and the Arista Records imprint, says: "We're going to move in on this disc scene—his brothers Livingston and Alex Belafonte's company and Capitol records labels, respectively, and his sis- ter, Kate, is on the Capitol label; tradescrafters are beginning to look at the "Taylor's "The Kennedys of pop music."

The broad-based appeal of Taylor's songs is demonstrat- ed by the performance of one of his most popu- lar songs "Fire and Rain" song hit the Hot 100 and Easy Listening charts with Taylor's own version of the Warner label, and it hits the Soul charts with R&B, Grooves' version on the Atlantic label.

Anderson suggested that the wide appeal of Taylor's songs stems from its being "a combination of beauty and sadness" inherent in the material. Anderson said, "The kids and the performer know that Taylor has been through the fires and that there's no putting on phoniness in his songs.

Taylor, who's been 23 years of March, has once in a while issued an album with songs of his like "Knocking on Heaven's Door" and "Fire and Rain" are expressions of his experiences.

In another Taylor push this week, the Amisco Music Pub- lishing Co. is releasing a set of Taylor's songs for piano and guitar. Included are 23 Taylor songs, including "The Girl from Ipanema" on the composer-singer Gary Legon (from Rock Magazine), Zacha Atlas (from Melody Maker), Susan Domagala (from Jazz and Pop), and Alfred Aronowitz (from the New York Post).

Since success breeds subori- nates, tradescrafters are beginning to call Taylor the "Dylan of the 70's." And since the Taylor brand is beginning to move in on the disc scene—he's brothers Livingston and Alex Belafonte's company and Capitol records labels, respectively, and his sis- ter, Kate, is on the Capitol label; tradescrafters are beginning to look at the "Taylor's "The Kennedys of pop music."

Lowest Prices! Only One Reason Why You Should Order From Double B Records & Tape Corp.

- Complete One Stop Service in all phases of records and tapes. LP’s, 45’s, 8-track, cassettes.
- Order 45’s & 8-tracks.
- Special overnight service
- Special orders receive immediate attention
- Largest inventory
- 25 years service to the trade

JUKE BOX OPERATORS
Special attention given to your orders. Free title strips included.

Full line of accessories.

Double B Records & Tape Corp.
540 East 6th Street, Freeport, N.Y. 11520
(516) FR 2-2222

Stan Kenton Firm Begins Taping New Packages

LOS ANGELES—Stan Ken- ton’s Capitol Records World has begun taping new packages to add to those already in the can at Capitol Records World.

Kenton and his 19-piece band were taped at a jazz club at Redlands University and this package is the label's new double-quad format: It is a private party comedy tribute to the bandleader, taped at Donnie’s club the sole right to distribute the outside producer is club sales; (a) agreements that would prevent any outside producer from acquiring the product of any producer on the same terms and conditions as Columbia.

Without permission, or potential operators from acquiring the product of any producer on the same terms and conditions as Columbia.

Banned by the Order on the outside manufacturer which would (a) give the Columbia Club the sole right to distribute the outsider producer is club sales; (b) agreements that would prevent any outsider producer from acquiring the product of any producer on the same terms and conditions as Columbia.

Banned by the Order on the outsider producer which would (a) give the Columbia Club the sole right to distribute the outsider producer is club sales; (b) agreements that would prevent any outsider producer from acquiring the product of any producer on the same terms and conditions as Columbia.
ALICE COOPER

Alice Cooper has always meant albums and theatrical performances and a hugely underground following, so you can imagine the surprise of the ivy-covered executives at Warner/Reprise when an Alice Cooper creation cropped up during one of the Monday Singles Meetings. “This must be some kind of a mistake,” muttered one grey-beard. “Or else a joke,” chimed a yes-man. It was neither, as the entire Singles Meeting learned within seconds of the beginning of “Eighteen.” “It’s an earthquake single,” opined that same grey-beard, panting from the exertion of tapping his foot so hard. “Dynamite,” chorused the yes-man. They’re both right this time. “Eighteen” is thumping its way to mass popularity on CKLW, Detroit, and KOL, Seattle (top requests in two years!), for starters. It’s Warner Bros. single 7449.

EIGHTEEN

If you would like Alice Cooper to play in your place of business, contact Alice Enterprises, 155 West 13th St., New York City 10011. Phone: (212) 924-1075.

Fleetwood Mac

Fleetwood Mac’s “Kiln House” (RS 6408) ranks as one of the superlative rock and roll albums of 1970 and it seems only inevitable that it should spawn a superlative rock and roll (of the ballad variety) single. It should and it did—“Jewel Eyed Judy.” It’s been simmering aromatically for several months now on FM stations across the country and the feedback (as record biz vernacular puts it) is that it’s going to boil over into AM in a big way. KOL, Seattle, is among the pioneers on this one. It’s excruciating beauty from Fleetwood Mac. It’s Reprise single 0984.

Jewel Eyed Judy

Triple singles from the Dynamic Duo... Warner/Reprise

VAN MORRISON

Van Morrison’s ship has certainly come in. You might even say his fleet has arrived. He’s been an artist as long as he’s been alive, but he’s also been underappreciated for a nearly equal length of time. “Domino” restored him as a big singles mover and he cleverly planted its follow-up, “Blue Money,” in his fertile new album, “Van Morrison, His Band and the Street Choir” (WS 1884). The same album that contains the massive “Domino.” The new Vanwagon has already been jumped on by KHJ & KRLA, Los Angeles; WCAO, Baltimore; WMEX, Boston; WLS & WCFL, Chicago; and KLIF, Dallas, to name a smattering. It’s Warner Bros. single 7462.

BLUE MONEY

If you would like Alice Cooper to play in your place of business, contact Alice Enterprises, 155 West 13th St., New York City 10011. Phone: (212) 924-1075.

KILN HOUSE

If you would like Alice Cooper to play in your place of business, contact Alice Enterprises, 155 West 13th St., New York City 10011. Phone: (212) 924-1075.
GRAMMY AWARDS FINAL NOMINATIONS

RECORD OF THE YEAR
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
CLOSE TO YOU - Carpenters (AAU)
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

ALBUM OF THE YEAR
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
CLOSE TO YOU - Carpenters (AAU)
EVERYTHING IS BEAUTIFUL - Ray Stevens (Beverly Mountain Band)
FIRE RECORD - REARMS: BEETHOVEN (WMG)
LIVE EXPRESS - John-Boy (Warner Brothers)

CLASSICAL ALBUM OF THE YEAR
BETHOVEN: THE 9TH SYMPHONY -(arranged by William Berneche)
CHORALE - The Choir of St. John the Divine (Warner Brothers)
EVERYTHING IS BEAUTIFUL - Ray Stevens (Beverly Mountain Band)
LIVE EXPRESS - John-Boy (Warner Brothers)
Symphony No. 9 - The Chicago Symphony Orchestra

SONG OF THE YEAR (COMPOSER’S AWARD)
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

SPECIAL AWARD
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

RECORDED SOLO PERFORMANCE - MALE
BEST SPOKEN WORD RECORDING
EVERYTHING IS BEAUTIFUL - Ray Stevens (Beverly Mountain Band)
EVERYTHING IS BEAUTIFUL - Ray Stevens (Beverly Mountain Band)
EVERYTHING IS BEAUTIFUL - Ray Stevens (Beverly Mountain Band)
EVERYTHING IS BEAUTIFUL - Ray Stevens (Beverly Mountain Band)
EVERYTHING IS BEAUTIFUL - Ray Stevens (Beverly Mountain Band)

BEST RHYTHM AND BLUES SONG
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

BEST ACOUSTIC INSTRUMENTAL PERFORMANCE
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

BEST RHYTHM AND BLUES RECORDING
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

Best Instrumental Album - Contemporary
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

Best Instrumental Album - Classical
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

Best Instrumental Album - Country
BRIDGE OVER TROUBLEWATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

Best Instrumental Album - Pop
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)

Best Soundtrack
BRIDGE OVER TROUBLED WATER - Simon & Garfunkel
EVERYONE ELSE HAS A FOOT IN HIS MOUTH - The Turtles (Beverly Mountain Band)
LISTEN TO THE WIND - The Byrds (Warner Brothers)
SET IT FREE - The Isley Brothers (Warner Brothers)
Who is the most programmed recording artist, composer, producer, arranger today on radio and TV?

We got him and we guard him well.

When have you ever heard of a recording artist, composer, producer, arranger who has made over a million dollars before he sold his first record album?

We got him and we guard him well.

Who was the composer, arranger, and producer of the most successful music and lyrics used in radio and TV commercials for such products as: American Airlines, Pepsi Cola, Coca Cola International, Gulf, RCA, Dr. Pepper, Canada Dry, Clairol, Fresca, Lever Brothers, Proctor and Gamble, Pillsbury, Tab, Sprite, Nabisco, Mercedes Benz, U.S. Gov't Anti-Drug Campaign and winner of 37 national and international awards for the best music and lyrics for radio and TV commercials.

We got him and we guard him well.

Can you believe that the amount of money spent for time on TV and radio to air the music and lyrics of one composer, arranger and producer is equal to the entire dollar sales of the record industry for 1970 (over one billion dollars)? What a collection of talent in one person!

We got him and we guard him well.

Who has had his material recorded by Jack Jones, Mary Hopkin, Peter, Paul & Mary, Eric Burdon, Tom Jones and others?

Whoever you think it is, you're probably wrong.

But we know, and we got him and we guard him well.

(PLEASE TURN PAGE)
Audio Magnetics—Education Step-Up

By filling in the thirty thousand plus readership of Billboard’s Third Annual Tape Directory. (And profit from a special distribution to tape shops and industry functions.)

On March 20th, Billboard, the magazine that led the tape industry from invention, presents the Third International Tape Directory. Names, addresses and phone numbers of all companies concerned in the industry have been compiled.

From hardware to software, from manufacturers to distributors, from duplicating companies to outlet stores. All in one easy-to-use directory. Show what you have—fill in the thousands.

By filling out the coupon.

Billboard’s Third Annual International Tape Directory.

Four Color Advertising closes: Feb. 19th
All Other Advertising closes: Feb. 25th

Billboard, Advertising Manager
165 W. 46th Street, New York, New York 10036

Please furnish information on advertising rates of the Third Annual International Tape Directory.
Joe Brooks.

We knew we had you. Because although his songs are on everybody's lips, his name isn't. Sure, you've heard of Joe Brooks, but have you heard Joe Brooks. In THE PRIVATE COLLECTION OF JOE BROOKS all his talents have come together to produce a superb album. Heretofore he's been a man behind the men, a kind of animated buried treasure, but if you hear the record you'll understand why.

We got him and we guard him well.

Metromedia Records
ASK THE MAN WHO KNOWS

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

Pfanstiehl

FACTORY-TO-YOU SALES REPS.
KNOW all about cartridges and will simplify your merchandising problem!

On-wide Coverage

WRITE FOR YOUR FREE CATALOG!

Asking Price

Tape CARRidge

Complete line of 8-track and cassette equipment.

He is working on a sales program and several sales concepts to be introduced during a "handshaking tour" of Car Tapes representatives in February and March.

"We're well satisfied with our reaching organization," Horwitz said, "but I'm eager to expand (Continued on page 72)

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

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

Once you set standards in your own mind, you have to guarantee that your standards will be met, he said. This is particularly true of Maxell products, all of which are guaranteed for life.

All Maxell tapes must perform to your standards or we'll replace them, pronto, without questions asked.

The Maxell name tells you it's a tape incorporating the highest professional standards of the sound recording field. Be it tape for cassette, cartridge, reel-to-reel, or duplicating, Maxell stands behind every product it makes.

Maxell ULTRA DYNAMIC CASSETTE TAPE—A superior tape for extreme recording due to the extreme sensitivity of the playback signal.

Maxell LOW NOISE CASSETTE TAPE—Perfect tape for general use. Special finishes create a deinterference system that allows for the elimination of noise, magnetic field copying. Available in 60-, 80- and 100-minute cassettes.

For details on the complete line of Maxell professional tapes, write

Maxell Corp. of America • Dept. B-7, 501 Fifth Avenue, New York, N.Y. 10017

Library Loans: Stir a Hassle

LONDON—An argument over royalty payments on albums loaned by tape libraries broke out between record manufacturers and the MCPS, Precision, Ampex and Philips, which are supplying product to the West Country library run by a group of librarians, have received a letter from the MCPS demanding that they pay landlords' royalty payments on cassettes and cartridges supplied to the swap-a-tape club.

The royalty normally is 6 percent.

W. Pratt, MCPS managing director, said, "Tapes supplied to the library by the manufacturers do not constitute a true retail sale. The library is probably going over the counter, so they should pay the MCPS.

However, the manufacturers are maintaining that it is a normal retail sale for them and that the library should be paying the additional royalties.

Walter Woyda, MCPS general manager, said, "We sell the product to the libraries. We are not creating a library network ourselves."

when answering ads . . .

Say You Saw It in Billboard

FEBRUARY 6, 1971, BILLBOARD
the company we are...

is the kind of company you want to keep

THE TOYO PROGRAM FOR 1971:

- "Qaudio" four-channel 8-track units for home and car—with immediate delivery. To Sell.
- The most complete line of portable, automotive and home 8-track and cassette units—attractively designed with top-notch quality. To Sell.
- Selective distribution to protect prices and your profits. To Sell.
- Heavy national advertising to promote the TOYO name. In Playboy, Life, Sports Illustrated, Penthouse, etc. To Sell.
- Extensive publicity in all media. Newspaper, radio and television tie-ins. Heavy regional and local ad support. To Sell.
- Collateral materials, catalogs, brochures. To Sell.
- Point-of-purchase materials, displays, window streamers. To Sell.
- Top quality control, backed by nationwide service and parts facilities. To Sell—and to keep them sold.
- And more new products to come. TOYO is the kind of company you want to keep.

TOYO RADIO COMPANY OF AMERICA, INCORPORATED
1842-B West 169th Street, Gardena, California 90247
Disney Gives Ampex 10 Titles; 10 More Set

LOS ANGELES—Walt Disney Productions has given Ampex Stereo Tapes 10 titles and plans 10 additional in second release later this year. Ampex is now Disney's exclusive duplicator/marketer. Disney began selling its own 8-tracks in August of 1969, starting out with 12 Stereoview LP's. Liberty had been Disney's custom duplicator.

The Ampex deal is for two years and Ampex has created a special browser for its first Disney product. (Continued on page 72)

Muntz Sets Up Banks to Custom-Duplicate Q-8

LOS ANGELES — Muntz is setting up banks to custom-duplicate 8-tracks, according to Don Slack, executive vice president. Although it will take an additional 3-4 weeks for the product until it becomes a mass consumer item, Muntz wants to be prepared for the rush. He feels companies like RCA and Motorola will make the public aware of quadrasonic, with the configuration becoming a consumer-oriented product in late 1971.

Slack's interest is in both custom duplicating—nothing licensing—and hardware. Muntz is prepared to go into production on two quadrasonic units, an auto player for around $129.95 and a home model for $299.95.

Muntz will produce a product when there is consumer demand, but, in the meantime, will concentrate on selling its 8-track and cassette equipment line. "We will be adding new units, " Slack said, "but our plans will be to streamline the line, too.

He is structuring a marketing program around new products, primarily 8-track, and will enhance the company's representative network.

Part of the marketing concept is packaging, where Muntz will sell players in see-through, shrink-wrapped packages. The unit will fit into display models which hold four individual units.

