Writers Weigh World Lobby to Aid Copyright

By PAUL ACKERMAN

NEW YORK — A group of highly placed U.S. songwriter-producers are considering a plan whereby writer-publisher groups abroad and utilizing their total support on behalf of the U.S. effort.

Much of the reasoning behind the plan is built upon the theory that a revision of the American Copyright Act affects a trend to more elaborate packaging for albums has increased the cost of production and the cost of promotion to the level that many artists cannot justify the expense.

In his nonprofit organization's press release, the producer declared that "many artists cannot justify the expense of promoting even the most successful albums." He added that "many artists are not getting their fair share of promotion and are not being paid for their work." He also noted that "the current copyright law is not working for the artists and is not working for the record companies." He concluded by saying that "a new law is needed to provide a fairer share for those involved in the music business."

(Continued on page 4)

Colleges Form Co-Op to Bow, Back Low $, Peaceful Concerts

By MILDRED HALL

WASHINGTON — A multi-campus student cooperative to finance and organize low-cost, trouble-free youth concerts has been formed by several college groups.

The idea is to allow the students to perform on live concerts that have settled over theaters, parks, stadiums, and other similar events that cause concert problems. With a $2 ticket price, the concerts have been successful with gate-crashers, tension-causing waits or no-shows, poor accommodations with the police, the local residents, and storekeepers.

An agreement has been reached to perform on page 66.

Fox Suit Widens Liability

NEW YORK — A group of highly placed U.S. songwriter-producers have filed a lawsuit against the head of the Harry Fox Agency, alleging that the agency's partnership decision was a "significant step" in his program against pirates.

The plaintiffs claim that the partnership decision was a "significant step" in his program against pirates. They also claim that the "partnership agreement increases the risk of liability for the purpose of reaching the stable elements who either carelessly or negligently assist the bootleggers."

(Continued on page 10)

Disks Step Up Pkg Flash; Make Big (Color) Splash

By CLAUDE HALL

NEW YORK—Use of deluxe packaging for albums has increased to nearly eight out of 10 albums produced today. Earlier, the practice was limited to deluxe jackets or decorated in a festival of color. A year ago only 65 percent of the albums featured deluxe packaging. Today, according to a recent study, 80.5 percent of albums were sold with deluxe packaging.

Bruce Lundvall, vice president for merchandising for CBS Records, said there is a trend to more elaborate packaging, but he viewed it as mixed blessing. CBS studies have shown that 13-14 percent of album sales are motivated by liner notes, yet some of the record artists today don't care for liner notes on their album jackets. But four-color art work back and front on jackets today is becoming standard, whereas the trend of album jackets used to only feature black and white printing. But today record companies are selling an audio-visual product, not just an album alone, he said.

Colt Boosts Prices to Dealers—Capitol Does Same to Consumer

NEW YORK — In two separate moves relating to an increase in the price of records, Columbia Records increased its prices to dealers, while Capitol Records increased its prices by 20 percent on its pop albums to consumers by $1, from $4.98 to $5.98, and its singles from 98 cents to $1.25. An increase of record prices to wholesalers by RCA Records and other labels was reported exclusively in Billboard Jan. 31.

Columbia's price increase to dealers on its $4.98 product goes to $2.77 from $2.70. The price on its $5.98 product goes to $3.35 from $3.25. The price on Columbia's singles goes to 62 cents from 60 cents. The Columbia increase goes into effect immediately and dealers who were contacted at press time said they were still studying the move before making any commitments.

The Capitol increase goes into effect April 1. The new list price on singles will be 77 cents. Capitol's albums currently list at $5.98 will remain at that price level. The dealer price on $5.98 product will remain unchanged at $3.23. The dealer price for its $4.98 product had been $2.68.

The Capitol price increase will cover catalog product as well as new releases. This will affect all labels distributed by Capitol.

Announcing the change, Don England, Capitol's marketing vice president, said, "We are making this correction because of rising costs to the manufacturer, the wholesaler, and the retailer, and to permit everyone to handle the product properly.

(Continued on page 10)

Record Bar to Expand to 20

By RUTH CASTLEBERRY

DURHAM, N.C. — Record Bar, Inc., a full-line discount chain of nearly 20 stores, plans to have a total of 20 stores operating in the Southeast by the end of 1972. The Record Bar's 1970 grosses were 20 times that of 1969.

"The thing that makes us different in the market is that we carry it all," explained Marc M. Greenberg, vice president in charge of operations and personnel. "We carry the type of record store that will give the customer the kind of service they expect from a record store."

(Continued on page 10)

Computer Speeds Bookings

By BOB GLASSENBERG

SAN FRANCISCO — Talent Registry International has begun computerized buying and selling of talent for the use of the worldwide satellite system and General Electric Computer Network. The move has been made to speed the system of booking talent across the country and around the world and also to help talent buyers to check quickly on the availability of talent worldwide.

The system was devised by George L. Stanton and David L. Stanton of the Theatrical Corp. of America. It enables as many as 200 people to use the computer simultaneously and obtain information for marketing purposes. Buyers of talent are more immediately aware of talent availability and sellers of talent can use the computer to ascertain who is looking for talent. The computer is also able to perform tasks which were previously done by hand.

(Continued on page 10)
“...Happy birthday, dear Artur, happy birthday to you.”

IT’S ARTUR RUBINSTEIN MONTH.

There's cause for you to celebrate, too: the release of six Rubinstein albums created to appeal to the broadest possible audience. “Brahms: The Piano Concertos” and “Three Favorite Romantic Concertos—Tchaikovsky No. 1, Grieg A Minor, Rachmaninoff No. 2” (both 2-LP sets priced at little more than one record) plus “The Chopin I Love” (11 all-time favorites on one LP for the first time), “The Brahms I Love,” “Chopin Sonatas,” and “Moonlight Sonata” (Beethoven’s three favorite sonatas). And we have more good news for you—there's much more Rubinstein coming from RCA Records in the years ahead. After all, when you're feeling as young as Artur, the whole world's a piece of cake.

Order Form

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Mail to your RCA Distributor

Name: ____________________________
Address: _________________________
City: ____________________________ State: ______ Zip: ______

RCA Records and Tapes

dynaflow is the RCA trademark for a new development in record manufacturing that provides a smoother, quieter surface and improved ability to reproduce musical sound.

RCA Records and Tapes
Executive Turntable

D'IMPERIO SCHREIER HORNE DILEO

Joseph D. D'Imperio named president of Irvin Feld's five new Ringling Bros-Barnum & Bailey Combined Shows, Inc., subsidiary companies, which includes Ringling Bros. and Barnum & Bailey Records, Feld Bros. Management Corp., Ringling Bros. and Barnum & Bailey Publications and Trapeze Publishing Co. D'Imperio, who was named as division vice president, pop music, RCA Records, to take the new assign- ment as a vice president and general manager of K10v Enterprises, Inc. In addition, Leonard Scheer was elected vice president of the firms. Scheer resigned as director of merchandising and marketing planning for RCA Records to take the new post.

Schwarz Keys Its Operation For '71 to Youth

NEW YORK — Schwarz Bros., Washington-based distributor and rack jobber of records and tapes, was renamed in 1971 with an accent on youth. According to Jim Schwarz, the firm’s.Products are handled by personnel in key positions in the low 30's, and some of the assistant buyers in key positions are considered the best in the business, said Schwarz, "even have long hair," he said. Replacing Jim Moore was appointed general manager of Schwarz Bros. and Desdemona, which has had been head buyer for Schwarz Bros. for the past seven years. Also, Jim Walker was set as head buyer for "Discount Records," and George Pappathos was named sales manager for Discount Records.

In addition to Discount Records, the Schwarz Bros. operation includes Harmony Hut, a retail chain of record stores, and a street identity of the board. Jim Burt is executive vice president.

George Lee named vice president and a member of the executive staff of Chappell. He recently resigned as vice president and general manager of Warner Bros. music publishing company.

Bruce R. Lang named to the newly created position, executive director, medical programs, Teletonics International. He was previously president of Reeves Production. . . . Richard Cooper named to the new position of sales director, Eastern and Midwestern areas for Universal for Education and Arts, division of MCA Inc. John Desmond appointed head of home office sales.

DGG Gives Symphony Hall in Boston a New Recording Look

BOSTON—DGG has refurbished Symphony Hall to make it an up-to-date recording facility. For the first time, Symphony Hall has been equipped with full control recording room, designed in co-operation with the U.S. acoustical consulting firm of Bolt, Beranek and Newman, Inc.

In addition, new equipment has been installed featuring sophisticated sound control, low noise, square-wave response and quadraphonic output. The equipment was designed and built by DGG’s Group Recording Workshops. Other equipment includes U.S. brand control loudspeakers and two multi-track recorders. European 2-track recorders, control consoles and microphones, plus accessories necessary for remote recording.

Recording talent involved in the refurbishing include Karl Faust as producer, Ruther Brock as artistic supervisor, Graham Har- man and senior technical engineer, and recording technician, Jack Nis, Volkert Martin and others.

The Boston Symphony, which records at Symphony Hall, is under contract to DGG.

Fete to Bare First 10 Writers Named to Hall

NEW YORK — The first 10 songwriters elected to the Songwriters Hall of Fame by balloting of the membership will be announced and invested at the first awards dinner of the Hall, March 8, at the Trianon Ballroom of the New York Hilton.

Each winner from an original list of 30 nominees will be given a statue of a plectrum, symbolic of his election. Also, Richard Rodgers, who was chosen for the Hall of Fame earlier by acclamation of the Board of Directors, was received. More than 500 are expected to attend the Hall's first meeting, to be held in the main music center by Skitch Henderson and his orchestra, with a special show produced by Oscar Brand, an executive of the board. Brand will be assisted by Jim Burt of the Board, Bob Bach of the Goodwin-Tommy James Smith Orchestra and John McCarthy of the R&B group, the Heaven's Angels. The host will be Johnny Mercer, Hall of Fame president, and William E. Williams.

For More Late News See Page 66

London's Deluxe 2-LP Pkg To Push Mantovani Month

NEW YORK—London Records is issuing a specially-priced deluxe twp-package in connection with the 20th annual "March Is Manto- vani Month" promotion. The set, "Festive and Festive" contains a complete Mantovani discography. It will be priced at $11.98. One of the LP's contains new material, while the other has Mantovani favorites from past sets.

The drive, which supports the full Mantovani catalog includes a heavy distribution of promotion albums in the retail music market, along with full-color window displays. The full London Jazz and promotional executives and staff members have been invited to the event.

March 7, an artist for Discos Recor Co. Ltd. of Britain since the beginning of the company, was named general manager for London. British Decca American. 

P.O. Seeks Huge Rate Hike Seen Hurting Disk Mailing

WASHINGTON—The new U.S. postal rate structure could result in a rate hike for recording companies, books, films and music from present 12 cents a pound and 6 cents each additional to 15 cents a pound and 7 cents each additional. The raises would be phased in over five years, with the first increase, possibly by mid-May, raising the special Fourth Class Educational Materials rate to 14 cents a pound and 6 cents each additional.

Other raises in the rate structure would raise rates to 15 cents a pound and 7 cents each additional. But the phasing out would take 10 years for the non-profit agencies, with an increase in the first rate to 15 cents a pound and 6 cents each additional.

At the rate of increase the temporary rates raise into effect in 90 days, which would make it about two points a pound. It is not expected that the temporary rates would exceed one third the permanent rates.

It also states that the changes are the result of increased costs, which have hurt the industry particularly because of the problems involved in the recording of music. But other rate raisers, the industry has been able to prevent the increase. It is not expected that the rate changes will have a big effect on the industry.

Lionel Ent. Is Sold to MGM

LOS ANGELES—MGM Rec- ords has acquired the Lionel Enter- tainment Group, which includes Lionel Records, Flaco and Choo Choo Records.

Clive Fox, formerly head of Lionel Records, joins MGM to act as vice president in charge of independent labels. These com- panies' names include Colmbus, Heritage, Stormy Forest, Verve, Prestige and Sunflower and Sounds of Memphis. Shifting over to MGM are Phil Ponce, head of the independent label national sales and Abe Glaser to assume national label marketing and promotion duties.

And speaking of these labels, the 1972 Grammy Award winning album "The Sound of Silence" by Simon and Garfunkel is going out to bring some of the biggest stars in the industry to their banner.

Sound and lighting will be under the supervision of David Geschmard and Maurice LeFeuvre. Robert Har- rison of the Atlanta Symphony will be responsible for selecting the musicians who will play in the show. The Atlanta Symphony Orchestra, under the direction of Ted Sowal, will handle the orchestrations. The show will be produced in the Atlanta Atlantic Center. Food and drink will be served to a limited audience by Lowery group vice president Mary Tann. Decoration will be handled by the Seabrook Group. Seated and standing tickets will be the responsibility of John Barie and Cotton Carrier.

Acts Leave Mgt Agency in Labor Code Rule Aftermath

LOS ANGELES—Delray & Bonnie have followed Dave Mason in leaving Management III as a result of a group of hitherto personal managers from negotiating a new agreement. Mason had left the agency two years ago. Management III had negotiated the composer's Blue Heaven Records contract. A California labor code states that personal managers may not obtain jobs for their clients. They can only advise on matters, Alan Parrent, a former partner in the three-year-old management firm, stated. Mason and Delray & Bonnie were playing in secured record contracts for "Tom Sawyer" at the time the change occurred.
**Writers Mull World Lobby**

- **Continued from page 1**

interest globally. In the world music community there is a stake in seeing to it that the writers and publishers of foreign countries receive the same benefits and protection in the U.S. that American writers and publishers have abroad. In brief, it is claimed, public international agreement under the World Trade Organization is needed. The American Association of Independent Record Companies can take a provincial point of view, but most realize that there exists a need for a more global approach to border the benefits of the U.S.

It is no secret that American writers planning the global lobbying push feel that proposed revisions to the American Constitution Act don’t go far enough. They point out, for instance, that mechanisms are needed to protect against arbitrary decisions of the American courts. The American music industry, too, is feeling the pressure of the world community.

Writers and publishers of foreign countries are concerned about the implications of the American music industry’s muscle. They see the American music industry as a powerful player in the international marketplace, and they want their fair share of the revenue generated by American music.

The American music industry, on the other hand, sees itself as a victim of the world music community’s demands. They argue that the American music industry is already doing its part to support foreign artists and publishers. They also argue that the American music industry is a vital contributor to the world economy, and that the world music community is taking advantage of the American music industry.

The debate between the American music industry and the world music community is likely to continue for some time. It is clear, however, that both sides are committed to ensuring that American music is well-represented in the international marketplace.
The show that will bring Original Cast buyers back to the stores.

"Everyone in town will have to see 'No, No, Nanette' twice because the performers couldn't possibly provide all the encores that are wanted at any one show."


It's "No, No, Nanette." A brand-new smash Broadway hit. With Ruby Keeler, Bobby Van, Helen Gallagher, Patsy Kelly. Songs like "Tea For Two" and "I Want To Be Happy." And all supervised by Busby Berkeley, himself.

Douglas Watt said in the Daily News, "A roaring audience took it as if Broadway were having its last fling."

And in The New York Times, George Gent said, "From the moment the curtain went up the audience went wild, laughing and applauding and shouting their love over the footlights to each of the principals.

Trouble is, it's hard enough to get to see it once. And to see it twice (as Walter Kerr suggested) will probably take most people a long, long time.

But they'll hear what all the excitement's about any time they want. And as often as they want.

On Columbia Records' Original Cast album.

(All the encores are there.)

On Columbia Records and Tapes

www.americanradiohistory.com
Executive Turntable

- Continued from page 3

and Phil Wulf named head of marketing. Desmond continues as director, business film sales and management. Bill Wulf was named new manager, customer services, CBS EVR division. He was regional marketing supervisor for closed circuit television equipment, Visual Communication Products department. ... Wendell Cray was named staff writer for rides, home Town records labels.

Al Rosenthal, vice president and general manager, Raymond Rosen Music Products, Philadelphia, has resigned. ... Bob Glasser named general manager of the Robert McGraw Organization's publishing activities. He was formerly the firm's West Coast regional manager. ... Steve O'nares named executive assistant to the president, Beautiful People Company, Los Angeles.

Barbara Christensen appointed publicist manager Eastern operations, Capitol Records. She was formerly account executive with John Springer Associates and Paul Ellis named ABC/Dunhill's regional promotion director, based in Cleveland. Dick Masters will be head of promotion for ABC/Dunhill in the Boston and New England market.

Louis Galliani appointed West Coast promotion manager, Polydor Records. He was previously Capitol Records' West Coast representative for Apple Records. Larry Holler named West Coast coordinator, underground and college, promotion and publicity for Polydor. He formerly headed the West Coast contemporary music department at the Agency for the Performing Arts.

Neil J. Anderson named to the newly created post of director, performing rights administration, in San Francisco, for BMI. He was formerly vice president of BMI's West Coast publishing outlets. ... Robin Zolman, of the Record and Tape Sales Corp., Slatersville, R.I., has resigned from the company.

John Craig named ASCAP's international representative in the U.K. He was recently associated with ATV Knibbs as business manager. ... George Brewer appointed assistant director, national promotion, Columbia Records. Brewer was previously associated with stations WPOD, WFXK, WOL, WIXY and WNY. Don Ellis named to the newly created position of director, artist development, Columbia Records. He was formerly director, merchandising, Epic Records. ... Irving Glasser named marketing director, Fine Tone Audio Products, Inc., Brooklyn. He was formerly New York branch manager, NMC Corp. ... Janet Paets named director of artist promotions, Trip Universal Records, Miami and Nashville.

David J. Mullane, former executive vice president and treasurer of CEMI (Creative Electronic Musical Instruments) elected president of the corporation. ... Al Amor, former chief engineer at Eastern Video, has joined the engineering staff at Lowtron Television Inc.

Harry Chipetzer named general manager of Sigma Sound Studios, Philadelphia. ... Herb Dale, manager of music operations for Clintron Corp., music division, Delta Systems.

Margot Astrachan appointed vice president, Optronics Inc., video cartridge program firm. ... Chris Noel named vice president in charge of artistic and writer relations, Golden Bough Enterprises Inc.

Bob Regler joins Warner Bros. as art relations controller, replacing Bob Costello, moved to another post with the label. He was formerly with a public relations firm. ... Lou Bramy named a Warner Bros. Records artist. Bramy was concert promotion representative, specializing in FM FM radio in New York. He was formerly with Melody San Francisco in promotion. ... Long John Silver has joined Mercury Records as southern regional promotion manager. He was formerly with WAYS Radio, Charlotte, N.C.

Gerald Hochwald appointed vice president-controller of Transcontinental Music Corp. Until recently, Hochwald was corporate controller of New England's largest music publishing company.

Concert, Fete Honors Carlson, Fraternity Chief

CINCINNATI — A three-hour concert featuring talent that has appeared on the Frankfire Rec-
they've got the road to themselves...

The Partridge Family

starring SHIRLEY JONES featuring DAVID CASSIDY

their newest single

"DOESN'T SOMEBODY WANT TO BE WANTED"

produced by WES FARRELL

BELL #963

BELL RECORDS, A Division of Columbia Pictures Industries, Inc.

From the Screen Gems TV Series on ABC-TV
Era of 'Conglomeration': Its Enchantment & Disenchantment

NEW YORK—The decade 1960-1970 was marked on Wall Street by a phenomenon known as "conglomeration," a term that described relatively small, new and highly leveraged companies that over a period of years took over larger and more established businesses on the theory that more aggressive management and a pooling of administration and overhead costs would increase the bottom-line profits of the merged companies.

The entertainment industry, far from being shunned because of its speculative and unpredictable nature, was assiduously wooed by the conglomerators for its glamour, leisure and youth markets which would, theoretically, increase the number of "per share" earnings at which the company's stock would sell.

Among the most important conglomerates which purchased entertainment companies were Gulf & Western (Paramount Pictures), Transamerica (United Artists, Kinney National (Warner Bros.), National Broadcasting (singles and production), Commonwealth United (recording and music publishing), Transcontinental Investing (rock jockers) and MCA (Universal Pictures, Decca-Rapp Records). In addition, many entertainment companies were objects of rumors of take-over as well as the prices of some of their stocks were discounted to the public.

Meanwhile, many entertainment companies were reporting revenues of between 25% and 30% of their gross. The RCA, Columbia and Capitol labels have reported profits of between 30% and 40% of their grosses. The company which could be termed conglomerators.

The two transactions in which record companies figured most prominently were the acquisition of Warner Bros. by Kinney and the purchase of A&M Records by Kinney and a small percentage of the transaction was by Transcontinental Investing.

Disenchantment

In 1968, Kinney National Service was a highly respected company in the car rental, parking, and amusement parks and other entertainment areas. It had started diversifying itself by buying the talent agency, magazine and book publishing and distribution and movie-licensing company. A corporate decision was reached that the company's diversification and expertise (primarily in its talent division) would be unable to handle the complexities of a major entertainment company. They retained outside advisors to evaluate the available possibilities, and then finally decided to purchase CBS.

CBS was already willing to be the most attractive from the point of view of other companies. The final choice was in favor of Warner Bros. Although the overvalued factor in the deal was very high, there were extremely profitable music divisions of WB, which would add to the bottom line. The Atlantic and A&M record labels sold for $342,722,000, down 18%. Net sales were $9,122,000, down 12% to $220,411,000.

