Major Mfrs Mulling One Price to Buyer

By PAUL ACKERMAN

NEW YORK—A number of key record manufacturers who control their own branches, including several major retails, are quietly and seriously considering initiating a policy of one price to all buyers—rackjobbers, one-stops and dealers. According to the present stages of the blueprint, the functional discount as such would be done away with, and in its place would be substituted a schedule of incentives based upon volume sales against assigned buying quotas.

The incentive program would have the same aim: maximum sales, prompt payment and the minimizing of returns. The key retailer, it is felt, will often be in a better position than the rackjobber to take advantage of such an incentive program because he controls the final sale of the product. He is in a position to maximize profits by sales programs to reduce returns and exchanges.

The move towards a one-price policy has been spurred by several drastic and continuing changes in the record business. One of these is the resurgence of the retailer as a mass merchandiser. This new breed of retailer, dedicated to the concept of in-depth inventory rather than cherry-picking, is opening outlets in shopping traffic-heavy areas across the nation, and it is intent upon securing for himself the best possible price. The manufacturer with his own

Drug Lyric Ruling Draws Static From Radio—Johnson Hits FCC

By MILDRED HALL

WASHINGTON—Cmnr. Nicholas Johnson has scathingly commented on the Federal Communications Commission’s recent warning to licensees about drug-oriented lyrics and has called the notion of broadened censorship “a slap in the face.” He hopes the recording and broadcasting industries will have the courage to respond to this brazen attack upon them with all the enthusiasm it calls for,” he said.

The Johnson dissent accompanied the FCC’s majority.

Cassette Seen Gaining in ’71

By RADCLIFFE JOE

NEW YORK—A cassette industry renaissance may be in the offing following the market slump of 1970, according to figures recently released by Billboard’s Corporate Research Division.

In a detailed study of the tape and equipment market, the survey revealed that cassette hardware, though still making little headway in the automotive market, has been strengthening its hold in the portable field.

Much of the cassette’s new thrust in this area is due to increasing usage of the equipment by young people in the 13-19 age bracket, which accounts for 31 percent of all cassette equipment in use in the country.

Curiously, however, the bulk of the cassette buyers remained in the main part, passed on as gifts to younger members of the family. The cassette, like other configurations, continues to appeal to a predominantly male market, with men outnumbering women by almost 2 to 1 at the retail counters. Although the cassette is making slow but steady inroads into the home market, this lucrative area is still dominated by 8-track machines. Here the emphasis is on user-switches from teen-agers to the 20-34 age bracket.

The Billboard survey shows that more than 44 percent of all 8-track home player users

Global Attack on Piracy Mounting

By MIKE HENNESSEY

PARIS—A committee of government experts has agreed to insert a draft at a world convention to protect the producers of recordings—against unauthorized duplication. The draft meeting was held at UNESCO headquarters in Paris March 1-5.

The draft, which leaves it open to domestic legislation in each country to decide how the protection laws will be implemented, prohibits only the manufacture of pirate records and tapes but also the importation and distribution.

The draft will be submitted at a diplomatic conference to be convened by the World Intellectual Property Organization and UNESCO in October or November in Geneva.

Government experts from 41 countries, as well as observers from three intergovernmental organizations and one international non-governmental organizations attended the Paris meeting.

Organizations represented by observers included the International Confederation of Societies of Authors and Composers, the International Council for Film and Television, the International Music Council and the International Federation of the Photographic Industry.

Polka Riding a Hot Streak

By EARL PAIGE

NEW HAVEN, Mich.—Polka music recordings are incorporating a more contemporary sound and reaching wider audiences beyond traditional nationality boundaries. Spont, Inc., here claims one-stop orders up to 3,000 on some initial releases and that rackjobbers such as Handleman are stocking polka albums.

Scandinavia Gets Kinney

By ELIOT TIEGEL

LOS ANGELES—Metro in Sweden will handle all the Kinney labels in the Scandinavian countries. In addition, Kinney Music Co. of Germany opens in Munich on April 1. Ricordi has already been set for the Kinney lines in Italy.
How could Perry possibly follow a song like "It's Impossible"?

He did.

With a song like "I Think of You."

Beautiful words by Rod McKuen.
Beautiful music by "Love Story's" Francis Lai.

One beautiful song.
By Perry.

"I Think of You."
#74-0444
b/w
"El Condor Pasa"
(from his hit album "It's Impossible")
Time to Sing Out

The song’s the thing.

The marriage of words and music is the base upon which the musical industry is built. It is with satisfaction, therefore, that we note the increasing recognition accorded the songwriter for his role in the cultural and economic development of music in all its aspects.

EDITORIAL

Time together music.

...continuing... (Editorial, page 62)

Billboard Will Supply Music For Air India

NEW YORK—A three-year audio-entertainment contract has been entered into by Music Publishers, Inc. by Air India, with first programs to be supplied beginning immediately, the latter’s inaugural flights in early May.

The agreement was made by Andrew J. Cuda, general manager of BPI’s Special Projects Division, which has serviced the audio-entertainment needs of American Airlines since January 1966.

Air India’s passengers will be supplied with seven programs of la carte entertainment and four additional programs of board music. Of this total, four will be comprised of the music of India, with others featuring the current hit product of prominent U.S. and European record labels. Passengers will also be fed printed programs which detail the individual selections, the artists and the labels used on each program.

The airline's playback system to be used was purchased by Air India in the U.S. The air services department at Air India’s headquarters in Minneapolis, Tape mastering and duplication will be handled by Associated Audio-Video Communications, Inc. of Los Angeles, formerly known as American Tape Duplincators.

India-bound passengers’ entertainment package also includes motion pictures. The Bell & Howell systems have been selected for this purpose. (Continued on page 62)

Music to Top Bill as Grammy Time Nears

HOLLYWOOD—The Grammy Award broadcast will now be the first time live on ABC-TV Tuesday (10), promises to be a show precipitated by the annual Grammy Awards.

Highlighting the show will be performances by recipients, including "Bridge Over Troubled Water," the Oscar winner for best original song. "Everything's Beautiful," Anne Murray singing "Fire and Rain," with Donnie Warwick and the Carpenters, and "We're Only Just Beginnin,'" in a duet, by Merle Haggard, Wanda Jackson and Charley Pride. The GRAMMYs will feature the talents of the five nominated country songs.

Producer Paul Keny and director Dick Clark are readying the fifth annual NARAS chapter, focusing on the achievements of the world's outstanding musicians.

CREWE IN BIG PITCH ON DISK VERSUS DRUGS

NEW YORK—Crewe Records is running an extensive promotion this month to help broaden the anti-drug movement. A 10-minute song made by Mike Rogers & the 11th Revolution, Rogers formerly was lead singer for the Imperial gospel group, Tom Rogan, promotion man, is on the Crewe group of companies, explained that mailings will go to Top 40 stations and stations programming gospel music, a select VIP list, and some select niche mailings that plan personal phone calls on the Crewe Records label.

Jones for Long U.S. Tour; Gets Giant Backing

NEW YORK—Tom Jones, Parrot Records artist, will embark upon his longest U.S. tour to date, with a London Records label's most extensive national campaign. The tour will run for five months and is expected to gross several million dollars.

April 2 will mark the beginning of the tour, when Jones appears at the Deauville Hotel, Miami Beach, coinciding with a new London LP, "She's a Lady," being released. A total of 100 concerts group of ten shows with Jones tour is being readied for the U.S. tour, with London records concentrating promotion men and district managers. Plans call for heavy stage shows, concert advertising and a program of direct mail advertising. London will also distribute miniature glasses for retail advertising purposes.

Executive Turnable

Karl Engemann has left Capitol as its A&R vice president and has been replaced by Artie Mogull, Engemann was with Capitol 11 years. He has joined Independent Recording Studios in Los Angeles as A&R vice president and will continue his work in film and record production operations. Mogull joined Capitol in 1969 after a brief stint with Warner Bros. and over one year with Tetragon Music Enterprises, Mogull is Capitol’s marketing vice president, has left, and has been replaced by veteran Capitol employee Brown and Mogull, has been appointed Medias Interests vice president. Mogull is also a member of the Independent Recording Studios board of directors. Mogull’s marketing vice president, has left, and has been replaced by Capitol employee Brown and Mogull, has been appointed Medias Interests vice president. Mogull is also a member of the Independent Recording Studios board of directors.

Scepter, Blue Jac in Unsettled Settlement

NEW YORK—A dispute between Scepter Records and the Blue Jac Production Co. (Hurtz-Buchach-Hall-Flax-C芒果) over a full accounting of record sales was thrown into the last part of last week. A settlement of $339,000 to be paid by Scepter to Blue Jac will be used to settle the suit, but Scepter said that material concerning the dispute had been revealed without authority and that Scepter was now considering terminating the agreement and going into bankruptcy.

In addition the agreement stipulated that the label's record royalties will be paid directly to Blue Jac. The agreed upon payroll to be paid to the Blue Jac employees will be in U.S. funds only and dated back to sales in 1963. The Scepter publishing firm of Bernstein, Robinson & Traiger will conduct a sale of Blue Jac's catalog from 1966 up to the present time and to submit their findings to the accountants for Scepter.