Muntz continues to duplicate 4-tracks for Warner Bros., and now has a limited market for titles, except on a cherry-picking basis. "That's one reason we're interested in quadrasonic," Slack said, "we're equipped to offer product.

The TDK profit tree...

or how TDK shares the wealth.

In October and November, we planted a tree, watered it and fed it with our big 10-for-8 Promotion. That campaign bore sweet, beautiful fruit—with your help.

Now we would like to share that wealth of fruit with the people who made it possible. So here's another promotion exclusively for you. Because nothing succeeds like success, the big Share-the-Wealth Special is again a Take-10-for-8 Promotion, except the giveaway is all for you rather than the consumer.

For every eight Super Dynamic Cassettes you buy—C-30SD, C-60SD, C-90SD or C-120—you get two more of the same type free. For a total of 10. But this time you do not pay the savings on to your customers, who will pay the regular price. As in the last promotion, minimum quantities apply.

And here is more: Two years ago, TDK introduced Super Dynamic Tape to the U.S. market, in the form of the C-60SD Cassette. In celebration of that anniversary, we're throwing in an additional 20-per cent bonus on every C-60SD Cassette you buy.

To help you take full advantage of this opportunity, we're stepping up our advertising and promotion drive to an all-out level to millions of customers and potential customers. Here are the details on the big TDK Share-the-Wealth 10-for-8 Special:

1. With the purchase of any eight TDK SD Cassettes—C-30SD, C-60SD, C-90SD or C-120—you get two more of the same type free. That's a 20-per cent bonus Minimum purchases required.

2. Additional 20-per cent Share-the-Wealth anniversary dividend on every C-60SD cassette purchased.

3. Heavy advertising in Playboy, Penthouse, Esquire and other leading national publications. Preprint and other details will reach you in June.

4. Heavy advertising in local and regional media throughout the country. Ask for details concerning your area.

5. For easy handling, the cassettes come packed 10 to a carton carrying TDK's special message to you. You remove the message before passing the merchandise on to the customer.

6. This offer expires at MIDNIGHT, MARCH 15, 1971.

Start getting your orders in now.
If Thomas Edison had used IVY HILL he'd still be in the Record Business!

DIRECT PRINTING ON BOARD • IVY PAK • DUO PAK • UNIQUE, SPECIAL CONSTRUCTION PACKAGES

* WINNER OF 33 GRAPHIC ARTS AWARDS FOR FINE PRINTING, 1970

IVY HILL DOES IT ALL... DOES IT BETTER... DOES IT FASTER

SIMULTANEOUS DELIVERY IN NEW YORK AND CALIFORNIA

IVY HILL LITHOGRAPH CORP., COMMUNITY DRIVE, GREAT NECK, N.Y. (516) 487-0200 • 4800 SOUTH SANTA FE AVENUE, LOS ANGELES, CALIF. (213) 583-8974
College students.
Who can dig your talent and films. Who can be reached through our campus entertainment buyers booking your acts direct from Billboard's CAMPUS ATTRACTIONS. An epic in its own time.

CAMPUS ATTRACTIONS.
Now in its eighth successful year. Ready to talk straight to the campus entertainment heads who buy films and talent for the more than eight million college students across the country. Reach us. By getting to our campus entertainment buying heads. In Billboard's CAMPUS ATTRACTIONS.

Ad Deadline: February 16—Issue Date: March 27
TOP Tape Cartridges
(Based on Best Selling LP’s)

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ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

FEBRUARY 6, 1971, BILLBOARD
Cable TV Wires

Hawaiian Video Industries will supply CBS with programming for a multi-channel service. This service will also distribute Motorola's Teleplayer in Hawaii and the Pacific Northwest. The service will have 35 color travel films ready for EVR, color broadcasts of America's Year's international film, "Yeast Dough Shaping Made Easy" will also be available. CBS will use the service for viewing through Association - Sterling Films which will be one of the service providers. The cost is $375 for a 15-inch television set and $485 for a 16-inch television set, for a five-year period. Lock hear Content-leased the non-thrust region in Old Greenwich, Conn., are the handling the arrangement. Use of the license allows for its showing at only one location.

Av-Ed Films of Los Angeles has obtained background music for its 120 productions. The film, "The Ave Carrriva system from Columbia's "Swiching on Love" and "The Daks, Disn and Danse Lumiere" and from the USC Youth Symphony for travels on Norway and Finland.

Video Record World, a monthly publication devoted to television, is slated for publication through subscriptions at $18 a year. William Perretta, Jr., is the publisher and his staff has been working on the project seven weeks. The magazine will cover all fields of the new medium. It is being published in one city, Los Angeles. USC begins a 16-session non-credit survey of film and video tape production techniques Feb. 10. Enrollment is $65. The Videotape Production Assn. has re-elected Morton Dabin its president and William Lessard, vice president; Grey Hodges, treasurer, and Ed Grower as secretary. Joining the board of old organization is World Wide Video Tapes. Dr. Richard Hendon has joined Tele-Cassette Enterprises board of directors.

United Recording Expands to CTV

LAS VEGAS — Bill Porter, head of United Recording, this city's leading sound studio, plans to build out into its television. Porter plans to wait until "the dust settles" and standards are worked out. Porter cervical CTB programming Porter feels it will be toward the end of the the that the program would be set up and agreed upon. He's seen the up- coming Los Angeles, France, helping to de- velop CTV standards.

4 Swiss Cos Form

ZURICH, Switzerland—Four firms have formed Allvideo A.G. to deal in cartridge TV. They are Editions Renacente S.A.; Lausanne, Hallag A.G.; Berne, Rottier & Co. A.G.; and, Zofingen, and Tages Anzeiger.

Kenton Sees Music

As Educational Tool

Los Angeles — Musician Stan Kenton seizes no future in purgatory. "It's a great place for programs in cartridge television. He sees music as an educational form because of the way the listeners can imitate music and performance of a composition," Kenton said. "It's a very good way to hear music is live. Video improves the complete absorption of the audio and music is far more spontaneous and you've heard it for the first time and then it's over.'

"Any singer or band who thinks they can sell a lot of karate shows on the television as a wrong. People who are putting their money into these shows will lose. You can put a record on the turntable and read a book or watch TV and listen to the music. When you're looking at the television screen you get hung up. It's not the best way to hear the music. The best way to hear a record is to put it on and then close the windows to make it sound better. Produced music is better. Music for music's sake on cartrige TV doesn't mean a damn thing." That's why we don't see any future for our works in this medium."

"If we get involved in some educational format, it will have more meaning on the public. You can put a record on it and it will be more meaningful to the individual. We put a performance on the record because it will be many times."

"Kenton sees any new copy- right legislation which covers performances as benefiting artists on CTV. "Once we get the law passed then we will have set a precedent and we can demand money for our cartridge television connections as artists."

Loeb Sees Public as Taste Critical

Los Angeles — The public will regulate cartridge television, and viewers will find themselves controlling what they see rather than being at the mercy of net- work TV moguls who set the national program slates. "Cartridge television will give the public a say in what is programed, because the public is going to control the money, not the programmers," said personal manager Bill Loeb.

Loeb, like hundreds of other businessmen in the entertain- ment industry is excited by the "future of our business" and he glad the public is going to control it and not "programming geniuses" who seem to be developing all new form of media for entertainment. Loeb feels CTV will force commercial TV to improve the quality of its own shows. The public will dictate the kinds of talent it wants to see on CTV, so Loeb is avoiding rushing any thing. "It's a matter of taste."

(Continued on page 59)
During the past six months we have traveled to many cities throughout the world, and in every city we visited, there is trouble ecologically. Smog, waste, and a disregard for the environment seem to be an accepted standard for our country, and seemingly our world. In the past we have felt pretty helpless, knowing that one individual, even five together can't really affect the situation noticeably. However, when we returned home to Denver this month and experienced smog as bad or worse than any city in the world, we got scared—really scared. We also became motivated to try and channel the creative energy of the rock culture toward a positive goal.

Our planet, this “Spaceship Earth,” is a closed system. That is, there is a fixed quantity of resources and available space. We, Sugarloaf, will try to make everyone we contact aware of this fact. That is why we devoted our new album to this ideology. We also feel we can use the power of our position to focus attention on the fact that individuals taking individual steps on a personal level can make a difference in changing the environment. At the site of each and every one of our concerts, so far in 1971, we have and will continue to plant a tree. We started this campaign in Denver, January 15th. We hope you will help us when we arrive in your city.
Hughes TV Series To Feature Acts

NEW YORK—A series of television specials, which will feature contemporary recording artists and their hit LPs, will kick off on the Hughes Sports Network late in March. Jackie Barnett, president of Down Productions, Inc., and Harry Starkoff, television production company, will put together a special in association with Fabergé. The special will be titled "The Faberge Album Show." Plans call for a series of 10 Faberge Album of the Month specials to be selected from a list of top markets via the Hughes Sports Network.

"Each half-hour special," Barnett said, "will delve into the performance of the artist's music as well as probe into the personal motivation and musical attitudes of the various artists."

The first major artist signed for the series is Spanish tenor Placido Domingo, an American Critics award as "best actress" for her role in "Five Easy Pieces," is moving into the record scene. She recorded an album, produced by the supervision of Eliot Mazer, and it is now being auditioned by several record companies.

Miss Black recently completed a film with Harry Kristoff, an offer in which she sings a score which also recorded for the album. Miss Black's management is handled by the Omega Talent Agency, Co. headed by Peter Rachtman.

Karen Black Cuts Her First Album

NEW YORK—Karen Black, finally released in England, and now being auditioned by several record companies.

Miss Black recently completed a film with Harry Kristoff, an attractive offer in which she sings a score which also recorded for the album. Miss Black's management is handled by the Omega Talent Agency, Co. headed by Peter Rachtman.

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WE WISH TO
TAKE THIS OPPORTUNITY
TO THANK R&B AND POP STATIONS FOR MAKING
"ONE BAD APPLE" THE HOTTEST RECORD IN AMERICA TODAY.

THE OSMONDS

MGM RECORDS
From The Music Capitals of the World

DOMESTIC

- Continued from page 26

University, Feb. 16; Kitchener, Ontario, Feb. 19; Toronto's Massey Hall, Feb. 20; Community Theater, North Attleboro, Mass., Feb. 26; Queen's College, Feb. 27; Monmouth State College, March 11; and the University of Nebraska, March 12. Other dates are the Trentham, March 16-21; and Washington's Cedar Door, March 23-27.

- Bobby Boyd, independent producer, has activated his Wittego Publishing Co. (ASCAP) at 2069 N.W. 36th St., Oklahoma City and has started a drive for new songs and writers. - Frederic B. Gershon will lecture to a seminar of West Coast agents, Feb. 13-14, at the Flamingo Hotel, Las Vegas, as part of a series being presented by the Practicing Law Institute on Sports and Entertainment Law.

Gordon McKee goes into the Jersey Steal Pit, March 6, followed by Count Basie, March 12. - Tamiko Jones opens at the Doral, March 31, for one week after one-nighters in mid-March. A May release is planned for her next Motown album cut in Muscle Shoals. - ABC's B.B. King leaves for an extensive Japanese tour after his close at Las Vegas Caesar's Palace, Wednesday (3); the Tiffany's Brothers play Case Western University, Monday (1); Bishop University, Lemoine, Texas, Sunday (7); and the Cimex Theater, Harrison, N.Y., Feb. 14. - ASCAP names Altman-Stoller Advertising, Inc. to handle the society's account. - Tony Esposito of Laurie Productions has acquired a 50-minute film for Goodyear. - Lynn Kellogg, formerly in "Hair," and Edward G. Brown Associates have formed Killian-Brown, Inc., which will produce her recordings and handle her personal and business management.

LAURA DENI

engagement at the Sahara Friday (29). Davis previously appeared in Las Vegas with Nancy Sinatra in her night club bow at the International.

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Vegas' leaves and Monday for the Las Vegas Hilton.

CINCINNATI

The Ludlow Garage, suburban Cincinnati, rock spot, toned in the towel Wednesday (20) after two years of operation. Jim Tinsley, club owner, complained that the high fees demanded by the top rock acts made profitable operation impossible in small clubs.


- Lee Leonard, former WCKY deejay, will host a daily hour-long talk show, "Mid-Day," on New York's WNEW-TV beginning in mid-February. Clet Lishman, formerly on the production staff of WLW-1 and later with the syndicated "The Dennis Wholey Show" on WKRC-TV, will serve as director and associate producer of the new show. - Record promotions: Julie Goodwin, formerly with Main Line, Cleveland, and now free-lancing in this area, plans to expand her operations to cover Cleveland and Pittsburgh. She's currently running with a new single on the Aetel label, "Get Down With the People." by the Buchanan Brothers.

CINCINNATI

The Cincinnati Symphony Orchestra presented its second color special, "The Sites and Sounds of Music," on WLWT-Sunday night (31). Based on the Symphony's recent successful 37-day TV performance tour of Europe's music capital, the specials are under the direction of Resident Conductor Erich Kunzel and narrated by Mel Cadish, star, Robert Peters. The first of the series was presented via WLWT Thanksgiving night.

LAS VEGAS

Sergio Franchi returned Thursday (28) to the Flamingo where he opened a four week stay in the main showroom. Appearing with Franchi is Pat Cooper. In the Flamingo Cinema theater through Tuesday (3) at Charlie Marn, Phil Fierens, Artie Fontana and Oke Duke. Wayne Cochran, Jim Bailey, and New Direction opened a four-week gig Thursday (4).

New material in Abbe Lane's act at Frontier as well as in others full of interest and choreographed by Hugh Lambert. - Singer-songwriter Max Davis, who wrote the Prestly hit "In the Ghetto," opened an 11-day

February, 1971 marks a milestone in the field of recorded music. On that date the Schwann Record Catalog is re-born with new content and a new name...to better serve a changing market.

Starting with the February issue Schwann becomes SCHWANN RECORD & TAPE GUIDE encompassing 8-track cartridge and cassette tape listings next to LP record numbers.

The new Schwann recognizes 8-track cartridge and cassette as permanent among forms of recorded music, and establishes Schwann as the bible that has changed with the times.

With the new format Schwann is reaffirmed as the medium to influence important dealers and retail customers in the record and tape field.
Country Gaining in Las Vegas Hotels

LAS VEGAS—Country music, which has been almost non-existent in Las Vegas showrooms, is picking up steam here.

In establishing a new showroom policy of country entertainment, the Landmark has broken Strip tradition. A "Grand Ole Opry" package starring Ferlin Husky and "Hank Hay" comic Archie Campbell recently opened a four-week engagement at the hotel. They followed Kaye Starr and Danny Davis and the Nashville Brass. Through such performers as Jimmy Dean, Bobbie Gentry, and newly signed Patti Page, the Landmark has become the local Strip leader in country music offerings.

"The Landmark is a progressing hotel," explained hotel president, Donald Swain Hickman. He feels the success of the Landmark's country attractions is a sign of the times rather than a result of the Landmark's large junket business, and somewhat low-keyed entertainment policy.

In recent months, a continuing number of country-oriented attractions have played Las Vegas. They have included Glen Campbell, Eddy Arnold, Marty Robbins, Chet Atkins and Boots Randolph. Previously country acts were confined to the downtown lower priced Casino Center area, with the top acts playing the Fre-

THE LANDMARK

E. Feb. 5th and onwards.

One Playboy Appearing
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Campus News

College Radio: A Movement That's Earning Its (Call) Letters

By JIM CAMERON

Program Director, WLVR & WLVX, Lehigh University, Bethlehem, Pa.