James R. Kerr, president and chief executive, noted that operating earnings climbed with interest costs up 28.9%, while reduced gross profit premium resulted in lower sales and earnings of manufacturing operations.

Dividend Voted by Goodyear Board

MASPETH, N.Y. — A 6-cent quarterly dividend was voted by the Board of Directors of Goodyear Co., payable March 26 to stockholders of record March 5.

EMI Exercises Option To Purchase Two Cos.

LONDON—EMI has exercised its option, foreshadowed last October, to purchase the total share capital of two property companies for $13,920,000.

Although the identity of the companies is not disclosed, they are both property companies, and are part of EMI's expansion plans for EMI to build its own office block in which all its diverse business interests can be housed.

The purchase is based on an equivalent of $2,400,000 together with $7,143,000 ordinary shares and about $10,400,000 in 85% convertible secured loan stock.

Avco Corp. Down in '70

NEW YORK — The Avco Corp.'s earnings for 1970 were 50 percent below the level of the previous year on a sales drop of 16 percent. Its subsidiary, the L-3 Communications Corp., which was the only division of the company to show a profit, had shown a net loss of $59,000,000 in 1970. Earnings of the Avco Corp. for 1970 were $13,920,000.

Tenna in Dip For Quarter

CLEVELAND — Tenna Corp. sales and earnings for its second quarter ending June 30 decreased from the previous year's figures but were above those of three previous years. For the second quarter of 1970, the company reported a net income of $2,526,000, down 11% from the $2,826,000 reported for the 1971 quarter. Sales for the 1971 quarter were $14,500,000, down 11% from the $16,200,000 reported for the 1971 quarter. The company's earnings for the first quarter of 1970 were $8,738,000, up 11% from the $7,538,000 reported for the first quarter of 1971.

CBS Grosse Are Up: But Income Dips

NEW YORK—CBS, which in 1971 had the highest U.S. gross, grossed $1,230,000,000, which net income of $631,000,000, down 17% from the $793,000,000 reported for 1971. The company's earnings for the fourth quarter of 1970 were $17,000,000, down 11% from the $19,000,000 reported for the fourth quarter of 1971. The company's earnings for the first quarter of 1970 were $15,000,000, down 11% from the $17,000,000 reported for the first quarter of 1971. The company's earnings for the second quarter of 1970 were $14,000,000, down 11% from the $16,000,000 reported for the second quarter of 1971. The company's earnings for the third quarter of 1970 were $13,000,000, down 11% from the $15,000,000 reported for the third quarter of 1971. The company's earnings for the fourth quarter of 1970 were $11,000,000, down 11% from the $12,000,000 reported for the fourth quarter of 1971. The company's earnings for the fifth quarter of 1970 were $10,000,000, down 11% from the $11,000,000 reported for the fifth quarter of 1971. The company's earnings for the sixth quarter of 1970 were $9,000,000, down 11% from the $10,000,000 reported for the sixth quarter of 1971.

CBS' net income for the year was down 11% from the $7,538,000 reported for the year.

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CBS' net income for the year was down 11% from the $7,538,000 reported for the year.
One of the best singers of love songs in the world has just recorded ‘Love Story’ (Where Do I Begin).

“Tony Bennett is the greatest singer in the world,” said Frank Sinatra. That statement’s been backed up by twenty years of great singing, numerous gold records, and the position of first recording artist in the CBS Hall Of Fame.

His new album, “Love Story,” is an album of love stories. Songs like “I’ll Begin Again,” “The Gentle Rain,” “A Taste Of Honey,” and “I Do Not Know A Day I Did Not Love You,” from the hit Broadway show “Two By Two,” Tony’s even recorded what might be called the “Love Story” of 1924: “Tea For Two” (from the new Broadway show, “No, No, Nanette”).

Tony Bennett’s “Love Story.” It’s what he’s been waiting for.

On Columbia Records® and Tapes.
Disks Step Up Pkg. Flash -Make Big (Color) Splash

* Continued from page 1

today have to have it in the groove, but they must look like they belong! Proper packaging will also give a hit "extra mileage," said Siscoff, "but it's a definite asset in boosting sales where the artist has no track record.

Sid Meurer designed a unique LP jacket for the new Buddah Records Melanie album that featured a color photo of the front of a little booklet, plus extra photos inside. "Because of this type of packaging, we were able to raise the suggested list price of the album a dollar to $5.99. This particular Melanie jacket costs twice as much as the normal jacket, he said. True, because it is more difficult to manufacture, supplying the demand may be tough, "but back orders are handled on a first-come, first-served basis," he added.

The new Buddah "Rougeal" album on Karma Sutra Records features an overlay with a see-through window, on the jacket. This is one of a special design for a new Curtis Knight album jacket that makes him even heavier. Bob Cato, sound engineer and producer, said the design work for Siscoff. "It's a double-fold package with four panels of color. This type of packaging may become a trend for future albums," said Decca Records artist Jack Green's recent LP was in a double-fold package. This is one of the only not paying tribute to the artist. Bill Love said, "but country music fans appreciate a scrapbook approach like these were put restrictions on complete style and the quality of the album." The fanciest package recently turned out by MCA Records was on "Jesus Christ Superstar," which came at first in a box with an 11-inch record.

Record Bar Expands to 20

* Continued from page 1

customer everything. A great deal of our business is in return customers," Greenberg said. "Seven years of retail experience counts.

"The biggest factor in our store's success is our employees. We've got trained personnel who know what they're doing — we try to give them product knowledge, in addition we train them in the stores operating procedures and explain to them the firm's philosophy," said Greenberg.

The central warehouse in Durham, N.C., facilitates record service to the individual stores. "We have our own warehouse in operation to serve stores, keeping a back-up supply. Our warehouse has more records than most distributors keep," Greenberg said. "We have boxes on the road servicing stores constantly — we can supply any record on the shelf. And we have a staff just paying the warehouse.

Standard Record Bar prices amount to more than $1 off on tapes and approximately $1 on all records, with sales featured on all new product, according to Greenberg. "When we first get the product it is on special, for about a week, at more than $2 off the price. And we bring back these specials periodically. Unlike other stores we run specials on all the stock, we're selling what we're selling. And we're the only ones doing it in the Southeast," Greenberg said.

Barrie Bergman, who heads the buying staff, breaks down the average store's inventory of records as follows: 10% of the stock, 20% country, 10% pop, 20% classical, 10% 45s, 5% blues and blue grass, 5% international and 5% religious. "Of course, these things vary with the different stores," Bergman said.

Bergman feels that the chain's selection of classical music has been an important success factor. "The thing that's really unique in the South is the selection of classics — the budget line and regular priced," Bergman explained. "We're almost the only one in the South.

Record Bar, Inc., began as a family business in 1960 with just one store in Durham. Harry Bergman, now president and chairman of the board of directors, bought the original store from his cousin while it was still 'primarily a record store.'

Fidelitone Needle Replacement Guide is more than a Catalog...it is a true selling tool. It contains more cross-referenced entries. More ways to find what you're looking for. Saves time and effort in determining your customer's needs. You locate the Fidelitone needle number quickly and confidently. It simply helps to sell more needles!

The Fidelitone Needle Replacement Guide is just a part of Fidelitone's complete make it easy merchandising program that means greater sales and profits for every dealer.

Contact your Fidelitone Distributor or write...

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Advancing Technology and Merchandising with the BEST OF BOTH WORLDS

1510 North Irvine Avenue
Chicago, Illinois 60626
(Continued on page 66)

Lerner Says: Cast Album on Road Back as Sales Star

* Continued from page 1

Lerner doesn't believe that rock is the answer to the musical theater's ills but he feels that a period work in the AIS is needed to break the gap between the music theater's ideal and the music that's heard in the theater. "I assume that in 'Women in Love' and "Foxx Humor" and "Humor," he said, "the theater dictated, in a sense, the style of music of the country and the world, but nowadays it's no longer true." He added, "I don't think the solution is (Continued on page 66).

Fox Agency Wins Suit

* Continued from page 1

The lawsuit had been brought by Screen Gems-Columbia Music Inc., Travis Music Co., Sea-Lad Enterprises Inc., and Figure Music Inc. against Mark F. Rockefeller, Melvin & Lewbo Corp., Advertising Distributors of America Incorporated, WMCA, WNBC, WNBC, BMI, ASCAP, BMI, and the American Federation of Musicians. The plaintiffs claimed that their copyrights had been infringed on an album called "20 Original Hits," the tunes under debate were "I Love You Love Me," "Just Keep It Up (and See What Happens)," "Could This Be Magic," "Angel Baby." The two radio stations and Advertising Distributors of America Incorporated, WMCA, WNBC, WNBC were found guilty of infringement.

Computer Books

* Continued from page 1

particular acts and for what dates. Both Stanton feel that anyone associated professionally with the industry "will either have to use this type of information accessibility to be lost in the present, frustrating and slow moving systems which will not kill what is left of the industry. "While computer information, agents and others seek to find a niche where they may profitably be placed at work, buyers group around in a mass of confusing information; personal communications and other information or misinformation, seeking to find the ideal performer under the ideal circumstances," said David Stanton, "Bringing these two part

(Continued on page 66)
Nancy
"Hook and Ladder"
b/w
"Is Anybody Going to San Antone?"
Her new single (70991)
on Reprise Records.
A Wickham/Wasonker Production
for Boots Enterprises
Here comes Sisyphus. Again. And again. And again.
You see, that’s his fate.
Punished by the gods long ago for trying to be happy on his own terms, he was condemned to an incredibly futile task: lugging a huge rock to the top of a hill, only to have it roll back down to the bottom, this frustration to repeat forever.

Nice gig, huh?

Cold Blood has named their latest album Sisyphus: a hard-charging set of tunes built from everyday feelings of futility and frustration, and dedicated to the realization that struggle is the ultimate source of happiness.

Next time you think you’re feeling down, think of Sisyphus.
Then relax and enjoy it.

ON SAN FRANCISCO RECORDS & TAPES (TAPES DISTRIBUTED BY AMPLEX)
JAMESVILLE, Wis. — Among the several steps Gibbs Special Products Corp., is taking around the sale of tape audio players and the evolving awareness of proper installation procedures, is a drive toward consumer awareness. Entirely too many players are returned that are not defective, said Gibbs President Frank M. Dickinson.

In a wide-ranging interview, the head of both Gibbs Manufacturing & Research Corporation and the Special Products division of Hammond Corp., Chicago, said: “We are not happy about our sales during the past year but we are not depressed. We pretty well reached the goals we set and think 1971 will be just as good.”

At present, Gibbs’ management is studying the possibilities of introducing new models. One area is pure quadrophonic machines the firm previously introduced a synthesizer.

Dickinson said the most demonstrative sales trend in the last six months has been the increase in sales of 8-track machines that can be programmed for about $30 or under that price.

For companies which stress quality and durability, he offers the following questions. As for coming into this price bracket, he feels it will mean a careful study as to what features can be pared. It is one of the areas Gibbs is now studying.

“Some dealers have plenty of room in the marketplace for good, medium and higher priced machines. What we need—what the whole industry needs—is a way to price so that knowledgeable of what kind of consumer is going to be buying product which can be sold for $30 around during 1971.

“Will the consumer be more picky for money? Will we have the proper incentive for the dealer that is interested in the bracket become more interested in sales? These are hard questions to find answers to.”

He also feels there is a need to determine the consumer mood for quadrophonic. “A lot depends upon whether the public appreciates the interpretation of the listener.”

At this point, Dickinson wants to move cautiously in the direction of rendering sales models. He indicates that there will be some new models in both the one-step Gibbs line and the two-step distributed Hammond branched line.

He sees a trend toward multiulton features characterizing the new line. “There is a_kill}_to_5,000}_dust}

**Tape CARtridge**

Gibbs Keys Turnaround To Consumer Awareness

LOS ANGELES—American Tape Distributors Corp., is reorganizing in a new operation banner, Audio-Video Communications, according to Don Anderson, president.

The new company will operate as a wholesaler of prerecorded music and private label blank tape, both cassette and 8-track.

Part of the restructuring includes consolidation of ATD’s three fac-

**ATD Slates Wide Restructuring Plan**

U.S. Wing on Wall Cast

LOS ANGELES—Akai Electric Co., of Tokyo, launches its American manufacturer and marketing arm, Akai America, Ltd., in product line expansion and new product introduction.

Akai America, a wholly owned subsidiary of the Japanese electronics giant, will have corporate offices and a 60,000-square-foot facility in Westwood, Calif.

The firm has set up a network of representatives to handle both home entertainment and industrial audio and videotape equipment.

It will market a full line of audio products and a portable video tape recorder (model VT-100). The 1/4-inch video tape system includes camera with zoom lens, optical view finder. It provides 20 minutes of recording time per side. It has a TV adapter and battery recharger.

**Akai to Bow U.S. Wing on Wall Cast**

UBCE LA Masses 2-Front Tape Attack for ’71

LOS ANGELES—United Artists Records has launched a major 2-Front tape attack in two ways: Releasing a series of twin-pak’s and promoting soundtrack tapes.

Charley Bratton, director of UA’s tape division, has shipped a catalog twin-pak’s (20 tunes) at 78 in 8-track and cassette (BILLBOARD, Jan. 31). Initial release will be March 1 in conjunction with the National Assn. of Record Merchandisers (NARM) convention here, followed by four additional titles in April.

The labels will maintain some twin-pak’s at $9.98, the company’s initial price, but eventually all tapes will drop to $7.98.

Bratton also is planning a major emphasis on soundtrack tapes, particularly with “Paddy on the Roof” and “The Music Lovers.” UA, 8-track oriented, but the tape-record rights for three other potential film hits “Man of La Mancha,” “200 Motels” and “Frank Zappa, and Family” by David Crosby of Crosby, Stills, Nash & Young.

“Sostrand tracks always do well for us,” claims Bratton; who calls “Midnight Cowboy,” “The Good, Bad and the Ugly” and “Easy Rider” among UA’s top sellers. Each sold about 35,000 cassettes and about 90,000 8-track cassettes. UA lists its soundtrack product at $7.98.

From March 1, all jazz tapes on UA’s family of labels will carry the Blue Note banner. The move eliminates confusion at retail level and consolidates tape inventory at the 8-track units.

“From back to a two-week field trip, the UA tape executive is launching several tape promotions: Releasing a twin-pak turnaround.

“Note, along and after looking at records,” it is tape re-turning the way,” said Bratton.

(Continued on page 18)

Javco Adding a Religious Line to Cassette Product

STANTON, Calif. — Javco, a manufacturer of electronic equipment, announced a new cassette line that the company formed here three months ago, is putting religious songs and messages on cassettes.

The company has titles by Cal Cutter, E. T. R. Demery, and Billie Jo, Ramsey among others. The company is being run by open-minded young people through cassette recordings of inspired word and song.

Dickson, who has been around magnetic tape since the 1950’s, was with International Projector Corp., where he was involved in all phases of making the movie from optical sound to magnetic sound, now used in AM radio.

“With inventions now at a sea-

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
- Oldie 45’s
- Special overnight service
- No order too small to receive immediate attention
- Largest inventories
- 25 years service to the trade

JUKE BOX OPERATORS
Attention given to your orders. Free title strips included.
Complete catalog and price lists on request.
Full line of magnetic tapes, record albums, and 45’s. P.O. Box 650.

Double B Records & Tape Corp.
240 East Merrick Road, Freeport, N.Y. 11501 (516) FR 8-2222
Wide Restructuring Plan

Audio Magnetics Plans Export Wing

LOS ANGELES — Audio Magnetics is establishing an export division to handle its increasing business around the world, particularly in Europe. The company, which ships products to more than 70 countries, expects to increase its export sales 10 percent this year in blank cassette sales. About 23 percent of Audio's sales volume comes from international business.

Bob Harris, director of special projects for the company's Europe division from his Gardens, Calif., headquarters, is planning at least three trips to Europe and South America to establish operational bases.

Audio predicts the European market in blank cassettes alone will hit $230 million at retail by the end of this year. The company has contended that the European market will be as great—or greater—than the market for blank tape in the U.S.

Harris sees the world market, excluding domestic sales, reaching at least $280 million within three years being sold in primary markets. This includes projections of about 16 million in Europe, 23 million in South Africa, 2 million in South America, 35 million in the Near East, 1.5 million in Canada, 150 million in Europe, and at least 3 million in the Pacific.

Harris told his overseas commitment, the company recently expanded in two markets: India and Canada.

Audio established India's first tape manufacturing plant, Jai, Ltd., which also uses equipment developed by the parent company, Sound Electronic Specialties, Ltd., a Toronto-based tape producer, in Audio's arm in Canada.

Planned are opening of manufacturing plants in other countries, and shipping and warehousing depots in those locations.

To enhance its position in the U.S., the company opened a distribution center in New York, where it operates Forbes Electronics, a Midwestern-based manufacturer. Dan Fine, eastern regional sales manager, has opened sales offices in New York City.

Other distribution points are planned throughout the U.S., with a center in the South next on the calendar, according to Roy Allen, sales vice president.

Bootlegging Is Over

MAKE A TAPE Is HERE

To operate the new MAKE-A-TAPE cartridge duplicating system you simply select the cartridge you would like to copy, (any style or make will fit) and place it in the provided slot.

It's automatic calibrator will tell you which length of blank cartridge to purchase. You then place the blank cartridge into position, and your copy is being made.

In a matter of seconds your customer can have a complete copy of the original, with the same quality of the original, for half the cost of the original.

If you have some old tape cartridges that you no longer listen to, you can substitute the blank tape with your old tape, and erase and record over the existing recording. We call this our SAVE-A-TAPE concept. It offers all the advantages of our MAKE-A-TAPE system, with even more savings and advantages for both the consumer and retailer.

For more information contact:

MAKE-A-TAPE INC.
33490 Groesbeck Hwy.
Frazier, Mich. 48026
294-0500

Dynatron in Expansion

LOS ANGELES — Dynatron, which imports 8-track auto players, is expanding its line to include quadraphonic home and auto units and 8-track home models in combination with radio.

To emphasize its line, Joseph Algazi, head of Dynatron, is phasing out of American Imports, a one-stop for home and automotive products. American Imports distributed LeBo, Car Tapes, Juliette, among others.

Algazi is setting up a one-stop distribution for Dynatron, which includes two straight 8-track auto players: Model CSD-410 at $39.95 and model EJ05 at $29.95. In addition, the company will introduce a $54.99 home quadra-500 unit at about $89.95 and a home quadra-500 unit at about $119.95.

Part of Dynatron's product line also will include speakers, lock mounts and cartridge carrying cases. Algazi plans no cassette units, stating that "it just doesn't sell."

Another company under the Algazi banner, Scionte, which produces cartridges and cassettes, is introducing empty 8-track cartridges and plans to manufacture its own 8-inch fabricated cartridge tape.

Panasonics' New Players

MIAMI—The automotive products division of Panasonic unveiled three new car tape players at its annual convention held here at the Doral Beach Hotel, Feb. 2 and 6.

The new include a $79.99 cassette player which fits either in or under the dash, a $49.99 cassette player, model CX-355, and an $84 8-track player that lists for $119.99 and in which the cartridge

(Continued on page 66)
"Put Your Hand in the Hand"
(Of the man who stilled the water).
KA-519

Headed for #1 in Canada.

Now on Kama Sutra Records, of course.
Mystic Moods Miller Sees Trade Being 'Hung Up' on Compatibility
By EARL PAIGE

CHICAGO—Brad Miller, producer of the Mystic Mood Orchestra and a pioneer in quadrasonic, believes the industry is getting "hung up" on compatibility.

He feels the essence of quadrasonic is in non-restriction in opening up areas of creativity. "The idea of producing quadrasonic cartridges and cassettes with the aim of making sure they can be played on conventional stereo equipment is ridiculous. It's going back to monaural and there are simply too many phase dropouts so you get away from pure quadrasonic."

Curiously, quasi-quadrasonic, or synthesized 4-channel sound, doesn't have its place in Miller's scheme. He has considered that it may be necessary to utilize synthesized effects to demonstrate pure 4-channel sound.

"People may get the impression that quadrasonic, or surround sound, or whatever term you're using, is just great stereo. We need to cut off the two rear speakers and sort of drop a curtain behind the listener's ears to remind him that point sources of sound are originating from all four areas of the room."

"Won't Hurt Concept"

Miller, for example, doesn't feel the various approaches to synthesized quadrasonic will hurt the concept. "I don't think it will make any difference. No one has ever tried it and I think record companies are going to be wise to remix all their stuff into quadrasonic, because unless the music has value the quadrasonic sound isn't going to work any magic."

As a matter of fact, Miller's demonstration quadrasonic tape contains some synthesized quadrasonic (and a little of everything else from pinning effects and classical music to surround sound and ambience). It is a Brahms selection originally recorded in two-channel stereo but not with 8 or 16-track, so that there was no way to mix from multiple channels.

Mercury synthesized it into 4-channel. "It's a classical piece, mostly strings and brass and so forth and very little rhythm section, so you really have nothing to spread around."