Ampex Sets Skyline North In Publications Move

TORONTO—Ampex Corp. has announced plans to set up a Skyline North branch in Canada. The company has formed Skyline North, with Canadian content writer and manager, and with a set-up in B&M membership pending approval. Ampex and Ampex music publishing companies are also in the works for the U.S.

Skyline North's first two regular titles are "Grape Magazine" and "Grape Music." The Canada group named Young & Young was the new York office to be signed by Ampex's Canadian record labels.

According to Joe Parissi, managing director of Ampex Music Canada, the publishing venture is another step forward in Ampex's continuing expansion of its interests in the live music field.

Said Parissi, "Skyline North gives us publishing opportunities no matter where we're going. It lets us develop distribution and record retailing operations. Ampex Music Canada now manufactures, markets, and distributes labels, and new records on over 40 labels, with nearly 1,000 titles available in all categories.

Ampex is also committed on the publishing company, Don Hall, Ampex vice president 

For More Late News See Page 62

MARCH 20, 1971 BILLBOARD
General News

500 Attend Atlantic Fete For Arena

SAN FRANCISCO—More than 500 disk jockeys, record merchants and retail employees and music writers attended a special reception held by Atlantic Records for Aretha Franklin at the Filmore West—part of her recent West Coast tour and venue and a major promotion on the artist by the company.

Her appearances—including a
(Continued on page 62)

Landers-Roberts Fuses 3 Firms Into Divisions

LOS ANGELES—A record company, a concert promotion firm and a music publishing company have been fused as divisions of the Landers-Roberts Co.

The concert firm, Lou Robinson and Bubba Roberts, will be known as Concert Simulants and Sight and Sound Productions, and will be run by Prophesy, from which to draw new acts for its activities.

And the third division, Landers-Roberts Productions, operated by Hal Landers and Bobby Roberts, can draw on its music contracts for writers and performers for its film projects through the record company.

Airplay itself isn't enough to-day. A show that has trouble getting airplay is a show that has no audience. A show that has no audience is a show that has no money. A show that has no money is a show that has no hope. A show that has no hope is a show that is going to go out of business.

Wood-Shaib, Ala., Miss Vale's first single is slated for release around March 25 with Starr's LP following in mid-April.

One advantage Prophesy has in negotiating with artists is its association with the concert promoters, acknowledges Mickey Shapiro. No concert dates will be guaranteed a new act in an entree to the concert business. However, concert dates will be available to the label for the next year, and they will be available in the United States, Canada and Australia.

Robbie and Tinley have been in the music business for a few years and they have been in the business for a few years.

New Paco Co.

Prophesy's new publishing firm Landers-Roberts (ASCAP) has signed its first two non-performing writers, Vinny Barnett and John Freeman Jr.

Film producer Roberts (and one of the founders of the Jax, Jax and Jermaine) is also in the business, according to Tinley. In addition to writing songs, Vendace, Yacht Vale's first record, was recorded in 1957 by Fredric J. Pacifico of Hit Records.

The record company will maintain a small roster, with Alfeld in charge of production and in- and out-pacing coordinating activities with Atlantic and overseeing business administration.

GRT Records Shuts Its Office in L.A.

LOS ANGELES—GRT Records, once open to Los Angeles with Ron Kramer residuating the West Coast A&R. The GRT office has closed and will not reopen.

The move is in economy of personnel, according to the company.

BEATLES CASE TO RECEIVER

LONDON—A receiver is to be appointed to look into the Beatles' affairs decided yesterday in the High Court, Friday (12). The case was not concluded, however, saying that he was satisfied there was no need for the receiver to be appointed to the organization to "produce order." The receiver will be James Douglas of the firm of Douglas & Co., who would manage the business "as a going concern."

Justice Stamp granted a stay of execution in his decision for seven days pending the consideration of an appeal. See International section for developments.

In This Issue

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RAY CONNIFF’S LOVE STORY STARTED 11 MILLION ALBUMS AGO.

And here's the beauty of Ray's new album:

ROSE GARDEN
IT'S IMPOSSIBLE
FOR THE GOOD TIMES
SWEET CAROLINE
EL CONDOR PASA
COME SATURDAY MORNING

RAY CONNIFF
And the Singers
LOVE STORY

WATCHING SCOTTY GROW
MY SWEET LORD
IF YOU COULD READ MY MIND
FOR ALL WE KNOW
(WHERE DO I BEGIN)
LOVE STORY

Love grows. On Columbia Records and Tapes
Dear Sir,

I'm writing in regard to your article, "The Hot P pants" in Billboard recently where Rocky Suomenmaki of Columbia Records states that the reason for the demise of the label was inability to collect money from distributors.

This is a lot of nonsense. I don't know why the label was not successful because of the bad feeling for a Columbia-produced label. No label collects funds for them and distributors have to pay for dead inventories.

In the specific case of Columbia Record Distribution Co., we have a record agreement of $8,000 due us from Crewe Records, plus approximately $1,000 in single records and $4,000 in albums in inventory that are now uncollectable. We have no recourse on the credit due us or the dead merchandise. In addition, we haven't the only Columbia distributor in the situation.

There have been other cases of record companies that start on their own, have merchandise on hand, the field, making a deal with another company for distribution. And neither the new company nor the label that takes over the distribution, assumes responsibility for the merchandise that will be unsold after this takes place.

We would遂to like to read about the demise of the Columbia label, namely the current problems facing the independent distributors today.

Norman Weistricher
Roberts Record Enterprises
St. Louis

New Name for CBS Marketing

NEW YORK—CBS Direct Marketing Services will become Columbia House effective Monday (15). Under the new banner will be the Columbia Record Club, the Columbia Tape Club, Columbia Musical Treasures, Columbia Special Services, National Handcraft Imports, and, Records Unlimited. The company, the former Columbia Record Club Ltd., is a subsidiary of Columbia Records, Inc. Incorporating is with the Columbia House insignia. In its new name was based on the desire for a new name that would encompass the increasing diversity of CBS direct marketing activities.

'Hot P pants' Canada Rights to London

NEW YORK—Canadian rights for "The Cool Hot P pants" have been secured by Gladys Shelley, and released in the U.S. by the Splot label.

3 HEADLINERS FOR RIAA FETE

NEW YORK—The Letterman, Ray Price and Virgil Fox will entertain at the annual American Cultural Award dinner sponsored by the U.S. State Department's Office of Cooperation with American Society at the Washington Hotel, October 31.

The RIAA affairs feature the presentation of the award to the President and Federal Government. In the opinion of the letterman, the award is a symbol of the cultural advancement of the country. Those previously honored included Sen. Jacob K. Javits of New York, and President R. Nixon, and the latter will address the Voice of America's "America USA."
His real solo debut album.
Available now, better late than never,
on A&M Records and Tapes. SP4254
WASHINGTON — The Securities and Exchange Commission's January official summary of insider transaction reports trading by officers and directors and other holders of stock in the following companies of direct or related interest to billboard subscribers. Unless otherwise noted, transactions are in common stock, and exchange stocks are reported first, followed by over-the-counter American Broadcasting Co. J. Huston, jointly with brothers, disposed of $93,000 in 5 percent convertible subordinated debentures, leaving him none. American Automatic Vending—

Fidelitone—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 the item you are looking for. Saves time and effort in determining your customer's needs. Locate the counter-stock number quickly and confidently. It simply helps to sell more.

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

Contact your Fidelitone Distributor or write...

Fidelitone

Fidelitone's Needle Replacement Guide is more than a Catalog. It is a true selling tool. It contains more cross-referenced entries. More ways to find the item you are looking for. Saves time and effort in determining your customer's needs. Locate the counter-stock number quickly and confidently. It simply helps to sell more.

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Contact your Fidelitone Distributor or write...

Fidelitone
NARM

BELL RECORDS
Thanks The Industry
And Proudly Congratulates
Our Artists For
Achieving NARM Honors

BEST-SELLING HIT SINGLE RECORD OF THE YEAR
THE PARTRIDGE FAMILY
"I THINK I LOVE YOU"

BELL RECORDS New York / Los Angeles / London
A Division of Columbia Pictures Industries, Inc.
Polka Riding a Hot Streak
• Continued from page 1
Larry Lick, president of the six-year-old firm, said the polka mar-
ket is burgeoning to where his firm is now releasing tapes on casset-
ettes, in addition to 8-tracks.
Stu Glassman, president of Ra-
dio Doctors, a Milwaukee one-
stop located in a stronghold of
Polka lovers, confirmed the growth.
"Our initial order on a recent
Norm Domrowski on Gold Rec-
ords was 5,000—[he] had 3,500 sin-
gles presold to the jukebox op-
erators. [See story in Jukebox Pro-
gramming.)"
Glassman said his firm has
moved over 3,000 of Marshall
(Big Daddy) Luckowski's 'Wis-
consin Polkas' and that Max Her-
zog has steady sellers in 800-
000 quantities. Both are Sound,
Inc., artists.
Lick, who has four acts on
Sound, Inc., and four more on
IRM Records, said there are two
basic reasons for the growth of
polka—a term he says is really
a misnomer.
"First of all, the polka sound is
not confined to any one na-
country. We have polkas, waltzes
and oters, which are really half
way between a polka and waltz. That's
more of a contemporary sound in
this music.
"Secondly, the traditional ethnic
buyers of polka sound are moving
out of old inner city neighbor-
hoods. This is why rack-jobbers
serving suburban stores find
demand for polka-oriented product.
"However, polka type music is
lost in the shuffle because rack-
jobbers are so chart conscious.
But we're winning them over.