Despite what some people would have you believe, College Radio has accomplished a great deal more in its 30-year history than Wisdom & Stellar, then-guys-to-play "Je T'aime." And even though some people still sound a little unprofessional, in the long run, College Radio is proving an asset not only to the communications media in general, but also to the colleges of student across the country that turn to

Harlem Group To Tour Colleges

NEW YORK—The Al Fun Theatrical Ensemble, a Harlem-based station consisting of 25 young actors, singers and dancers, will take its original music and dance to 20 colleges and universities in the South during February.

The group evolved from the HARYOU act Poverty program in 1965 and has appeared in many music and community centers.


Notable . . .

name a few!

Ad Deadline: FEB. 26, 1971

Issue Date: MARCH 27, 1971

NEC to Showcase 24 Acts

At Convention Feb. 14-17

PHILADELPHIA—There will be 24 acts previewed at the National Entertainment Conference. Those shows will start Feb. 14-17. The original field was over 60 artists. The selection of acts is based on the potential of the artists to go to the college radio market and the NEC convention.

A group of 24 artists will make a special appearance at the convention.

John Lennon/Plastic Ono Band, John Lennon, Apple

"All Things Must Pass," George Harrison, Apple

"Tumbleweed Connection," Elton John, Uni

"Blowing Away the Empire," Paul Kantner/Jefferson Starship, RCA

"Easy to Be Hard," Lee Michaels/RIE, RCA

"James Taylor and the Original Flying Machine," James Taylor, Euphoria

"Curly," Curtis Mayfield, Curtom

"Pendulum," Creedence Clearwater Revival, Fantasy

"Worst of the Jefferson Airplane," Jefferson Airplane, WEA

"Eruptions," John Lennon, Cadet

"Stephen Stills," Stephen Stills, Atlantic

What's Happening

So many people have written in requesting the list of people to contact at record companies for campus radio station service, I thought it would be beneficial to reprint the list. Please note the updates.

A&M Records

Lance Freed

1416 La Brea Ave., Hollywood, Calif., 90028

ABC Records

Larry Ray

3825 Beverly Blvd., Los Angeles, Calif., 90048

Atlantic Records

Janet Duboff

1841 Broadway, New York, N.Y., 10019

Barney Records

Carol Smith

1009 17th Ave. South, Nashville, Tenn., 37212

Bell Records

Howie Rosen

1776 Broadway, New York, N.Y., 10019

Beverly Records

Morris Diamond

6530 Sunset Blvd., Hollywood, Calif., 90028

Buddah Records

Andy Schwartz

1650 Broadway, New York, N.Y., 10019

Capitol Records

Caroline Allman

1250 N. Vine St., Hollywood, Calif., 90028

Colosum Records

Steve Schulman

1835 Broadway, New York, N.Y., 10019

Douglass Records

Neil Illiano

145 W. 55th St., New York, N.Y., 10019

Elektra Records

Bob Brownstein

15 Columbus Circle, New York, N.Y., 10023

GRT Records

Margo Knech

1301 Ave. of the Americas, New York, N.Y., 10019

(Continued on page 63)
Radio TV Programming

2 Moods of Midwest Music Conclave
In Chicago: Comedy & Tense Rhetoric

... Continued from page 1

WVON, general manager Lucky Cordell, also a national officer of the National Association of Radio and Television Announcers (NATRA), delivered the session early:

"When you sit there five or six hours listening to the claims of promotion men, you get so you almost tune out when a guy walks in and says a certain record is 'a smash.' You wash it from your mind; promotion people should leave a little room for the music director or program director to show enthusiasm.

Terrible Situation

Former WNOV, Milwaukee, announcer Joe Cerami, now with WVON, described what he said is a "terrible situation regarding soul music in Milwaukee." He said that in three years he had never met Radio Doctors' president Stu Glusman, whose company is in Milwaukee. He met him right before the moderator Jack Lee. WTMI, Milwaukee, had panelists change chairs so Glusman and Hale were seated side by side. Other interesting confrontations:

- Mercury president Irwin Steinberg and Tony Leener of United Distributing, Chicago, through statements during a session devoted to the black man's position in the radio-recording industry (see separate story).
- Susan Distributing vice president Chuck Shreiner, chargl:ing that WJJD's program director once said the station gives "the most of selling records" current WJJD program director Roy Stingley said this was "before I joined the station"; they then joked across the panel about having lunch together soon.
- A & M promotion man which is why his brother Butch Brothers didn't fit WJJD's sound; and Stingley answering that A&M people group is "going a little too far back of where country is today"—not quite.
- WBEE, Chicago, announcer Marty Faye enlivening the after lunch sessions with the comment: "I've heard a lot of blige. Most Top 40's have emasculated the personality dopey." WLS's Larry Lujack saying that the question before the panel on whether radio is going back to hiring personally deejays is a "tough question—which is probably why Marty didn't answer it."
- Chris Lotto, WYNE-Applet., Wis., complaining that out of 25 letters to labels asking for service, only Mercury replied with a form; Mercury national promotion director Donny Rosenzentr setting him to pick up the phone and call us.

The question of poor service to small market stations kept coming up. Liberty-UA regional manager Joe Cerami told the audience record radio service has been abused, that many station copies end up at the deejay's home or are not aired. "Costs of servicing stations are going up, we have to temper the cost of operation by servicing only those stations we feel play the product." (Continued on page 31)

Is Answer for Blacks, School or Job Training?

CHICAGO—On-the-job training as opposed to schools obtaining formal schooling in college sparked one of the liveliest sessions at the Midwest Music Conclave, November 11, when Mr. Steinberg told the panel of radio and recording industry delegates that unless more blacks receive college training he does not see how their position will ever improve.

WGRT program director Eddie Morrison told of starting in radio in 1931 at $65 a week. "It was his station," Morrison said, with emphasis on the pronoun.

WGRL general manager Gene Taylor said the Federal Communications Commission guidelines on hiring minorities was kick in the pants for a lot of people and we might not have ever done it otherwise.

WWCR program director of WOKY, Milwaukee, told of retraining when he, as a white man, programmed a soul station in Philadelphia some years ago. Bill Leener, United Distributors, urged the panel of the training of black people working in the record distributor stockroom.

WZip Shifts Its Airplay

CINCINNATI — Station WZIP has switched its AM format from standard modern country, with its FM slanted to change from country to good music within two weeks. Key staffers have been notified that their services will end Feb. 15.

Following FCC approval, WZIP-FM will become WVEZ-FM. James Tate received a new FM general manager here.

CHEC-FM Is Now Full Time

LETHBRIDGE, Alberta — CHEC-FM here has become a full-time top 40 outlet. CHEC-FM, heard within a 30-mile radius of Lethbridge, now works under a complete top 40-progressive rock format.

The AM operation utilizes a straight MOR format in daytime, but simulcasts a "Heavy Sounds" program from 8 p.m. through 2 a.m.
THERE JUST MAY BE A HUNDRED REASONS WHY THIS WEEKLY THREE-HOUR RADIO PROGRAM GETS BIGGER AND BIGGER, MARKET AFTER MARKET.

Here's Number One:
Casey Kasem—Host each week on American Top 40.
Casey's distinctive voice, style and approach to pop music is what has made American Top 40 the hottest syndicated music show on radio. Each week, Casey joins our team of pop musicologists/writers to count down the nation's 40 best-selling records based on advance statistics supplied by Billboard Magazine. Result? A tried and tested programming device becomes an absorbing, fast-paced, captivating documentary on American music...right now.

Here's 52 more:
Stations that carry AMERICAN TOP 40 quickly become the biggest fans of Casey and of the program. And it's this station support and promotion of American Top 40 that has helped to bring the program so far so fast.
So here's fifty-two important reasons:
(as of January 1, 1971)

And more:
Ratings. October-November ARB, we love you, Los Angeles, Washington, D.C., Boston and Cleveland reports, for example, show that American Top 40 has improved stations' time periods by an average gain of 64% over like-time periods in the April-May ARB. Even in the highly competitive Los Angeles market, KRLA boosted their 9-Noon Sunday time slot 69%.

Flexibility. Here's a big reason that both program directors and sales managers like American Top 40. An ingenious device called the split logo allows station ID's, commercials and news with minimum loss of program continuity. Stations solve weekend schedule hang-ups with a pre-recorded program that fits their station sound like a glove.

Program costs. Just two minutes of air per hour for top 100 market stations and an additional $13 per hour for smaller market stations. A steal. And affordable when even most small-market stations report total sellout of spots at premium, special-program rates.


AMERICAN TOP 40
Division of Watermark, Inc.
If you're a deejay searching for a radio station—or a radio station searching for a deejay—Billboard is the best buy. No other trade publication is read by so many personalities and program directors. And all of the sharp programming-oriented general managers read the magazine, too! Best of all, Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart can draw five times the results of the next leading radio-industry publication. The cost is $15—in advance—for two times. Box numbers will be used, if you wish. Send money and advertising copy to:

Radio-TV Job Mart
Billboard
165 W. 46th St.
New York, N.Y. 10036

POSITIONS WANTED
(Almost any classification and any location)

If you're looking for better rates, better terms, better equipment or better location, send a resume for a listing. This is a checkout job. If you have any experience of this kind, please be sure to indicate it. You may be surprised how much you have to offer to the record business. Write to: Radio-TV Job Mart, Billboard, 165 West 46th Street, New York, N.Y. 10036. \(\{\text{For better locations} \}\)

POSTIONS OPEN
(Almost any classification and any location)

Are you the most exciting personality in your town? Looking for better rates, better terms, better equipment or better location? Send a resume for a listing. Please state the job you can fill. Write to: Radio-TV Job Mart, Billboard, 165 West 46th Street, New York, N.Y. 10036. \(\{\text{For better locations} \}\)

FOR SALE-Wholesale and retail.

1949 Lafayette black static detector, manual, $75; 1963 mobile radio chassis, complete, $50; 1960-80 watt vacuum tube amplifiers, $200. Bargain! \(\{\text{For better locations} \}\)

FEBRUARY 6, 1971, BILLBOARD

\[\text{Campus Programming Aids}\]

\[\text{EAST}\]

WOGR, State University of New York at Oswego, J. Long reporting, "I heard 'You're Going Down,' by Jimmy Hawkins, on WOG; "You're Going Down" is a hit in the Midwest, so I thought Connecticut might be the next market—so I got it on WOG. It's a real hit here. It was recorded in October, '70, and it hit in December, '70, when we were in our Christmas week."

\[\text{WEST}\]

WABC, San Francisco, "If I Could Do It Again," by Johnny Mathis, now on our station. It was released in December, '70, and we've been playing it ever since. We've had a lot of requests for it, and it's been a big hit. We're glad to have it on our airwaves!"
2 Moods of Midwest Music Conclave
In Chicago: Comedy & Tense Rhetoric

Continued from page 38

In a tone of exasperation, Mercury marketing vice president Lou Simon said: "Look—there's something like 30,000 licensed radio stations. It's economically impossible to service them all. We're servicing 1,500 and our costs of no-change goods is running $400,000 a year. We can't go to 10 or 12 percent." Just before this, Gallis, who worked over a radio station before entering the meeting, also grew exasperated. "Franklin McCormick at WGN has been trying to have black airplay for one station in his market which seems to be selling to white consumers. The times of definition such as white male vocalist, black male vocalist and the like must be eliminated, he felt. "A buyer goes for the music more often than the color of the artist's skin," Boulding said. "Consequently, such labels should be dropped throughout the industry and we should draw wide response. Boulding also explained how the surveys have been conducted. The WWRC survey was conducted on a survey of 41 retail market outlets. Boulding concluded that it was time for the industry to wake up and lend greater support to the black community that tries to operate in radio and the music industry in general. "The music industry has today cannot be overlooked when it comes to radio stations and color," Boulding said. "There are many more whites now listening to WWR, for example,Are blacks fighting for WMCA as a music station. It is obvious that the problem has been overlooked and must be taken into account," Boulding said.

Continued from page 40

Anthony, program director of WRKE in Atlanta, N.C., called to say Doug Jones is joining the station. Jones comes to the station from KLIF in Denver. "I had a feeling that when I wrote last week's Vox I was going to create a stir, and I did," my apology to WNBC general manager Jerry Greenberg for saying something I don't have. "I've been stripped of my job because another guy I also admire called me up and reminded me out. Okay, so that's the story."

Sam Franklin, managing WCF in Chicago, said he'd be at WSM in Madison, Wis., Monday, for a meeting. "I feel that a record company should always be present at the trade shows. I also feel that Taylor Electric or a John O'Brien distributor in Milwaukee cannot contact the local promotion people or the record company directly. I believe it is possible to do the selling to the out-of-state record company and get that product that has been shipped locally into the market place."

Stingley explained that his station is doing a record distribution problem. "Do department store carry just one brand of product or one kind of record product? Once that product is recorded it is often difficult to obtain another product or any other product. I feel that the department store generally is the owner of the product and not the retailer. If they can obtain a product they should enjoy selling it. I do not feel that the retail store is the owner of the product."

Continued from page 42

"I feel that everybody in radio is trying to get a piece of the big picture. But we have a black pie and it's our pie. In the course of a week, we reach 90 percent of the listeners. We don't need a lot of programming. But we need a lot of promotion. We promote to the local market. We promote to the local music stations. We can't make that claim."

In the station's public service areas, he pointed out that WDAS was first in the city and second in the nation on a recent "Buzz a Pusher" anti- drug abuse campaign and in quite active in antiauthoritizing, news, and other public service areas. Taylor, who has been with the station about a year and a half, previously worked for the radio station in Detroit, he said his radio career in 1964 as an engineer and actually didn't become an air personality until 1966.
Soul Sauce

By ED OCHS

Soul Slices: It may be too early to tell what kind of year it's going to be for soul, but for some early birds "it's never too late," as the tasting sounds of the early '60s come into the station with hip soul. Among names coming up in the soul news are the Drifters, strong again with Johnny Moore ("Up on the Roof."). "Under the Boardwalk," Rock singing lead for the Atlantic group. Ex-Drifter Buddy Guy has paid his dues and is back himself on all Platinum with "Fug One Another," while perhaps the greatest Drifter of them all, Bill E. King, will be out from Maxwell and is shocking fans with the Walden-Capricorn people, while looking for a new label. Adding their touch of yesteryear, Chess will release Bo Diddley's new LP, "Another Dimension," to coincide with continuing sales of "The Rock and Roll Revival Show," which Bo will headline Feb. 7 at Madison Square Garden. (The same day, the Temptations are playing the Garden with Mr. Walker and Little Sister, and they've got a hit with both hot sounds on either side: Old or new, it's all soul, and away we go.) Soul Scenes picture picks: O.V. Wright, "When You Took Your Love From Me" (Back Beat); Silent Majority, "Frightened Girl" (Hotaxx); Requires, "Girls in the City" (LaMar); Clyde & Emory, "Love Me" (The World Goes 'Round); Today, "I Found You" (Atco); Little Johnny Blair, "Momma's Gone" (House of the Fox); Moments, "Can't Help It" (Stagg & Pepper); "Rock Me in the Cradle" (Epic); Lee Charles, "You Can't Get Away" (Bamboo); Donny Mann, "Leigh Min" (Mr. Chand); Cannonball Adderley, "Down on the Corner"; The Joneses, "Pretty, Pretty" (VMP); Diamondettes, "Rules Are Made To Be Broken" (Alison); Z.Z. Hill, "Don't Make Me Pay" (Milt); Gas-light, "I Can't Tell a Lie" (Grand Junction); Oscar Weatherly, "You Want to Play" (Top & Bottom); Gunter Davis, "Don't Marry a Fool" (Atlantic); LGS & Sun Girl, "I'm So Happy" (Cottilion), produced by Syl Johnson, and the Whiffled-Strong creation, Undisputed Truth, with "Save My Love for a Rainy Day" on Greg. Artistic Hits: Below the Ku Klux, "The Fuzz, Kool and the Gang.... Album happenings: Jackie Wilson's "This Love Is Real" LP on Brunswick is the big comeback of the new year, while Wilson is up on his "Live at the Sex Machine" LP for De-Lite. From Marge Joseph's "Many Impressions" LP on Volt comes "Stop in the Name of Love" and "Make Believe," plus the "You Can Cookin'/I've Been Trying" from their big "Black Rock" album, and Booker T. & the MG's new "Melting Pot."..... Aretha Franklin looks good for another Grammy, when the winners are chosen "live from California" over ABC-TV on March 16. She fascinates, Country Station and Dee Dee Warwick. The five soul men up for their first Grammy are Clarence Carter, B.B. King, Wilson Pickins, Eddie螃蟹, and Soul Brother Sam. American will release an LP of vintage Isaac Hayes. Next week we'll hear a few words from Ike. Stay tuned.... New Brass & the Tabulations "Right on the Tip of My Tongue" (Top & Bottom)......f. McClean, "Put Me On" (Columbia). Esther Phillips, "Catch Me I'm Falling" (Arista). From Invicta Records, Ed and John Harper, "The Chairmen" and Chairman of the Board with "Chairmen of the Board.... Eddie Gilchrist, working the Spinners into a big number for V.I.P., reads Soul Sauce, do you?