"In those areas, synthesized sound is all right. But if you're talking about a Mystic Mood Orchestra, where there's an eight-piece rhythm section—two guitars, two keyboards, bass, drums, two percussions—cooking away to begin with, well when you start mixing them all together into monaural then you start compromising."

"When you can spread all this around and put the strings over your head, then you're getting every little lick the arranger put down—that's the difference."

Miller has different views on different aspects of the quadrasonic question. For example, he doesn't feel the concept will grow from the automotive field, though many others do see the automobile as a natural quadrasonic "theater."

"It will come through home, through the kid's bugs who will install those extra speakers and amplifiers no matter what the objections!"

Tape CARtridge

Faithful to the end.

You can bet your recording life on it.
Maxell Ultra Dynamic. The ultra-stereo cassette tape with one of the most impressive pedigrees a tape can boast. It has a doubled frequency characteristic of 20,000 Hz. An SN ratio 5dB higher than most tapes. A greatly decreased distortion factor. Greater tensile strength. And like all Maxell tapes, UD has such a high degree of mechanically trouble-free operation, we guarantee it, unconditionally. All Maxell tapes must perform to your standards or we'll replace them, pronto!

When you put heart, soul and sweat into a taping session, nothing but the best can do. Maxell Ultra Dynamic, in 60- and 90-minute cassettes. It can easily become your best friend.

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

maxell.
Maxell Corp. of America
Dept. B8, 501 Fifth Avenue, New York, N.Y. 10017

Craig Corp., Compton, Calif., is offering a floor display, model CA-0100, to demonstrate tapes, players, radio units and speakers.

...Certron, Anaheim, Calif., has a new brand Tego on cassettes, 8-track cartridges and head cleaners. In addition, 30, 60, 90 and 120-minute cassettes are being shipped in color coded boxes and matching labels. ...Tape, Santa Monica, Calif., is introducing model A-1230 stereo tape deck and A-1230 automatic reverse tape deck. Both are reel-to-reel units. ...Quotron Corp., Rockville, Md., has appointed Napa Sales, Portland, Ore., as its sales representative in the Northwest. ...Arthur Fulmer, Memphis, Tenn., is offering a portable 8-track player. ...Tape has entered the auto cassette market with an eight-track stereo deck, model AC-7, at $129.50.
...of where we're going... now in release on abc/dunhill/impulse

B. B. KING
Live at Cook County Jail

ALICE COLTRANE featuring PHAROAH SANDERS
Journey in Satchidananda

JIMMY WITHERSPOON
Handclaps and Glares

COLOSSEUM
Daughter of Time

JOHN LEE HOOKER
Boiled Peanuts

GENESIS
Trespass

VAN DER GRAFF GENERATOR
In the Who Are the Only One

DANIËL MOORE
The Last Valley

DEMIAN

DENNY DOHERTY
What she Gave Me
Tape CARtridge

U.K. Motorola: No Policy Change in Exec Shuffle

LONDON—There will be no basic policy changes at Motorola Automotive Products following the departure of deputy managing director Roby Adderley, who left for a career in automotive electronics last week.

On the tape side, Wittnauer said the company has had a lot of trouble in recent months with certain makes of cartridge software which was not compatible with Motorola's players. Although this wouldn't name the company concerned, he said it amounted to: "It has been a particular headache for us but we have been having meetings with the people concerned and I think everything is beginning to sort itself out."

Meanwhile, on the home front, a launch date still hasn't been finalized for Motorola's home video unit which is expected to be a part of the firm's scheduled thrust into the U.K. cartridge home market.

UA Masses Tape Attack

• Continued from page 13 course, much depends on the entire economic situation, but the trend has a good business feel."

Bratnober also said a "definite tape in prerecorded cassettes," thanks primarily to efforts by equipment manufacturers to put cassettes in autos. "It is not true that they are not equal to 8-track," he said, "but more auto units are being sold and more stereo cassette players are being promoted."

The burst in cassette business and its attractiveness to a compatible cassette/8-track auto unit being sold by Car Tapes, believes Bratnober.

"Is a simple question of putting cassette players in autos and pushing it," he said, "Car Tapes is helping emphasize cassette software with its compatible unit."

(A check at Car Tapes confirms that its compatible stereo 8-track/ cassette auto unit is selling extremely well. Model CT 9900, at $139.95, is certainly an example and has an automatic reverse and eject.)

Jim LeVitus, president of Car Tapes, said the "Cassette is selling better than expected and plans are being formulated to put more promotional emphasis on it."

Bratnober is convinced that this year's sales could easily return to 1969 levels, when tape enjoyed its biggest surge.

"It will take well planned promotions, better acceptance of stereo cassette players and improved merchandising at the retail level," he said.

These and other key issues will be discussed by such international communications experts as:

ELMER H. WAVERING — Vice President, Marketing Affairs, United Artists Pictures, New York, N.Y.; and

NICHOLAS J. ELKUS, Jr. — General Manager, Educational & Industrial Products Division, American Broadcasting, Elk Grove Village, Ill., among others.

Among exhibitors are:

Sony • Matsushita • Matsushita
Motorola • Matsushita • Panasonic
Publics • Philips • Philips
Casio • Panasonic • Panasonic
Fiat • Telephonix • Telephonix
EP • Credit Lyonnais • Siemens
Philips • Credit Lyonnais • Siemens
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 Here are just a few of the questions to be answered at the conference:

• What is the unique place of Cartridge TV in entertainment and education?
• How will writers of Video Discs and Cartridge TV programs view their development?
• How do we evaluate the characteristics and plans of the principle systems?
• How big are the potential market for educational and entertainment and what are their needs?

ATTEND THE FIRST INTERNATIONAL CARTRIDGE TV, VIDEOCASSETTE & VIDEO DISC CONFERENCE.

A prime opportunity for communication experts from all over the world to examine the newest and most significant electronic communications breakthroughs of our time.

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their development?
• How do we evaluate the characteristics and plans of the
principle systems?
• How big are the potential market for educational and
entertainment and what are their needs?
First...the album
Quicksilver: What About Me (SMAS-630)

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Now...the single
Quicksilver: What About Me (#3046)

Quicksilver Messenger Service - They Deliver.
COURSE SET ON PRODUCTION

LOS ANGELES—Newly formed Video Production Workshop will cover, during a two-week course commencing March 29, will be 120 hours of classes and seminars, according to president Bob Aronson. Production topics to be covered include camera, lighting, direction of talent, sound, editing and filming for commercial television. Workshop will include Don Fischer with Walt Disney, Bill Howell with CBS, Dave Jacobson with KFOC, TV and Iris Nashlon with Quality Video Systems.

* * *

Greenstein predicted that the entertainment field will be the last industry affected by CTV. He said the educational and industrial fields will be touched first, but only after some people have video cassettes, and availability of the players.

Dales said there are no problems for the Screen Actors Guild, since satellite and cable television and regular TV is just another form of distribution and the same compensation that they would in the other fields. He said, however, that video use would be totally different, he stated, and probably it would be necessary for such use to have to be negotiated.

The present agreements between AFTRA and producers preclude the use of video tape material. Dales suggested a provision for the use of material in CTV, and proposals for a new act should be included to protect producers, he pointed out. Wolff also stated it is likely that when a royalty contract is worked out by members, it would be based on sales and rentals. He said that availability of video cassettes to cable television and the impact that video tape has on regular television.

The whole matter of obtaining income in the absence of royalties could become a basic issue in the next spring negotiations between SAG and the producers of both film and TV producers, SAG's president and TV producer, SAG's president and TV producer, SAG's president and TV producer, SAG's president and TV producer, SAG's president and TV producer, SAG's president and TV producer.

The Guild is totally determined to establish the actors' prime right to an ongoing share in the continuing proceeds from the rental or sale of cassettes to the home users by whatever system of hardware is employed," Henton stated.

APD Wing Tapes 'Issues' to College Market

BOSTON—American Program Bureau's production subsidiary, Educational Video Corp., has begun soliciting independent video producers for programs for the college market. The company, coating three men, has been responsible for AFB's entry into cartridge television and another company, Video System.

APB's program for colleges is the first attempted by any firm utilizing controversial people and topics for the programming. The program will be called "The Challenge", a "video seminar" in which students are taught to debate an issue.

APB's new sales and marketing operation will be handled by AFB's sales department. Colleges buying the EVR program will receive one show every two weeks beginning in September. At the end of the 10-show cycle, a second 10 shows will be released, all using personalities managed by APB as lecturers.

The initial program is called "Waiting for the Change," and propels the current social and political revolution in the U.S. Ralph Nader, Frank Manshelke and Abbie Hoffman are among the people involved in the issue of housing on location in Washington, New York, Chicago.

APB's program for colleges is the first requested by any firm utilizing controversial people and topics for the programming. The program will be called "The Challenge", a "video seminar" in which students are taught to debate an issue.

APB's new sales and marketing department, has developed the program and has contracted for a series of "issue-oriented" shows, as APB's president Bob Walker calls them, and topics which relate to young people.

A new own sales and marketing operation for the program will be handled by AFB's sales department. Colleges buying the EVR program will receive one show every two weeks beginning in September. At the end of the 10-show cycle, a second 10 shows will be released, all using personalities managed by APB as lecturers.

MOTOROLA PLANS 1ST TELEGRAFF

CHICAGO—Motorola will begin shipping its first EVP Teletypewriter within the next two weeks after making color-adjustment and other final tests.

These standards for picture and color registration are being set in Motorola's laboratory, traditionally a manufacturer of black and white units.

"Nobody is using any EVP player anywhere," said Bill Gallinger, Motorola's Eastern regional sales manager, "since we had to worry about color tests before any adjustments were made."

The city of Chicago's Transistor Association will receive the first production run. Other units will be shipped to such companies as Willard, which will market a color model, and other small numbers of manufacturers.

The American Television and Telecommunications Association has surveyed the quantity of players for environmental test.

Automated Motorola's Teletypewriter production unit, which the firm's Quincy factory has the potential to build, was revealed to meet expanding needs.

"We don't want to build our own production lines to produce the unit we can handle the merchandise," Walker stated, "so we must try to get building machines to meet incoming orders."

Approximately 80 American colleges are now using EVP players, with a "significant" number of schools in other countries also ordering equipment.

Most educational institutions order EVPs, and have already learned how to use video, before any form of video communications systems. Other school systems plan to utilize EVP in elec-
On February 5, 1971, Philip Cuppelt cleared up one misconception about cassette TV. Now we’re going to clear up some others.

Misconception No. 1: “All the different cassette TV systems are still in the laboratory stage.”

One system is here and ready now... CBS Electronic Video Recording. Philip proved it when he loaded quantity shipments of EVR Cassettes to the first four customers: Equitable Life, Hawaii Department of Education, American Program Bureau, and Davis & Geck. With that smokescreen eliminated, let’s lift the fog on three more cassette TV confusions.

Misconception No. 2: “No single cassette TV system is emerging as the standard for the industry.”

Today, the CBS-developed EVR System—a “phonograph for the eye”—lists cassette customers and player licensees in ten countries in addition to the United States and Canada.

EVR Player manufacturing licenses have been executed with Motorola Inc. in the U.S.A. and Canada, Rank Bush Murphy Ltd. in the United Kingdom, Robert Bosch GmbH in Germany, Industrie A. Zanussi SPA in Italy, Luxor Industri A.B. in Sweden, Thompson CSF in France and Hitachi Ltd. and Mitsubishi Electric Corp. in Japan.

EVR Cassette programming and distribution contracts are being actively pursued by the EVR partnership in the United Kingdom, by Mondadori in Italy, by the CADIA Consortium in Switzerland, by Videothek Programm GmbH in Germany, and by the Bonnier Group and Esselte in Scandinavia. In North America some forty major programming commitments have been made.

Worldwide distribution of EVR Cassettes is already assured.

Misconception No. 3: “Cassette TV systems are hopelessly expensive.”

Motorola has set a price of $795 for its EVR Teleplayer. This is the only Cassette TV player in existence—and is available in a version designed specifically for education and industrial training markets. Considering the features built into this player to satisfy the particular requirements of these markets, this price is quite realistic.

Since CBS will not enter the consumer market before 1972, prices for a home EVR Player are not yet available. And, since no other company is delivering any system for any market, price announcements are premature and comparisons invalid.

Industrial and educational customers now ordering EVR Cassettes find them much less expensive than 16mm film of comparable running time.

Misconception No. 4: “Any pirate can copy an EVR Cassette.”

Program producers who use the EVR System know that their Cassette is protected by a powerful system of protection. EVR Cassette leaves videotape and its piracy problem behind. It stops piracy in its tracks.

Any other misconceptions? A copy of our new Rockleigh Processing Facility brochure might clear them up. Write for one. Or come on out to Rockleigh (by appointment) and meet Philip Cuppelt and some of the others. They’re busy turning out EVR Cassettes, but not too busy to answer questions.
5 Platters Win Suit Vs. Name Stealers

NEW YORK—The Five Platters Inc. and Buck Ram, originators of the Platters, have scored a double victory in the first of a three-judge trial to stamp out groups presenting themselves as the Platters or any other similar name incorporating or using the word Platters so as to lead the public to believe they are the original group.

Two injunctions were granted the corporation against Sonny and Cher (who were featured as the Cher Platters), and against Sonny, Cher and the Star Club in Spartanburg, N.C. In both cases, Mr. and Mrs. Richard Levenshall, owners of the Star Club, were ordered to stop using the name "Platter" or any similar name.

The corporation has been boarded by imposters since 1961, first by ex-members who formed a group known as the Original Platters and who worked small clubs on a hit-and-run basis. The groups are being investigated by the police, but no charges have been filed.

Chrysalis Exec in U.S. to Set Up Ten Years Tour

NEW YORK—Chris Wright, president of the management agency Chrysalis, which handles such acts as Ten Years After, Procol Harum and Jetsons, is in the U.S. to make arrangements for the next Ten Years After tour. Ten Years After will return to England in April and play sold-out clubs and auditoriums before returning to the U.S. in May, where they will finish recording their next album, which is currently in production.

After completion of the album, the group will return to the U.S. to begin a second tour, longer and more extensive than the first. Wright has recently been appointed general manager of Premier Talent Associates.

(Continued on page 25)

Talent

Talent In Action

Temptations

Madison Square Garden.

When the Temptations came to Madison Square Garden on Feb. 6, they brought an influx of exciting performers to the lineup of supporting acts, with Jr. Walker appropriately among them. It was a night filled with smiles, as professional and entertaining as the large audience expected.

The bill opened with a new group, the Masters, who were signed with E.J. Records. Looking and sounding like early Temptations, they began and continued the musical set with a charm and grace that will make them a favorite of the larger crowd, as soon as they release their first single. Then Jr. Walker and the All Stars, all walking, sax and perfect phrasing, played "Sensational". But the night's highlight was "It Take" and so many others just as fine. The O'Jays, a group from "Flower" left a little flat, and that may be because the Garden's mammoth amplification system is kinder to smooth male voices than rough female ones.

And then the Temptations. Somehow, with his back, he behind them, with every movement choreographed, the Temptations, with their fingers, they give the impression that this particular show is their first album, and that they're the best. But with enough exuberance for their audience in their favor, they had all the strength they had to get to the best. With that kind of confidence for vocal and instrumental vocabularies and all that experience, the Temptations will be difficult to beat.

Nancy Erlich

John steward, Teegarden & Van Winkle

Bitter End, New York

John Stewart, better than ever, ever, ever. Bitter End in New York was a fine opening set at Paul Colby's Bitter End, New York, in front of the most effective performers in the city, as they have in the past. This was the first time Stewart, of "California Bloodlines" and others, has appeared in the city.

Teegarden & Van Winkle, a talented duo, with bright future also opened. Originating from San Francisco, they played the Bitter End, where Rob Van Winkle is a regular at the Speakeasy, a club in San Francisco. Teegarden and Van Winkle are expected to be among the most promising talents in the East, as they have in the West. In their first set they rely heavily on San Francisco, but with a New York sound, a new Westbound album, Janus distributes their label. "God, Love and Re-" had good drive and bubbling enthusiasm. Their "Little Bitty Lonesome Picker" was a good one, also. Teegarden Van Winkle, or "Van Winkle" young American pop organists today.

Stewart, formerly with the Kingston Trio, played guitar acoustically because of stage setup, but the change in no way impaired his overall performance. The most prominent "Mother Country" continues a telling patriotic piece. "Shackled and Slaved" was treated by attractive "Lost Lane" Linda Picker and "Jolly. You're the One" was their best, but neither other fine numbers in the concert, as the incomparable Lenny Greenard Records artist also had three excellent backup musicians.

Terry Kirby

Dion

Bitter End West, Los Angeles

Dion has emerged as a strong solo attraction, based on his simplicity of acts, the sound, and a good, strong acoustic guitar attack. His audience was primarily young, and many came on the basis of his past experiences with teengroups, but he has a mere mature stance, singing songs like a balladeer, alone on stage, with a feeling and manner of his own as his emphasis on entertaining.

Dion's rhythm section was well fitted to pressed to points of excitement. There is a gentleness about his voice, which is reminiscent of his thick New York accent coloration, and thence his audiences. "Blackbird" showed off his ability to make his voice flutter, a quality that is attractive. "Brand New Morning" expressed his optimism about the future. "Abraham, Martin and John," Dion's rendition of this, was showing his understanding for tender works.

Nancy Erlich

Allman Bros. Band

Whisky a Go Go, Los Angeles

The Allman Bros. Band is one of the bands whose shows are sold out on a nightly basis at the Whisky a Go Go, Los Angeles. The band, led by Woodie and Duane Allman, has a strong following in the Los Angeles area, and their shows are always sold out.

The Allman Bros. Band is known for their hard-driving, blues-based rock and roll, with strong guitar solos by Duane Allman and Woodie Allman. Their music is a blend of rock, blues, and country, and they are considered one of the most influential bands in the Southern rock genre.

The band's sound is characterized by dueling guitar solos, driving rhythms, and powerful vocals. They have released several albums, including "At Fillmore East," which was recorded live at a concert at the Fillmore East in New York City.

The Allman Bros. Band has been a mainstay of the Southern rock scene since the late 1960s, and they continue to tour and record to this day. Their influence can be heard in the music of countless other bands, and they are widely regarded as one of the greatest rock and roll acts of all time.
“TONGUE IN CHEEK”
SINGLE #: 56218

Performed by Sugarloaf

THE NEW 45 RPM SINGLE
Handsomely packaged in a slick, full color sleeve with its own customized label, uniquely designed to enhance any turntable.

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“SPACESHIP EARTH”

Produced by Frank Slay for Chicory Productions

All available on

FROM
UNITED ARTISTS RECORDS, INC.
From the Music Capitals of the World

DOMESTIC

LAS VEGAS

Marty Robbins' new album is set for release on April 10. The album features Robbins' signature blend of country music and includes guest appearances by Johnny Cash and Merle Haggard.

SUNNY DAY

Sunny Day's new album, "Sunny Day and the Night Owls," is set for release on May 15. The album features a mix of pop and rock music and includes collaborations withigli and Arcade Fire.

King Curtis

King Curtis' new album, "The King of the Waterfalls," is set for release on June 1. The album features a mix of R&B and soul music and includes guest appearances by B.B. King and Al Green.

Jack Bruce

Jack Bruce's new album, "Jack Bruce's Blues Band," is set for release on July 1. The album features a mix of blues and rock music and includes guest appearances by Eric Clapton and B.B. King.

Black Oak Arkansas

Black Oak Arkansas' new album, "Black Oak Arkansas and the Holy Rollers," is set for release on August 15. The album features a mix of southern rock and blues music and includes guest appearances by Leon Russell and Duane Allman.

When answering ads... Say You Saw It in the Billboard
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From The
Music Capitals
of the World

DOMESTIC

continued from page 24

Orange County Children's Hospital. Groups include Love Songs, Portola Circle, Roger's Band, Chessmen, and Madison Co. ... Sweet Hay is cutting an album in Hollywood for Columbia Records. ... Meet the Beatles next LP will be a live one, and will be released to coincide with its American tour starting in March.

Shelter Records will release the Groove Band's first solo LP. It formerly backed Joe Cocker. ... Kate Taylor's first single will be "You Can Close Your Eyes," written by her brother, James. Her album on Atlantic is due shortly. ... RCA is giving away a free LP by the Youngbloods packaged in frozen pizza dinners.

Independent producer Rudy Duran has formed Kula Records, deals Music (ASCAP) and Kula Publishing (BMI). ... Porthole Productions has been started by Julian Portman to produce television series, motion pictures, and single and LP product. ... Mike Grebler, former associate manager of the Rolling Stones, has formed Just Us Productions, specializing in management, record production and music publication.

Santana, Jose Feliciano and Tower of Power will appear at the Forum March 23, promoted by Paul Baratta. ... Stan Kenton has begun another three-month tour, hitting a minimum of 45 cities and college campuses. ... James Taylor will appear at the Anaheim Convention Center March 21, along with Carole King and Jo Mama. Show is promoted by Concert Associates. ... Ray Conniff will appear at the San Jose Music Festival Feb. 27-28. ... Bill Cosby and the New Establishment will appear in San Jose, Calif., for a show to raise money to construct a theater-music complex at the University of Santa Clara.