Metronome Pact With Kinney
• Continued from page 1
Metronome had been han-
dling Atlantic and Elektra. The
previous Warner Bros.-Reprise
licensee in Sweden was Gram-
ophone A.B. Elektra.
Metronome owners, Bjorn Eck-
berg and Anders Berman, operate
Nordic, the Norwegian distribu-
tor. Metronome has hired Rolf
Lundstrom at the Warners Reprise
label manager. The Kinney pack
is through 1973 and covers sin-
gles, LPs and tapes.
Eckberg and Berman have been
Atlantic's licensee since 1956,
making them Atlantic's oldest Eu-
ropean distributor. They have han-
dled Elektra since 1968, in addi-
tion to the Kinney lines. Metrono-
me's only other American asso-
ciations are with Creed Taylor's
CTI label and Ampex Records.
Metronome's first Warners Reprise
release takes place April 1 and
covers LPs being issued in the
U.S. March 25, including a new
James Taylor package. The Swed-
ish firm will issue the new Ella
Fitzgerald LP produced by Nor-
man Grunz to tie in with the Euro-
pean tour by the vocalist. This LP
will be released domestically later
in the year.

Eckberg and Berman are a
New York office they have main-
tained since 1950 which ex-
ported product. Mrs. Brigitte
Peschko, who worked for Metro-
nome, is joining Kinney and will
shift to the firm's newly formed
Japanese company, Closing the
New York office will necessitate
Eckberg and Berman coming to
both courts to maintain liaison
with the Kinney officials.
Kinney operates its own compa-
nies in England, Canada, Aus-
tralia, Japan (in association with
Pioneer), and Germany, where Telec
is the former Warners Reprise
licensee, with Metronome (not
associated with the Swedish
firm) the previous Atlantic, Elek-
tra licensee.

Mary Solos on LP & Concert Tour
NEW YORK—Mary Travers of
Peter, Paul and Mary, released
her first solo LP on Warner Bros.
Records recently, plans a solo concert tour for
April and May. She backed by a quartet of musicians
Miss Travers recently completing
the Tom Jones and McKean television shows in
Lodon, and will appear on their
TV shows during the next few
months. Harold Leventhal repre-
sees Miss Travers.

General News

Pye Is Seen Exiting Janus
• Continued from page 1
Janus was set up in July 1969,
as a joint subsidiary of GRT and
Pye. In the past several weeks,
GRT has shaken up its GRT Rec-
ords operation and brought in
Marvin Schleschter, president of
Janus, to also run the GRT com-
pany. In the shakeup and belt-
tightening procedure, about 40
people were let out of GRT.
Schleschter plans to run Janus and
GRT Records, which also includes
the Chess label, with the 14-mem-
ber staff he worked with at Janus
and the 10 remaining people left
on the GRT staff.
It's understood that Schleschter's
main emphasis will be on the
James and the Chess lines.
IT IS MORE BLESSED TO GIVE THAN TO RECEIVE

Free "Jesus Christ/Superstar" Poster

Decca is giving away, free, a full-color 16" x 30" "Jesus Christ/Superstar" poster and a 5" x 9" full-color mini postercard with every "Jesus Christ/Superstar" album or tape ordered. Decca will also give additional posters and postercards for every "Jesus Christ/Superstar" in stock. Blessed are the MCA Distributors. Seek them bearing these gifts.

Decca Records, A Division of MCA Inc.
Another member of the MCA Sound Conspiracy.
LOS ANGELES—GRT of Canada is trying to dispel any hopeful notion that Canada is merely a tape company. It is building a total complex, a tape-music-publishing-accessory manufacturer. GRT has been in business for more than a year, although GRT of Canada was named last year, June 1970, in the black.

Long Box Packaging Is Alive and Doing Well

LOS ANGELES—Remember the tape packaging dilemma of 1969? Well, it seems long box (4x12) packaging is still alive and doing well in at least two national department store chains—Montgomery Ward and JC Penney. Both chains exclusively use the long box and will not allow any other form of tape package to be used for their merchandise. They have discovered that long box specialty tape in long boxes. If you’re a tape collector or a tape buyer of Wards, it’s “mandatory” because we have heard that the two stores are ordering no less than 40 percent merchandise the tape that way and on open racks, he says.

Grote believes retail stores never will fully realize the potential of properly designed tape packages, particularly compacted. “And that means,” he said, “open browser racks and in long boxes.

Tape Happenings

Car Tapes, Chatsworth, Calif., has appointed two representatives for auto home and school player lines: Jerry Greenberg & Assoc., New York, to cover the eastern U.S., and Northern California, and Ramsey Corp., Anaheim, Calif., named six representatives to handle its blank tape line: Arbitter Sales, Boston, to cover New England; Cooper & Assoc., Artesia, Calif., for Southern California; Wylds Co., Houston, in the southw-est and Oregon; Schuler Assoc., San Francisco, to cover California and Desert Industries, Los Angeles, in Southern California. Ramsey records to promote tape products in a “Flashtrack” promotion, in which dealers receive ad mats and merchandisers and consumer give away of 8-track and cassette titles. Dealers can order tapes separately or in prepackaged 8-track and cassette titles. (Continued on page 6)

Accessory Makers Foresee Big ’71—2 Project Sales Gains of 25%

By ELIOT TIEGEL

Superscope Plan

Education Mart

Vinyl Cassette Tape

GRT Revamps Prerecorder Arm

Form an Over-All Division

SAN FRANCISCO—GRT Corp. has restructured its prerecorder tape department and formed a blanket division, GRT Music Tapes.

The new group includes domestic and international tape marketing and marketing of home tapes, retail and store recordings in four retail stores and operations in Canada.

Harry Sterns, operations vice president of GRT Corp. has been named acting vice president of GRT Music Tapes Group in charge of the company’s new operations. Paul Bonetti, vice president, and recently appointed sales manager, will head the new vice president, vice president, both of GRT with sales in audio products and home tape accessories just beginning.

Products Bowed

All three companies introduced products at the recent National Association of Retail Merchandisers (NARM) convention. Fidelity Products showed a portfolio case for 10 tapes at $5.95, the Superscope card which holds 10 tapes at $12.95, and a 8-track model which holds 36 cards at $59.95.

The company has appointed several sales representatives and plans to top premium in the home market, according to Boneh, sales manager. Recognizer’s new products: Five carrying cases, including three 8-track units which hold 10 tapes at $34.95, 15 cartridges at $49.95, and $12.95; two cassette models which hold 12 tapes at $3.49 and 30 tapes at $13.95; and one Superscope 8-track model which holds 36 cards at $119.95, and an 8-track model which holds 45 cards at $139.95.

Le-Bo introduces a cartridge and microgroove, which holds 30 tapes at $16.95, a cartridge with 24 rolls, which holds 30 tapes at $13.95, and the Tracette, which holds 24 tapes at $13.95, and two deluxe cartridge carrying cases, the 15-tape $11.95 and the other 24 cartridges at $14.95.

Tape Woes

Tasha T. Tashlyskin believes that “most educational programs that bombed on record can be made successful on tape if people are reading it with it; they’re available when you want them.”

Tasha further believes anything done on the printed page can be done on the tape. “People are reading less and they assimilate more when they are listening to taped programs. They get the word pictures they want.”

A Brief History

The executive estimates he has his first spoken word tape ready within 30 days. He will use his warranty card list of Sony player owners as a avenue for promoting the new program.

Among the topics discussed are: Population relations, snow and weather, smoking, general science, suicide, nursing training, memory improvement, spelling for grade school children, education, home improvement, and taping of dictionary, how to relate, how to study, how to live.

Tasha also has profit margin on the sale of the plan, using the tapes as a fulfillment center, advertising agency. Tasha is able to maintain as a fulfillment center, but with the educational tapes at such a low price, he is not sure if he can print the tapes at $10.95, $14.95, $19.95 and $29.95.

Le-Bo also gains sales from the Superscope and Superscope tape cartridges and cassettes. Al-though Superscope’s market is competitive, Tasha expects to increase his blank business, he adds. “We’ll be in the blank tape fight, don’t worry,” he said, and Tasha’s competition forces us to sell at lower and lower prices.

Safeguard, by Le-Bo, will be a charter member of the Consumer Electronics Show in January.

“Superscope’s educational product is centered on a $59.95 Sony mono model with a four drum tapes for the package price of $79.95.

Under additional terms of the plan, the 12 tapes will be available for $59.95, or they may be bought for $5.95 individually.

Superscope has encouraged purchasers of a Sony cassette player a special coupon entitling them to any 12 tapes for $20, or about $1.60 a tape. The store customer will be sent the coupon to Superscope’s fulfillment center located in its tape duplicating plant in Sunny Valley. The $2 million duplicating plant will turn out the educational tapes.

Tasha sees the home market as being more potential than the school field for educational tapes. “Schools are the worst market you can get into,” Tasha said, because “every school wants something unique.” Overall, the education market breaks down into self-employment in the home for kids and adults, and career development for business, commercial, and industrial markets.