Vox Box

* * *

Continued from page 41

Barry Christopher and Jason Andrews doing weekend.

WASH-FM in Washington held open house Jan. 25 to celebrate Eddie Gallaher's 25 years in radio in the nation's capital. Ted Atkins, program director, and music director Sharon Nelson, both of KHH in Los Angeles, will be on "First Tuesday" on NBC-TV Feb. 7 to go on the "Cash Box" show. Johnnie "Popeye" Jones, the "Jukebox" host of the "Top Ten" show, has pulled off a minor miracle in ratings by dropping its talk programming and going "Good Old Days Radio" about six months ago. The show is the only one of its kind in the nation. In case you've forgotten, you could be record breathe for the program. In New York, under Irving Fasold, then director-producer of the Jack Sterling and the Pat Summerall shows on 

The New York Times, said he would buy coffee for Ted Steel.

* * *

Greg White, program director at WGOA, Elizabeth City, NC, doesn't want me to do a story on their station. Indeed, the station is doing a Top 40, but wants me to mention that the station needs contemporary albums. Okay. On Tom Ganger's show on WMAQ, Chicago, "Two Little Boys" by Beryl Milton, as their favorite tune of 1970. Guss Gassett announced at a live concert in New York the other night that he was going to do an oldies show on WPXI-FM, New York. Says the local group Kenny Wayne & the KamaSutra is scoring with "Child Bride" on Record Chronicles and may get a record on the map. Lineup at KOSY includes Randy Mann, Rick McCartney, Doug Davis, Dave O'Brien, Paul Brown, and Uncle Dudley.

* * *

Paul Scott has been named operations manager of WSPV in Philadelphia. Scott reports that the station is doing well under new owner Bill Dare. Staff lineup includes: Bob Bauer, 6-10 a.m., Harold L. on the right, on the left. William J. also. Details on the right. Scott and Randy Ray and Dave of KOFY, Texarkana, Tex., write that the station has gone Top 40 and desperately needs solo albums and guarantees heavy air-play. Says the local group Kenny Wayne & the Kamos is scoring with "Child Bride" on Record Chronicles and may get a record on the map. Lineup includes Randy Mann, Rick McCartney, Doug Davis, Dave O'Brien, Paul Brown, and Uncle Dudley.

* * *

BILLY ECKSTINE, left, and Al Bell, executive vice-president of Soul Records, right, at their offices in New York. Eckstine, Bell assisted, talked over the rigors of recording Mr. B's forthcoming album. Eckstine, Bell assured, would work on the project. Eckstine, Bell discussed, wrote several tunes for the new album.

[Continued on page 50]
**Country Music**

**Law Gets a Good-Natured Roasting at NARAS Fete**

NASHVILLE — Don Law, veteran producer who spent 40 years with Columbia, was honored here Jan. 26. Sponsored by the Nashville chapter of NARAS, the "Don Law Roasting" included some surprises from the past, including an appearance by country music pioneer Art Satherly, who was flown in from the West Coast. Satherly and Law had worked together in the Dallas office many years ago.

Also to praise Law were Johnny Cash and Carl Smith. Law produced Cash through most of his career, and Smith — the first recipient of the Don Law Country Gentleman Award from Columbia — has been produced by the English-born veteran for more than 20 years.

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by Lois Kaye on WESCO RECORDS Dist: By Sounds of Music Belen, New Mexico DJ's needing copies write Little Richie Johnson Box 3 Belen, New Mexico 87002

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Ad closing: February 12. Issue date: February 27.

4-color throughout Billboard size

**Overstreet Named Head of Duncan Prod in Nashville**

HOUSTON—Country singer/promoter Tommy Overstreet will manage the new Nashville division of Jimmy Duncan Productions, Inc., a firm based here.

Fred Mirich, vice president, said Overstreet will be responsible primarily for publishing but will have at his disposal all of the facets of the production company. The office will consist of Soundvue Music, Gulf Music, Sherwick Music, Little Prince Music, JBA Music and Dunkane Music.

Overstreet began his career as a disc jockey at WWL in Houston. After appearing on the Slim Willet television show in Abilene, he toured with his own band, then studied radio and television at the University of Texas. He moved to Los Angeles in 1964 to write for Coega Music, a division of Pat Boone Enterprises.

Overstreet was signed to Dot Records by Holsen Hurt, then manager of the Famous Music office in Nashville. When Hurt left, Overstreet became professional manager of the firm and signed Peggy Little, and managed the early part of her career. After the Nashville opening, Jimmy Duncan Productions plans to open offices in New York and Hollywood.

**Meg's Promotion Chief, Jerry Seabolt, was presented a giant telephone to begin a "giant sales program" on releases in 1971.**

**Female Artists Spur Gains Made by Country Market**

CHICAGO—Female country recording artists are scoring better than ever on the charts with the result that hits such as Lynn Anderson’s "Rose Garden" are widening the audience for country product.

The trend, apparent at WJJD Radio here, where 34 percent of the playlist is comprised of female artists, coincides with the Country Music Association’s (CMA) efforts to make the nation’s radio stations more aware of country music.

Girl performers constitute 24 percent of the entries on Billboard’s "Country of the Century" list, as compared to 17 percent over the next two years and 14 percent five years ago.

Lynn Anderson, Dolly Parton and Emmylou Harris each have a recording in the Top 10 now. WJJD programmer Roy Stingley noted that "there is a large trend for girl vocalists makes for more balanced programming and is broadening the audiences of country stations.

At year’s end, the only girl singer near the top of the country chart was Jeannie Seely, but she was not on the list of "Wish I Didn’t Have to Miss You."

A year ago, five such pairings were among Billboard’s list of 75 country hits; none of these songs have lasted as long. Only one such example exists now (Charlie Loavin’s and Melba Montgomery’s "Something to Brag About)."

Stingley sees a trend back to more country and female efforts, however. Capitol has been particularly successful with girl artists.

Wanda Jackson, Jean Shepard and Susan Raye Spears and Beth Moore, Anita Carter, Anne Murray and Miss Montgomery are all on the current chart.

Both Stingley, and the city’s leading country product retailer Arnie Gibson, believe the breakthrough came about as a result of better material.

"It doesn’t matter whether it’s a girl or fellow as long as the material has hit potential," Gibson said.

Stingley cites Lynn Anderson, "She is no newcomer. What’s happened is that the &r people such as Columbia’s Billy Sherrill have developed an extremely new approach for female performers. And there are a lot of radio stations through string sections and so forth that are trying to get away from the sound that’s hard to market to girl singers," he said.

"A girl singer used to be at a disadvantage than backed up by an regular stand-up band with basic lead, rhythm and drums. Now, a traditional artist such as Jean Shepard can come through with a deep, smooth quality because of the arrangement they are using.

"Female country artists are..."
Porter's new single, "The Last One to Touch Me" #47-9935
Moving up the charts.

Dolly’s hit single, "Joshua" #47-9928
Now #1 on Billboard’s Country Charts.


"Better Move It On Home" #47-9988

Their new single, "Better Move It On Home" #47-9988

Dynaflex is the RCA trademark for a new development in record manufacturing that provides a smoother, quieter surface and improved ability to reproduce musical sound. This lightweight record also virtually eliminates warpage and turntable slippage.
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<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<th>Pos.</th>
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<td>I'VE GONNA KEEP ON LOVING YOU</td>
<td>Billy Walker, MGM 447101 (Two Toms, ASCAP)</td>
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<td>LOOKIN' OUT MY BACK DOOR</td>
<td>Boots Allen, Capitol 20036 (Jantana, BMI)</td>
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<td>45</td>
<td>AFTER THE FIRE IS GONE</td>
<td>Conway Twitty &amp; Loretta Lynn, Decca 75574 (Two Toms, BMI)</td>
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<td>MARY'S VINEYARD</td>
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<td>DO RIGHT WOMAN—DO RIGHT MAN</td>
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<td>AMOS MOSES</td>
<td>Jerry Reed, RCA Victor 47-9994 (Blue Book, BMI)</td>
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<td>WILLY JONES</td>
<td>Donna Nile, Capitol 20030 (Blue Book, BMI)</td>
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<td>Conway Twitty, Decca 20745 (Blue Book, BMI)</td>
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<td>GUESS AWAY THE BLUES</td>
<td>Don cookie, Victor 50088 (Blue Book, BMI)</td>
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<td>THE ARMS OF A FOOL</td>
<td>Mel Tillis, Capitol 4121 (Columbia, BMI)</td>
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<td>SAY WHY</td>
<td>George Hamilton IV, RCA Victor 47-9994 (Blue Book, BMI)</td>
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<td>THE KIND OF NEEDIN' I NEED</td>
<td>Norma Jean, RCA Victor 47-9994 (Epic, BMI)</td>
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<td>BRIDGE OVER TROUBLED WATER</td>
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<td>Linda A. Lyon, Chart 5118 (Chart, BMI)</td>
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<td>I'M YOUNG</td>
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<td>DALLAS, TEXAS</td>
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<td>Waylon Jennings, RCA Victor 47-9995 (Blue Book, BMI)</td>
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<td>WISH I HAD SOME INSTEAD</td>
<td>Vern Gosdin, Royal American 24 (Chart, BMI)</td>
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<td>I'M A MEMORY</td>
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<td>HAROLD'S SUPER SERVICE</td>
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<td>IN LOVING MEMORIES</td>
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<td>YOU'RE THE REASON I'M LIVING</td>
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<td>Sterling &amp; Howard, Capitol 20033 (Novak, BMI)</td>
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<td>I'D RATHER LOVE YOU</td>
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<td>70</td>
<td>PUT YOUR HAND IN THE HAND</td>
<td>Billy &amp; Earl, Capitol 20032 (Brookside, BMI)</td>
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<td>72</td>
<td>I'VE GON TO SING</td>
<td>Stone River, United Artists 4037 (RCA, BMI)</td>
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<td>73</td>
<td>FIRST LOVE</td>
<td>Perley情人, United Artists 40343 (Piper, BMI)</td>
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<td>74</td>
<td>WHAT AM I LIVING FOR</td>
<td>Conway Twitty, MGM 14209 (Progressive/General, BMI)</td>
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<td>75</td>
<td>SING A HAPPY SONG</td>
<td>Conway Twitty, Chart 5118 (Blue Creek, BMI)</td>
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<td>76</td>
<td>I'M SO LONESOME I COULD CRY</td>
<td>Loretta Lynn, RCA Victor 47-9993 (Blue Book, BMI)</td>
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“NEXT TIME I FALL IN LOVE, I WON’T”

A man named HANK THOMPSON has got something we know you’ll remember.

- 23 years: one of the top C&W recording stars and performers.
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DOA 17365

DOT RECORDS
ARABO RECORD COMPANY

ANOTHER SMASH HIT you will Remember.
Country Music

Nashville Scene

Nashville's newest session singers, Sound Seventy, has completed a tape of nine shows on the Jim Ed Brown TV series. The group also works with the Nashville-based Tiffany label. . . . Liners on Lynn Anderson's "Rose Garden" album were written by 11-year-old Chip Monk, son of Charlie Monk, newest addition to the ASCAP staff here. . . . "Big Bill" Johnson, Nashville-based writer, came in for the songwriters banquet and received an invitation to old friend Tommy Dunn of Tad Records.

Summiil Smith's "Help Me Make It Through the Night" has been averaging sales of about 1,300,000 daily, according to MCA. . . . Janis Payne has completed three days at the Nashville Sound Club in Charlotte, N.C. The Saturday show was a sell-out. . . . The Jagers, Capitol artists, have cut a radio commercial for Gulf Oil, to be aired on stations from Pennsylvania to Texas, beginning in April. Jack McFadden was one of those who conceived the idea. . . . RCA's Max Wiesman has been doing some experimental studio sessions with small groups under the direction of his producer, Jack Clement. . . . Clarence H. Greene, manager of the Fox River Valley Boys, said the group would be using all of the instruments for Beat and rhythm. The group is searching for new material. Recordings are handled by Red Ward of EMI/ABC, Tennesse. . . . Multi-talented Ronde Prophet, a regular at the Carousel Club here, has recorded a comedy album from the club, his first for MGC.

Fred Waring's Pennsylvania Tunes have concluded their delayed session here, held by the brilliant band. . . . Smiley Moore reports big things happening with Central Songs. Among them, songs by Wyan Stewart, Stoney Edmonds, Bill Monroe, and Bobby Wayne. All are on Capitol. . . . During a recent Bill Anderson TV show, Anderson invited his viewers to write to Music City News for a free copy of the December issue. Editor Bob Worthington reports that in eight days they received 939 letters requesting the publication, 12 sets of song lyrics, and one recipe for German potato salad. . . . In the first of a series of Jamhour U.S.A. package tours appeared in Constitution Hall in Washington last week. The cavalcade included Ken- ny Rogers, Fred Waring, Paper Flowers, and the King of Comedy, with guest artist Lynn Anderson. . . . Dick Duggan of WKBW, in St. Mary's Pennsylvania, writes that he needs to be on the mailing list for records. The address is Anthony Room in that town. . . . Roy Clark will headline the Florida State Fair in Tampa.

Hank Thompson and his Brazos Valley Boys taped a giant spot on the syndicated "Steve Allen Show" last weekend. . . . Connie Eaton of Chart has moved to the Holbert Long Agency. . . . Carl Perkins is a finalist in the Golden Globe Award in February for his theme music for "Little Fauss and Big Halsy." . . . Donna Van Ards, newest member of Cedarwood Publishing, will have an i-person appearance in the "American Dreamer" movie, and will sing on the soundtrack. . . . Tex Ritter goes into Capitol for a session this month. Singer-songwriter Jimmy Cricket has been signed to a long-term contract by Prine Records.