Due to public response last year, the Hollywood Bowl season has been extended to 10 weeks this year. ... Arthur Hamilton will write lyrics for three songs by Italian composer Riz Ortolani for three upcoming European films, still unitled. ... Dave Mason is appearing on five television shows during the months of February and March plugging his Blue Thumb single "Want Some on You." ... The Nice Grady Dirt Band starts a nine-city tour with Bill Cosby Feb. 26. ... The Cannonball Adderley Quintet plays one week at the Century Plaza Hotel's Hong Kong Bar starting Monday. ... Teddy Wilson, jazz pianist, plays the room the week before and after the Adderley stint.

A&M Records has eight albums set for spring release including a live recording of the Big Sur Folk Festival last year on Ode 70, which is distributed by A&M. Other albums are by Rita Coolidge, Shawn Phillips, Strawbs, Burt Bacharach, Roger Kellaway, Eda Lavey and Free.

Stone Flower Productions, publishers for Sly Stone, issue over 50 licenses for performances of material published through Stone Flower Music and Daily City Music within the past three months. ... Flowerpot Convention begins its second American tour in May. A tour had been set for January, but was held up due to working permits. ... GEORGE KNEMeyer

HONOLULU

"The Bill Dana Brand New Old Traditional Hawaiian Revue," a show in residency at the Tapa Room of the Hilton Hawaiian Village Hotel, has been waxed "live" by Donn Tyler of Commercial Recording. ... The Surfers, popular Hawaiian combo, finally have found a "home" base of operations--the new Don the Beachcomber club, opening in March, in the new Waikiki Beachcomber Hotel in Kakaako Ave. ... The Three of Us, a trio consisting of Alberta Carter, Gordon Botelho and Danny O'Holt, may be doing some recording in Japan under the guidance of Yoshio Asauma, the man who waxed hot with two other Hawaiian girls, Betsy and Chris, last year on the Demon label.

Al Lopaka's has added headline dates at Duke Kahanamoku's, now that John Rowles has extended. ... Lopaka stars with his group, the Young Hawaiian. Rowles is readying a new show for a mid-February unveiling at the Flamingo Hotel in Las Vegas. But before working Rowles visited his native New Mexico, ... Another Moiur import Howard Morrison, is turning up with the Reycards at the Double Jigger Hotel's Main Showroom. ... Pianist Rene Paulino and bassist Ed Shunk are back home--at Keone's in Waikiki.

Count Basie returns to the Island for five dates in a cabaret show at the Hilton Coral Room. ... Johnny Cash has a March 19 date at the Waikiki Shell. ... Robin Roberts is performing a cabaret show at the Hilton Coral Room. ... Bill Medley & Danny O'Connell are hitting the Marriott Inn in Honolulu with an entertainment show, "Coast to Coast," by Mike O'Day & Company in the Parrot Cage Room, Gvinn & Greg in the Waikiki Prince Hotel and the Swingin' Society in the Catamaran Room.

WAYNE HARADA

RECORD REVIEW

Brodby Releases Another Winner For Children

NEW YORK — Miller-Brody Productions Inc., 350 Madison Avenue, has released the 1971 Newbery Award album for children that are among the very best available in that category. The stories include Maia Wojciechowski's "Shadow of a Bull," Elizabeth George Speare's "Witch of Blackbird Pond," "The Magic Ball and Other Tales From the Silver Land" by Charles J. Finger, Marguerite de Angeli's "Door in the Wall," Emily Nussbaum's "It's Like This, Cat," and this year's Newbery Award winner, "Sounder," by William H. Armstrong (NAR, 3013-3018). The Newbery Awards are presented annually by the Children's Services Division of the American Library Association for the most distinguished contribution to American literature for children, and the production work by Miller-Brody Productions is in a class by itself.

The characters in each story are perfectly cast, and authentic musical backgrounds are used to add realism to the plot development. The accompanying letter notes are very thorough, detailing the basic plot and offering a wealth of background data to the story's origin, locale, etc., as well as an extremely worthwhile effort, the Newbery Awards albums should be a part of every school library and in the homes of parents who want to give their children the best.

JOE TARAS

5 Plotters Win Suit

continued from page 22

dence we've been gathering against these groups and their agents and managers will finally be put to good use as we pinpoint their activities. We are setting procedures and precedents in the course of our struggle to.run coast and around the world that will be valuable to those who act in the future are faced with a name problem.

CHARMLINGLY INJOCTIOUS

What could be more delightful than the singing of young children. On this album the children's chorus of the Paris Opera sings a beautiful selection of some of today's most popular songs.

We're proud that our songs are a part of this outstanding LP.

Burlington Music Corporation
BOBBY BUSINESS IS BIG BUSINESS!

"Cried like a baby"

HIS 6TH HIT SINGLE IN A ROW!

PRODUCED BY WARD SYLVESTER FOR PHASE ONE PROD., PUBLISHED BY ALMO MUSIC

METROMEDIA RECORDS
Audiences, They're Not a 'Changin' Asserts Musician-Producer Kooper

NEW YORK—A Kooper has been in the music business as a musician and producer for about eight years. He has been playing campus dates for about six years. "It's nice to play for people," Kooper said, "it's nice that one can entertain people. As far as I am concerned, audiences basically have not changed. At least my approach and delivery have remained basically the same.

Kooper has simplified his approach to music recently, but his delivery remains a constant. "I have heard some simple music that I like and that I was competent in and that I was overloking. My delivery to an audience is really the same, however." Kooper said that if he was doing a comedy introduction to a song the audience tends to laugh in the same places of the dialog, "Kooper continued, "they tend to applaud at the beginning of certain songs. I know what they like and I know what they don't like, so I feel that I know how to entertain them. I just don't anything would they consider poor, even if it might be something I might enjoy.

"Audiences, especially campus audiences, don't really enjoy anyone who just plays at them for an hour unless it someone they have been hyped into liking. They want their money's worth and their entertainment is not the way to give it to them." Kooper further clarified his statements on the non-changing audience. "What I mean is that tastes are basically the same. The people do not necessarily like the same things today, but they might like a group today with basically the same type of output and they would have the same tune.

Hearty Groups

Today, campus demands the hearty groups. "There are only a few concentrations of campus so it is natural that the people there want to see what is happening. They want to see people like Arvella Franklin or the Jefferson Airplane. They don't want to play around with any of the small groups. And if they don't have a big group, they will go for the heavy stuff in the next month. If you have $25,000 for Silly Snake and if you have $10,000 you go for the $10,000 equivalent of Silly Snake. The prices are really high now. Kooper added. "But the number of groups playing for high prices has risen. It's like in 1955, Dylan, the Beatles and the Rolling Stones played for a dime."

Tight Budgets Are Reviving The No-Guarantee Policy

NEW YORK—Since college and university budgets for entertainment are growing tighter and tighter, Ken Krangen and Friends, Inc., has revived the no-guarantee policy for a package of two of their artists, John Stuart of Capitol Records, and Reelope Records artist.

The first thing that goes when a school cuts its entertainment, "said Ken Krangen, head of the company. "This is especially bad for the lesser-known artists. To fill a campus entertainment bill inexpensively, we have made this package with two of our artists, and, with the cooperation of their record companies and the Greyhound Bus Co., we are offering John Stuart and Jennifer, plus all of the light, lighting and sound equipment, including all of the ailing for these two people, not just a quick kill. It also appears that there is a genuine need for this type of act," commented Krangen.

While Krangen felt that this offers an ideal situation for small schools, he also said that the larger schools who have already gone through their budgets for the year now have a chance for another show. "No one will make much money, even if the plan is not fully successful," said Krangen. "But the artists will gain exposure, and even though the schools should realize some profit."

Since routing is crucial, Krangen prefers to book this show in a block. Since the schools must supply something which they already have, a day, and union men, when necessary, the schools also will fare well with the program, Krangen feels.

Kragen also said that his primary concern was to expose two artists who did not have wide popularity. "Our ultimate objective is to play 150 dates to a minimum of 2,000 people per date. With these two artists, I feel that we have two fine performance artists that are not hinky singles on LP artists, but will be because of the exposure this plan will give them. We are putting a package of two people, not just a quick kill. The plan is not fully successful," said Krangen. "But the artists will gain exposure, and even though the schools should realize some profit."

Since routing is crucial, Krangen prefers to book this show in a block. Since the schools must supply something which they already have, a day, and union men, when necessary, the schools also will fare well with the program, Krangen feels.

What's Happening

By BOB GLASSENBURG

Dick Shapiro of Mother Records has sent me a letter which rebuts the statements made by Seymour Ladd, the owner of two other recording companies, Ladd's and Shapiro's statements as reported by you, Mother Records is in no way whatsoever supported by Shapiro. Mother Records does, indeed, pay all state and local taxes as required by law of all retail stores, as well as paying rent. The reason that our prices are as low as theirs is that we don't have a 'guarantee.' If our artists do not have a 'guarantee,' we also serve to provide an open net to of RCA Regionalization between campus stations on the West Coast and RCA Records executives, as well as other important people in the industry.

The Head Count

Record Runner is located in Syracuse, N.Y., and serves Syracuse University. It stocks about 27,000 records. They also have a store in Ithaca to serve students at the campus area, and plan a store in Buffalo. Cherie Sprole, the store manager in Syracuse, said that sales were constantly being run and the stores were growing at a good rate. The best selling albums at the Syracuse store were:

1. "Jesus Christ Superstar," various artists, Decca.
9. "Emerson, Lake and Palmer," Emerson, Lake and Palmer,

30 Stations to RCA Forums

LOS ANGELES — Over 30 campus radio stations are now reporting to RCA Forums, West Coast Forum, held by RCA on the first Saturday of every month, which are arranged and chaired by promotion men Rich Paladin and Ray Anderson of RCA's West Coast office.

Four speakers, including John Rock, RCA's west coast consultant and former program director, WLS Chicago, Los Carter, program director of KFCM-Pasadena, Murry, California, and air personality ABC-WN, network, and Dick Gregory, Poppy Records artist and comes, were present at the January meeting. A question and answer session followed. A special feature of the meeting was a tour of RCA's Los Angeles and Hollywood studios and a preview of "The Longest Day," a production of A&M Records. RCA helped Paladino put the meetings together at that time. Community ladd's have been staged to promote RCA product in other territories.

The monthly campus radio meetings were started by Paladino in July, when he was affiliated with ABC-Dunhill Records. Steve Harrison, program director of KRLA, Los Angeles, and alignment director of A&M Records, helped Paladino put the meetings together at that time. Community ladd's have been staged to promote RCA product in other territories. They also serve to provide an open net to of RCA Regionalization between campus stations on the West Coast and RCA Records executives, as well as other important people in the industry.

Campus Dates

The New York Rock Ensemble, Columbia Records artists, appeared at State College at State College, Pennsylvania, Friday (19), B.B. King, who was featured by Bluegrass Records, performs at the University of California at Davis Saturday (20); and Foothill College, Los Altos Hills, Calif., Sunday (21).

The University of Utah, Salt Lake City, during a break in rehearsal sessions for a weekend concert, will have a concert manager tour to the area, in between their regular nightly work on the Johnny Carson's "Tonight" show.

Doc Severinsen displays his trumpet to some co-eds from the University of Utah, Salt Lake City, during a break in rehearsal sessions for a weekend concert, will have a concert manager tour to the area, in between their regular nightly work on the Johnny Carson's "Tonight" show.

Northwest, Burlington, the James Gang, of ABC Records, and the J. Geils Band, on Atlantic Records, appear Thursday (18). Also at the University of Washington, the Allman Brothers Band, Atco Records, and the Spencer Davis Group, for Columbia Records. Livington Taylor, Atco artist, appears at Bennett College, MillBrook, N.Y., Fridays; and Nazareth, Corn College, Rochester, N.Y., Saturday.
The only thing keeping us from #1 in England is George!

Performed by The Mixtures, The Pushbike Song has wheeled its way up the charts in England. From number 24 to number 2 in just two short weeks. 200,000 sold to date. More to come. The Pushbike Song. Get behind it.

THE PUSHBIKE SONG

Performed by The Mixtures, the Pushbike Song has wheeled its way up the charts in England. From number 24 to number 2 in just two short weeks. 200,000 sold to date. More to come. The Pushbike Song. Get behind it.

THE PUSHBIKE SONG
(ST-350)

THE MIXTURES

ON SIRE

E竟 Records, Cassette and 8-Track Cartridges are distributed in the U.S.A. by Polydor Incorporated and in Canada by Polydor Canada Ltd.
KERV Into Blended Play

KERRVILLE, Tex.—Thousand-odd KERV listeners for a complete block programming to a blended music format on March 8 under new general manager Tom Jones. Jones had been managing in San Antonio. The KERV format will be basically middle-of-the-road music. Jones said, with the best of the country music records out today—Glenn Campbell and Waylon Jennings—plus two big band records, the new format has worked well in other areas for him, he said. The only variation will be a 9-10 a.m. show called “Ask Your Neighbor.” There will be a 6-7 a.m. show, and keep all the staff, that the station had one of the best facilities and best staffs he had ever seen. The station is owned by Ray Johnson of Waco, and it operates with 250 watts at night.

KBKW to Air Country Show

ABERDEEN, Wash.—KBKW will broadcast the 26-hour “History of Country Music” special over Feb. 27, and March 1 radio stations, going through various successful country live shows. These limited efforts, it was felt that country music is the only way to go, who pointed out that ratings are now down 10 to 15% in the MOR station have been excellent, with Bob Woonen, program director of KSE in Seattle, saying, “We will commit KBKW in the format change.” Air personalities include Jerry Nogil, Jeff Tass and Gary Bollin.

KRLA Gives DJ’s Voice in Selection

LOS ANGELES—KRLA, Top 40 station here, has given the airwaves a new selection of records for airplay—by having all commodity program director Dick Sanger. Although Jay Stevens is music director and on the air himself, he has stepped up to “—he determines the music that is played. Jay stated Tuesday that the air personalities can come in and list their own records. The personalities fill out a questionnaire about their opinions and music. Jay said it, “is working out pretty good.

WEAG’s Young Goes More-Music Route

UTICA, N.Y.—Because he feels the station could be taking up more space than singles in its format, WEEG is making a major change. Andrew M. Young, who just took over the”的 programming of WEEG here a month ago, immediately moved WEEG away from the Top 40 station’s format. This move fits into the new format, which is a new music approach, which now revolves around the “more music” concept, it is a four-hour Friday evening countdown hosted by Young. In this show, Young plays the top 30 singles on the station’s playlist for the previous week, plus cuts from the top five LPs from Feb. 17. “We only play the best,” Young said. “It’s a 3:30 show and gets all the hits. I can take it about 6 p.m. so that by the time Fred Reed comes on at 7 p.m., we can operate fairly well with the heavier album material.”

Fred Reed now has his own form of countdown as a method of appealing to the audience. He feels that the album plays are the thing of the future, not singles, but let’s give the current album service.” Young said. Albums are a primary method of doing an album. VTAs are the thing of the future, not singles, but let’s give the album some attention. The station plays albums on weekends. Air personalities at the station besides Young and Reed are Lou Gualdi 6-10 a.m. and John Simmons 10 a.m.-3 p.m. Both fill in on the afternoons.

JAY LAWRENCE, morning air personality at KACL, Los Angeles country music station, hails a few great radio personalities, country singer Lee Roy Royce.

FEBRUARY 20, 1971, BILLBOARD
*“.... They've been acclaimed all over the world and we're glad to have them with us. They were voted the top male group by the Gospel Music Association. Let's welcome The Oak Ridge Boys”

THE NUMBER 1 QUARTET
THE OAK RIDGE BOYS
SING THE NUMBER 1 GOSPEL SONG
I KNOW
ON THEIR HEART WARMING ALBUM #HWS 3091
OAK RIDGE BOYS/INTERNATIONAL
AND ON
* The Johnny Cash Gospel Special
“Make A Joyful Noise”
ABC-TV February 24

featuring
Radio-TV programming

Yesteryear's Hits

What's Happening

Letters To The Editor

Change of programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

HOT 100—5 Years Ago
Feb 19, 1966
1. Lightnin' Hopkins—Leavin' Home (MGM)
2. The Easybeats—Friday On My Mind (ABC—Paramount)
3. The Critters—Gimme a Break (Decca)
4. The Searchers—Teen Angel (Capitol)
5. The Animals—Don't Make Me Over (Decca)

Country Singles—5 Years Ago
Feb 19, 1966
1. Bill Anderson—I'm Just an Old Moonlighter (ABC—Paramount)
2. Lefty Frizzell—If I Knew What I Know Now (United)
3. Mickey Gilley—Who'll Be Foolin' Who (ABC—Paramount)
5. Jack Greene—Sing Me Back Home (United)

No Audience Change

Letters To The Editor

Halls Conclave

Dear Sir,
I have just returned from Chicago after attending the Midwest Music Conclave, first edition, organized by Paul Gallis. I'm so full of praise for Paul and the members of the panels, I just don't know where to start awarding the verbal prizes.

There was a similarity in style and tone, a touch of the Midwest that was just Chicago.

Bravo... Paul Gallis and those responsible for the Conclave. As the old song said, "This Could Be the Start of Something Great," and I firmly believe it will be.

ROBERT E. TAYLOR
Program director
WRXR Rockford, Ill.
On Low Pay

Dear Sir,
On this bit of low pay in the industry; it is a shame that a lot of owners & managers pay as little as they can get away with... but I feel it's a bigger shame that so many people are willing to work for so little. If every individual had the self-respect he should... it would be a great credit to the talent management would have to pay more to get people.

I take in moving, fighting and hard work but it can be done, but not if you're willing to work for less.#############

Jack Davison
WLKE Wapakon, Ohio

---

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---

FEBRUARY 20, 1971, BILLBOARD

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Say You Saw It in
Billboard

Vox Jox

* Continued from page 32
gram director of WWDC in Washington. Good man. Just wish I could talk him into dropping talk at night. Job at WWDC was open at press time. Bill Sanders is the general manager and a good man to work with. . . . Gene Pope is leaving WAMC in Charlotte, to join WVJO in Jacksonville, Fla. He was and will be program director. Both are country music op-
erators. Jay Walter Beethoven was program director of WVJO. Ed Robinson will take over the responsibility of programming WAME. . . . KRHM-FM, Los Angeles, was where Ed Shane went. . . . Walt Turner, former music director at WSAI, Cincinnati, is going to be program director of KMIC in Denver, replacing Russ Regeen.

Wayne Buttram has taken over as program director of WTAI, a 24-hour rock station in sunny Tallahassee, as of Feb. 8. Larry Stevens at WHHY, Montgomery, Ala., Top 40 station, called to say veteran air personality Barney Fip is joining the station. He replaces Bill Scott, who went to WGOH in Chattanooga.

Buddy Starcher, who had the hit "History Repeats Itself" a couple of years ago, died as the music ma-
ger of KBWA, a country music station in Baytown, a suburb of Houston. . . . John Richer, president of the National Association of FM Broadcasters, says more

time will be devoted to specifying on record programming and the record industry (several record men may be invited to speak, including one leading country artist that I know of) at the annual convention in Chicago this last part of March.

Chip Taylor, 414-475-0555, is out of WORY in Milwaukee and looking for a job. . . . Don Hinton and John MaCAdam have joined KKBQ in Burbank (Los Angeles). Hinton had been with Ted Randal Enterprises in Hollywood, Ma-
CAdams had been with KRAM in Las Vegas. . . . Lineup at WIXY in Cleveland. Mike Reinet 5:30-

10 a.m., Larry Morrow 10 a.m.-
2 p.m., program director Chuck Danaway 2-4 p.m., Chuck Knapp 4-8 p.m., Bill Rock 8-midnight and Bobby Knight in the all night slot.

Norman Waie, general manager, sent in the Oct./Nov./Dec. 1970 Pulse showing WIXY tied with WFH with 16 percent of the listen-
ers 6 a.m., leading with a 14 in mid-day, a hefty 20 from 3-7, and a higher 23 7-midnight. WDKR-
FM, Wans FM station, has 10, 10 and 9. WAKR has 9, 8 and 7. WFR has 6, 7, 9 and 5 in the same time periods.

WWF has 16, 10, 9 and 3. WRRF has 10, 16, 7 and 5. WAGQ has 9, 8, 6 and 7. WRK has 6, 7, 6 and 4. WKYC has 6, 5, 3 and 4. WNR-FM has 1, 3, 4 and 7. WMMS-FM has 1, 6 and 4.

In case you're wondering Pacific and Southern Broadcast News, owned by Kent Burkhardt, showed a net income of $1,304,666 for the first year ended Dec. 31, 1970; an in-
crease of 42 percent over the figures before. And this was without those few new stations that the chain just bought. . . . Frank Ozarart

is new general manager of KKW, Philadelphia. He succeeds Wally Dunlap, who has been area vice president for Westinghouse Broad-
casting.

Rick Carroll has left KLIV in San Jose, Calif., to join the staff of KSIX-FM, San Jose, and also KMK, Sacramento, Calif. . . . WAP, Browningville, Pa., has moved into new studios at the transmitter site, reports president D.C. Loughery, . . . George Kaywood, your and
draft-free and experienced, needs a job, preferably in the northeast. Call 510-462-6516. He's been at WCSS in Amsterdam, N.Y., and got promoted to sales manager from program director and didn't like it too well and is looking for work. New WCSX air personality is Paul Jackson, . . . Ron Shapley is back as morning personality at WADOS.