Tasha believes he can sell 100,000 tapes the first year, 200,000 the second year and 400,000 the third year. His sales will be increased by the educational programs only in the last year. If we’re right, we’re in the right business, said Tasha.

Other available educational tape courses run in price from $100 to $150. Tasha points out.

He also hopes to secure features from concerned educational tape catalog, paying upwards of 25 percent royalties for the performances.

GRT of Canada Builds A’Total Complex

LOS ANGELES—GRT of Canada is trying to dispel any hopeful notion that Canada is merely a tape company. It is building a total complex, a tape-music-publishing-accessory manufacturer. GRT has been in business for more than a year, although GRT of Canada was named last year, June 1970, in the black.

Business has not grown, in- dustry-wide, because of the recession, he said. “Business is still soft,” Grote said. “If you begin to see a strong year-end business.”

Grote said he has been building a total complex, a tape-music-publishing-accessory manufacturer. GRT has been in business for more than a year, although GRT of Canada was named last year, June 1970, in the black.

Storage Cabinets

Le-Bo will be opening its own storage cabinets within three months between to hold 60 and 120 tapes. Le-Bo president, Joseph Greenberg, who is planning furniture-type storage on this.

Recently formed Fidelity Products already is shipping furniture-type storage cabinets for $149.50, and will offer 48 cartridges and lists at $39.95, while a complete storage cabinet and cartridges and retails at $49.95.

Another major market blossom- ing in the educational market is audio products; microphones, stereo or mono cartridges, ear phones, amplifiers, cables and jacks.

In addition to these, records new line of stereo headsets, will be introduced by the Consumer Electronics Show in January.

“Tapes are at the top of our line,” said Tasha. “We’re real pleased with the new line of stereo headsets, which was recently offered a new line of stereo headsets, which will prove a hit. We’re real pleased with the new line of stereo headsets, which will prove a hit. We’re real pleased with the new line of stereo headsets, which will prove a hit. We’re real pleased with the new line of stereo headsets, which will prove a hit. We’re real pleased with the new line of stereo headsets, which will prove a hit. We’re real pleased with the new line of stereo headsets, which will prove a hit. We’re real pleased with the new line of stereo headsets, which will prove a hit. We’re real pleased with the new line of stereo headsets, which will prove a hit.

GRT of Canada has entered into several new tape-production agreements, including:

• A deal with Rock ‘n Roll Records for three titles, including "Lighthouse," a Canadian group; "Flower Traveling Band," an act from Japan; and "Brum Maclean," formerly of Love. The label will supply the artists with additional tapes from each one year with a one-year option.

• A deal with Hawk Productions and Ronnie Hawkins for two albums. The contract will include two options. GRT will distribute the tape.

• A deal with Dr. Music, for three acts, including "Jerry and the Harlequins" in Glenn Gould for one year and two options.

• A deal with Century II Productions and Tommy Banks for one album for one year and two options.

• A deal with Jack Hirschorn for a group called Songbird.

In all cases, GRT of Canada receives a minimum of 5% in rights in Canada.

In addition, the company is making better use of its own record capability, in offering product from the GRT Music Group (Ches, Janus and GRT Records) and signing new agreements.

For example, it is offering a "twofer" package, a 2-LP set, of blues material from the GRT Music Group with 12 cuts of blues material from the GRT Music Group. The label will be released in the tape configuration.

The company is negotiating to add capabilities. Reynolds is issuing a "Gold Record" package of 12 cuts and "Under the Stars," a set of blues material from the GRT Music Group. The label will be released in the tape configuration.

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Audio Devices Uses Spots to Sell Cap Line

LOS ANGELES — Audio Devices is using radio advertising to merchandise its Capital mod line of blank cassette, reel and 8-track tape. The company is sponsoring a dealer participation ad program on a major AM-FM rock station in Detroit. The promotion, a contest to find new music talent, works at the retail level.

Entry blanks and ballots to enter and participate in the talent contest will be available at any stocking blank tape manufactured by Audio Devices. Entries submit music on blank cassettes and mail it to the radio station, where judges will select semifinalists who will cut live recordings to be played on the air.

To support the radio promotion, Audio Devices is offering dealer specials and a new rack for cassettes, cartridges and reels. The combination rack holds either 90 cartridges, 169 cassettes or 78 7-inch reels and is free with a $300 order.

Dealer specials include precut and 48-cassette counter display with a $50 order, a blister pack and a 96-tape counter display with a $100 order, and a tape counter merchandiser which holds cassettes, cartridges and reels with a $100 order.

Bill Goldstein, marketing and (Continued on page 16)

Data Pkging Makes Advent Line; Sets Dolby Duping

CAMBRIDGE, Mass. — Data Pkging is manufacturing Adventure's Advocate blank cassette line and is gearing up to duplicate Dolby-dubbed cassettes, according to Larry Grundy, vice president of Data Pkging.

To demonstrate the quality of its Dolby duplicating technique, Data Pkging has produced a dolby-dubbed prerecorded cassette for review by record companies and equipment manufacturers.

The sampler tape combines pop and classical music, spoken word and instrumental sounds utilizing the Moog synthesizer. "We're convinced this is the year of the Dolby system," Grundy said. "Certainly, we will see more units outfitted with a noise reduction system, and more equipment producers will be introducing their own Dolby-like concept."

Data Pkging is duplicating a demonstration tape now utilizing the Dolby system for a hardware manufacturer in its plant in Maine. Grundy expects more custom work in Dolby duplicating.

To the credit of Graham of Data Pkging's duplicating products division said the company's manufacturing facility has the capability of duplicating 50,000 Dolby-dubbed cassettes weekly. "We have that much faith in the Dolby concept," he said, "although we realize it will be some time before the system is fully accepted by the mass consumer."

Tape CARtridge

MHS Bowing First Releases

NEW YORK — The Musical Heritage Society has released its first prerecorded classical cassettes on TDK Super Dynamic (SD) tape.

According to Terry Fry of MHS, the decision to use the TDK product followed extensive testing of all other available cassette tapes including chromium dioxide. "We found the TDK tape to be superior to anything else," he said. "It is outstanding in frequency response, low noise qualities, output levels, distortion and dynamic range."

He added, "At MHS we feel that with the TDK SD tape, our society not only boasts the best commercially produced cassettes of which current technology is capable, but that we have developed stereo cassettes that are superior to phonograph records when played on suitable equipment."

MHS is a producer of classical phonograph records for mail order distribution. It serves a clientele interested in baroque and pre-baroque music, ancient instruments and other musical specialties.

RCA Magnetic Tape New Line

NEW YORK—RCA's magnetic tape division has added an 8-track blank-loaded rack for its line of blank tape. The item, model 8TR94, offers 90 minutes of recording time at $3.90. The cartridge is packaged in color coded blue blister packs.

3M Division to Bow New High-Energy Magnetic Tape

ST. PAUL, Minn. — The Magnet- ics Products Division of the 3M Co., will serve its new high energy magnetic media tape at a special press conference and presentation scheduled for Tuesday (16) at the Barboriz Plaza Hotel, New York.

Hosting will be Daniel E. Ben- ham, general manager of the 3M Magnetic Products Division, who will also convey invitations of his company's involvement in areas of video tape, video mass duplication and other related fields. News is also expected to be forthcoming on 3M's program for the general upgrading of its Scotch cassette line.

Development of the 3M new high-energy tape, which was first to the notice of the industry by Billboard last January, is regarded by leading tape experts, as a major industry breakthrough.

Key features of the new product, researched at the 3M new million dollar laboratory here, are its ability to exhibit an increased signal-to-noise ratio and its ability to retain twice as much information.

(Continued on page 46)

MANY FIRSTS TO MARK CHI CES JUNE 27-30

CHICAGO—A series of firsts will mark the 1971 Consumer Electronics Show (CES) here at McCormick Place, June 27-30, where more than 90 percent of the over 250 exhibitors will feature tape and cartridge television equipment.

Among the firsts:

• A record attendance of around 35,000.

• A record amount of exhibit space will be utilized. The more than 220,000 square feet exceeds previous CES shows by 50 percent.

• A record exhibit height of 50 feet.

• A record number of exhibitors already have been assigned spaces ranging from 200 to 7,500 square feet, and there is a waiting list of firms.

Additionally, the first CES to be held outside New York will be held simultaneously with the National Association of Music Merchants (NAMM), thereby representing an additional first. NAMM's "Music Show" will occupy the lower level of McCormick Place.

CES this year will focus on tape related equipment, according to Jack Wayman, staff vice president of Electronic Industries Association, the sponsoring organization.

Wayman said: "Tape equipment will be a major area of interest for retailers." He noted that both audio and video equipment are in the forefront of industry development this year.

(Continued from page 12)

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FROM THE ALBUM 'GERSHWIN: ALIVE & WELL UNDERGROUND'

The most exciting instrumental single* of the year!

excerpts from

'Rhapsody In Blue'

*From the album, "Gershwin: Alive & Well & Underground" (AVE-33021)

Leonid Hambro - Piano
Gershon Kingsley - Keyboard & Electronic Synthesizer

*PLAYING TIME: 3:58
GRT Revamps Prerecorder Arm

GRT, according to Larry Tucker, GRT's Raw Materials Manager, is revamping its entire line of prerescordable tape products in order to bring the line in line with the current market demand.