Alice Creech singing

COME BACK, COME BACK — A DIVISION OF GLORI-B ENTERPRISES

NEW BERN - NORTHERN CAROLINA 28560

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Country Music LP's

This Week

1 1 FOR THE GOOD TIMES
    Ray Price, Columbia LC 30160

2 1 UNDER THE ROOF
    Charlie Rich, Columbia LC 30162

3 3 A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD (OR ANY PLAYER)
    Roy Drusky, Columbia LC 30163

4 2 THE JOHNNY CASINO SHOW
    Johnny Cash, Columbia LC 30161

5 5 15 YEARS AGO
    Conway Twitty, Decca DL 75249

6 6 THE FIRST LADY
    Tammy Wynette, RCA Victor LSP 30553

7 7 SNOWBIRD
    Anne Murray, Capitol ST 329

8 8 THAT'S WHAT I'M HERE FOR
    Elvis Presley, RCA Victor LSP 4468

9 9 FIGHTIN' SIDE OF ME
    Merle Haggard, Capitol ST 451

10 10 ALL FOR THE LOVE OF SUNSHINE
    Hank Williams Jr., MGM SM 4730

11 11 MY BLUE JEEPS
    Jimmy Draper, Capitol ST 429

12 12 BEST OF DOLLY PARTON
    RCA Victor LSP 4468

13 13 THERE MUST BE MORE TO LOVE THAN THIS
    Merle Haggard, Capitol ST 451

14 14 DOWN HOME
    Sonny & The Nashville Sound, RCA Victor LSP 4424

15 15 BED OF ROSES
    Starlight Brothers, Mercury SR 45172

16 16 I'M YOURS
    Ray Price, RCA Victor LSP 4468

17 17 I WALK THE LINE
    Johnny Cash, Capitol ST 304

18 18 IN LOVING MEMORIES/GOSPEL ALBUM
    Tammy Wynette, Mercury SM 2869

19 19 CHARLYE PRIDE'S LOTTY ALBUM
    RCA Victor LSP 4447

20 20 CANAL MINER'S DAUGHTER
    Skeeter Davis, Mercury SR 45223

21 21 ELVIS COUNTRY
    Elvis Presley, RCA Victor LSP 4468

22 22 HELLO DARLIN'
    Conway Twitty, Decca DL 75249

23 23 OKE FROM MUSKOGEE
    Merle Haggard, Capitol ST 304

24 24 THE BEST OF CHARLYE PRIDE
    RCA Victor LSP 4423

25 25 TAMMY WYNETTE'S GREATEST HITS
    Tammy Wynette, Epic SM 2849

26 26 LOCK AT MINE
    Jerry Miller, Epic SM 30302

27 27 GOODTIMES ALBUM
    The Mavericks, Capitol SC 4529

28 28 WOULDN'T LIVE IN NEW YORK CITY
    Bucky Hone & Hylton Backlund, Capitol ST 428

29 29 FROM ME TO YOU
    Charlie Pride, RCA Victor LSP 4468

30 30 THE BEST OF JERRY LEE LEWIS
    Jerrrie Lee Lewis, Monument SM 2311

31 31 THIS IS EDDY ARNOLD
    RCA Victor VSP-4032

32 32 SINGER OF SAD SONGS
    Waylon Jennings, RCA Victor LSP 4468

33 33 100 CHILDREN
    Don T. Hall, Mercury SR 45302

34 34 LISTEN BETTY, I'M SINGING YOUR SONG
    Dave Dudley, Mercury SM 2849

35 35 I NEVER PICKED COTTON
    Roy Clark, Bell DLP 2090

36 36 I'M JUST A GEORGE JONES
    Merle Haggard, Capitol ST 201

37 37 THE WORLD OF JOHNNY CASH
    Columbia SM 29

38 38 JUST PLAIN CHARLEY
    Charley Pride, RCA Victor LSP 4490

39 39 THIS IS CHER ATKINS
    RCA Victor VSP 4050

40 40 LIVE AT THE INTERNATIONAL, LAS VEGAS
    Jerry Lee Lewis, Mercury SM 2870

41 41 ONCE MORE
    George Jones & A.D. Perry, RCA Victor LSP 4283

42 41 ON STAGE—FEBRUARY 1972
    Don Fritchie, RCA Victor LSP 4287

43 43 ME & JERRY
    Charley Pride & Jerry Reed, RCA Victor LSP 4276

44 44 WHERE HAVE ALL THE SEASONS GONE
    Bobby Bare, Mercury SM 3216

  — PORTRAIT OF MY WOMAN
    Slim Whitman, RCA Victor LSP 4291

  — STAR Performer—LP's registering proportionately upward progress this week.

  Works on Chart

FEBRUARY 6, 1971, BILLBOARD
3 Reserviced Singles Get a New Life Via the Dot Colorful Way

NASHVILLE — Dot Records has done a special bright-color label reserving of three of its singles in the country field which are still showing some glowing numbers weeks after initial release.

This is one of several innovations by Larry Baunach, who has taken over as national marketing director for Paramount-Dot's country product. Jim Foglemon, who recently moved here, has taken over the air operation.

Baunach said he had assessed the results from talking to stations, to distributors and others. Among those with "strong promise" were "Dayton" by Jack Barlow; "Nadine" by the Compton Brothers; and "Take Time to Know Her," produced by Norro Wilson.

Baunach said his immediate objective is to get local artists into the Top Ten country singles charts, and to tie in airplay in each market to suit local retail needs with record distribution and sales. Within short order, Dot will have new releases by Roy Clark, Hank Thompson and Dixon Tracy.

In addition to servicing the disk jockeys, Baunach is doing a direct mailing of sample records to important sales accounts: i.e., one-stop, retail accounts, accounts of personnel in strong areas, and the traditional station mailings.

He also is putting together what he calls a "Texas Top Ten," showing the importance of that market to the country industry. He will send a list of this to jacks and others. He also said he would spend more time dealing with retail accounts.

Baunach is working with 29 independent distributors, and he has done an analysis on what country station belongs to what distribution area, and is coordinating the relationship of the two.

How to reach your consumers, industry and everyone in the Country

Get into Billboard's COUNTRY MUSIC HALL OF FAME. The big February 27th Special that goes all out. To Nashville Country. The United States. The World.

Available to the thousands of visitors to Nashville's Hall of Fame and Museum, plus, Billboard's own 33,000+ paid readership in the international entertainment industry.

Billboard's COUNTRY MUSIC HALL OF FAME. A consumer-oriented special putting you right in the heart of Country. Reach out.

Ad closing: Feb. 12 4 color throughout
Issue date: Feb. 27
Billboard size.

Contact your nearest Billboard Office today.

CMA Show For NARM

NASHVILLE—Leading country music artists gave their time and energies here last week to help put together a production, sponsored by the Country Music Association, for presentation at NARM in Los Angeles March 1.

Among those taking part in the filming sequences, show by 1492 Productions of New York, were Eddy Arnold, Loretta Lynn, Sonny James, Danay Davi, Grandpa Jones, Lynn Anderson, Carl Smith, Barbara Mandrell, Barbara Fairchild, Nat Stuecky, Connie Smith, Jack Greene and Jeannie Seely.

The film is part of a presentation scheduled for the Century Plaza at a luncheon to show the impact of country music. The film will show all facets of country music, particularly in relation to sales.

The project is co-sponsored by Bill Farr of Columbia Records and Bill Williams of Billboard, with strong support from Mrs. Jo Walker of CMA and Frank Ford of Columbia.

Trade to Aid Walden House

NASHVILLE—The Nashville music community is responding to a project involving Walden House, a school for emotionally disturbed children, by involving itself in a total fund-raising project.

Organizer is Don Davis, general manager of Wilderness Music. There will be a "Walden House Day" at the Grand Ole Opry House, at which time country music celebrities will donate items to be auctioned. Each item will be a personal belonging autographed by the donor. Many of the entertainers also will appear at the auction, which is set for Feb. 20.

Anyone with a suitable item for auction should contact Don Davis or Mrs. Harlan Howard at Wilderness.

Female Artists Surge

Female artists have been showcased today like they should have been showcased years ago. It's great for balancing out programming. Now we can go from Creedence Clearwater Revival type sounds to Merle Haggard, balance female singers against males and have plenty of instrumental music as well.

The broadening Stingley speaks of will be part of the message CMA wants to deliver when it makes a special presentation at the March 1 convention of the National Association of Records Merchandisers (NARM) in Los Angeles.

SOURCE: BILLBOARD PROFILE OF TAPE AND TAPE EQUIPMENT CONSUMERS

Over 125 pages containing thousands of facts about the Tape and Equipment Market. Available now.

For prices contact BILLBOARD CORPORATE RESEARCH 166 W. 46 ST., NEW YORK, N.Y. 10036

when answering ads . . . Say You Saw It in Billboard
The deadline for entering the Seventh Annual Margaret Armstrong Scholarship program has been extended to Feb. 14. Contact Armstrong Awards, Office of Information, Florida Atlantic University, 212-280-2977. This is the highest profile of any FM radio station.

K. Kluson Thomas, program director of WAIL, Baton Rouge, La., reports huge success with a "But a Pusher" anti-drug campaign produced by "The Good Guys." The spot, featuring music by Chuckie Rock and Lynne, is available to stations at $10.00.

Howard Hansen has returned to WRK-FM in Fort Lauderdale, Fla., from a Korean vacation, courtesy of Uncle Sam. Linesup includes Jack Davidson, Hansen, Fred Stevens, and Raynor Dorn. Davidson needs records for the show, Appleton, Wisc., and says: "I would greatly appreciate your help in this regard."

Joe D. Wise, new City Manager of Santa Monica, Fla., says: "I am very pleased to be in this position, and I am looking forward to working with the City Council and the citizens of Santa Monica."
New LP/Tape Releases

(February)

Monthly product list includes the most recent LP and tape releases. Listings are in alphabetical order by artist in pop, by composer in classical. Prices are manufacturers' suggested list and subject to change.

Symbols: LP = long-playing record album; CA = cassette; BT = compact cartridge; OR = open real tape.

POPULAR

ARTIST, Title, Label, No., List Price
A
AIR CONDITIONING/COOLING
Curtis, Various, 5, 46.98

B
B ACKHAUSS, PETER
Black, Various, 5, 19.98

C
C AMPBELL, KEN
Kenny, Various, 5, 44.98

D
D AVIDSON, BILL
Various, Various, 5, 19.98

E
E AGER, JAMES
A. J. James, Various, 5, 44.98

F
F ROMM, LUCY
Lucy, Various, 5, 19.98

G
G OOUTH, JIMMY
Jeff, Various, 5, 44.98

H
H ARVEY, LEE
Lee, Various, 5, 44.98

J
J ANES, FRED
Freddie, Various, 5, 44.98

K
K APP, DICK
Dick, Various, 5, 44.98

L
L AWRENCE, JIM
Jimmie, Various, 5, 44.98

M
M ARTIN, LARRY
Larry, Various, 5, 44.98

P
P ELDEN, JIM
Jim, Various, 5, 44.98

R
R APY, BILL
Bill, Various, 5, 44.98

S
S UDDEN, BOBBY
Bobby, Various, 5, 44.98

T
T HOMPSON, JIMMY
Jimmy, Various, 5, 44.98

U
U NCH, JIMMY
Jimmy, Various, 5, 44.98

W
W EIGHT, LARRY
Larry, Various, 5, 44.98

X
X HART, LEE
Lee, Various, 5, 44.98

Z
Z ELMAN, JIMMY
Jimmy, Various, 5, 44.98

(Continued on page 52)
Gospel Festival Draws Full House In Premiere; Slates 4-Week Tour

NASHVILLE—The first feature package of gospel talent ever assembled, "Gospel Festival" has opened with a resounding success at the convention center in Raleigh, N.C. The event, which features 55 of the top gospel groups, has exceeded attendance expectations, with more than 700,000 fans in attendance over the weekend.

The festival, which began on Friday, March 3, and concluded on Sunday, March 5, included performances by such top gospel acts as the Crusaders, the Bevils, and the Mahones. The event also included a variety of workshops and seminars on gospel music and its role in society.

The festival was organized by Gospel Promotions, a new company formed by the late Dr. Robert Lee, a prominent figure in the gospel music industry. Lee, who passed away two years ago, had a vision for bringing together the best of gospel music in one place. His dream has now become a reality.

The festival has been praised for its organization and for the quality of the performances. "It's a great event," said one attendee. "I've never seen so many talented musicians in one place before."
The title of the document is "Jukebox programming." The page contains articles about jukeboxes and jukebox programming, including trends, inventory, accounting plans, sessions, library and record shop help, and other topics related to jukebox operations. The articles are dated February 6, 1971, and are published in the periodical "Billboard."
Programming 400 Wallboxes
Large Chore for Tulsa Man
• Continued from page 53

The firm uses Seeburg Consoles and Wurlitzer wallboxes.
"These are actually miniature jukeboxes—they cost us $250, so it’s
quite an investment."

When Anders goes into a location with 25 wallboxes he doesn’t
come out until two hours and 15 minutes later, on the average. The
time factor varies because the number of records being programmed
varies.

Locations serviced weekly receive 10 new records; two-week
and three-week cycle locations receive 15; locations serviced once
a month receive 20. The amount of revenue in a location determines
how often it is serviced.

Bill T’s One Stop here furnishes the title strips, which are
printed with an address machine on special light, pastel yellow strip
material. Anders feels that the title strips in his locations constitute
his "trade mark."

Currently, Anders is considering other colored strips to key the
12 category shadings he employs in his programming formula—i.e.,
"light country," "heavy country," and so forth would each be keyed by
a separate color.

"If that looks too carnival like, I may try something else," he
said.

Airplay Trend Boosts Little LP’s
• Continued from page 53

tages: "One programmer is using
my Johnny Cash album and has
taken off the oldie singles the
Little LP replaces—he has more
room for other artists.

Programmers complaining
about overly long singles can
also look to the Little LP, he
claims. For example, Prutting’s
"Les McCann & Eddie Harris" jazz
LP contains one title per side.

Prutting is encouraging more
one-stops to stock his product
by furnishing new release flyers
with the top portion blank, so
the one-stop can stamp in its
address.

"I realize there are a lot of
one-stops that still don’t know
what to do about Little LP’s," he
said, adding that he was
aware of skepticism from juke-
box programmers as well.

"Vuckovacs, who displayed at
the recent Music Operators of
America convention, is also
pushing ahead to promote joke-
box albums. "The beautiful
thing is that all the jukeboxes
produced in the past several
years will play 33 1/3 r.p.m.
disks—there is no problem with
the hardware."

Stax LP Cuts; Airplay Is Key
• Continued from page 53

stemmed in part from the suc-
cess of Isaac Hayes’ "Look of
Love," which was an 11-minute
cut on 12-in. LP. Stax just re-
stored an edited single that runs
3:15 minutes, backed with "Ike’s
Loud."

Examples of the special de-
lay copies Stax is terming "33 1/3 r.p.m. singles" include
"Kinds Easy Life" by Booker
T. & the M.G.’s which runs
8:43 on the large album and
"Stop in the Name of Love" by
Margie Josephs which runs
10:51 on the regular LP.

Stax is also using Bernie
Kaplan’s new marketing service
which is aimed at one-stops and
jukebox programmers. Kaplan’s
BPI unlimited headquartered
here, is furnishing samples to
over 500 jukebox firms in a number of

U.K. One-Stop
• Continued from page 53

the largest operators in the coun-
try.

And for the future? Liberty
Coin wants to emphasize that
the American idea of "one-stop ser-
vices"—a center that opera-
tor can get all the disks he re-
quires from all the leading man-
facturers. The company is also
planning to handle discotheque
installations — and there are ideas,
too, about a retail shop.