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Please add sales tax where applicable.

Name ___________________________
Position, Company ____________________
Address ____________________________
City, State, Zip ________________________
**Quick Now, How Many Albums Does Mercury Have on the Charts?**

<table>
<thead>
<tr>
<th>Billboard TOP LP's</th>
<th>Artist</th>
<th>Title</th>
<th>Number</th>
<th>Weeks On Chart</th>
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</thead>
<tbody>
<tr>
<td>93</td>
<td>BUDDY MILES</td>
<td>WE GOT TO LIVE TOGETHER</td>
<td>SR 61313</td>
<td>14</td>
</tr>
<tr>
<td>93</td>
<td>BUDDY MILES</td>
<td>THEM CHANGES</td>
<td>SR 61280</td>
<td>32</td>
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<tr>
<td>109</td>
<td>URIAH HEEP</td>
<td>SALISBURY</td>
<td>SR 61319</td>
<td>3</td>
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<tr>
<td>186</td>
<td>STATLER BROTHERS</td>
<td>BED OF ROSE'S</td>
<td>SR 61317</td>
<td>3</td>
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<tr>
<td>186</td>
<td>JERRY BUTLER</td>
<td>JERRY BUTLER SINGS ASSORTED SOUNDS</td>
<td>SR 61320</td>
<td>2</td>
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<tr>
<td>186</td>
<td>JERRY BUTLER</td>
<td>ASSORTED SOUNDS BY ASSORTED FRIENDS AND RELATIVES</td>
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<tr>
<td>195</td>
<td>JERRY LEE LEWIS</td>
<td>THERE MUST BE MORE TO LOVE THAN THIS</td>
<td>SR 61323</td>
<td>3</td>
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<tr>
<td>198</td>
<td>SIR LORD BALTIMORE</td>
<td>KINGDOM COME</td>
<td>SR 61328</td>
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<td>BED OF ROSE'S</td>
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<td>22</td>
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<td>THERE MUST BE MORE TO LOVE THAN THIS</td>
<td>SR 61323</td>
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<td>28</td>
<td>JERRY LEE LEWIS</td>
<td>IN LOVING MEMORIES/ GOSPEL ALBUM</td>
<td>SR 61318</td>
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<td>32</td>
<td>JERRY LEE LEWIS</td>
<td>THE BEST OF JERRY LEE LEWIS</td>
<td>SRS 67131</td>
<td>42</td>
</tr>
<tr>
<td>34</td>
<td>TOM T. HALL</td>
<td>LISTEN BETTY, I'M SINGING YOUR SONG</td>
<td>SR 61307</td>
<td>4</td>
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<tr>
<td>28</td>
<td>BUDDY MILES</td>
<td>WE GOT TO LIVE TOGETHER</td>
<td>SR 61313</td>
<td>12</td>
</tr>
</tbody>
</table>

**Quick Now, How Many of Them Do You Have In Stock and Displayed?**

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Soul Sauce

BEST NEW RECORD OF THE WEEK:

"When You Took Your Love From Me"

O. V. WRIGHT (Back Beat)

By ED OCHEIS

Soul SLICES: Soul's a-poppin' for the majors (Motown, Capitol, Stax & Atlantic), but unless your name happens to be James Brown, Joe Simon or the Dandans, you must be content with the ever-widening acceptance of R&B and the beautiful loyalty of soul fans. Yet the vocabulary of the industry is richer for Soul and Hot Wax, Chimpillyville and Douglas (now distributed by Columbia), as soul spreads and sinks. In making a big impression on the field are Summit of Chicago, Republic of New York, chilled out of Memphis, gaining with the girls "The Hurt Still Here." Jerry Butler is a major stockholder in the company that will feature Billy Butler as an artist, along with Ollie Henderson and his Nightingales on one, who's due with his first on Memphis, "It's a Sad Thing." Ollie has been due for bigger things for a long time and is a songwriting talent also. You hear his hits on the new商 Taylor's Soul & Jerry are out on Mercury with an album, "One & One." Gene's clicking with "It's Your Love I'm After," while Butler has cooled off. The LP could be the start of something new, a new day for dusts. 

Anne Peebles sounds like a star on the hit that will break her back, "I'm the Fool," her "Part Time Love" album for Uni jumped on the charts this week. Soul Sauce picks up: 

Ray Charles, "Booty Taste" (Tangerine); Decisions, "It's Love That Really Counted," "Baby I'll Be There" (Bruno Bros.). "I Shall Not Be Moved" (Invictus); Solomon Burke, "The Electronic Magazine" with Jackie McRae. "Doin' the Right Thing" (Motel); Maceo & All the King's Men, "I Remember Mr. Banks" (House of the Fox); Leo Dorcey, "Sneakin' Sally" (Polydor); Marion Black, "On Food" (Avco Embassy; Paul Humphrey, "Cool Aid" (Lizard); Gwen McCrae, "Lay It On Me" (Columbia); Marion Love, "I Believe in Music" (Mercury); Carl Carlton, "I Can Feel It" (Back Beat); Exquisites, "Girls in the City" (LaMarr); Gin & the Genes, "Teenagers National Anthem" (Miss Thing); Alaina Reed, "Don't Let Me Fall in Love Again" (Capitol); Drifters, "A Rose By Any Other Name" (Atlantic); President Bros., "Our Meeting" (DeLuxe); Futures, "Breaking Up" (Amjoy); Manhattans, "Let Them Talk" (DeLuxe). Also new: Magic City, "California Dreamin'" (Stax Sound); Impressions, "Let Us Love" (DeLuxe); New Sounds of Simon LP on Spring, by Joe Simon. Motown has nominated seven Grammy categories, led by Diana Ross, who's up for best vocal performance for her "Ain't No Mountain High Enough." The Intruders will not be a part of Columbia this week. With Gamble & Huff, but will move up with their new one, "Girl Scoutin'," on the independent Gamble label, say the duo. We previously included the group in the Columbia distribution network, but Gamble & Huff need Soul Sauce. Do you?

Campus Programming Aids

- Continued from page 32


WEST


More Than a Poll

- Continued from page 30

2-6 p.m., Al (Al One) Germany until midnight, and Gary Byrd from midnight-6 a.m. The key question facing soul radio today is where are the blacks of tomorrow going to come from. The big void is in engineering and music. Many black want to be time salesmen and you can't just put anybody out there. The older air personalities in soul radio, too, don't want to do it. Too many white people talk too much, and black people are being grabbed off by the general market stations. It's great for the people, but hard to replace. Even good black air personalities are difficult to find. The key to soul radio is discipline and too many of them want to be "stars," while being the kind of stars they want to be is a tune-out factor in today's radio.

FEBRUARY 20, 1971, BILLBOARD
when answering ads...
Say You Saw It in Billboard
FEBRUARY 20, 1971, BILLBOARD
ROCHESTER, N.Y.—The celebration of the 50th anniversary of the Eastman School of Music will officially begin in late November with the reopening of the completely renovated Eastman Theater. Activities, which will include the creation and performance of several new works and in-depth explorations of the analytical, educational and administrative aspects of today’s musical life, will run through spring, 1971.

Watts Puts on Solo Voltage

NEW YORK — Andre Watts was at his pianistic best as soloist in Rachmaninoff’s Piano Concerto No. 3” with Antal Dorati and the Washington National Symphony at Philharmonic Hall, Feb. 7.

Watts, who has recorded the concerto with Seiji Ozawa and the New York Philharmonic for Columbia, attacked the work with aplomb for stunning effect.

Dorati has recorded with pianist Byron Janis and the London Symphony for Mercury. He was boosted in a program set by London Records, while Columbia plugged Watts.

The orchestra also sounded fine in Kodaly’s “Dances of Galanta” and Dvorak’s “Symphony No. 6.”

FRED KIRBY

New Directory on Sets, Costumes, Producers Out

NEW YORK — A dual directory covering opera sets and costumes for rent, and American opera producing organizations has been published by the Central Opera Service of the Metropolitan Opera, Lincoln Center, New York.

The set and costume section contains information on 226 operas, while the list of producing organizations consists of 95 companies and workshops active in the U.S. and Canada in the last three years. It is followed by four appendices, which offer a detailed picture of opera in America during the last three years.

Central Opera Service was established in 1954 by the Metropolitan Opera National Council as an information center for all opera companies and workshops in the U.S. Mid-winter issues of its bulletin are devoted to surveys, which have resulted in directories of foreign contemporary operas, American contemporary operas, American premiers and English Opera Translations.

Cleveland Gives Fine Program

NEW YORK — Even without baritone Dietrich Fischer-Dieskau, the Cleveland Orchestra managed a hefty program of three conservative composers’ music on Feb. 8.

Hindemith’s “Concert Music for String Orchestra and Brass Instruments” doesn’t go in for any 12-tone or serial technique. Difficult to perform, with its characteristic Hindemith polyrhythm and polychords, the work remained vivid.

In place of Mozart’s selected arias for Fischer-Dieskau was his “Symphony No. 34,” in which the orchestra, under the superintendence of Rafael Kubelik, a Czech Grammophon artist, spun a fine silk fabric of this delicate symphony. There was breath, a European sheen in the tone of the instruments, and a luminous phrasing. Brahms’ “Symphony No. 2,” completed in 1877, was presented.

CHIS GATER

‘Die Frau’ Rings Out With Boehm, Cast

NEW YORK — The masterful conducting of Karl Boehm, a foremost Richard Strauss expert, an outstanding production and a dependable group of principals, especially on the difficult soprano, contributed to a stunning performance of “Die Frau Ohne Schatten” at the Metropolitan Opera Feb. 6.

The success of “Die Frau” is one of the wonders of the new Met and one of Rudolf Bing’s brightest accomplishments as the company’s general manager. Boehm, who has recorded the opera for London, was aided by the Empress of Leinis Ryanes, who also is featured on the London set, the excellent nurse of Irene Dalis, and the effective Dyer’s wife of Inge Borkis.

Miss Borkis, who sings the role in Deutsche Grammophon’s version of the opera, the only other one in the catalog, sounded a bit edgy on top, but her interpretation was superb. It’s good to have this veteran artist back with the company. She also has recorded for London, while Miss Ryanes also appears on RCA, Seraphim, and Richmond, and Miss Dalis has recorded for Philips.

Walter Berry, one of the most active of recording artists, was brilliant as Baraka, one of his (Continued on page 51)

A beautifully bound hardcover is only one of the features of Billboard’s Buyer’s Guide!
Jukebox programming

Fla. Jukebox Programmers Carry 2,500 Disks on Vans

By SARA LANE

WEST PALM BEACH, Fla.—Florida Musi- cians have placed a library of over 450,000 recordings and materials in 2,500 jukebox machines across the state. The library is now available for purchase by jukebox manufacturers.

The library consists of a comprehensive collection of music, including records, singles, and sheet music. It is housed in a large warehouse on the outskirts of the city, where visitors can browse and purchase their favorite tunes. The library is open to the public, and visitors are encouraged to stop by and explore the vast collection of music.

What’s Playing?

Oldies spur jukeboxes

By GEORGE KNEMEYER

ST. LOUIS—Oldies are playing a significant role in the programming of jukeboxes across the country. In this article, we will explore the reasons for this trend and its impact on the jukebox industry.

The popularity of oldies music can be traced back to the 1950s, when rock and roll emerged as a dominant force in popular music. Oldies continued to be popular throughout the 1960s and 1970s, and they remain a popular choice for jukebox operators today.

In the article, we will examine the reasons for oldies’ continued popularity, including the nostalgic appeal of the genre and the longevity of its hit songs. We will also discuss the impact of oldies on the jukebox industry, including the trend of jukebox owners focusing on oldies programming.

Labels’ Oldies Lists Growing But Data Lags

By EARL PAIGE

PITTSBURGH—The release of oldies music has steadily increased over the past few years, but the total number of such titles made available to jukebox operators has remained relatively small, industry sources agree. "The market for oldies has expanded," says one industry insider. "But we're still a long way from seeing a comprehensive data source that would allow us to fully track the trend."
Jukebox programming

Fla. Jukebox Programmers Carry 2,500 Disks on Vans

Coming Events

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FUN, APPEAL AND
SIZZLING ACTION!

Chicago Coin's New
6-PLAYER AUTOMATIC BOWLING LANE

Regulation with
"BEER FRAME"

Beer Frame Lights Up During Game In Fifth Frame

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LARGE CASH BOX WITH REMOVABLE PARTITIONS

MADISON, Wi.

What's Playing?

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

Fla. Jukebox Programmers Carry 2,500 Disks on Vans

• Continued from page 39

Mexico, England and Puerto Rico. "Since we service about 30 migrant farm labor camps in Palm Beach County, we utilize many Spanish records." (Most of the migrants are Spanish-speaking.) Spanish records are not nearly so difficult to find as singles of progressive jazz or spiritual records, in demand in several locations. "I wish record companies would put out more jazz singles. Most of the really good jazz is on LP's and of no use to a jukebox programmer," Ballenger commented.

Jim Cline feels that the number one, two and three top records named in the trade charts "just don't give with what our customers want." He admitted, though, that the top records were an indication of what was being played on a national scale. "But they rarely reflect what's number one, and three here in Palm Beach."

Cline, who has been with the company for ten years, said that The Cuban Brothers "One Bud Apple" is getting consistent play all over but in very few locations, routes, which is surprising. "Rainin' In My Heart" by Hank Williams is being requested by pop locations as well as country stops. "Anything by Creedence Clearwater Revival goes extremely well all over but a very few locations," he said. "A couple of old ones still getting good play are "Yakety Sax" by Boots Randolph (for the 55-year-old group) and Ray Charles "I Can't Stop Loving You.""
Without sacrificing a single feature, this 100 selection little beauty is the same as its big brother, the 444, in every way. Except size. We call it the 445.

It fits in spaces where the 444 can't, but does the same big job and grabs the same big profits.

We wanted to make sure that you could have Rock-Ola quality in every type of location. Because even a small location is a potential moneymaker. The 445 proves it.

ROCK-OLA THINKS SMALL
Jukebox programming

Categorized Jukebox Titles Add to Appeal of Programs

- **Continued from page 39**

- more over Jones' records. He believes this stimulates additional play.

- Cross over records such as "Rose Garden," do present somewhat of a problem in categorization.

- Bush explained that he uses Senior and mid-range which has darker colors for each music categorization. "Rose Garden" would have a green title strip because of its country flavor. "I will spot 'Rose Garden' as dark to the popular title on the rack as possible, and high up so it will be noticed," Bush says.

- Bush believes that when people must take an unusual amount of time to find what they want to play on a jukebox, it prevents others from coming to the jukebox to make selections and thus hurts business.

- "I realize that the kind of careful programming we do requires a lot of time, but I tell our route men to start the restructurings on one service visit and just continue. After a few weeks, the entire title rack is restructured."

**Coming Events**

- **Continued from page 40**


May 14-15: Ohio Automatic Merchandising Conference, Pick Fork Play Hotel, Columbus, O.


May 22-25: Wisconsin Automatic Merchandising Council meeting, Delhow Hotel, Lake Delton, Wis.

June 11-12: Minnesota Automatic Merchandising Council meeting, Versaunt and Pete Porter, Rutgers, N.J.

June 13: New York State Automatic Merchandising Council meeting, Governor's Hotel, Amsterdam, N.Y.


June 23-25: California Automatic Vendors Council installation meeting, Palm Springs Hotel, Palm Springs, Calif.


July 18-20: California Automatic Merchandising Council meeting, Los Angeles, Calif.


Star Title prints strips immediately upon request from the jukebox. On other labels, the firm wants the desire to build. "Our problems, too, Remember, there is a tremendous amount of regular distribution," Bush says.

**Labels' Oldies Listings But Data Tags**

- **Continued from page 39**

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**Proven Profit Maker!**

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BACK IN PRODUCTION BY POPULAR DEMAND!

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- The Most Popular and Trouble-Free Game Ever!
- Greatest Earning Power!
- Fewest Service Calls on the Used Market... There Must Be a Reason!

**Juke Label Deals**

- **Continued from page 39**

- Willis Band and Rice album. He said acceptance of Little LP's by jukebox programmers is about a "50-50" proposition.

- Additionally, Willis will perform at the South Carolina Coin Operators Association's annual convention Feb. 20 (see separate story).
Moran Plugs for Organization as Aid in Treadster Personal Problems

NASHVILLE—Jack Moran, composer with a background in social work and development, has proposed creation of "Row Research," an organization that would deal with the personal problems of those in the music industry here.

Moran, whose best known compositions include "Skip a Rope" and "Mind Your Own Business," wants to build both a consultant staff and self-help groups, composed exclusively of "Music Row" people, to deal with the problems.

A native Pennsylvanian with degrees in social work, Moran envisons an ambitious program which will alleviate the "waste" of human talent.

"You've sent flowers to their hospital rooms," Moran said. "You've attended their benefit banquets. You've cried unmanfully at their funerals. You've walked away slow and said with the rest of us, 'What a waste.'"

Moran described the helpless feeling of an skilled employee, stuff to lend professional help, and self-help groups, composed exclusively of "Music Row" people, to deal with the problems.

The fund will be for the aid of 104 people, survivors of the recent mine disaster at Hyden, Ky., where the disaster occurred.

With the cooperation of Kentucky Gov. Louis Nunn, the foundation was established. Plans for the benefit were laid last April. The event, to be held March 1, will take place at the Fair Ground Coliseum in Nashville, according to what schedule to begin at 7, and will continue into the night, depending upon the number of artists taking part.

Among those already scheduled for the bill are the Osborne Brothers, who are natives of Hyden, Ky., and also have relatives by the mines. Others who have agreed to take part are Conway Twitty, the Wilburn Brothers, Charlie Louvin, Webb Pierce, Ray Acuff, Bill Monroe, Del Reeves, Tom T. Hall, Mel Tillis, Peggy Sue, Sonny Wright, Jay Lee Webb, Crystal Gale, George Morgan, Billy Grammer, Grandpa Jones, Jim & Jesse, Ray Pillow, Woody Biscuit, George Wallace Jr., Carl Phillips, Tompall and the Glaser Brothers and Connie Smith.

The list is expected to grow as the night proceeds. The artists will issue plans to send donations to the Loretta Lynn Foundation, Louisville Trust Co., P.O. Box 1110, Louisville. All arrangements are being handled by Larry Hart, of the William Agency.

(Continued on page 46)

Loretta Lynn Fund Setup

LOUISVILLE, KY. — Establishment of a Loretta Lynn Foundation, conceived from a massive benefit show, was announced by the William Agency of Nashville.

The fund will be for the aid of 104 people, survivors of the recent mine disaster at Hyden, Ky., where the disaster occurred.

With the cooperation of Kentucky Gov. Louis Nunn, the foundation was established. Plans for the benefit were laid last April. The event, to be held March 1, will take place at the Fair Ground Coliseum in Nashville, according to what schedule to begin at 7, and will continue into the night, depending upon the number of artists taking part.

Among those already scheduled for the bill are the Osborne Brothers, who are natives of Hyden, Ky., and also have relatives by the mines. Others who have agreed to take part are Conway Twitty, the Wilburn Brothers, Charlie Louvin, Webb Pierce, Ray Acuff, Bill Monroe, Del Reeves, Tom T. Hall, Mel Tillis, Peggy Sue, Sonny Wright, Jay Lee Webb, Crystal Gale, George Morgan, Billy Grammer, Grandpa Jones, Jim & Jesse, Ray Pillow, Woody Biscuit, George Wallace Jr., Carl Phillips, Tompall and the Glaser Brothers and Connie Smith.

The list is expected to grow as the night proceeds. The artists will issue plans to send donations to the Loretta Lynn Foundation, Louisville Trust Co., P.O. Box 1110, Louisville. All arrangements are being handled by Larry Hart, of the William Agency.

(Continued on page 46)

Nashville Scene

Buck Owens has been scheduled to tape an appearance next week in Nashville after completing session work for his LP, "Here Comes the Encore," for Monument's Ray Pennington and his wife are parents of a new baby, Julie Rae. ... John D. Loudermilk hasn't changed a bit. He married the former Susan Chollette, a Cajun beauty, and sent invitations out two days later. John and his bride now will make their home in Baton Rouge.

Jim Ed Brown, after a busy taping schedule in the middle of February, covers much of the south and midwest on a busy swing. His recording of "Morning's Hymn" has skyrocketed him back to the top. . . . The Blue Boys have cut their first album for the label. . . . Rick Key and Rear Head have replaced the Nashville office of Key Talent. . . . Preliminary nomination ballots to select candidates in 22 categories of competition for the sixth annual

WNOW Opens Play Door to All Artists

York, Pa.—An "open door" policy to all artists in the recording field has been announced by Phil Gardner, program director of WNOW here.

"If it deserves airplay, fits our sound, and if there is room on the playlist for it, we'll play it," Gardner said. "There are so many talented artists who never have a chance," he noted. "They don't know the key to get an exposure, or have the necessary money to buy promotion."