The new line, according to Tucker, will be more flexible and easier to use than the old line. The company is also trying to make the new line as competitive as possible with the other major manufacturers in the market.

Tucker said that the company is working very hard to get the new line out to market as soon as possible.

\(Continued\)
Starting out faster than "House Of The Rising Sun"

FRIJID PINK

MUSIC FOR THE PEOPLE

www.americanradiohistory.com
**Program & Handle**

**Time-Life Sets Up a Video Service for CTV Industry**

NEW YORK — Time-Life Video has established a new division, Time-Life Video Service, to develop a comprehensive programming and marketing strategy for the CTV industry. The company has also reached an agreement with Cartridge Television, Inc., to license the company non-exclusive rights to make the programs available on the Cartridge Videocassette format.

According to Bruce L. Paimer, general manager and executive producer of Time-Life Video Service, sales have been strong upon Time-Life’s extensive experience in editorial programming, direct marketing and distribution.

**CTV Wires**

Libraries in Nassau and Suffolk counties of Long Island have purchased 10 CBS/EVR players and 110 titles for public showing. The video service is scheduled to go on the air next month. Federal grants of $18, 277, 000 per year for nine years and $100,000 for the first 10 years per year have been awarded for the project.

Gold Key Entertainment begins its entry into the CTV market with a new line of educational and entertainment programs. First entries include a series of films of the United States Constitution and The Apollo Medical Center in St. Petersburg, Florida.

Nassau County has announced that the first school in the county will be hooked up to a videotape station. Also, Lloyd Singer of Nassau County and local rep, Norman St. Pierre, is planning to meet with Hollywood producers about the licensing of copyrights for other educational purposes.

Dynamic Associates of Burlington, Vermont, in the educational field, is making a move to represent small manufacturers and suppliers of educational equipment. The International Publishers Association, at this year’s annual meeting, has called for a worldwide effort to express the purpose of exchanging educational materials among members. Purpose of the information is to aid in the production and distribution of audiovisual products between small groups of members.

**Motorola Buys ‘Leo’—Acvo Goes Golf**

CHICAGO—The Oscar-nominated documentary “A Good Job” has been acquired by Motorola for conversion into a videotape, and Motorola has acquired a series of golf shows for its Crtviation system.

The documentary film, directed by Fred Schuman, was nominated in 1970 by the Motion Picture Academy in the category of short subjects. It has already sold more than 500,000 copies in the United States alone.

**NMPA Draft On Plan for Payments**

NEW YORK — The National Music Publishers Association (NMPA) is suggesting a new plan to bring about closer ties between the music industry and the public. The plan includes a $5 million fund to support a new, independent program for music education.

**High-Speed Duplicators Aiding CTV**

NEW YORK — High-speed duplicators have proven so useful in the industry, they have begun to be used on a regular basis. The duplicators are becoming more and more popular among publishers.

**USC Offers CTV Education Class**

LOS ANGELES—USC’s department of instructional technology is conducting a graduate practicum on new technology for education, which involves television, film, and computer software. The practicum is being held in conjunction with the USC Television Laboratory.

**RCS to Bow $189 Unit for Industry**

NEW YORK—Retention Communication Systems’ Super 8mm sound recorder and player will be priced at $189 retail. The unit will be sold to industry, educational, and other institutions.

**Videotape Use in Schools**

LAS VEGAS—Thirty-nine of 86 school districts in the country utilize one-inch videotape, according to new reports. In addition, 38 districts have record and playback equipment for teaching and educational purposes. The district has been selected to demonstrate the educational benefits of one-inch videotape, and it will be used in the classrooms.

**East End Planning 4 ‘How to’ Shows**

NEW YORK—East End Enterprises will create four “how to” shows especially designed for the CTV market. The package of programs already in various stages of production will be the first to reach the field with a Luxembourg firm.

Already retained are law tennis champion Palomo Gonzales; Sylvia Shur, former gold medalist in women’s singles, and gold medalist for Billy Kidd; and golfer Gene Littler.

Already completed is a series of half-hour golf shows with Miss Shur and Billy Kidd. Miss Shur’s series, titled “The Venus Factor,” was developed in England, utilizing the expertise of the famous Sorel Miss, in the production of different golf shows.

EVE’s 1971 spring schedule includes the taping of a tennis series for the Golf Digest, and a series on men’s fashion for the CTV market. The shows will be produced in the United States for distribution and will be shown on local television.

According to Eastman Davis, vice president of EVE, the company intends to focus on the creation of new programs, both local and national, to reach out to the educational market.

Davis also disclosed that EVE has obtained exclusive agreements with CTV manufacturers of several tapes, including Amev, Ampex, and Sony.

Davis plans to use his experience in the field of educational programming to reach out to the educational field.

**11 Football Teaching Films by Motorola**

CHICAGO—Motorola will use its 11 football-teaching films plus an EVP player package toward high school booster clubs and service organizations.

Designed primarily for teaching fundamentals to high school athletes, the 16-minute films feature all 26 National Football League teams plus 11 members of the Los Angeles Rams.

According to Motorola, most of the school systems are interested in dramatizing fundamentals of play. Former Rams coach and now head coach and general manager of the Washington Redskins George Allen originated the materials for these films.

“Television is essentially more personal than 16mm film,” feels Allen. “The simplicity of using EVP makes it possible for players to show the film themselves.”

NFI Films is the supplier of the programming. Aiming the package at service clubs like the Kiwanis follows Motorola’s belief that television will be a major part of the service club business in the future.
On February 5, 1971, Philip Cuppett 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 Cassette 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, Bank Bush Murphy Ltd. in the United Kingdom, Robert Bosch GmbH in Germany, Industrie A. Zanussi SPA in Italy, Luxor Industrie A.B. in Sweden, and Hitachi Ltd., Mitsubishi Electric Corp. and Toshiba 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 Bonnema Group and Essite in Scandinavia. In North America some forty major programming commitments have been made. Worldwide distribution of EVR Cassettes is already assured.

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 Cuppett and some of the others. They're busy turning out EVR Cassettes, but not too busy to answer questions.

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 Cassette 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 every EVR Cassette offered for sale or rent is one that he ordered manufactured, and not an unauthorized copy. Unlike videotapes, which can be duplicated with relatively inexpensive equipment, EVR Cassette cannot be counterfeited. Only EVR processing facilities can produce EVR Cassettes.

An unauthorized videotape can never look like an EVR Cassette and so is easily spotted and controlled. Neither would it produce the kind of picture quality inherent in the EVR System. The EVR Cassette leaves videotape and its piracy problem behind. It stops piracy in its tracks.
TALENT SET BY PIER PIERE

NEW YORK—The Paul Piper Cultural Festival, which will be held here this summer in conjunction with the New York City Park Department, has lined up the talent for the series. The festival is aimed at showcasing the young talent from all over the city.

The festival is now soliciting cooperation from the music/recording industry to participate in support of the winning talent. The festival will kick off at Mount Morris Recreation Park in Harlem on June 26.

McNeely Rides Hot Tour Streak

NEW YORK—Capitol Records artist Larry McNeely is making a series of personal appearances in Canada, the East Coast and Atlantic during the balance of March and April. He's set for a week's engagement at the Village Gaslight here beginning tonight. On April 12 he will appear at the Bistro in Atlantic City of all places.

The dates were set by Bruce Nichol of J.J. Caffield Enter-
prises, Capitol's newly decided talent department. McNeely will be featured with the 17-piece McNeely Brothers Band. The show, which is embarking on an extensive tour, was performed to packed houses nightly through the summer. On May 17, McNeely joins Campbell for a third week stint at the International Hotel in Las Vegas.

Ramsey Lewis at New Mexico U

NEW YORK—Gadet Records artist Ramsey Lewis appeared at the University of New Mexico in Albuquerque March 11 as part of a concert schedule with Chet Baker and Elton John. Lewis opened the show but lacked the fire and zest displayed in their last visit. Lewis is the piano in his display set, a keen eye could spot the strang potential in Bloodgood's Mus-

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Put Your Hand in the Hand of the Hands that Had a Hand in Snowbird.

ANNE MURRAY, of SNOWBIRD fame, sings it.
GENE MAC LEELAN, of SNOWBIRD fame, wrote it.
CAPITOL RECORDS, of SNOWBIRD fame, rushed it out.

Put Your Hand in the Hand...A Single. #3082
**Los Angeles**


Bell Record is distributing R&B and Gospel records with the first single being "Sugar Daddy's Girl" by A. Larry Johnson. Reprice's Jethro Tull to release its new album "Aqualung" later this month. LP is a concept one, reportedly anti-religious (but it's not!). Capitol to release the soundtrack LP from the television special "Janes Eye." Herb Alpert finishing a new A&M album for the Tijana Brass. Also set for A&M is a new Bob Marley Band album, cut with Milla's Caribbeans (Booker T. Jones' wife) and Edith Lobo. Two singles from the company will be "Emancipated" and "For Those Who Cannot Hear." The first pop single is from Michel Colombier, and "Woke Up This Morning" by Bryn Ade and Ireland's Eddie Hinton finishing his first disc in 14 months. Chris Blackwell is adding strings.

Jimmie Haskell is musical director for the "Mary Ann Kupperhoff Special" Sunday (14). A&M Records has started its first national newsletter called "A&M Compendium." For in-house and media distribution, it contains information on all artists with the company, an artist profile, and "tours and projects.