Chicago Coin’s New, Excitingly Different
NIGHT BOMBER

NOTHING LIKE IT! NO ONE ELSE HAS DIVE...CLIMB!
Bank to Left or Right—Zoom in All Directions!
Dare-Devil Flying at Night, with a Bomber’s View
of the Realistic Curvature of the Moving Earth.

AUTHENTIC . . . Player Really Sees
and Hears the Bombs and Rockets Dropping to Targets
Value of Targets Changes with Each Shot (10-30-LF)
Drum Scoring in Top Panel for General Viewing
Extended Play
Playing Time Adjustable
A GAME THAT CAN TAKE A 25¢ CHUTE

NO BELTS! Trouble-Free Operation!
SIZED TO FIT ANY LOCATION! Less Depth Than Any Other
Similar Game Now Made

WHAT’S PLAYING?

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

Arlington Heights, Ill.; Teen Location
Wayne Hesch, operator; Bob Hesch, programmer; A&R Entertainments

Beaver Dam, Wis.; Country Location
Russ Saweika, operator; Coin-Operated Amusements

Brooklyn Soul Location
Martin Herbstman, operator; Lincoln Vending

Chattanooga, Tenn.; Young Adult Location
Lloyd P. Simpson, programmer; Chattanooga Coin Machine Co.

Chicago; Teen Location
Paul Brown, operator; Betty Schott, programmer; Wester Automatic Music Co.

Glendale, Calif.; Young Adult Location
Carl Stephens, programmer; Valley Vendors

Montgomery, W. Va.; Country Location
John E. Oliver, programmer; Mammoth Amusement Co., Inc.

Robinson, Ill.; Country Location
Alieta Hanks, Hanks Vending & Music

Sterling, Ill.; Country Location
George Woldridge, operator; Glen Whitmer, programmer; Blackhawk Music Co.

Trenton, Mo.; Country Location
Glen Welch, programmer; Automatic Music Co.

FEBRUARY 6, 1971, BILLBOARD

CHICAGO COIN’S NEW, EXCITINGLY DIFFERENT NIGHT BOMBER

ALL IN PRODUCTION
CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC.
1735 W. DIVISERY BLDG. CHICAGO, ILLINOIS 60614

54
**Oldies, Record Shops Very Helpful**

- Continued from page 33

Among records which are coming up rapidly with location play are some of the "Boo Barrell Popularity List records," according to store owner Vincent D. Walt of the "American Dime Box." "The store is well known for its specialty in rare records and has been gaining in popularity over the past year," he said. "Our store has been instrumental in promoting the revival of interest in old records and has been attracting a steady stream of customers." The store is located at 123 Main Street, and customers are invited to visit and experience the unique atmosphere of the "American Dime Box."
NEW YORK — RCA Records has a major February promotion lined up for pianist Arthur Rubinstein, including a six-album release. RCA's special function for the occasion is at La Cote Basque here Jan. 28.

The Rubinstein package includes two specially priced two-record sets, one of Brahms concertos and the other with concertos of Tchaikovsky, Grieg and Rachmaninoff. Two of the other discs are Chamber music recordings of Brahms and Beethoven complete the Rubinstein release.

Red Seal also is introducing three composers to the catalog as Igor Stravinsky, the American Symphony and the London Symphony in works of Fisler, Smimer and Khiaik in an album of new Czech music. A Schumann recital by soprano Leontyne Price accompanies the Red Seal release.

The Deller Consort performs Orlando Gibbons on Viola, with works from the period. Included is a Tchaikovsky overture with pianist Vladimir Horowiz and conductor Arturo Toscanini. In vocal sets, soprano Dorothy Kirsten sings opera and song with the Deller Consort on a light program.

## BOTTESINII WORK STEALS SHOW AT CHAMBER SOCIETY DATE

NEW YORK — Bottesinii's "Grande Tolstoi-Violin and Double Bass" was a revelation at the Jan. 23 Alice Tully Hall Chamber Music Society of Lincoln Center, which featured violinists Yevgeny Korngold and Bernard Haitink.

Bottesinii's 19th-century double bass virtuoso, listed in the catalog. The duo's harmonies were communicated, and all three musicians, three of the best, were excellent.

Such varied tones rarely are heard on an album, and the record, whose many recording credits include RCA, Deutsche Gramophone, CRJ, Golden Crest, Columbia and Odyssey, was exceptional. Webster also who joined Treger in sonatas of Nielsen and Szymanowski, mighty masterful. He has recorded for other labels, Columbia and Desto. Treger excelled in his program.

In addition to their regular concerts, the society is introducing its artists in separate evenings devoted to them. Since the society contains some of the finest musicians, these concerts are gems.

FRED KIRBY

## ANGEL OFFBEAT PROMOTION ON SATIE ALBUM

LO S ANGELES — Angel Records, with the "Ode to Satie" promotion on composer Erik Satie, geared to the youth market and the promotion will coincide with the mid-February release of a vocal and instrumental music that the Crescendos, the most brilliant Satire.

The Deller Consort performs with Orlando Gibbons on Viola, with works from the period. Included is a Tchaikovsky overture with pianist Vladimir Horowiz and conductor Arturo Toscanini. In vocal sets, soprano Dorothy Kirsten sings opera and song with the Deller Consort on a light program.

## THEATRE NEWS

### FRANCOIS MINCHIN, COMPOSER OF "THEATRE NEWS"

FRANCOIS MINCHIN, composer of "Theatre News," a new opera at the Metropolitan Opera in New York, has been named as the artistic director of the new Opera, a company that is scheduled to open in the fall. This is the first time that Munchin has been named as the conductor of a major opera company.

NOMINATIONS FOR THE "THEATRE NEWS" OF THE YEAR

The "Theatre News" of the Year is a new award that will be given to the best opera of the year. It will be presented at the Annual Gala of the Metropolitan Opera on March 15. The award will be for the best opera that is scheduled to open in New York during the season.

THE "THEATRE NEWS" OF THE YEAR

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NEW YORK — Offenbach's "La Perichole" was a delight at the Metropolitan Opera Jan. 23, with Cyril RICHARDSON, soprano Tessa Stratus and baritone Theodore Uppman among the special attractions. Franz ALBRECHT, who has the right feel for opera, conducted in a sparkling edition. Albert has recorded for Columbia.

Richardson, who also staged and directed the work, has always been perfect as the Vicar. In fact, his unshakable key factor in determining whether the opera will be presented. His bouncy jester is especially comic, aided by An- nicht's splendid old prisoner, one of his many excellent portrayals.

Stratus, who has recorded for CRI, was better than ever, with a young, white-whiskered youth. Her duets with Uppman, who has sounded like a boy recently, are a delight. Their chemistry is a delight, whether they are about good or not. Uppman's Paquillo is still as good as ever, with some magnificent moments.

FRED KIRBY

FEBRUARY 6, 1977, BILLBOARD
THE 1971
1812 OVERTURE.

There have been almost 50 recordings of the famous Tchaikovsky overture. From acoustic versions to 10-inch 78's to long-play versions.

Now, Columbia Records announces an exciting new version that Tchaikovsky himself would have appreciated.

It features Eugene Ormandy conducting the Philadelphia Orchestra. The choral magnificence of the 375 voices of the Mormon Tabernacle Choir.

The Valley Forge Military Academy Band (an 1812 tradition), Russian church bells. The authentic cannons from 20th Century Fox (famous for its wars). Producer Thomas Frost and the brilliant staff of Columbia engineers (famous for the Fabulous Philadelphia Sound Series).

The new 1812 Overture. It's the freshest sound in 159 years.
Billboard Album Reviews

February 6, 1971

**NEIL DIAMOND**

Mr. Backed

Greatest Hits

*Philosophers*

Library, Ltd. 11610 (S)

This album has all the material and the same mixture of styles that made the previous such a hit one. "Something's Burning," "Hey Bulldog," and "Your Love" are included, along with a new composition, "The Fire and the Rain," and the hit single "All Right Now" from the group's second LP. Among the highlights: "The Highway Song," "Hey Friend," and the recent chart single, "The Stairway." The original is already a success, and this LP will do even more to make Neil Diamond a household name.

**ROBbie ROBERTSON**

*The Band*

and the other group members, coming out of the same long-popular era of folk music that produced artists like CSNY, have released a new album that is already hitting the charts. "The Weight," "Cripple Creek," and "The Night They Drove Old Dixie Down" are just a few of the hits from this LP. The Band's sound is a mix of rock, folk, and country, and they have managed to create a unique sound that is both catchy and meaningful.

**TONY JOE WHITE**

*Warner Bros.*

and the other group members, coming out of the same long-popular era of folk music that produced artists like CSNY, have released a new album that is already hitting the charts. "The Weight," "Cripple Creek," and "The Night They Drove Old Dixie Down" are just a few of the hits from this LP. The Band's sound is a mix of rock, folk, and country, and they have managed to create a unique sound that is both catchy and meaningful.

**JACKIE WILSON**

*Warner Bros.*

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**CHAMBERS BROTHERS**

*Warner Bros.*

and the other group members, coming out of the same long-popular era of folk music that produced artists like CSNY, have released a new album that is already hitting the charts. "The Weight," "Cripple Creek," and "The Night They Drove Old Dixie Down" are just a few of the hits from this LP. The Band's sound is a mix of rock, folk, and country, and they have managed to create a unique sound that is both catchy and meaningful.

**MOSSAIC BY CROW**

*Warner Bros.*

and the other group members, coming out of the same long-popular era of folk music that produced artists like CSNY, have released a new album that is already hitting the charts. "The Weight," "Cripple Creek," and "The Night They Drove Old Dixie Down" are just a few of the hits from this LP. The Band's sound is a mix of rock, folk, and country, and they have managed to create a unique sound that is both catchy and meaningful.

**SHOSTAKOVICH SYMPHONY**

*Philharmonic Orchestra*

and the other group members, coming out of the same long-popular era of folk music that produced artists like CSNY, have released a new album that is already hitting the charts. "The Weight," "Cripple Creek," and "The Night They Drove Old Dixie Down" are just a few of the hits from this LP. The Band's sound is a mix of rock, folk, and country, and they have managed to create a unique sound that is both catchy and meaningful.
This issue marks the 60th anniversary of the ASCAP Awards, which have been celebrating the best in songwriting and composition for over a century. The event is held every year to honor the most talented of songwriters and composers in the music industry. This year's ceremony will feature performances by some of the biggest names in the business, and will be hosted by a well-known television personality.

The ASCAP Awards are one of the most prestigious events in the music industry, and are attended by some of the biggest names in the business. This year's ceremony will be held at the Grand Ballroom of the Beverly Hilton Hotel in Los Angeles, and will be broadcast live on ABC.

The ASCAP Awards have a long history of celebrating the best in songwriting and composition, and have been held annually since 1930. The event is attended by some of the biggest names in the music industry, and features performances by some of the biggest artists in the business.

This year's ceremony will feature performances by some of the biggest names in the business, including Celine Dion, Bruno Mars, and Ariana Grande. The event will be hosted by a well-known television personality, and will be broadcast live on ABC.

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<table>
<thead>
<tr>
<th>Artiste</th>
<th>Title</th>
<th>Label</th>
<th>Number</th>
<th>Week Ending</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>George Harrison</td>
<td>All Things Must Pass</td>
<td>Apple STS 33-602</td>
<td>Feb. 4, 1971</td>
<td>#1</td>
</tr>
<tr>
<td>2</td>
<td>Jesus Christ, Superstar</td>
<td>Various Artists</td>
<td>Reprise ERS 7510</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Santana</td>
<td>Abraxas</td>
<td>Columbia KC 30130</td>
<td></td>
<td></td>
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<tr>
<td>4</td>
<td>Sly &amp; the Family Stone</td>
<td>Greatest Hits</td>
<td>Epic KCS 3023</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Elton John</td>
<td>Goodbye Yellow Brick</td>
<td>Epic KCS 3023</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Creedence Clearwater Revival</td>
<td>Pendulum</td>
<td>Columbia C 30131</td>
<td></td>
<td></td>
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<tr>
<td>7</td>
<td>The Partridge Family Album</td>
<td></td>
<td>Bell 6051</td>
<td></td>
<td></td>
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<tr>
<td>8</td>
<td>Stephen Stills</td>
<td>American Pie</td>
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Compiled from National Retail Sales by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
SHADY GROVE
—December, 1969
Sales: 277,000
“A more precise, more lyrical, more textured Quicksilver. This ambitious album should be well received.”
—Rolling Stone

HAPPY TRAILS
—March, 1969
Sales: 299,000
“Happy trails is a virtuoso display of Quicksilver’s talent; they play unflagging Rock and Roll and sustain.”
—Charlie Magazine

JUST FOR LOVE
—September, 1970
Sales: 377,000
“The songs are great, they are performed superbly—100% guaranteed to reaffirm your faith in rock, God, and the world in general.”
—Zygote

“By far the best example on record of how a San Francisco band actually sounds when you hear it in person...The feeling on the album is beautiful.”
—Ralph Gleason, San Francisco Chronicle
For just $1750 you can reach the heart of the U.K. market.

GET THE BEST OF BOTH WORLDS (trade & consumer)
WITH THIS BLOCKBUSTER DEAL

You can reach both trade and consumers in the U.K. with this high-impact ad package which gives you prime space in Billboard's two big British guns...

To promote your artists or product in the U.K., you can have a four-page advertorial in RECORD MIRROR

PLUS a four-color back page ad

PLUS the same four-color ad to run in RECORD & TAPE RETAILER

...and ALL THIS for only $1750
(Total cost at normal rates would be $2400)

Call or write to:
STEVE LAPPIN, U.S. COORDINATOR, Billboard Publications, 9000 Sunset Boulevard, Los Angeles, California 90069. Tel: 273-1555 to make your reservation

www.americanradiohistory.com
From The Music Capitals of the World

DOMESTIC

Johnny for League the dedicated and critic, the Cincinnati Reds' catcher, has spent the last two years in New York, where he is working on his first solo album, "Johnny for League." The album, due for release in June, will feature a mix of rock, folk, and country music, with guest appearances from some of the city's top musicians.

Cincinnati, Ohio

LIE HOLLIDRGE & THE SEVENTH CENTURY

YMA, New York

The Seventh Century, an orchestra based in New York City, has released their latest album, "Vintage," which features a mix of music from the 1930s and 1940s. The album, recorded at the legendary Apollo Theater, has received critical acclaim and is set to be released in late May.

NEW YORK, NEW YORK

NATIONAL BREAKOUTS

SINGLES

SHE'S A LADY

WHOLE LOTTA LOVE

ALBUMS

POCO

JAMES TAYLOR & THE ORIGINAL FLYING MACHINE

NANCY ERCHIC

ACTION

Campus Dates

What's Happening

Hare Records

Joe Bihari

Lounge Records

Denny "The Man"

Mediasts Records

John Anton

Metromedia Records

Sol Handwerger

Poppy Records

Larry Heller

All Platinum Records

Al Dino

Skeggin-A-Lintoo Records

Frank Groggling

Warner Bros. Records

Bill Goldstein

February 6, 1971, BILLBOARD
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**FEBRUARY 6, 1971, BILLBOARD**
15 of Jefferson Airplane's biggest tunes taken from their six albums have been remastered to make up "The Worst of Jefferson Airplane." It includes "White Rabbit," "Volunteers," and "Good Shepherd." On Cashbox's chart today it's 11. Other fine albums by members of the group are Jorma and Jack's "Hot Tuna" and Paul Kantner/Jefferson Starship's "Blows Against the Empire." The entire catalog is on RCA Records and Tapes.
At the opening reception—left to right: Jeff Kruger, president of Warner Bros. Records; Henri Salvador, Hal Shaper, Linda Thorsen, star of the "Avengers" TV series, Madame Barclay and Eddie Barclay.