Gardner contends that one of the biggest records of 1970 in the York area was a thing called "Last Call" by Ray Montague on the Redwood label, suggested that the record did poorly nationally because "the key people who could have a chance." He charged that program directors are too busy trying to program all the "big" labels.

Tommy Overstreet, left, and Sam Cammarrata of Houston go over reports after signing management contract.

February 20, 1971, Billboard
There's something about his latest hit single!

JOHNNY DUNCAN

"There's Something about a Lady"

COLUMBIA 4-45319

EXCLUSIVELY ON COLUMBIA

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
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<tr>
<td>1</td>
<td>HELP ME MAKE IT THROUGH THE NIGHT</td>
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<td>Ronnie Smith, MCA 6-50015 (Combo, BMG)</td>
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<td>A WOMAN ALWAYS KNOWS</td>
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<td>Priscilla Waller, Columbia 4-C5376 (Am, BMG)</td>
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<td>JOSHUA</td>
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<td>Billy Sherrill, RCA Victor 47-1999</td>
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<td>RAININ' IN MY HEART</td>
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<td>Vernal John, Capitol 1904 (BIM)</td>
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<td>FLESH AND BLOOD</td>
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<td>Arthur Prysock, MGM 4714 (I-Tel, BMG)</td>
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<td>Johnny Mathis, Columbia 7-346 (Bim, BMG)</td>
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<td>ROSE GARDEN</td>
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<td>Lynn Anderson, Columbia 4-43232 (Crown, BMG)</td>
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<td>BED OF ROSES</td>
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<td>Elvis Presley, RCA Victor 47-1950</td>
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<td>THE SHERIFF OF BOONE COUNTY</td>
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<td>Johnny Mathis, RCA Victor 47-1950</td>
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<td>THERE GOES MY EVERYTHING/REALLY DON'T WANT TO KNOW</td>
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<td>Elvis Presley, RCA Victor 47-1950</td>
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<td>WHERE IS MY CASTLE</td>
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<td>Connie Smith, RCA Victor 47-1950</td>
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<td>Tom T. Hall, Decca 22799 (MGM, BMG)</td>
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<td>Elton John, United Artists 33731</td>
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<td>21</td>
<td>I'M GONNA KEEP ON LOVING YOU</td>
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<td>Billy Walker, MGM 14210 (Blue Creek, BMG)</td>
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<td>AFTER THE FIRE IS GONE</td>
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<td>Conway Twitty &amp; Jenee Fleenor, Decca 22797 (MGM, BMG)</td>
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<td>18</td>
<td>THE LAST ONE TO TOUCH</td>
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<td>Elton John, United Artists 33731</td>
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<td>25</td>
<td>WATCHING SCOTTY GROW</td>
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<td>Bobby Goldsmith, United Artists 33727 (BMG)</td>
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<td>LISTEN BETTY</td>
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<td>Ray Conley, Decca 22721 (MGM, BMG)</td>
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<td>22</td>
<td>IF YOU THINK I LOVE YOU NOW</td>
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<td>Judy Miller, Tel. 5-1989 (Alma, BMG)</td>
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<td>TRUE LOVE IS GREATER THAN FRIENDSHIP</td>
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<td>Marty Robbins, Columbia 4-C5379 (Am, BMG)</td>
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<td>GIVE HIM WHAT HE'S YET TO TOUCH</td>
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<td>Ferlin Husky, RCA Victor 47-17023</td>
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<td>Matt Kilstien, MCA 14312 (Supergrass, BMG)</td>
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<td>LIVING IN MY WOMAN</td>
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<td>Arlen, RCA Victor 47-17023</td>
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<td>GUESS AWAY THE BLUES</td>
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<td>George Hamilton IV, RCA Victor 47-17023</td>
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<td>A GOOD YEAR FOR THE ROSES</td>
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<td>George Jones, United 1242 (Capitol, BMG)</td>
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<td>BRIDGE OVER TROUBLED WATER</td>
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<td>The Everly Brothers, Capitol 2023 (Crest, BMG)</td>
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<td>HOLIDAY</td>
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<td>Bobbie Jo &amp; John Ford, Capitol 2000 (Crest, BMG)</td>
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<td>BAR ROOM TALK</td>
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<td>SWEET MISERY</td>
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<td>Ferdie Husky, Capitol 2999</td>
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<td>ANYWAY</td>
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<td>George Hamilton IV, RCA Victor 47-17023</td>
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New, and destined to be his next #1 hit!

"Empty Arms"

Sonny James
'The Southern Gentleman'

Capitol Hit Album

ST629
also on tape 8XT 629

exclusively on Capitol Records
LYNN ANDERSON IS RED HOT ON CHART RECORDS

Hit Single
"IT WASN'T GOD WHO MADE HONKY TONK ANGELS"

Chart 5113

Published by Peer International

Hit Album!

"GRAND OLE OPRY" veteran Jerry McGee signs an ASCAP writer's contract. Watching the 76-year-old guitar performer are Fuller Arnold, left, McGee's personal manager; publisher Earl Owens; and ASCAP's Ed Shaw.

LYNN ANDERSON'S GREATEST HITS VOL. 1

Chart CHS 1040

Sales Are Fantastic

Published by Peer International

Country Music
Nashville Scene

Continued from page 43

FEBRUARY 20, 1971, BILLBOARD
JERRY CLOWER
FROM YAZOO CITY
MISSISSIPPI TALKIN'

A COON HUNTIN' STORY
BULLY HAS DONE FLUNG A CRAVIN ON ME
MARCELL'S TALKIN' CHAIN SAW
and other leg slappin stories
about life in Amite County, Miss.

jerry clower...

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JOYFUL NOISE MUSIC - BMI
Major Minor Creditors
Ask Co. to Liquidate

LONDON—Creditors of Major Minor Records proposed at a meeting yesterday that the company go into liquidation. The proposal, which was made by EMI's manager of major labels, James Oldfield, was accepted by creditors. The company will now be sold off and its assets will be realized to pay creditors in full in three annual payments beginning in December—provided the liquidation is not delayed.

Mr. Oldfield told creditors that the company's financial position had deteriorated and that the company was unable to meet its creditors' demands. He said that the company had been unable to make any payments to its creditors for some time and that the company's assets were insufficient to cover its liabilities.

Mr. Oldfield added that the company had been unable to find a buyer for its assets and that the company was likely to be wound up. He said that the company's creditors would be paid in full within three years.

International
Executive Turntable

MEXICO CITY is the latest in the series of radio companies that have been sold to the Turntable Group. The company, which is based in Mexico City, was founded in 1930 and has been in operation ever since. The company's founder, Dr. Antonio Peralta, was a well-known figure in the Mexican music industry and was the first to introduce the gramophone to Mexico.

Peralta's son, Dr. Ignacio Peralta, is now the CEO of the company and has been working to expand the company's reach into the United States. The company has recently signed a deal with the famous record label, Warner Records, to distribute their music in Mexico.

Polydor to Bow Its First U.K.-Established Label

LONDON—Polydor, the U.K.'s largest record company, is set to launch its first U.K.-established label, which will be based in London. The label, which will be called Polydor Records, will be run by the company's managing director, John Rose, and will focus on signing new artists and releasing their music.

Polydor Records will be a sister label to the company's existing labels, including Polydor Music, which is based in Germany, and Polydor France, which is based in Paris. The company has been active in the music industry for over 50 years and has a long history of successful signings and releases.

The launch of Polydor Records is part of the company's strategy to expand its presence in the U.K. market and to签 more new artists. The company has been investing in new talent and has recently signed several successful artists, including Bob Dylan, The Beatles, and The Rolling Stones.

Yoxson Q-8 Units in Italy

ROME—Yoxson, the U.K.'s leading manufacturer of audio equipment, is now operating in Italy. The company has opened a new office in Rome, which will be used to sell and service its products in the country.

Yoxson has been active in Italy for several years and has a strong presence in the Italian market. The company's products are popular among audiophiles and are used by many of Italy's leading recording studios.

The opening of the new office is part of the company's strategy to expand its presence in the region. Yoxson has been active in other European countries and has a strong presence in the European market.

Cuban Disk Fair in USSR

MOSCOW — A display of Cuban music and culture will be held in Moscow's music store, Jan. 25-31. The exhibition will include Cuban music, paintings, and photographs, as well as music videos and radio broadcasts.

The exhibition is part of a cultural exchange program between Cuba and the USSR, which aims to promote friendly relations between the two countries. The exhibition will be held in cooperation with the Cuban Embassy in Moscow.

WB-Pioneer of Japan to Sponsor
Pop Fest in Japan in Summer

TOKYO—W.B. Pioneer Corp. of Japan will sponsor a popular music festival in Japan this summer. The festival will be held in July and will feature some of Japan's top rock bands.

The festival will be held in the city of Tokyo and will be attended by over 100,000 fans. The lineup will include bands such as The Rolling Stones, The Beatles, and The Who.

W.B. Pioneer is a subsidiary of the U.S. company, W.B. Enterprises, and is one of Japan's largest music and video distributors. The company has been active in Japan for over 30 years and has a strong presence in the country.

International News Reports

International Executive Turntable

Looking at the company's financial position, Mr. Oldfield said that the company had been unable to make any payments to its creditors for some time and that the company's assets were insufficient to cover its liabilities.

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**From The Music Capitals of the World**

**SYDNEY**

Australia's Mixtures made a rush flight to London last week to promote their single "The Pushbuke Song," currently in the U.K. charts. "The Pushbuke Song" was produced at Melbourne's Armstrong's Studios by Australian David McKay when he returned briefly from London several months ago. He also produced a Mixtures album, set for release in February... The Kinks' non-appearance at the Odyssey open air rock festival in New South Wales was blamed on the U.K. mail strike which held up the arrival in London of contracts and checks. The Kinks arrived at London Airport to find that their seats to Australia had not been booked and there were no tickets waiting for them. Sanchez Promotions who staged the Festival said no money could be wired to London because of the strike. However, the Odyssey went ahead on Jan. 22-24 when 30 Australian groups appeared and 18,000 fans attended. Although Sanchev were expecting an attendance of 40,000, they claim to have covered costs on the weekend.

Top U.K. rock agency International Booking Corp. have set up an office in Sydney under the name of Fourth Music Management. The agency plans to bring top U.K. acts to Australia for concerts and festivals throughout the year. Already on the books is Dusty Springfield and Soft Machine, Southern Comfort, Deep Purple, Pretty Things and Ten Years After. Have been confirmed for a concert tour in Sydney May 9. Fourth Media is also cultivating four top Australian bands for work in the U.K.

**LONDON**—Phonodisc, the joint Phillips-Polydor distribution arm, will move to new headquarters in Ilford, a suburb on the eastern outskirts of London, in a phased transfer beginning next month and scheduled for completion in May. Currently occupying temporary premises over a furniture store, Phonodisc will soon be accommodated in a six-story building offering 40,000 square feet of warehouse space and 20,000 square feet of offices. The total investment, including equipment, part of which is a computer, is $1,800,000.

Last Easter, following a switch to direct distribution from Ilford, Phonodisc experienced numerous distribution problems which brought about widespread criticism. However, the management now believe that an efficient service has finally been established, although certain areas of the country are still regarded as being worthy of improvement, and is taking steps to ensure that the forthcoming transfer of premises will be accomplished without a repetition of last year's problems.

The changeover will be planned to avoid an interruption of service, with a closedown of only two days anticipated. For much of the time there will be a parallel operation from the two depots and the two marketing companies are scheduling new releases to take account of the move.

Additionally, according to general manager Tony Maclow, it is planned to keep the trade informed of all developments. One innovation is the introduction of a low-price tape lines within the next two or three months include Philips, Polydor, CBS and RCA.

**British Decca's 'World of Set Into Cassettes**

LONDON—More albums from British Decca's catalogue "World of..." series are to be released on cassette following the success of the "World of Massotoni Vol. II" tape. A further six titles will be issued on tape on Friday (20) and Decca plans to make further releases at two-month intervals.

The albums scheduled for this month are "World of Three Best Shows," "Johan Strauss, "Frank Chaukaff," "Val Doonican, "Bachater," and "Massotoni Vol. III." The cassettes will retail for $4.20 and mark Decca's official entry into the low-price tape market.

Commented Decca tape manager Graham Smith: "We have deliberately chosen to market the tapes at $4.20 instead of the more popular budget price of around $3.60. We are not going to lose any sales through the price 60 cents, and it gives everybody, including the dealer, a big money profit."

Other major record companies planning to introduce low-price tape lines within the next two or three months include Philips, Polydor, CBS and RCA.

**9 Black Forum Albums to Roll**

DETROIT—Motown Records is planning to release nine LPs under the banner of Black Forum Records, its educational and cultural label. Black Forum serves as a medium of ideas and voices of black people. Among the personalities now being sought by the Black Forum label for recording dates are Julian Bond, Georgia State Representative, Mayor Kenneth Gibson of Newark, Roy Wilkins, Whitney Young, Eldridge Cleaver, Stokely Carmichael and Andrew Young, former aide to Martin Luther King.

"Free Huey!" by Stokely Carmichael and selected poems of Langston Hughes and Margaret Dannell titled "Writers of the Revolu- tion" are also in the Motown catalog. Each album will be accompanied with a pamphlet containing statements from the artists. Schedules for further discs are tentative.

"Free Huey!" is the first disc in the Black Forum Series. Others scheduled are "Life and Death," a disc of excerpts from the works of Langston Hughes, "Barbaric" which includes selections from the work of Langston Hughes. "Barbaric" was issued last year.

"Free Huey!" and "Life and Death" are available to radio stations for free airplay through the Motown Publicity Department.

**LOVE RECORDS Sends a Valentine of Thanks To:**

**ED SULLIVAN**
New York News
Nationally Syndicated

**ROBERT SYLVESTER**
New York News
Nationally Syndicated

**CHARLES PETZOLD**
Philadelphia Daily News

**BERT BACHARACH**
King Features
Nationally Syndicated

**MARTIN BURDEN**
New York Post

**KATHLEEN EMERY**

And a special thanks to: Hot Pops/Mid-West disc jockeys / Top Picks and all the wonderful disc jockeys for helping to launch Kathleen Emery's "SOMETIMES I FEEL LIKE A MOTHERLESS CHILD".

(Distributor inquiries welcome)

**SOMETIMES I FEEL LIKE A MOTHERLESS CHILD**

LOVE RECORDS / 8337 Sunset Blvd. / Hollywood, Calif. 90069 / Phone: 652-7733
Daffodil Bows Logo
In Int'l Market

TORONTO—Love Productions' Daffodil Records has become the first Canadian independent company to have its own logo in international markets.

Frank Davies, Love vice president, said that Festival Records signed a deal giving Daffodil its

CHUM Backs CFCT Launch

TORONTO — CHUM Ltd. has provided financial, technical and administrative assistance in the establishment of Radio CFCT in Tuktoyaktuk, Northwest Territories.

Referred to as Tuk, the town of 505 is located deep in the Canadian Arctic. The station broadcasts in both English and Inuktitut. Prior to the launching of CFCT, Tuk's broadcasting service was limited to a weak CBC signal and Radio Moscow.

Last week, CHUM-AM and FM in Toronto broadcast a CFCT special entitled "Chimo." In granting the license for CFCT, the Canadian Radio-Television Commission said, "The Commission believes this to be a useful experiment in its determination to develop broadcasting services in isolated areas of Canada."

A NATIONAL BREAKOUT! MORE THAN 120,000 SOLD

Already a giant in:

CHICAGO • NASHVILLE • ATLANTA • DALLAS • SHREVEPORT • NEW ORLEANS • MEMPHIS • DETROIT • HOUSTON • CHARLOTTE

"THE BELLS"

Bobby Powell

Whit 6907
Produced by Lionel Whitfield
booked by
NAT MARO, DICK BOONE AGENCY
(212) 581-5226

FEBRUARY 20, 1971, BILLBOARD
Theater Reopening Salutes Fetes on Eastman 50th Yr

- Continued from page 58

The school to which their works premiered include Alvaro Casado Portocarrero, Hipolito Osecco, and Rodion Shchedrin of the USSR, John Musto Moderna of Iran, Kryztof Penderecki of Poland, Juan Orrego Salas of Chile, Edú Garcia Valles of Peru and John Williams of Britain.

Among artists who will appear in recital and participate in special events are violinists Henryk Szeryng and Isaac Stern, and pianists Vladimir Ashkenazy and Rudolph Serkin. Visiting artists, including Jean- Luc Lacoste and Robert Casadesus, will also be featured at Eastman's annual summer music festival.

Four symposia, each lasting five days, will cover "Music and Society," "Music and Education," "Music and the Media," and "Support for the Arts." The video tapes, printed reports and recordings of the 50th Anniversary schedule will be widely distributed to schools and libraries worldwide.

Grants and gifts totaling $160,000 have been received from the New York Council on the Arts, the New York City Department of Economic Development, and the National Endowment for the Arts in partial financing of the festival. Further contributions are expected to be announced shortly. Walter Haneff is artistic director. Howard Hanson held the post for 40 years, from 1934 to 1974. The school is part of the University of Rochester.

'Die Frau' Rings Out

- Continued from page 38

Her roles include Angel D'Arco on "Eastenders," Polly Allen on "Walford Diaries," and "Soap."

F.C.A. Victoria, Larchford, Xan, and "Soap." She was also seen in "Columbo," "Sheriff," and "The Persuaders."

Staged by Nathaniel Merritt with costumes designed by Robert H. Oldman, the production is part of the 50th Anniversary season and one of the best. The school's authoritative direction is further amplified by the large cast, which includes Lila Ann Knighting. The rest of the cast performed well.
Billboard Album Reviews

FEBRUARY 20, 1971

Excellent Hip Hop
Sweetheart
RCA Victor 31043 (S)

With his recent hit single, "Sweetheart," songwriter, producer, and recording artist Russell Morris follows up with another hit release. His seventh full-length album, "Sweetheart," is a collection of seven songs that feature a mix of rock, pop, and soul. The title track, "Sweetheart," is a catchy, upbeat number that is sure to be a hit. Other highlights include "Lynn," "Bound," and "Very Overly." The album is produced by Sam Taylor and mixed by Ray Thomas. Overall, "Sweetheart" is a solid effort that should please Morris's fans.

THE REST OF FERRANTE & TUSCHI

The GREATEST HITS of Ferrante & Tusch is the latest album from the popular soft rock duo. The album includes 12 tracks, including hits like "Make Believe," "Lonna," and "The Sweetheart." The album is produced by Larry Gus, who also produced the duo's previous hits. The sound is a blend of folk, country, and pop, with Ferrante's vocals taking center stage.

EXCELLENT BLACK WIDOW

"Black Widow," produced by United Artists, is a hit single that has been a staple on the charts. The album includes the single along with other popular tracks like "The Taker," "Tulsa," and "RCA Victor." The album is produced by Larry Gus, who also produced the duo's previous hits. The sound is a blend of folk, country, and pop, with Ferrante's vocals taking center stage.

TONY MOTTOLA

"Close to You" Project J F 2036 is the latest album from the popular soft rock duo. The album includes 12 tracks, including hits like "Make Believe," "Lonna," and "The Sweetheart." The album is produced by Larry Gus, who also produced the duo's previous hits. The sound is a blend of folk, country, and pop, with Ferrante's vocals taking center stage.

THE BEST OF FERRANTE & TUSCH

"For the Gold Times," produced by RCA Victor, is a compilation album that features 12 tracks, including hits like "Make Believe," "Lonna," and "The Sweetheart." The album is produced by Larry Gus, who also produced the duo's previous hits. The sound is a blend of folk, country, and pop, with Ferrante's vocals taking center stage.

POOR COUNTRY

"Wynon Jennings" is the latest album from the popular country singer. The album includes 12 tracks, including hits like "Make Believe," "Lonna," and "The Sweetheart." The album is produced by Larry Gus, who also produced the duo's previous hits. The sound is a blend of folk, country, and pop, with Ferrante's vocals taking center stage.

ALICE COLTRANE

"The Magic of Bopodim" is the latest album from the popular jazz singer. The album includes 12 tracks, including hits like "Make Believe," "Lonna," and "The Sweetheart." The album is produced by Larry Gus, who also produced the duo's previous hits. The sound is a blend of folk, country, and pop, with Ferrante's vocals taking center stage.
SPECIAL MERIT PICKS

* Continued from page 54

concert of today’s hit music, the Wig-
net shows that true talent has about
it in England, too. “Autograph” is a
solid production side which has been
potentially holding a hit. “Frederick
& Bill” features a fine tune of a
Gang called the Vegetable Man (Rem-
ner to 27) and a note good sound. Could
be
some
major
LP, if released.

B B Slegt

SPOTLIGHT

This is “Tender Leaves” by The Com-
pany which could be edited Austin/Sensa,
the music and presentation is a
lovely mix of pop and dance tunes in a
Western world and deserves more than
just a dance and a good LP. It should
be noted in your future reading of
under the influence of West Coast jazz
and culture.

MATT ROBINSON / RODGERS CASH—The
Year of Roosevelt / Gorbiet’s song from Senior Circle, Columbus 2.
(RCA)

The release of “Senior Street” and the
featuring vocalist and perfor-
mation from the show don’t seem to
be diminishing. This material is
Matt Robinson and Baseball Cap, among
other voices. yours truly, a good selection
with the younger set. “The Year of Roosevelt”
“Skin in the Game.”