Michel Legrand is associate producer for the Metro TV special featuring Rona Barrett. Ian Fraser was musical director for "The Shirley Bassey Show," which just completed taping. Don Adams and Lee Wolfberg have formed Dottie Music Publishing Co. Art Tinkham conducted the recent training class at Poppy Studios for the 1M Company.

FILM FACTS: Dee Barton and Errol Garner to score "Play Misty for Me." The sound track for "Born Down So Long It Looks Like Up To Me." Paramount will feature three groups from the 1970's Folk U.S.A., Platters and Five Satins. Michel Legrand to compose and conduct music for "The 24 Hours of Le Mans.

Charles Fox to score for "Star Spangled Girl." Fred Groom to score his first picture, "Day of the Wolves."

**Talent**

The British group also plays Indianapolis Friday (26), Boston April 3, and Anaheim, April 10.

Brian Condliffe has been elevated from apprentice to junior engineer, according to Steve Katz, engineering vice president of Sound Exchange Studios.

The Milwaukee fun club of Steed's Andy Kim donated $600, the largest single donation during the 23-hour Variety Club benefit in Milwaukee. Kim flew in from a European tour for the telethon. Sticks Evans will write arrangements for Bernard K. Kay's act for off-Broadway's "You Gotta Begin Somewhere." Evans will also be musical director.

Warner Bros. Den Rickets opens a two-week Copacabana engagement April 15 with the P.J. duo of Paolo Diya & Jeanne Napol.

Capitol's Pinky Feather Service and Brewer & Shipley will play the Roxy Palace, Washington, Monday (13); Cincinnati's Music Hall, Friday (19); Memphis' Ella Auditorium, Saturday (20); Atlanta's Sports Arena, Sunday (21). Benefiting the International Alliance of Jewish Musicians, the A.M.E. Church, 36th St. Band, 6th Street Band, and the ItalianAmerican Community Center.

Columbia's NPRQ returns to the Village Gate for a five-night gig. Tuesday (14). Felix Greis, executive-in-chief of Marks Music Corp., has been named vice president of the International Alliance of Artists and Performers, which is headed by Ira Stravinsky. John Mathieu, Gloria Loring, Ronny Ora, Kay Stevens and Bobby Goldsboro headline producer Ed Hadley's variety show Saturday (27). Waddell's Fontainebleau Hotel in connection with the first...
SNOW IS COCAINE

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IS AN ANTI-DRUG SONG THAT PUTS ONE OF
TODAY'S MAJOR PROBLEMS INTO PERSPECTIVE

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lyin' on the sidewalk with the misery on his brain.
Stoned on some new potion he found upon the wall of some
unholy bath room in some ungodly hall.
He only had a dollar to live on 'til next Monday, but he spent it all
on comfort for his mind. Did you say you think he's blind?
Some one should call his parents or a sister or a brother. And
they'll come and take him back home on a bus. But he'll always
be a problem to his poor and puzzled mother, and he'll always
be another one of us.
He said he wanted Heaven but praying was too slow. So he
bought a one-way ticket on an airline made of snow.
Did you say you saw your good friend flyin' low?...some
ungodly hall...

Did you say you saw your good friend flyin' low?

Dyin' slow.....

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Words and Music by Hoyt Axton / ©1968 – Lady Jane Music (BMI)

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MIKE A. KIRBY

Nero Tour for Australia, N.Z.

NEW YORK—Peter Nero, a famous Columbia artist for several years, has begun an extended concert tour of Australia and New Zealand. He is accompanied by his manager, Chris Greener, and two sidemen—bassist Dave Tompkins and drummer Cecil Roes. The tour kicks off in Sydney on February 25, followed by appearances in Melbourne, Sydney, and Auckland. New Zealand cities include: Auckland, Wellington and Christchurch. Nero returns to the U.S. on April 10.

Sweet Pain on Bill Withers

NEW YORK—Sweet Pain, United Artists' new recording group, has been set to play several weeks in the Bay Area. The group will be on tour with the Bill Withers tour. They will play double bill with the Bill Withers tour at the University of California at Berkeley (20) and then at the University of California at San Francisco (29) they will appear at Tulate University on the West Coast. Sweet Pain's current U.S. single is "Upside Down, Inside Out Woman.

Talent In Action

From The Music Capitals of the World

LAS VEGAS

Ivan Goff and Ben Roberts, producers of the Manix TV show, are in Las Vegas working with the Metro Goldwyn-Mayer's (MGM) Los Angeles branch at the Las Vegas Hotel. The show will feature a Las Vegas entertainment that has been arranged for the Metropolitan Hotel's new 1000-seat showroom. The show will be a combination of dance and music, with the emphasis on dancing. The show is scheduled to open in January, and will be one of the largest shows in the city.

MEMPHIS

A general membership meeting of Memphis Music Inc. was held at the auditorium of the Los Angeles National Bank March 10. The organization of the group was formed last year to promote Memphis music. The meeting elected a 21-member board of directors from 30 nominees. The board will serve three years, two years, and seven, one year terms. The election was held at the conclusion of the meeting. The board will meet monthly at the auditorium of the National Bank.

From the Music Capitals of the World

EIGHTH IN A SERIES

Continued from page 22

United States Olympic Golf Classic with proceeds for the $100,000-donation for the American Red Cross Fund. Also, the A.R.R.'s Records' Phil Driscoll & Yorman will appear on the 'This Is the Show' Sunday (21).

Henry Mancini has established a new television and recording studio. The studio is located in Hollywood and is equipped with the latest in recording technology. The studio will be used for recording television and film scores, as well as for recording new albums. The studio is named after Henry Mancini, who will be the studio's first client.

Wishbone, a Decca Records group, has been working on a new album with the producer of a good lead vocalist. Attempted harmonies were disastrous for the group, and the producer had to rely on a couple of songs. They are working on a much more ambitious project. A trimming of some of the songs would make the group more effective.

New six-man group, unsung by a record label, which gets into a groove and stays there. Its sound is a good time one with solid musicianship and good vocal harmony. Especially important were the drummer and bass player, with the bassist taking four solo during an instrumental number.

GEORGE KNEMEYER

J.F. MURPHY and FREE FLOWING SALT

Village Gate, New York

There is no way to place J.F. Murphy and Free Flowing Salt into any category. Their music has been heard after hearing their first set at the Village Gate. The band is a seven-piece group that appears to be in many musical genres and has performed with some of the top instrumentalists. They played the set without a microphone and on their own instruments. They played the set with great precision and skill.

The group was well-arranged, and their music was always on the mark. The band had good arrangements, and their music was always on the mark. The band had good arrangements, and their music was always on the mark. The band had good arrangements, and their music was always on the mark. The band had good arrangements, and their music was always on the mark. The band had good arrangements, and their music was always on the mark. The band had good arrangements, and their music was always on the mark.

BOB GLASSENBURG

BONNIE RAITT

From the Music Capitals of the World

BONNIE RAITT, Penn's daughter, made a special appearance at the Troubadour on March 23 and made an impressive showing. A host of label executives heard a

Jeannie Riley to Visit Military

SAN ANTONIO — Jeannie C. Riley will be a series of performances at local military bases beginning March 24 when she and the San Antonio Randolph Officers' Club and at the Randolph NCO Club.

Jeannie Riley is scheduled to appear at Fort Sam Houston the weekend of March 28 and 29 at the Lackland Officers' Club.

On March 29 she will appear at Fort Sam Houston, then go to the Thunderbird Theatre at Lackland Air Force Base for another appearance at the Randolph Officers' Club.

On March 29 Miss Riley is scheduled to perform at the Kelly Field NCO club.

STU HENNEBERG

EIGHTH IN A SERIES

Continued from page 20

played the same note concurrently which while making for a much fuller sound, could have been accomplished by using a modulator. The other group of the band, Ned, offered a few rock and roll hits.

Wishbone, a Decca Records group, has been working on a new album with the producer of a good lead vocalist. Attempted harmonies were disastrous for the group, and the producer had to rely on a couple of songs.

They are working on a much more ambitious project. A trimming of some of the songs would make the group more effective. New six-man group, unsung by a record label, which gets into a groove and stays there. Its sound is a good time one with solid musicianship and good vocal harmony. Especially important were the drummer and bass player, with the bassist taking four solo during an instrumental number.

ELIOT TIEGEL

EIGHTH IN A SERIES

Continued from page 22

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MARCH 20, 1971, BILLBOARD
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Bettye Swann, whose evocative new single is called "I'm Just Living A Lie."

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Another

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"I'm Just Living A Lie" is produced by Rick Hall and Phil Wright.

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Radio-TV programming

Lyric Rule Poses Stiff Question

Continued from page...

Tandyn Almer, the writer of the Almer Mother album song "Almer Jones Mary," stated publicly that he meant marijuana. The National Federation of the Blind (FCC) has always meant that every radio station would play songs that either have descriptive lyrics or not play at all. If the song "Almer Jones Mary" is played on the radio, the song will not play the record with the lyric, "Marijuana.

The question also came up about what drug rules do you play on the radio. Drug songs like "Almer Jones Mary" from oldies file. Do or do not play the song, but make a comment? And do you play the songs that are not drugs, but make a comment?