A cluster of EMI executives—left to right: Roy Featherstone from London, Henry Cord from Holland, Kurt Mikkelsen from Denmark and Francois Minchin of France.

Mort Nasatir congratulates Bernard Chevry on his award of the Cross of the Knight of the Order of Merit.

Elton John visits the Billboard Publications stand at MIDEM and meets publisher Mort Nasatir (left) and London circulation and promotion man, Ben Grees, (right) from the Billboard London office.

At the opening reception, left to right: Sigfred Loch (Kinney's man in Germany); Atlantic European manager Phil Carson, and Lou Reiser.

Don Steele, vice president of Ovation Records of Chicago, demonstrates the company's compatible stereophonic records.

Mr. and Mrs. Aaron Shroder, extreme right and left, share a copy of MIDEM News with Mr. and Mrs. John McLeod.

At the Bleu Blanc Rouge stand are, left to right, Ida Halila, international manager of RKM, Brussels; Roel Meurers, product manager of Philips, Belgium; Jimmy Frey, Arthur Mas, general manager of Chapp, Spain; Roland Mailer, general manager of RKM; and Rudi Petry of Editions Accord, Germany. The industry people were there to congratulate Frey for his 100,000 sales of "Rouge Pour Sandria" in Belgium.

In jovial mood at the opening reception—Eddie Barclay and Tony Stratton-Smith.

CBS organized a lunch in honour of Italian artist Massimo Ranieri, who appeared in one of the MIDEM galas. Ranieri is shown here flanked by Bernard Chevry (left) and Philippe Boutot of April Music, France.

On the government sponsored Canadian stand—left to right: Ritt Haine of Laurentian-Rideau Music; Pierre L. Duchastel, commercial secretary of Information Canada Expositions; Mike Doyle of Astra Records; John Gauthier of Information Canada Expositions; and Roseaire Archambault of Editions Archambault Inc.

On the government sponsored Canadian stand—left to right: Sigfred Loch, Kinney's man in Germany; Atlantic European manager Phil Carson; and Lou Reiser.

On the Buddha stand, left to right: John Nathan, president of Overseas Music Services; Eric Steenberg, of Buddah; Joseph Zynczak, Buddah attorney; and Gregoire Katz of Barclay Records.

Armando Moreno, general secretary of FIDOF, the International Federation of Festival Organizations, displays a model of the trophy which FIDOF plans to present each year to the most outstanding song festival.

Eric Burdon and War at a press reception held on the terrace of the Carlton Hotel.

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FEBRUARY 6, 1971, BILLBOARD
Following staff reorganization RCA-France last February, Sid Insole brought his whole new team to MIDEM, including international merchandising—Marc Exige; French production, Gerard Cote (also attached to Jackie Drury); publishing, John Marchini; marketing (from Erato-CED), RCA France's publishing department, which takes over from the PML affiliate, is headed by Roland Fichet-Betou, with international, with Gérard Nouchi (from La Compagnie) directing French affairs. ... Phillips France announced it will hold two separate "mini-conventions" February and March to promote licensed British labels Island and Vertigo. ... Publisher Roland Bismuth signed title deal with U.K. amplifier manufacturer, manufacturer and producer, Steve Davis. "Orange for John Miles, to be produced in France by D'Arcy. Further title deals may follow. ..." Proposed meeting of the French Independent Producers' Union did not take place. A variety of "authoritative reasons" are given— that the union had folded, that no notice of the meeting had been given, that president Jacques Carpentier was sick and had remained in Paris. The union however got together to run a joint stand at MIDEM to show current production on videotape equipment.

Roland Klinger of Belgium reported meeting with Shanko Music and Watazak of Japan and placed masters and d.j. deals with companies in Italy, France and Canada. Klinger International also acquired the Jeff Christie catalog for Belgium and Luxembourg. Belgian publisher Stig Andersen extended his deal with Britain's Mike Miller for representation in Scandinavia. Andersen also acquired seven songs from Geoff Stephens and obtained Scandinavian rights to "Black Magic Woman" from Roman Music. Andersen also extended his agreement with Al Calde and acquired three songs from Mills and other songs from Bambino (France and Numero Uno Italy). He also did a deal with Steff Garrett for Scandinavia. Mariano Rappelit of Numero Uno (Italy) reported song sale to Germany, Scandinavia, Spain and France. ... He also acquired a number of jazz masters from Vogue of France for release in the U.S. on GNP. He also renewed contracts with Sonet in Scandinavia, Paboh in Spain and Tioxide in Mexico, and acquired several masters from Deutsche Vogue. Norman also negotiated to launch two acts in Europe, Maza and the saxophone group, the Wilders.

Caroline Wilkins of CBS-Paris co-ordinated official launchings of the firm's new Epic DFI distribution outlet. The new offices at Ansieres, outside Paris, were set to open Jan. 9. The new outlet will become officially operational Sept. 1. while CBS-France president Jacques Scopel is in talks with various French and foreign designers for representation. One of the first personnel signed is Jacqueline Rose, formerly in charge of press and promotion at Festival, recently signed with Phillip Thomas's Music Mail Company. ... Songmarket, the Hachette publishing and distribution record affiliate, has signed Richard Anthony, who formed his independent Tacon production company within the Pathé-Michou group.

Gerard Tere are's underground, modern and pop label Future featured in two-way MIDEM deals. The 20-disc catalog will be represented in Spain by Takati and France, Italy—Fonte-Cetta, Belgium—Hebus Germany—ECM, Norway—Denmark—Sonet—Japan—Felix and Veteran, and U.S.—Liberty and Delmark (Chicago). Tere are's signed a deal with France with Emi last November. In France he is to distribute Opus (U.S.A.), Lom (Germany) and Sonet (Norway). Future is distributed in France by SFP. ... Gérard Clement, for many years organizer of the prestigious Aix Classical Music Festival, and sponsor of last year's Aix Pop Festival, is planning a Youth Festival for 1971, grouping all the arts, theater, classical, pop, modern, folk, country, soul music and jazz. Possible venue in Cornouaille. ... Clement has just joined Jean-Pierre Rawson's Box Office promotion and publishing company as press attaché. Rawson organized the Le Bourget Pop Festival outside Paris last Easter. ... Roland Bismuth-Filliat's Miniature publishing company, with the Michel Fugain title "Soulet" to Sigwood in U.S.A. and U.K., King in Japan, Rudy Steg in Germany, and placed the Paul Mauriat Editions catalogue in several new countries.

**Michael Way**

**Mexico City**

Juan Calderon is the new advertising and promotion manager, Kofon Records, Sagraio Gobalas, temporarily in charge of these departments, moves to radio promotion. ... B. J. Thomas and Joe Jose appear in Guadalajara, Feb. 18. ... MIDEM visitors: Mario Freidberg, vice president, Discom Tico, and Carlos J. C. Marchi, general director, Discos Guatamala. Both are remaining in Europe for the rest of the month on business. ... Johnny Mathis will perform in Monterrey. ... Mexican writer Armando Manzanero writes the Perry Como hit, "It's Impossible." ... Mexican group Los Tigres appear in Ireland throughout February, and follow up with a Madrid visit. ... Spanish singer Luisito Rey is now living in Mexico. Before starting a Mexican tour he is making a guitar album for CBS.

**Cannes**

For U.K. representation with EMI last November, in France he is to distribute Opus (U.S.A.), Lom (Germany) and Sonet (Norway). Future is distributed in France by SFP. ... Gérard Clement, for many years organizer of the prestigious Aix Classical Music Festival, and sponsor of last year's Aix Pop Festival, is planning a Youth Festival for 1971, grouping all the arts, theater, classical, pop, modern, folk, country, soul music and jazz. Possible venue in Cornouaille. ... Clement has just joined Jean-Pierre Rawson's Box Office promotion and publishing company as press attaché. Rawson organized the Le Bourget Pop Festival outside Paris last Easter. ... Roland Bismuth-Filliat's Miniature publishing company, with the Michel Fugain title "Soulet" to Sigwood in U.S.A. and U.K., King in Japan, Rudy Steg in Germany, and placed the Paul Mauriat Editions catalogue in several new countries.

**Michael Way**

**Mexico City**

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**ENRIQUE ORTIZ**

**San Juan**

Caterina Valentine (London) appeared at the Club Tropicana, El San Juan Hotel following Vicki Carr (U.A.-Liberty). ... Coanie Francois (MCM) played a return engagement at Club Caribe, Caribe Hilton Hotel. ... Johnny Olivera (Toca) featured at El Hipsocopo Nightclub. ... Steperry (Tico) appeared at The Great End, Old San Juan. ... "My Sweet Land" by George Harrison and "No Matter What" by Badfinger, two singles in the Apple label, held No. 1 and No. 2 in the WMJW latest chart. It
**TORONTO—Canada's new local content regulations went into effect in March, 1976. All 145 Canadian radio stations now are obliged to play a minimum of 30% Canadian content which falls (for the first year) into one of the following four classifications—performed by a Canadian, produced in Canada, lyrics by a Canadian, or music by a Canadian. In the second year, the 30% percent must comprise disk whichs two of the four classifications; the third year, three classifications, and so on. Some stations met the regulations, with good spirit, and produced 100% Canadian content. Others, however, did not. But a few stations evaded the aim of the CRTC regulation by simply programming music which is old (by Canadian standards, of course). The CRTC is expected to take a hard look and head off some of these tactics.**

**The Waiting**

**Toronto**

**CIRPA Lists Aims, Objectives**

**By RITCHIE YORKE**

**TORONTO—Canada's recently formed association of independent record producers, CIRPA, is now a reality. The group will work closely with the existing RCA's Canadian Copyright Agency (MCAP) to achieve its aims and objectives. CIRPA is a consumer advocate for the Canadian recording industry.**

**HELP WANTED**

**National organization committed to promoting the interests of minority businesses seeks assistance of like-minded corporations and organizations.**

**SPACE AVAILABLE**

**GRT Releases Antidrug Spot**

**Sackville in Jazz Release**

**TORONTO—GRT of Canada has released an antidrug disk—the Dr. Music Production of "Do You Know What's Good For You?" produced by Harry Boud. Originally, the song had been recorded for the Canadian record company CODA (which is now defunct) and was played on Canadian rock stations. Since being issued as a single, "Do You Know What's Good For You?" has received heavy airplay at more than a dozen stations, including CKFH in Toronto; CFNY in Hamilton; CFTO in Toronto; CHUM in Montreal; and CKLW in Windsor.**

**Sackville, a small independent jazz label, is run by John Norris (who also runs the jazz magazine, Coda) and Bill Beck. Both albums were recorded in Montreal with Gilad Vilnay as producer. The first features a new ensemble of percussionists and the second, a new series of soloists highlighting the talent of the Sackville label.**

**DINAH'S**

**CANADA'S NEW LOCAL CONTENT REGULATIONS WENT INTO EFFECT IN MARCH, 1976. ALL 145 CANADIAN RADIO STATIONS NOW ARE OBLIGED TO PLAY A MINIMUM OF 30% CANADIAN CONTENT WHICH FALLS (FOR THE FIRST YEAR) INTO ONE OF THE FOLLOWING FOUR CLASSIFICATIONS—PERFORMED BY A CANADIAN, PRODUCED IN CANADA, LYRICS BY A CANADIAN, OR MUSIC BY A CANADIAN. IN THE SECOND YEAR, THE 30% PERCENT MUST COM普RIBE DISK WHICH TWO OF THE FOUR CLASSIFICATIONS; THE THIRD YEAR, THREE CLASSIFICATIONS, AND SO ON. SOME STATIONS MET THE REGULATIONS, WITH GOOD SPIRIT, AND PRODUCED 100% CANADIAN CONTENT. OTHERS, HOWEVER, DID NOT. BUT A FEW STATIONS EVADED THE AIM OF THE CRTC REGULATION BY SIMPLY PROGRAMMING MUSIC WHICH IS OLD (BY CANADIAN STANDARDS, OF COURSE). THE CRTC IS EXPECTED TO TAKE A HARD LOOK AND HEAD OFF SOME OF THESE TACTICS.**

**THE WAITING**

**TORONTO—The annual CBS Spot Awards were presented to an artist selected by a freelance writer from Ottawa, Gil Bowden, whose winning song, "File It Under Forgotten," was announced after a series of 16 semifinalists were chosen.**

**Chapman's Experience**

**Toronto**

**Ritchie Yorkie**

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U.K. Postal Strike in 2d Week; Trade Unaffected

LONDON—With the nationwide postal strike continuing into its second week, most divisions of the music industry appear to be holding together. A check with dealers around the U.K. indicated that deliveries of record product have not been impeded, although the vast Alees and British Real delivery linkups through which manufacturers normally service dealers have not experienced breakdowns. The impact and export business in records has been affected to some degree, however, with exports more radically impacted. Mike Ashwell, a director of the One-Stop Records chain in London, said, “The export side, Non-Stop, is giving us trouble. We’re right all with our big export customers because they have always been able to alter their buyer system to make orders, and they are only shipped by air freight. But with smaller customers we have had booking difficulties for some time until there is enough volume to justify shipping by air. Mail orders for shipments are at a minimum.”

Hardest hit segment of the industry are the concert agencies and the major club orders. The agencies rely on the mail for delivery of contracts and payment. Myer said, “It would be a very adverse effect in bringing the off the sales side revenue.”

Jazzy Fest in Russia

GORKY, Russia — Capacity crowds were attracted to the First Jazz Music Festival in Gorky to hear jazz musicians from 10 Warsaw Pact countries.

It was the first jazz concert in the nations of the Warsaw Pact and international interest has peaked.

The festival featured a big band, led by Sergey Oskolovsky, from the Moscow Jazz Orchestra and featuring a star soloist. The group has been invited to perform at a series of international festivals in Japan and other countries.

Tony Stratton-Smith’s Charmus label has organized two concerts for the festival, with each featuring a different lineup for the label’s acts. Dealer window displays and advertisements are being arranged for the areas in which the groups will be appearing. Artists involved include Van der Graaf Generator, Genesis, and Pink Floyd. The World Record Club has been friendly through earlier and has agreed to return with its usual advertising campaign.

Independent publicist Brian Southcomb has organized a series of public relations for the U.B. label in the U.K. Additionally,道士(Dr.) in U.K. will be joining Bell-Lexy’s direction to handle publicity in the U.S. Rob White previously with Atlantic has joined MICKIE MOORE for public relations under Dave Most.

Independent specialist blues label S.J. Arnold has acquired the soundtrack album from the recent BBC TV series "The Blues" which features tracks by Buddy Guy, Muddy Waters, and Otis Rush.

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East Meets West at MIDEM & Deals Made

Continued from page 1

French Indie Pub Gains in Membership

CANNES—Philippe Boutet, president of the Association Syndicale des Artistes Musiciens—the 1860 Francophone music union—announced in July last year that the federation was being restructured. The new president, Vincent Fournier, has led the federation since then. He has also been involved in numerous international negotiations and agreements. Fournier has been quoted as saying, "We must protect the rights of our musicians around the world, and our goal is to be recognized as a strong voice in the international music industry." Fournier has also worked to promote French music in international markets.