ALBUM REVIEWS

BB SPOTLIGHT

Best of the albums released at the
week in all categories as picked by the
BB Review and then selected sales
and chart movement.

SPECIAL MERIT

Albums with sales potential that
should be considered at the ele-
mental fact that .
FOUR STARS

*** Albums with sales potential
within their categories of music and possibly
career.

Best Selling Jazz LP’s

This Week

Last Week

TITLE, Artist & Label

Weeks on
Chart

1. TO BE CONTINUED

Isaac Hayes, Enterprise 19114

11

2. MILES DAYS AT FILMLORE

12

12

3. BOUTCHES BREW

Alles Davis Columbia 236

17

2

4. CHAPSTER TWO

Robby Ricks Atlantic 10169

24

3

5. DON ELLIS AT FILMLORE

Ornette 30543

16

7

6. THE TROUBLED

Kedd Evans, Atlantic 10732

17

7

7. THE ISAAC HAYES MOVEMENT

Enterprise 19114

6

44

8. INDIAHOLIC MISSISSIPPI SEEDS

B.B. King, ABC 7313

15

9. STRANGEST LIFE

Freddie Hubbard, CTI 6007

2

10. THEM CHANGES

Aretha Franklin, Epic 5466

17

11. BRIDGE OVER TROUBLED WATER

Paul Simon, A&M 3059

14

12. SUGAR

Sunny Greene, CTI 6005

16

13. GULLA MATARI

Yoko Ono, A&M 3038

28

14. BE BOPPERS

Charles Earland, Prestige 7815

12

15. WS MONTGOMERY’S GREATEST HITS

43

16. HOT BUTTERED SOUL

Isaac Hayes, Enterprise 19114

81

17. STILLNESS

Paul & Mosk ‘66, A&M 3484

3

18. RASHON RASHAN

Rashon Rashan, 1998

5

19. WE GOT TO LIVE TOGETHER

Buddy Miles, Mercury 15 0313

7

20. THE BEST OF JOHN COULMAN—HIS GREATEST HITS

Prince A 9502

14

More Album Reviews on Pages 53, 54

Bubbling Under the Hot 100

101. NO LOVE AT ALL

B.J. Thomas, Stax 13207

102. BEDINGFIELD TO FEEL THE PAIN

Mac Davis, Columbia 4-45922

103. STOP THE WORLD AND LET ME OFF

Fleming Ember, Hot Wax 7101 (Buddha)

104. THE STORY OF THE SEALS

Denon, Epic 6-31094 (Columbia)

105. TIMOTHY

Sunny, Stax 12273

106. LITTLE DEXTER

J.K. Lippert, Capitol 4-45777

107. I’LL BE HOME

Vicki Carr, Columbia 4-45394

108. JOSHUA

Dolly Parton, RCA Victor 47-4918

109. LOVE OF LIVE

Donna Summer, Disques 4-4573

110. RAINING IN MY HEART

John Williams Jr. With The Mike Carrs Ensemble, MGM 1419

111. NEVER MARRY A RAILROAD MAN

Shocking Blue, MGM/Colombia 112

112. SAN BERNARDINO

Chickee, Epic 40695 (Columbia)

113. WHO’S GONNA TAKE THE WEIGHT

(Feat. I) .... Kent & The Gang, De-Lite 338

114. LOVE STRUCK

Tony Bennett, Columbia 4-45216

115. AIN’T GOT TIME

Impressions, Cotillion 136

116. CHIC A BOOM

Daddo Dowdery, Sunflower 105 (MGM)

117. BILL BONTON BUES

U-Sissy & The Dominos, Atco 4602

118. ALL KINDS OF PEOPLE

Burt Bacharach, A&M 1341

119. DON’T MAKE ME PAY FOR HIS MISTAKES

R.E. Hill, Hill 223

120. TOO MANY LOVERS

Joe, With The Clef Club, Atlantic 4-4589

121. GET YOUR LIE STRAIGHT

Bill Cody, Cameo 4-4823 (Arms, Armi

122. CARRY YOUR OWN LOAD

Jr. Walker & All Stars, Soul 5081 (Motown)

123. I CAN’T BELIEVE IT

Moments, Stag 5070 (All Platinum)

124. AFTER THE LOVE IS GONE

Cannonball Adderley, Decca 52728

125. SAD MAN’S LEAVE (Is Another Man’s Feast)

100 Proof Aged In Soul, Hot Wax 7009 (Buddha)

McDONALD & GREY...Geelong 10942

CHAMBERS BROTHERS...New Gamaean, Colombia C 4592

NILLSON...The Point, RCA Victor LSP 1003

TONEY HENDERSON...Tony Warner, Columbia 4-45922

PETER GREEN...The End of the Game, Reprise RS 434

SEALS & CROFTS...Down Home, Tower 5004 (Bell)

RUSTIN...C. KIT 3004

JOY OF COOKING...Capital ST 611

CANNONBALL ADDERLEY...The Price You Got to Pay to Be Free, Capitol SWB 73056

JIM REEVES WRITES YOU A RECOR D...RCA Victor LSP 4475

TOM BROWN...Classic Rock, Electo ES 74062

FEBRUARY 20, 1971, BILLBOARD
Butterfield Blues Band

Butter blows his best on his first live recording, "The Butterfield Blues Band Live," a double album of living blues performances. PRODUCED BY TODD RUNDGREN. Recorded live at the Troubadour in Los Angeles.

"The Butterfield Blues Band Live"/A specially low priced two-record set ($6.98)/7E-2001/Also available on Elektra 8-track and cassette.

More Butterfield Blues Band available on Elektra Records and Tapes.
THE GREASE BAND HAS FOUND SHELTER

"THE GREASE BAND" A NEW ALBUM ON SHELTER RECORDS. SHE 8904.
AVAILABLE FROM CAPITOL RECORDS.
<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Title, Label Number (Distribution Label)</th>
<th>Weeks in Chart</th>
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</thead>
<tbody>
<tr>
<td>27</td>
<td>Jesus Christ, Superstar</td>
<td>Pocahontas OSA 5756</td>
<td>14</td>
</tr>
<tr>
<td>28</td>
<td>Chicago</td>
<td>Columbia CS 91410</td>
<td>10</td>
</tr>
<tr>
<td>29</td>
<td>George Harrison</td>
<td>Capitol ST 2569</td>
<td>10</td>
</tr>
<tr>
<td>30</td>
<td>Santana</td>
<td>Capitol CS 3601</td>
<td>20</td>
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<tr>
<td>31</td>
<td>Elton John</td>
<td>Capitol 67-6002</td>
<td>5</td>
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<tr>
<td>32</td>
<td>Love Story</td>
<td>Soundtrack Parlophone ℗ 67-6002</td>
<td>8</td>
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<tr>
<td>33</td>
<td>James Joplin</td>
<td>Apple Capitol 1618</td>
<td>4</td>
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<tr>
<td>34</td>
<td>Elton John</td>
<td>Uni 37090</td>
<td>21</td>
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<tr>
<td>35</td>
<td>The Family Stone</td>
<td>Atlantic 27010</td>
<td>16</td>
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<tr>
<td>36</td>
<td>Creedence Clearwater Revival</td>
<td>Warner Bros. SP-3952</td>
<td>7</td>
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<tr>
<td>37</td>
<td>The Partridge Family</td>
<td>Atlantic 27010</td>
<td>17</td>
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<td>38</td>
<td>John Lennon / Plastic Ono Band</td>
<td>Apple SWR 630</td>
<td>9</td>
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<tr>
<td>39</td>
<td>Elvis Presley</td>
<td>RCA Victor SP 4460</td>
<td>5</td>
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<td>40</td>
<td>Grand Funk Railroad</td>
<td>Capitol SP 4470</td>
<td>12</td>
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<tr>
<td>41</td>
<td>Gordon Lightfoot</td>
<td>If You Could Read My Mind</td>
<td>11</td>
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<tr>
<td>42</td>
<td>Stephen Stills</td>
<td>Close to You</td>
<td>23</td>
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<tr>
<td>43</td>
<td>Mountain</td>
<td>Atlantic SD 27010</td>
<td>18</td>
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<tr>
<td>44</td>
<td>Led Zeppelin II</td>
<td>Atlantic SD 27011</td>
<td>19</td>
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<td>45</td>
<td>Carpenters</td>
<td>Capitol SP 4471</td>
<td>23</td>
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<td>46</td>
<td>Osmonds</td>
<td>MGM SP 4470</td>
<td>4</td>
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<td>47</td>
<td>Blood, Sweat &amp; Tears</td>
<td>Capitol SD 27012</td>
<td>16</td>
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<td>48</td>
<td>James Taylor</td>
<td>Warner Bros. W 11867</td>
<td>50</td>
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<tr>
<td>49</td>
<td>Judy Collins</td>
<td>Take Me Home</td>
<td>50</td>
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<td>50</td>
<td>Isaac Hayes</td>
<td>Shaft</td>
<td>23</td>
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<tr>
<td>51</td>
<td>Neil Diamond</td>
<td>It's All Good</td>
<td>50</td>
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<td>52</td>
<td>Bob Dylan</td>
<td>New Morning</td>
<td>22</td>
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<td>53</td>
<td>Roberta Flack</td>
<td>Chapter Two</td>
<td>26</td>
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<tr>
<td>54</td>
<td>Crosby, Stills &amp; Nash</td>
<td>Deja Vu</td>
<td>43</td>
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<tr>
<td>55</td>
<td>Elvis Presley</td>
<td>That's the Way It Is</td>
<td>11</td>
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<tr>
<td>56</td>
<td>Nancy Wilson</td>
<td>Now I Am a Woman</td>
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<td>57</td>
<td>Hawkwind</td>
<td>Silver</td>
<td>10</td>
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<td>58</td>
<td>Neil Diamond</td>
<td>Gold</td>
<td>27</td>
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<td>59</td>
<td>Grateful Dead</td>
<td>American Beauty</td>
<td>11</td>
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<td>60</td>
<td>Doors</td>
<td>L.A. Woman</td>
<td>10</td>
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<tr>
<td>61</td>
<td>Cold Blood</td>
<td>Electric Ladyland</td>
<td>5</td>
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<tr>
<td>62</td>
<td>Steppenwolf</td>
<td>Magic Bus</td>
<td>14</td>
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<tr>
<td>63</td>
<td>Kinks</td>
<td>Lola / Powerman</td>
<td>9</td>
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<tr>
<td>64</td>
<td>Moody Blues</td>
<td>A Question of Balance</td>
<td>24</td>
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<td>65</td>
<td>Emerson, Lake &amp; Palmer</td>
<td>Electric Ladyland</td>
<td>99</td>
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<td>66</td>
<td>Engelbert Humperdinck</td>
<td>The Last Waltz</td>
<td>6</td>
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<td>67</td>
<td>Dionne Warwick</td>
<td>Viva Diana</td>
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<td>68</td>
<td>Steppenwolf</td>
<td>Magic Bus</td>
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<td>69</td>
<td>James Brown</td>
<td>Super Bad</td>
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<tr>
<td>70</td>
<td>Temptations</td>
<td>Greatest Hits</td>
<td>22</td>
</tr>
</tbody>
</table>

For Week Ending Feb. 20, 1971, BILLBOARD
Get ready for the debut album by John Hammond on Columbia.

John's albums have been steady sellers in the past, and have achieved a hard-core following. With John's new album, his music should at last receive the widespread acclaim it deserves.

In "Source Point," John Hammond has pulled together all of his Bo Diddley/Slim Harpo/Jimmy Reed influences and come up with his funkiest, most exciting album to date.

John Hammond has begun to bring audiences to their feet from coast to coast.

An exciting new star: get ready for him. And "Source Point."

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Title, Label, Number (Distributing Label)</th>
<th>Weeks in Chart</th>
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</thead>
<tbody>
<tr>
<td>106</td>
<td>Andy Williams Show</td>
<td>Columbia KC 30105</td>
<td>15</td>
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<tr>
<td>107</td>
<td>Who</td>
<td>Live at Leeds, Decca CL 79725</td>
<td>16</td>
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<tr>
<td>108</td>
<td>Uriah Heep</td>
<td>Salisbury, Decca DL 74107</td>
<td>17</td>
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<tr>
<td>109</td>
<td>Neil Diamond</td>
<td>Shilo</td>
<td>24</td>
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<td>110</td>
<td>Rare Earth</td>
<td>Stargazer, Kent Records #5027 (Western)</td>
<td>25</td>
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<td>111</td>
<td>Buddy Miles</td>
<td>Them Changes, Mercury, SR 61820</td>
<td>26</td>
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<td>112</td>
<td>Blood, Sweat &amp; Tears III</td>
<td>Columbia CS 5059</td>
<td>27</td>
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<td>113</td>
<td>Redeye</td>
<td>Garrant, Paragon 40032 (Vocal-MCA)</td>
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<td>114</td>
<td>Merle Haggard &amp; The Strangers 31</td>
<td>Fighter Globe of the Capital SP 491</td>
<td>28</td>
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<td>115</td>
<td>Beatles</td>
<td>Let It Be, Apple AP 3461</td>
<td>29</td>
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<td>116</td>
<td>Burt Bacharach</td>
<td>Make It Easy on Yourself, A&amp;M AP 4038</td>
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<td>117</td>
<td>Arlo Guthrie</td>
<td>Washington County, Warner Bros. WS 3350</td>
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<td>118</td>
<td>Sugarloaf</td>
<td>Spacelady, Liberty LST 10010</td>
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<td>119</td>
<td>Lettermen</td>
<td>Everything's Good About You, Capital SP 284</td>
<td>33</td>
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<td>120</td>
<td>Bobby Goudboro</td>
<td>You Gotta Start Lovin', United Artists US 6777</td>
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<td>121</td>
<td>Paul McCartney</td>
<td>McCartney, Apple AS 3404</td>
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<tr>
<td>122</td>
<td>Sea Train</td>
<td>Capitol SMAS 659</td>
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<td>123</td>
<td>Led Zeppelin II</td>
<td>Atlantic 3040</td>
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<td>124</td>
<td>Sly &amp; The Family Stone</td>
<td>Stand, GTO &amp; Shillette (Columbia)</td>
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<td>125</td>
<td>Engelbert Humperdinck</td>
<td>Me and My Pad, Fontana FST 1008</td>
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<td>126</td>
<td>Henry Mancini</td>
<td>Marcolin Country, RCA Victor LPM 2007</td>
<td>40</td>
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<td>127</td>
<td>Hair</td>
<td>Overture Cast, RCA Victor LK 1190</td>
<td>41</td>
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<td>129</td>
<td>Three Dog Night</td>
<td>It Ain't Easy, Dodds BS 5082</td>
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<td>130</td>
<td>Sergio Nenoces &amp; Brasil '66</td>
<td>Billywax, A&amp;M SP 1956</td>
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<td>131</td>
<td>Free</td>
<td>Whip, Warner Bros. ASD 3124</td>
<td>45</td>
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<td>132</td>
<td>Crosby, Stills, Nash</td>
<td>Daily Planet, A&amp;M SP 4039</td>
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<td>133</td>
<td>Andy Williams</td>
<td>Love Story, Columbia KC 30472</td>
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<td>134</td>
<td>Elvis Presley</td>
<td>Almost in Love, RCA Camden CEM 3460</td>
<td>48</td>
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<td>135</td>
<td>Lawrance Walk</td>
<td>Can't Help Myself, Ensign EPL 820</td>
<td>49</td>
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<tr>
<td>136</td>
<td>Beatles</td>
<td>All You Need Is Love, Apple AP 348</td>
<td>50</td>
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<tr>
<td>137</td>
<td>Charley Pride</td>
<td>10th Album, Capitol LP 4267</td>
<td>51</td>
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<td>138</td>
<td>John Mayall</td>
<td>U.S.A. Union, Polydor PS 4346</td>
<td>52</td>
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</tbody>
</table>

FEBRUARY 20, 1971, BILLBOARD
**Spotlight Singles**

*This record is predicted to reach the TOP 40 EASY LISTENING CHART*

**TOP 60 SPOTLIGHT CHART**

**STEVENSON—SNOW BIRD FRIEND (3:15)**

*Overview: Michael Woods (Writer), January 17, BMI. Musical impression: Vocal groups.

**INTRUDERS—I'M GIRL SCOUTIN' (2:10)**


**JAMES TAYLOR & THE ORIGINAL FLYING MACHINE—67 HIGHWAY NIGHT (2:52)**

*Overview: Carol K. Taylor (Writer), April 1, BMI. Musical impression: Vocal groups.

**SUGARLOAF—TONGUE IN CHEEK (3:37)**

*Overview: John Venticinque (Writer), BMI. Musical impression: Rock'n roll.

**DAVID RUFFIN—DON'T STOP LOVING ME (2:49)**


**AL MARTINO—COME INTO MY LIFE (Lon Don Wenman Selin) (2:40)**

*Overview: Al DeLange (Writer), Martha-May-Bernard-Reznicki (Writers), BMI. Musical impression: Pop.

**RICHIE HAVENS—HERE COMES THE CRESCENDO (3:52)**

*Overview: Richie Havens & Michael Dennis (Writers), BMI.

**SPECIAL SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**RAY CONNIFF & SINGERS—Love Story (Where Do I Begin) (2:51)**

*Overview: Jack Gentry (Writer), April 16, BMI. Musical impression: Easy listening.

**CROW—Watching Can't Make You Up The Time (2:56)**

*Overview: Bob Monroe (Writer), March 9, BMI. Musical impression: Country.

**CRYSTAL MAHONI—Love You, Baby (3:00)**

*Overview: Kaplan, White & Mass (Writers), BMI. Musical impression: Italy.

**TEN WHEEL DRIVE—With George Burns-Age of the Cold (5:59)**

*Overview: Michael Zager & Arlen Schwalb (Writers), Schwalb-Starlee-Der (Writers), BMI.

**DAVE CLARK FIVE-Southern Man (3:55)**

*Overview: Dave Clark (Writer), Young (Composers/lyricists), BMI. Musical impression: Teenage.

**MYSTIC MANDO ORCHESTRA—In the Morning (2:40)**

*Overview: Bad Willer (Writer), Marilyn-Ann (Writers), BMI. Musical impression: Pop.

**STEVE JONE—You're Such a Good Looking Woman (2:46)**


**AL GREEN—Drivin' Wheel (2:53)**

*Overview: Larry Willowsky & John Pitts (Writers), BMI. Musical impression: Pop.

**SOLMON BURKE—The Electric Mayonnaise (That's My Baby) (3:51)**

*Overview: David Vandell (Writer), BMI. Musical impression: R&B.

**BOBBY STAPLES—Take Me to the World (2:50)**


**SOUL SPOTLIGHT CHART**

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES CHART

**BILL ANDERSON—ALWAYS REMEMBER (2:16)**

*Overview: Jerry Leiber (Writer), BMI. Musical impression: Country.

**BILLIE SPEARS—C IT COULDN'T BE ME (2:55)**

*Overview: Jerry Leiber (Writer), BMI. Musical impression: Country.

**CHART**

Spotlights Predicted to reach the HOT COUNTRY SINGLES CHART

**BOB SUMNER—It is Any Wonder That I Love You (2:52)**


**JACK & BMI**

**CARL BELI—We Can Give You What You Want Now (4:28)**

*Overview: BMI. Musical impression: Rock'n roll.

**JOHNNIE MILLION—You're The One (2:20)**

*Overview: BMI. Musical impression: Pop.

**CUTLY PUTNAM—Don't Tell Me (3:39)**

*Overview: BMI. Musical impression: Rock'n roll.

**WILLIS BROTHERS—Ladies' Liberation (3:27)**

*Overview: BMI. Musical impression: Pop.

**CARL BELI—All The Way (2:46)**

*Overview: BMI. Musical impression: Pop.

**TAMMY WERTZ—Heat Of The Moment (2:41)**

*Overview: BMI. Musical impression: Pop.

**BILLY JOE & THE JUJU BROTHERS**

Spotlights Predicted to reach the top 20 of the TOP SELLLING SOUL SINGLES CHART

**INTRUDERS—I'M GIRL SCOUTIN' (See Pop Pick)**

**DAVID RUFFIN—DON'T STOP LOVING ME (See Pop Pick)**

**CHART**

Spotlights Predicted to reach the SOUL SINGLES CHART

**AL GREEN—Drivin' Wheel (2:53)**

*Overview: BMI. Musical impression: Soul.

**MANNY LAND—Let Them Talk (2:45)**

*Overview: BMI. Musical impression: Pop.

**KING FLOYD—Wall of Love (2:38)**

*Overview: BMI. Musical impression: Soul.

**MICKEY MURRAY—People Are Together (2:40)**

*Overview: BMI. Musical impression: Pop.

**RAY CHARLES ORCHESTRA—I Don't Have To Be A Lover (2:50)**

*Overview: BMI. Musical impression: Pop.

**CALVIN BREDIN—Think It Over (2:52)**

*Overview: BMI. Musical impression: Soul.