Almer, however, broadcasters feel that today's songwriter is better and more perceptive than in the past. "It is not about whether music or our air is better, but whether music or our air is more dangerous.

"What the FCC means, I think, is that songwriters have to be aware of the fact that everything they are playing is written by people who are greedy and want to make money. They want to make money by writing the song. The drug problem is not a problem for the songwriters, but the drug problem is a problem for all of us."

Johnson Assails FCC's Lyric

Continued from page 1

March 5 notice to licensees that they cannot broadcast any "lyrics" before broadcast, setting out any song that tends to "promote or glorify the use of drugs without alleging any therapeutic or medicinal use of drugs."

"The Commission's action," said Johnson, "will have a chilling effect on the songwriters and theFACTORY: FCC policy on song lyrics has sparked a dispute for what was actually a move in a full-scale offensive against the drug industry."

Johnson found the FCC's policy on song lyrics a perfect disguise for what was actually a move in a full-scale offensive against the drug industry. He doubted the idea that the Commission had the authority to regulate the record industry. The FCC had pressured pressure on the move to require the printing of lyrics on song records.

Several problems are with the idea that the FCC has the authority to regulate the record industry. The idea that the Commission has the authority to regulate the record industry is not always true. The idea that the Commission has the authority to regulate the record industry is not always true.

A lack of evidence clearly exists in the formation of the society. Personally, I would advise anyone who is interested in the formation of the society to join one of the organizations that has been formed to promote the society for broadcasting. The idea that the Commission has the authority to regulate the record industry is not always true.

Letters To The Editor

Insurance Plan

Dear Sir:

Even the majority voting on the issue brought in at least two commissioners from two commissioners that the FCC had fit to single out only "song lyrics" as a license responsibility in cutting the promotion of drugs. Commissioner H. Red Lee reminded fellow commissioners that the FCC policy is "an example of the promotion of advertising and mapping advertising material to the public at the expense of profits." The public just doesn't want to know in the middle of the song, "Lyrics about the drug problem are not in the public interest.

Also of the majority, Commissioner Thomas Horton added, the license action taken by the Commission with regard to song lyrics "in this case and not in the past," would mean that if his wife decided to have twins in the middle of going in a hospital to take the Lyrics by George Duncan, president of the National Music Publishers Association, and with 25 years of experience in the music industry, has accused the record industry of "sloppy, poorly written songs about the drug problem." Duncan has accused the record industry of "sloppy, poorly written songs about the drug problem."

"The exclusive concern with song lyrics is in reality an effort to compress the culture," said Johnson. "What broadcasters, fearful of consequences, and unable to check the exact meaning in each lyric on a record, will probably drop even those songs which are done correctly and are not anti-drugs."

Johnson asks how the poor listener will benefit from management's interpretation of this issue. The idea that the Commission has the authority to regulate the record industry is not always true.

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Letters to the Editor

Lyric Rule Poses Stiff Question

Quite qualified, there will be no problems with compliance or with the constitutionality of the ruling.

Many Interpretations

John Randolph of WAKY, Louisville, said that he does not intend to stop playing songs such as "White Rabbit" or "Lucy in the Sky With Diamonds" but because of one person's interpretations. The former song is based on a fairy tale. Ricard, in fact, said that many had interpreted the song since the days of Cole Porter. The borderline cases will probably still get air play. Any song with a slanted reference of course, has been deleted from the format. I feel that the FCC made some attempt to censor broadcasters here, but it really does not bother me, because it probably had to be done. The letter is really superficial because any recognizable broadcaster will listen carefully to the lyrics in songs. There are groups around today who listen carefully to the songs and who don't play for a radio station to make a mistake.

Ron E. program director at KADI-FM, St. Louis, said that he had to pull off only three songs. "All the other songs we are playing that concerns drugs are against drugs," E. said. "This includes tunes by Steppenwolf, John Lee Hooker, Dion, Cannibal and the Beat.

Max Leon, owner of WDAS and WDAK-FM, said that he has received letters from anti-drug campaigns at both stations. "We do not need the FCC in this case. They tell us to interpret lyrics but it is impossible to criss cross into any writer's head to find out exactly what they mean. Of course, we must enforce the edict of the FCC.

WBLF Drops Top 40 Play

BELLEFONTE, Pa. — WBLF has dropped its Top 40 format, according to program director Earl Pennington. The daytime station, which operates on a clear channel frequency, is now programming contemporary rock and roll. The station's "morning show," which was formerly a top 40 hit, has been replaced by a "Star Fairy" show. "We changed because we felt a large number of people who connected with our format was being left out in the cold so far as music was concerned," Pennington said.

The station is also playing his hands full, as long as they perform contemporary arrangements of current hits, according to Pennington. Pennington approves every line, but lets the air personalities select and blend the records for their shows from a playlist. Air personalities include Doug Olson, Rick Andre, Dick Catherman is music director.

March 20, 1971, Billboard
BUCK OWENS, left, greets, left to right, Bob Kingsley, program director at KLAC, Los Angeles, Faron Young, and actor Robert Fuller, at the party celebrating Owens' opening at the New Grove in Los Angeles.

**Radio-TV programming**

**VOX**

*Continued from page 28*

Help can it any you labels help them out? George Burke, music director of WEEZ, Chester, Pa., figures he's getting stumped about May. Can any one give him some poop about the AFN?

Dave Morgan, program director of KSTN, Stockton, Calif., needs 1st ticket; send tapes and resumes.

Clifford W. Allen, I do write about automation when it's damned good. According to the FCC, they were supposed to have by June 30, 1970, plus 2:260 FM stations and 462 education FM stations.

Pat Fanta has been appointed music director for KOLP-FM, and Tony Raven has taken over the job of program director at the progressive rock station. Stu Silver writes that he'll be leaving as music director of WHON in Richmond, Ind., to join the new Progressive 2d HEI do morning drive. Jim Southers, WBBQ from KBEK in Cedar City, Utah, that he ended up in Salt Lake City, "but hit with a couple of bummer, dropped out of the biz for awhile, saw my domestic life crumbling, but I decided to back off from the city for awhile, got into a small town scene and put myself and my artwork back together. KBEK is uptempo MOR with a shade of country music for space and "on the air is fun and free from rigid controls in daytime and it's sort of hard to get used to." KBEK needs record service and Southern authorities already have most of them.

Bob Gordon moved from the country station WWOK in Miami to WQD, Miami; T. Michael Johnson has joined KCRA-Sacramento, Calif.; he'd been with KLIV, Seattle. KCRA program director John Hyde is still looking for an afternoon man. Bob Lyman, our national program director of the Group One Stations, writes he's looking for a KYPR-FEZ-ticker cây and a couple of newcomers for his WBBQ at 216-762-8411. The password is that Robert W. Morgan sent you... Kip Girty is currently with KBRM in Albuquerque, N.M.***

Jim McCoy is now doing a country music show on WTRI Brunswick, Md., and says he would like records sent to him there.

Dennis S. Hazzard, operations manager of WCLE in West Chester, Pa., says that now that the U.S. Government has decided to spend some $6.6 million dollars in an advertising campaign to recruit volunteers for the draft, he's dropping the public service spots for recruiting. It would interest him to know that 10.6 million dollars could be more imaginatively spent on projects involving a much higher national priority. I agree, Dennis.

Mike Kelly is now at WDFD in Flint, Mich.; he'd been at KNKX, Salt Lake City. Bruce C. Mc- Lellan is now at WTHJ-TV in Terre Haute, Ind. He'd been at WBOW and has this to comment: "You might be interested to hear that the new owners of WBOW didn't know I had been let go, which was another contradiction to what had been told to me. I was told that it was the new owners that had fired me. They asked me if I would consider coming back... everything would be just as it was... a lot of good that does me, who lost the job and work on horrendous phone bill coming up." He thinks the NBC bill is the greatest burden of the out-of-work deejay. WIRE in Indianapolis fired a guy I knew once, but they gave him two weeks' free use of the phone so he could look for another job. I wish we could establish the same type of policy counterclockwise.

Been a lot of staff changes at WAVE daily. The deejay in Baltimore and Bob Dube in W120-FM, and music director is not and looking for a bad one year's experience. Call 701-462-5376. New operations manager of the station is Ian Littleman. Allen Blank is program direct-

*Continued from page 35*

J. B. Carmicle writes to say he's doing the all-night shift on WUBF in Cincinnati while finishing up his college degree at the University of Cincinnati conservatory of music.

WZFM-FM moved to its 3k 216, N.W. Grand Rapids.

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**Thumbs Up**

Issue Date: May 15, 1971

Ads Due: April 15, 1971

**MARCH 20, 1971, BILLBOARD**
School of Relevant Humor Makes The Campus a Fun Place to Study

By ELIOT TIEGEL

A select number of comedians are providing an alternative to rock music as a means of communicating with young people.

Two groups which breathed the school of relevant humor among college audiences are Firesign Theatre and the Committee. The Firesign group for Columbia Records has just created this spring and has a syndicated radio show as well as numerous friends, airing on 20 campus stations. The Committee, in its eight-year history, is as relevant as Firesign, relies on its long standing reputation as a San Francisco entertainment attraction to booked shows, together, the two acts are indicative of a special kind of Establishment reaction which turns students on.