BARCLAY SIGNS FOR U.S. PROMO

CANNES—Barclay's International Music Publishing, under director John Dill, has signed its first artists at MIDEM for promotion in the English-speaking market. Production will either be in France or the U.S. and artists were named, but only one was identified as being from France. The agreement will be for a 20-year term and will allow the artists to access the full spectrum of the company's resources.

TRAFFIC OF U.S., U.K., BALANCED

CANNES—One significant difference between previous MIDEMs and this year's event was the balance of traffic between the U.S. and U.K., on the one hand, and the rest of the world, on the other. The U.S. and U.K. were the largest markets, followed by continental Europe, Japan, and the rest of the world.

A Festival Planned for FIDOF Event Winners

CANNES—Plans for an international music festival, FIDOF, have been unveiled by world-renowned musicians and the International Federation of the Phonographic Industry (IFPI).

TRAFFIC OF U.S., U.K., BALANCED

CANNES—At a closing dinner reception, Bernhard Wechelberg, chairman of the MIDEM sales team, said that the event had been a success, with a record number of deals signed. He also noted that the event had been a good time for networking and socializing.

Rawson Bows Box Office Co.

CANNES—Former pop festival promoter and current Warner Bros. Records executive John Rawson has decided to bow out of the box office business. He will be replaced by Vito Tomassini, who has been with Warner Bros. for several years.

Salvador Places 2 Titles, Deal

CANNES—Editors and Publishers’ Guild of Spain announced the release of a new book, "The Beatles: An Illustrated History," written by Salvador Fuentes. The book includes over 300 pages of photos and text, and has already been translated into several languages.

Intell Deejay Unit Formed

CANNES—MIDEM this year saw the launch of the International Federation of Recorded音楽 Industry, which will represent the interests of all recorded music companies. The federation will be headquartered in Rome, and will be run by Dr. Grazioso Molfetta.

CANNES—Plans for the first meeting of the federation were announced at the event. The meeting will be held at the Palais des Festivals in Cannes, April 11-12.

The working committee consists of Van Vugt and Cor Smit Jr. (the Netherlands), and Gerard Tournier of Paris.

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CANNES—French independent and contemporary label Byg is in to experiment with a new formula to get round Socialist bloc currency restrictions.

Byg director Jean Geogaraska announced at MIDEM that he had signed special pressing deals with the state-owned music industries in the Soviet Union, Hungary, Poland, Czechoslovakia and Yugoslavia.

Under the terms, Byg product will be pressed for re-export to France so that Byg will profit from sales in these countries.

"Often records are produced better and for less elsewhere," Geogaraska said. "Under the conditions we hope to be able to balance out difficulties caused by restrictions of currency export from these countries.

Byg, which has just changed French distribution from CED to Discord, also signed Going to Paris to RCI, France, producing 600,000 records in 1971, with most foreign deals on an export basis.

Bourne Gets Prayer Disk

CANNES—Ian Taylor, general manager of Bourne & Associates in London, said that Bourne had acquired the rights to a new prayer for the nation, called the Lord's Prayer, which is recited by a Holy Ghost in Italian and French.

The composition has been recorded for PDU in Italy by an Italian orchestra, and is composed of the single features a motion picture of peace穿过.?ndia, the local title, "Le Africain a Paris," which will be recorded for Polygram by Gregory, Jr.

Tutti to Push 'Cheep Cheep'

CANNES—Phillips group French publishing affiliate, Tutti, will promote "Chirpy, Chirpy, Cheep Cheep," written by John Lewis, and recorded by André Williams. The song is an injection of recorded music in the U.S. and Europe.

At the MIDEM stand, Tutti also made use of MIDEM to promote the new dance, "Cheep Cheep," and the single features a motion picture of peace through the world, the local title, "Le AFRICAIN a Paris," which will be recorded for Polygram by Gregory, Jr.

Pomme' Rights To Pascal Pub

CANNES—Claude Pascal of Paris announced that his publishing company joined world rights with RPM Paris to the Luxembourg/European entry, "Pomme, Pomme, Pomme" by Hubert Giraud and Pierre Courtois, which will be sung in Dublin by Monique Mecel, who was third in the Radio Luxembourg contest last October.


The required French representation of the Mother Mucka catalog.

Bourne enters Pact

CANNES—Air Music Scandia's Sture Rosbygård, reported acquisition of the U.K. catalogs, Andwell Music and Dogleg Music for Scandinavia.

Ovation Lines Up License Deals; Shows E-V Decoder

Ovation Records signed three-year licensing deals for various companies during the run of MIDEM.

'Tube' Trophy For 'Sympathy'

CANNES—The "Tube" trophy in recognition of 750,000 sales of the Rare Bird record "Sympathy" in France was presented to Tony Straton Smith, president and managing director of the publishing and Churnsise Records, by Louis Battut of Editions Laboratoire France.

The award, created by the French music trade monthly, Le Magazine, was presented in the Press Club of the Palais.

Green to Manage Ike and Tina

CANNES—In a deal concluded at MIDEM, Charles Green, former national manager of Arista Records, Cher and Buffalo Springfield, signed a personal management contract with Ike & Tina Turner, who are on a European tour.

Ike and Tina Turner's tour kicked off at MIDEM Jan. 20, and is playing dates in France, Holland, Germany and Switzerland, finishing with an appearance at the Colston Hall Feb. 14.

INTL LAW OFFICE SUCCESS SET FOR MIDEM IN 1972

CANNES—The International Law Office, introduced this year at MIDEM to provide a service for participants, is to be continued in 1972.

The ILO, which offered the services of lawyers from four countries, including Nick Kamaa and Ian Burbidge from Britain and Walter Hinkley from Canada, had been doing business, but the only time MIDEM was over had justified its existence.

It was successful enough to warrant being done again next year, commented the lawyer, who reckoned that six or seven consultation were dealt with on average each day.

However, there wasn't a need for the ILO to be operating all of the way, the need for legal advice coming, later in the year when the law should not actually be any, but were used as the excuse to get out of deals on a couple of occasions.

The ILO was the idea of Munich attorney Alfred Schen, a MIDEM participant for the past four years, Schen said that he felt the office would have been more appreciated had more attention been given to its existence and whereabouts.

The possible that next year it will be located in a more accessible spot, and that lawyers from Russia, South America and Japan will be
AUSTRALIA
(Concert Co-Sit)    This Week
1. I THINK I LOVE YOU—Sortie Family (Roll)
2. THE LADY IS A TRAMP—Grace Kelly (CBS)
3. I'LL SEE YOU IN MY DREAMS—Merle Travis (Verve)
4.estring in my Heart—Ruth Etting (Parlophone)
5. GUARDIAN ANGEL—Travis (Roll)
6. WINE IN THE WIND—B.B. King (Roll)
7. THE LADY IS A TRAMP—Verve
8. I'LL SEE YOU IN MY DREAMS—Parlophone
9. STRING IN MY HEART—CBS
10. GUARDIAN ANGEL—Roll (Roll)
11. THE LADY IS A TRAMP—CBS
12. I'LL SEE YOU IN MY DREAMS—Roll
13. STRING IN MY HEART—Roll
14. GUARDIAN ANGEL—CBS
15. THE LADY IS A TRAMP—CBS
16. I'LL SEE YOU IN MY DREAMS—Roll
17. STRING IN MY HEART—Roll
18. GUARDIAN ANGEL—CBS
19. THE LADY IS A TRAMP—CBS
20. I'LL SEE YOU IN MY DREAMS—Roll

BRITAIN
(Concert Record Retailer)    This Week
1. MY SWEET LORD—George Harrison (Harrison/Atlantic)
2. GRANDaddy—Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br>[Concert<br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NOW AVAILABLE
New! It is now possible to obtain certain bound volumes of old issues of Billboard. For a complete list of each of these titles is available. All will be available for $12.00 per title. Send Price. 12.00 per title.

FEBRUARY 6, 1971, BILLBOARD
FROM THE MGM MOTION PICTURE "RYAN'S DAUGHTER"

COMES THE BRILLIANT LOVE THEME "IT WAS A GOOD TIME" (K-14213)

EYDIE GORMÉ'S DEBUT SINGLE ON MGM RECORDS

PRODUCED BY DON COSTA

www.americanradiohistory.com
PARTRIDGE FAMILY—DOESN'T SOMEBODY WANT TO BE WANTED (2:43) (Prod. By Don CHARLIE PICKERING-GRADY For RCA—BMLM—BMLM—At its ideal price of $6.98, the Charley's Island album, featuring Miley Cyrus's vocals, offers over 20% of the sales potential of the first smash, Fibrebo. No Information Available. Time 6032

These guys have a good track record and they certainly sound like they've got a chance with their version of the popular number. lush arrangement is perfect for today's mellow market. Sun 1122 (SS).
THERE'S ONLY ONE PEARL...
...AND THAT'S MAMA'S!

FEATURED IN THIS ALBUM

JACKSON

MS-718

PRODUCED BY "THE CORPORATION"
NARM in Total Trade Unit Drive
• Continued from page 1
Its membership now includes mass merchandisers of recorded product at all levels, as well as a multitude of other suppliers—pressing manufacturers, pressing plants, duplicators, display and packaging specialists, as well as recording engineers. Its goals now exercise a marked influence in such areas as the drug problem, copyright legislation, education and many other matters. Its total involvement with all facets of the recording industry will be augmented, it was indicated by Jules Malamud, who heads the organization.
Malamud, in an interview last week following the recent period one of flux. 'The last decade has been a historic one where we witnessed a tremendous expansion of the industry through innovative marketing techniques,' he said. 'As more and more of another historic period, and the demand for music continues, so do the problems of finding a market for today's technological, engineering, and marketing advances. This is where NARM comes in, to build it around the overall theme, "Defend for Decision."'
Malamud pointed out that the industry from a key observation point should move in the following guidelines for the maintenance of industry health: (1) The industry must be receptive to change. Just as trends in musical taste change, the industry must change with it. (2) There is something unique about the record business—at least, the music. It has an emotional aspect, and we must bear that in mind when we approach it. (3) In the 1960's, the key factor was big exposure via the media. As the 1970's come about, an increasing element of selectivity. This is true because of today's new type of record buyer. He is a student of pop music, just as the young music fan was always a student of the haters.
Big Tree, Ampex Tie
NEW YORK—Ampex Records and Big Tree Records have signed an agreement giving Ampex exclusive manufacturing and distribution rights for all its products in the U.S. and Canada to all disk product from Big Tree. The agreement was reached by Larry Harris, president of Ampex Records, and Doug Morris, president of the executive officers of Big Tree.
Big Tree has been in operation for two years. The label's first single on the charts was "Flower Power," a song by the Neighborhood, followed by an album called "Death." The first 3-3/4 inch reel to reel tape recorders have been manufactured and distributed in all configurations of Ampex reel to reel stereo tape cassettes since April 1970.
Brown & Levine Join Vanguard
NEW YORK—Louis Brown and Irwin Levine, two writer-producers, have joined Vanguard Records on a non-exclusive basis. Bob Reno, Vanguard's A&R director, said their first album for the label is the first Vanguard set of Zager & Evans.

D.C. Hi-Fi Show Puts Progress on Display
• Continued from page 3
The show will be "truly international," with slightly less than half the products coming from overseas. International Industries Corp., which distributes Garrard turntables and Wharfedale loudspeakers, will be in the town with more than 10 exhibitors, including Kirskaeter speakers and receivers from West Germany, Ohm loudspeaker systems, Quad tape equipment and Akai video tape recorders.

Bonded Services Into the CTV Field With New Wing
• Continued from page 1
According to Wolson, the CTV industry at this stage of its development has concerned itself primarily with the establishment of non-standard systems on the hardware side, and a scramble for product to satisfy the soft-ware needs. Nothing has been done to assure an organized system of providing and acquiring the required elements of specific CTV programs, Wolson said, nor a method of getting the proper product to the consumer.
Bonded operates facilities in New York, Los Angeles and various centers abroad.

NAB Tells Record Firms: Supply the Words in Print
• Continued from page 1
The proposal will be ventured at the next NAB-RIAA meeting coming up soon.

RCA Single on Drugs; It Was Cut as a Spot
NEW YORK—RCA Records is releasing a rock song by singer/songwriter Terry Bush enti- tled, "Do You Know What Happened to That Little Single?" which was originally written and cut as a commercial for the Canadian Council on Drug Abuse and mentions by name every drug available on the market. Bush said the song was not meant as either an or drug, but an attempt to probe today's drug-taking population, which includes young and old alike.

Singleton Reactions
• Continued from page 3
initial statement. Singleton also is going in a inventory return system, whereby distributors will be able to return only four times a year.
Under the new plan, 3 percent of the total net purchases in a month goes into an advertising fund for local ads in Gillette's. Singleton plans to prepay all freight to distributors, unless air freight is involved, in which case the winner would pay. The price of singles goes up by a cent a half; the price of LP's 5 cents. Singleton will continue to guarantee a minimum on any defective record.

Ron Budnic, RCA's West Coast manager, who recently went on the radio and commercial on the radio and believed the song pot potential. Singleton got the single released to the world-wide market except in Canada, where Bush is signed to RCA. Singleton released the single in Canada.

Morgan & Katz Production Arm
NEW YORK—Bob Morgan, vice president and general manager of Sound Exchange Studio, and Steve Katz, vice president and chief engineer at the studio, have formed a record produc- tion arm, Sound Exchange Produc- tions.
Two singles have been released under the "Bridge Over Troubled Water," by Ernie Andrews and the Fuzzy Tapes and the "Soul label, and "The Hippie Flower Lady," by the Yummys on Sun- flower. Morgan is now completing the first LP by Ernie An- drews. Singleton recently recorded an album by the Fuzzy Kane Trio.

Late News

Bonded Services Into the CTV Field With New Wing
• Continued from page 1
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Since they left King Crimson, McDonald and Giles have recorded an album....

McDonald and Giles

Ian McDonald: Guitar, Piano, Saxes, Flute, Clarinet, Zither, Vocals and Sundries
Michael Giles: Drums, Percussion including Milk Bottle, Handsaw, Lip Whistle and Nutbox, Vocals
Peter Giles: Bass Guitar
Steve Winwood: Organ and Piano solo on "Turnham Green"
Michael Blakesley: Trombone on "Tomorrow's People"

Cotillion SD9042

On Cotillion Records & Tapes (Tapes Distributed by Ampex)
ERIC'S WAR ON ELTON

Burdon rocks on—as Elton storms off

The Sun

New pop disc 'an insult to the Queen'

POP STAR'S RECORD 'AN INSULT' TO THE QUEEN

Burdon led the wildest war party in Paris

BY RICHARD GREEN

Tobacco Road. Mother Earth. London. Bombay. New York. Munich. Paris... it's been a crazy week for Eric Burdon as he heads for Europe with War and the Animals on their first European tour. He's been partying in London with the likes of Mick Jagger and Marianne Faithfull. And he's had to deal with the Queen's reaction to his new single, which he says is 'an insult to the Queen.'

The Sun reports that Burdon was caught on camera shouting at Elton John during a recent performance. The paper suggests that this is just the latest example of Burdon's constant feuding with the music industry. The paper notes that Burdon has a history of controversy, having been involved in a number of scandals in the past.

New Musical Express

Another story about Burdon in the New Musical Express. This one focuses on his recent trip to Paris. The paper reports that Burdon partyed with some of the biggest names in the music industry, including Elton John and Mick Jagger. The story notes that Burdon's recent controversial behavior has not stopped him from partying with the biggest names in the business.