**RAY ROBINSON & THE CHARLIE PAXTONS—Ain't That Great (2:33)**

*Overview: BMI. Musical impression: Soul.
ANOTHER DAY*
and
OH WOMAN, OH WHY?
a great new single by
PAUL McCARTNEY

*Written by Mr. & Mrs. McCartney
<table>
<thead>
<tr>
<th><strong>BILLBOARD HOT 100</strong></th>
<th><strong>For Week Ending Feb. 20, 1971</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>STAR PERFORMER</strong></td>
<td>Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.</td>
</tr>
<tr>
<td><strong>Records Industry Association Of America seal of certification as “million seller.” (Seal indicated by bull.)</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>TITLE, Weeks On Chart</strong></th>
<th><strong>Artist (Producing Label), Number (Distributing Label)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>15 <strong>ONE BAD APPLE</strong></td>
<td>8 (T.J. Johnson, R&amp;B, Warner Bros., 4113)</td>
</tr>
<tr>
<td>5 <strong>KNOCK THREE TIMES</strong></td>
<td>14 (Dove Records, Don Ameche, Bell 538)</td>
</tr>
<tr>
<td>3 <strong>ROSE GARDEN</strong></td>
<td>13 (Artie Labree, Capitol, 5405)</td>
</tr>
<tr>
<td>4 <strong>I HEAR YOU</strong></td>
<td>9 (Macka Edwards, Macka Edwards, WM 160, London)</td>
</tr>
<tr>
<td>11 <strong>IF YOU COULD READ MY MIND</strong></td>
<td>19 (Gordon Lightfoot, Don Ho, Capitol, 1984)</td>
</tr>
<tr>
<td>10 <strong>MAMA'S PEARL</strong></td>
<td>4 (Jackie S. (The Corporation), Motown 1177)</td>
</tr>
<tr>
<td>7 <strong>GROOVE MAMA</strong></td>
<td>18 (Kip Moore, Chrysalis 435, Capitol)</td>
</tr>
<tr>
<td>15 <strong>SWEET MARY</strong></td>
<td>9 (Wardsworth Brandon (Jim Cathey &amp; Norman Morris), 想象在160)</td>
</tr>
<tr>
<td>14 <strong>MR. BOONIGLES</strong></td>
<td>14 (Nitty Gritty Dirt Band (William E. McCreary), Liberty 5856)</td>
</tr>
<tr>
<td>10 <strong>5 LONELY DAYS</strong></td>
<td>12 (Bee Gees (R.B.O. Glib, &amp; R. Stigwood, Atco 4075)</td>
</tr>
<tr>
<td>11 <strong>WATCHING SCOTTY GROW</strong></td>
<td>16 (Bobby Sessions (Bobby Montgomery &amp; Bobby Sessions, United Artists, 39277)</td>
</tr>
<tr>
<td>23 <strong>AMOS MOSES</strong></td>
<td>17 (Jerry Reed (Chris Adkins), RCA Victor 47-9046)</td>
</tr>
<tr>
<td>8 <strong>YOU SONG</strong></td>
<td>13 (Elton John (Gus Dudgeon), Uni 50666)</td>
</tr>
<tr>
<td>21 <strong>THEME FROM LOVE STORY</strong></td>
<td>6 (Henry Manzil, His Orch. &amp; Dance, RCA Victor 417-2927)</td>
</tr>
<tr>
<td>18 <strong>AMAZING GRACE</strong></td>
<td>11 (Billy Strange (Milt Abrahams), Focito 4258)</td>
</tr>
<tr>
<td>6 <strong>MY SWEET LORD/ISNT IT A PITY</strong></td>
<td>13 (George Harrison (George Harrison,Phil Spector), Columbia 425882)</td>
</tr>
<tr>
<td>24 <strong>YOU HAVE EVER SEEN THE RAIN?</strong></td>
<td>4 (Gordie Champion/Revel (John Fogerty), Fantasy 650)</td>
</tr>
<tr>
<td>10 <strong>I IF YOU WERE MY WOMAN</strong></td>
<td>13 (Johnnie Wright &amp; The Imperials, Soul 28028)</td>
</tr>
<tr>
<td>19 <strong>ONE LESS BELL TO ANSWER</strong></td>
<td>18 (Sly and the Family Stone (Huey Horn), Bell 464)</td>
</tr>
<tr>
<td>19 <strong>IT'S IMPOSSIBLE</strong></td>
<td>13 (Perry Como (Eric Alb mk), RCA Victor 74-1097)</td>
</tr>
<tr>
<td>21 <strong>STONEY END</strong></td>
<td>17 (Berta Nielsen (Richard Percy), Columbia 425882)</td>
</tr>
<tr>
<td>35 <strong>FOR ALL WE KNOW</strong></td>
<td>3 (Carpenters (Dwight E. Howard), A&amp;M 1284)</td>
</tr>
<tr>
<td>23 <strong>REMEMBER ME</strong></td>
<td>9 (Diana Ross (Phil Spector &amp; Yvonne Simpson), Motown 1176)</td>
</tr>
<tr>
<td>43 <strong>SHE'S A LADY</strong></td>
<td>12 (Tom Jones (Gordon Mills), Parlo 40086)</td>
</tr>
<tr>
<td>42 <strong>ME AND BOBBY Mcgee</strong></td>
<td>4 (Jesse Span (Paul Rainhill), Columbia 425843)</td>
</tr>
<tr>
<td>31 <strong>TEMPATION EYES</strong></td>
<td>33 (Louis Jordan (Steve Barr), Columbia 425843)</td>
</tr>
<tr>
<td>27 (Do the) PUSH &amp; PULL (Part 1)</td>
<td>10 (Rufus Thomas &amp; E.R. &amp; Tom Hust, Stax 4037)</td>
</tr>
<tr>
<td>29 <strong>LET YOUR LOVE GO</strong></td>
<td>6 (David Gates &amp; Love Streets with Ferris &amp; Roger), Elektra 425843)</td>
</tr>
<tr>
<td>51 <strong>JUST MY IMAGINATION</strong></td>
<td>(Running Away With Me) (Norman Whitfield, Grits 710)</td>
</tr>
<tr>
<td>30 <strong>PRECIOUS PRECIOUS</strong></td>
<td>12 (Little Milton (Johnnie Johnson), Atlantic 2680)</td>
</tr>
<tr>
<td>28 <strong>I REALLY DON'T WANT TO KNOW/THERE GOES MY EVERYTHING</strong></td>
<td>9 (Chris Presley, RCA Victor 417-944)</td>
</tr>
<tr>
<td>37 <strong>PROUD MARY</strong></td>
<td>4 (Rita &amp; Turner Turner (Rita Turner), Liberty 55526)</td>
</tr>
<tr>
<td>35 <strong>DON'T LET THE GREEN GRASS FOOL YOU</strong></td>
<td>6 (Wilson Pickett (Curt), Atlantic 2784)</td>
</tr>
</tbody>
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<tbody>
<tr>
<td>34 <strong>20 WE Gotta GET ITA WOMAN</strong></td>
<td>15 (Johnnie Taylor &amp; Leon Jordan, JEN 1034)</td>
</tr>
<tr>
<td>35 <strong>26 BORN TO WANDER</strong></td>
<td>11 (Rightsin Bears (Tom Bailey), Rare Earth 5501)</td>
</tr>
<tr>
<td>36 <strong>JOYD GOTA GIRL AND YOU</strong></td>
<td>4 (Jody Taylor (Don Davis), Spring 1085)</td>
</tr>
<tr>
<td>57 <strong>DONT SOMEBODY WANT TO BE MANTED?</strong></td>
<td>2 (Partridge Family (Ken Farrall), Bell 1603)</td>
</tr>
<tr>
<td>38 <strong>LOVE THE ONE YOU WITH</strong></td>
<td>19 (Stephen Stills (Stephen Stills &amp; Bill Halterman), Atlantic 2728)</td>
</tr>
<tr>
<td>49 <strong>HELP ME MAKE IT THROUGH THE NIGHT?</strong></td>
<td>6 (Terry Jackie, Melody)</td>
</tr>
<tr>
<td>50 <strong>YOUR TIME TO CRY</strong></td>
<td>10 (John Simon (John Richardson &amp; John Simon), Spring 1085)</td>
</tr>
<tr>
<td>41 <strong>BURNING BRIDGES</strong></td>
<td>12 (Mike Curb Congregation (Perry Buckles), Univ)</td>
</tr>
<tr>
<td>32 <strong>SOMEBODY'S WATCHING YOU</strong></td>
<td>2 (Little shot (Stevie Wonder, Motown 50666)</td>
</tr>
<tr>
<td>59 <strong>CRIED LIKE A BABY</strong></td>
<td>2 (Cissy Houston (Stevie Wonder, Motown 50666)</td>
</tr>
<tr>
<td>44 <strong>JUST SEVEN NUMBERS</strong></td>
<td>(Can Straighten Out My Life) 5 (Four Tops (Frank Wilson, Motown 1175)</td>
</tr>
<tr>
<td>46 <strong>D.O.A.</strong></td>
<td>(Bloodstone (Terry Knight), Capitol 2001)</td>
</tr>
<tr>
<td>47 <strong>THEME FROM LOVE STORY</strong></td>
<td>4 (Franis Lai With His Orchestra (Yvan Novak), RCA Victor 74-1097)</td>
</tr>
<tr>
<td>48 <strong>WHEN I'M DEAD AND GONE</strong></td>
<td>16 (Walter Benton (Gary Johnson), Capitol 2014)</td>
</tr>
<tr>
<td>49 <strong>GET UP GET IT GON GET INVOLVED</strong></td>
<td>3 (James Brown (Fred Work, Fred Personality, King 4258)</td>
</tr>
<tr>
<td>50 <strong>I'M SO PRIDE</strong></td>
<td>5 (Main Ingredient (Shirley, Snowden, Simmons), Motown 1175)</td>
</tr>
<tr>
<td>53 <strong>1000 YESTERDAY</strong></td>
<td>9 (Liz Darnell's Express (George I. Cho, Ch),(Wanda White, Motown 1175)</td>
</tr>
<tr>
<td>51 <strong>AIPNAM</strong></td>
<td>8 (Krispy (Raymond Douglas &amp; Deere), Rye 0079)</td>
</tr>
<tr>
<td>52 <strong>BLUE MONEY</strong></td>
<td>2 (Donald White (Clyde Morris), Warner Bros. 740)</td>
</tr>
<tr>
<td>53 <strong>LOVE STORY (Where Do I Begin)</strong></td>
<td>3 (Andy Williams (Rick Glitter), Columbia 412373)</td>
</tr>
<tr>
<td>54 <strong>FRESH AS A DAISY</strong></td>
<td>2 (Sharon Jones (Milt Abrahams &amp; Harry Brand), Dunhill 4258)</td>
</tr>
<tr>
<td>56 <strong>COUNTRY ROAD</strong></td>
<td>4 (Tommy Turner (Peter Warlock), Warner Bros. 740)</td>
</tr>
<tr>
<td>58 <strong>HANG ON TO YOUR LIFE</strong></td>
<td>4 (Who's Who rabbit Richardson (Vertigo 5000), Motown 1175)</td>
</tr>
<tr>
<td>57 <strong>GOD BLESS WHOEVER SAYS ME</strong>*</td>
<td>10 (Original (Clayo Smiley), Soul 28028)</td>
</tr>
<tr>
<td>60 <strong>WHOLE Lotta LOVE</strong></td>
<td>10 (Eddy Dean, R.K. 4001)</td>
</tr>
<tr>
<td>61 <strong>BED OF ROSES</strong></td>
<td>(Steffie Blanks (Kenny Berry),ipop 74194)</td>
</tr>
<tr>
<td>59 <strong>HE CALLED ME BABY</strong></td>
<td>8 (Sammy Davis (David Golds), Fame 1474)</td>
</tr>
<tr>
<td>66 <strong>LIFE IS AEAL</strong></td>
<td>10 (Jackie Wilson (Paul David), Brunswick 5443)</td>
</tr>
<tr>
<td>62 <strong>BRIDGET THE MIDGET</strong></td>
<td>(The Queen of Blues) 1 (Ray Stevens (Ray Stevens), Barnaby 2024)</td>
</tr>
<tr>
<td>83 <strong>WILD WORLD</strong></td>
<td>(Cat Stevens (Paul Samuel-Smith), A&amp;M 1235)</td>
</tr>
<tr>
<td>64 <strong>WHOLE Lotta LOVE</strong></td>
<td>(Kenny Davis (Kenny Curtis), Atco 6779)</td>
</tr>
<tr>
<td>66 <strong>SUPERSTAR</strong></td>
<td>8 (Maurice White (The Temptations), Motown 1175)</td>
</tr>
<tr>
<td>59 <strong>DON'T WORRY ABOUT ME</strong></td>
<td>6 (Cheryl Moana Marie, ABC 425843)</td>
</tr>
<tr>
<td>67 <strong>YOU KNOW WHAT</strong></td>
<td>4 (John Lee Hooker (Evelyn Pearson), Kapp 2022)</td>
</tr>
<tr>
<td>69 <strong>PICKUP IN THE HIGHWAY</strong></td>
<td>2 (Billy Joe &amp; B. L. Washington, Columbia 412378)</td>
</tr>
<tr>
<td>70 <strong>SLOW DOWN</strong></td>
<td>2 (Otis Redding (Otis Redding), Atlantic 2728)</td>
</tr>
</tbody>
</table>

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**HOT 100 A TO Z**

- Directly from the Billboard Hot 100 chart, published by Billboard magazine. Copyrighted material.
Consider the Source

Motown
Norman Whitfield
The Temptations

"Just My Imagination"

(G-7105)
Col and Capitol Raise Prices

- Continued from page 1

to realize a more realistic margin.

Commenting on the new
developments, a company spokes-
man said, “Announcements of retail
price increases are nothing new.
prices are no surprise in the face of
the soaring cost of doing business. At
Capitol, for example, our recent
price increases were already in
place at most of our stores. We
had been watching the cost
situation for some time and
we had to act, but we were not
looking for a price war.”

The price increases went into
effect as of 5:00 A.M. on January 1.

Memphis Label
Distributes

MEMPHIS—Memphis Records
which was formed last fall, has
set up independent distribution
channels through 32 distributors.
The company is centered on
“the Hurt’s Still Here” label, the
name of the producer, and the
label’s second single.

Ed Crawford is the firm’s new
promotion director, and
J. John Smith is vice president
and sales manager. Crawford
previously served as the promotion
director of Commodore Records
(1967-70) and national radio
director of Gold Disk Records.

Jerry Butler is a principal of the
Memphis Records label, and
operates, in addition to Memphis
Universal Studios with 16-track facilities, and is a music writer and
vocal arranger for the Friends of Distinction, an 18-piece

Record Bar to Expand to 20

- Continued from page 10

a soul store,” Barrie Bergman
said. “This is a great move for
the second shop in Chapel Hill in
1963. More stores, all to be run
by Bergman, are planned. The
locations were considered to be
the third stop, at North Hills Shopping
Center, which opened in
1964.

By this time the concept of the
family members retaining active
positions in the accounts was
indestructible. In August, 1968,
another Bergman-owned
Camron Village, followed by
retailers in Terrytown Mall, Rocky
Mount, N.C., signed and opened.
North Gate Shopping Center, Dur-
an, Ohio, opened in April, 1969.
May, 1969; downtown Greenville,
South Carolina, in July, 1969.
Sparta, Columbia, S.C., May,
1970. The downtown Charlotte
loved the pickup of independent
Small South Park Shopping Center
in May, 1970, and Friendship
Shopping Center, Greenbrier,
Other Record Bar, Inc. officers
include Bill Godin, controller
and vice president, and Bob
Gerson, a board member and finan-
cial advisor.

bumped to $5.98. In view of the sig-
nificant cost increases faced by
all the major labels, and our
understand the pricing strategies of
Capitol. We believe in the concept of variable
pricing, we see no reason at this time for a
$4.98 list price category. Our init-
at amid the competition for
our attention and use it selec-
tively,” the label said. The move
began slightly pricing our albums
a few years ago. It has also been
reported that Capitol has raised the
list price of its singles to $1.29.

In a statement, the label said,
“Again, the price increase does not
squeezing requiring such move,
and we believe that we do not
price this essential medium for
the public. The high price of valuable promotional vehicle for
us, however, is a point that its
attractiveness to the consumer is
adversely affected.”

College of Back Concerts

- Continued from page 1

signed by representatives of col-
lege of back concerts
of back concerts
are residents of the Washington-
area, establishing the Student
Union Board Association (SUAB),
University, George Washington
University, Maryland University,
Northwestern College and George
Musco College.

A major stadium concert, with
details to be announced, is planned
by SUAB for the spring.

Jon L. Stern, chairman of the
new Student Union Board Asso-
ciation, said the cooperation
between the colleges would
allow the colleges the joining to
pay for the event, and the event
has been scheduled for a similar
prices that caused so much dis-
tress to commercial and commer-
cially sponsored shows.

Member colleges in SUAB ex-
pect to cut through much red tape
by allowing members to distribute
materials on each other’s cam-

Era of ‘Conglomeration’: Its
Enchantment & Disenchantment

- Continued from page 8

and the music publishing division.
Warner Bros. itself was the prod-
uct of a merger with Seven Arts
(the Canadian TV film licensing
company). They had recently ac-
guished the major Pacific
Ergen-Western for $17
and its acquisition was
shortly to be

Another appealing aspect of
the recent pace of mergers,
not to mention the furtive
acquisitions, was an area of
the entertainment industry
Wall Street assigned extravagant
日趋—witness the rise of
such stocks out of the way, was

Simultaneously with Kinney’s
decision to seek a merger with WB,
National General, which
commonwealth United made similar
attempts, the first blocked by
the Justice Department, the second
by the filing of a suit of
severance and the decline in the
price of Commonwealth’s stock.
Rumors of a possible merger
surfaced in late June, and
Kinney was to emerge in the summer of 1969
union of the Kinney and
management with Ted Ashley’s

Kinney then evaluated from
within what they had purchased.
The first step is the management
that the old Kinney stock was
soberly handled. Exact
that exactly the way a shoe was
valued. This was reflected in its
write-off of items of $40 million
 trom all relating to motion
picture properties in release,
production, sales and distribution.

The second step was the
availability of a smaller
pill was swallowed by Wall Street
with a few words of his
and, on the theory that, with the
merger completed, the company
was sufficiently
in its objectives of 26%
Accordingly, Stern
the stock climbed to a 1970 high
of $36. This price eroded
during the latter part of the year
the low $30’s, sustained by a
fulfillment of the earnings growth
profitability while WB stock
which was selling at about $45 at
closing was still about $36
stockholders. WB stock
which was selling at about $36
in an effort to reduce the
merger activity started, about $33.
It is interesting to note that
the closing of the deal, with
Kinney stock selling at $24
registered with as
major stock
market issues. Of the
other movie
pictures company’s
stock fared as follows in the same period
Columbia $32 to $16; MGM $36
of the West Coast.

Reorganized

The movie distribution
division of the company has
been completely reorganized and
the company now has
months ahead of them to show whether
the product filmed under
the new management will be
profitable.

Also, the TV division
which had been started
last year was revitalized and now
accounts for a fair portion of
the production. The stock
which had previously
been largely unprofitable and
represented a loss of
the company.

The record divisions, conversely,
are expected to be
by giving its officers more
power in the company,
ification with the motion picture
and publishing divisions with
the company of the

Panzanella Player

- Continued from page 14

fits fine. Features on this last
unit include a eacy button, a
radio/CD player, and
switches and black-and-dial scales.

Jim Janis of the J.J.C. Corp. were
presented with the Panzanella
Outstanding Player Award for their
presentation was made by Pana-
cello player George Resnick.

Mike Mailand as head of WB
Reprise, the record company has
operated separately, and it is
merger and appear to have re-
mained as successful. The arti-
cularly liberal with the new
agement gave the record division is
best illustrated by the
company’s recent acquisition
at IMC 1 in Paradise Island in
the spring of 1961, will remember
the close association of
ers and Amalgamations.”

On the day was
Atlantic Records, Jac
aborowitz, a longtime
co-founder of Atlantic Records,
Bob Lifen, president of Trans-

He stated that “those of us who
have witnessed the
amalgamations that have
been successful, but may not
have been as successful, or
as successful, or not as
exhausted.”

Had the
amalgamation was
that it was
only
the

Cash LP on Road Back

- Continued from page 10

rock, the gap is not going to be
stopped anytime soon. ‘Now I will write rock.’

Obviously, this is Lerner’s first collaboration with Barry, whom he does not perform with his own voice.

Barry’s theater voice will be heard through
modern instruments such as electric guitar and
electric accordion. Eddie Sauers was responsible
for the orchestrations of the 19 musical sections in the production.

Columbia Records will cut the original cast album after the show opens here March 30.

Music of the Night

- Continued from page 10

Tribes to Play in the

TRI plans to register all those
who purchase or play any
talent available to potential buy-
er, and notify buyers that the
owners of the talent in the same
system, complete with all the
necessary information for the
owners of talent in the same
system, complete with all the
necessary information for the
owners of talent in the same
system, complete with all the
necessary information for the
owners of talent in the same

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GEORGE HARRISON

what is life / apple scruffs

FROM THE ALBUM "ALL THINGS MUST PASS"
Manufactured by Apple Records, 1700 Broadway, New York, N.Y. 10019