On campus, Firesign is Richard Mitchmore Nixon of Nixon Chevrolet and Committee is Andy and John, two people who get your vote.

That's why Firesign member Peter Bergman devotes a routine around President Nixon. "We don't like political satire," Bergman admits, "but we're not interested in out and out heckles on uninteresting people like Nixon. We simply give him a little room and let him go into his television pitchman's voice as Nixon the car turner. We claim appeals to young people."

Or the routine by the Committee, "Billion Dollar Cigarette" as related by member, manager Harry Shearer, "All the actors walk on stage. There is a chair with someone sitting on it. The person stands up on either side of the chair and starts to sing National Anthem. We notice that the man in the chair is not standing up or intended to stand up, so we move in, swing the sheets, hit him in the head and throw the flag. He refuses to move and says he's free to go, and he goes on song to go on a stomp and knock him to death. As he lies there, we realize he is the home of the brave and the bomb in the free. The routine makes the point that if a man didn't stand up during the National Anthem, we're going to end up with death under the right circumstance. We're just talking about freedom. That's simple satire but makes a point."

The Firesign Theatre's force is studies in society, not political satire. Bergman and Andy and John play out in Los Angeles, where the group lives, plays in the streets, makes people laugh because we take all forms of media and feed them back.

Campus Debut

Last year the group made its comedy debut at the Los Angeles State College of the Arts and Sciences, and caught the eye of a Columbia Records executive. Bergman and Phil Austin are Yale graduates, but they were dropped since they were undergraduates. "They're more like communists," Bergman feels. "It's no longer possible for us to make the sort of political joke and listen to some boring guy in order to get a few credits. Now it's a full-time job of trying to stay under the eye."

The Firesign Theatre is for real, with the philosophy of any group of people who use "frightening language" as opposed to using one-celled taste for shock in an act. Their routines delve into the human condition, around for example, "Hello," begins Andy and John, "be nice Richard Mitchmore Nixon and I would love to be like everyone there as good as you, you, you, you, you, you, you, you...

Bergman and Austin's associates are Phil Proctor, the voice of Nixon, the car turner, and Richard Mitchmore Nixon would like to be like everyone there as good as you, you, you, you, you, you, you, you...

The only thing the students and administrators have of the group is the one off their LP's: much bizarreness. The group is not surprising, in store when the first of their new LP is in visual falling down, possessing each other, fighting imaginary battles. "What do students find funny?" Bergman asks. "People laugh at anything when they laugh with us."

Tack 'em on

For listeners' benefit, the group can turn from $500 to $2,000 a performance, a lot of money for college. It's LP's have helped the group gain a reputation once underground and campus stations always find program. The LP's are as close to the material: "Waiting for the Electrician or Someone Like Him Finals." The LP's has a song about Places at Once When You Aren't. Anybody has heard these? Crunch That Dwarf, Hand Me the Pie.

During a show there are a string of songs which irreverent music lovers like 'Flying to Hell', "If only you were off your shoes for industry" and "Daddy Buy Me a Hot Dog.

After concert, the Firesign stay on stage and explain its recent appearance, "The group is a little whiskeyed away to a hotel in a city, and the college's president, who defines the group as 'the all organ, all food culture,' will try to explain the Firesign is a band that's completely organic and free and open to all people."

The Firesign's compactness allows the group to tour with college dates does does the Committee, which has 10 percent of college dates. The Committee has to tour campus dates and have enough enough consequent bookings to make a living. That's why there's a line in the group's LP "The group is also in the $5,000 a night range, but it will perform for the other fees depending on the circumstance."

The Committee is a band that has written and produced its own LP, "The Committee conducts a workshop in which it explains the exercises about human behavior. The group members in order to work within informal social situations and one half of its performance is based on audience suggestions."

Once, Howard Stern explained Howard Stern. "We relate to our audience because our country's future and we believe in them. We arrive for comedy of a high level. We aren't interested in getting a laugh, we're interested in Reagan and anti-Nixon jokes are easy laughs. Our goal is to do satire but at the same time to make a point," Around 30 percent of the Committee's LP is satirical, much of which is exaggerated. "We maybe can change a little of the society, I think, by having a group that hesitantly that because we don't change the people, maybe we can reach somebody and make a point."

Half of the members of the Committee can perform in all of the programs and is that they are ready for one new play, the role change. "One of the important things to know," member John Belushi says, "is to read the newspaper and realize what's going on." Although humor is the manner of the Committee, so, indeed is the Committee with "making a point about something, we've learned to make it funny so people will laugh for a laugh," as a statement.

The market for the Firesign Theatre seems to be anywhere it is disk exposed while the Committee sees rock groups and college market. But as talent at respect, the Committee is well respected, but they both commune.

Ode Sponsors Free Concerts

NEW YORK—To provide good entertainment and allow for artist development, Swarchzer Group's WJW 70 Records is sponsoring a series of free concerts for college students, featuring artists such as Scott McKenzie.

Back in the late part of January and the first part of February, McKenzie is expected to take the Pennsylvania area, including Penn State; the University of Pennsylvania; Swarthmore; West Chester State; Glassboro State; La Salle University; and the Institute of Technology Andy Meyer, the A&M state campus coordinator was responsible for setting up the concerts.

Out of McKenzie will appear for free in California at the University of California at Berkeley, Santa Barbara; College of the Desert; Palm Springs; California State at Los Angeles; Golden Bugs; Three Dog Night; and Southern California at Berkeley; the University of California at the Hayward State and Pacific College.

Said Lance Freed, head of promotion for A&M, "the enlightening thing about McKenzie's tour is that with all the grooves you'll find college and university students attending concerts, it is nice to see artists that are doing this who have also been developing an artist, giving students some entertainment and selling records at the same time."

The Head Count

Campus Record Shop in Los Angeles, sells records and tapes. Mary Anderson, manager believes that he helps this to bring the students from near Los Angeles to the City College to his store. He also hires students as clerks in the store, the student who is most likely to be in the atmosphere more congenial to the record buyer. His best selling LP's:

- "Tumbleweed Connection," Elton John, Uni.
- "Cold Their Greatest Hits," Steppenwolf, Dunhill.
- "Live," Grand Funk Railroad, Capitol.
- "To Be Continued," Isaac Hayes, Enterprise.
- "The Isaac Hayes Movement," Isaac Hayes, Enterprise.

March 20, 1977, Billboard
PROCEDURE FOR PLENARY SESSIONS
In the plenary sessions on Monday, Wednesday and Friday, talks will be given to the entire audience, translated simultaneously into five languages. Following the talks, the audience will separate into five rooms, divided by language. In each room, the talks will be discussed. All groups will then reassemble in the plenary room to hear a question and answer period.

MONDAY, JUNE 7
9:00 a.m. to 1:15 p.m.
Session 1
Significant Developments with Industry-wide Implications
A. Investing in the Music Industry—A Professional Investor Appraises the Promise of the Future
David L. Fisher
Vice President
Capital Research Company
Los Angeles, California
B. Halting Illegal Duplication of Recordings on the International Front: A Progress Report
Stephen M. Stewart
The Director-General
International Federation of the Phonographic Industry
London, England
C. How Successful Are the Efforts in the U.S. to Stop Illegal Duplication of Recordings
Earl W. Kintner
Partner
Arent, Fox, Kintner, Plotkin, and Kahn
NARM General Counsel
Washington, D.C.

Session 2
The Music Industry and the Cassette/Cartridge TV Field
A. A Realistic Look At the Potential Opportunity For Profits In Cassette/Cartridge TV
Alan J. Bash
President and Chairman of the Board
GRT Corporation
Sunvalle, California
B. Analyzing the Principal Systems and Their Marketing Plans
Lee Zito
Editor-in-Chief
Billboard Publications, Inc.
New York, New York
C. What Are the Markets That Offer the Most Promise and What Are Their Needs For Product
To Be Announced

D. How Can Music Companies Play An Important Role In The Industry Future
Joseph R. Carlton
Vice President
Organic Productions, Inc.
An affiliate of the Richmond organization
New York, New York

TUESDAY, JUNE 8
9:00 a.m. to 1:15 p.m.
SEE SEMINAR PROCEDURE following

TUESDAY EVENING, JUNE 8
7:30 p.m. to 8:30 p.m.
Quadrasonic Sound—Evolution or Ear Pollution?—A Presentation and Demonstration

Among the chairmen of plenary sessions are:
Gerry Oord
President
Rovenia
Heemstede, Holland
Precision Tapes, Ltd.
London, England

Brad S. Miller
President and Executive Producer
Mobile Fidelity Productions, Inc.
Chatsworth, California

Wednesday, June 9
9:00 a.m. to 1:15 p.m.
Session 3
Business Trends and Their Impact on Management Decisions
A. A Proposed International Clearing House for Obtaining Worldwide Publishing Rights
Roland Kluger
President
RKM
Brussels, Belgium
B. Key Considerations in Writing Record Licensing and Sub-Publishing Agreements
Richard H. Roemer
Partner
Wallman, Kramer, Paley, Roemer and Dubin
New York, N.Y.
C. Negotiating Terms of Contracts with Artists and Authors For the Cartridge TV Age
To Be Announced

Session 4
Changing Imperatives In Effective Marketing
A. The Revitalized Growth of the In-Depth Record Store
John Frunk
Managing Director
Polydor Records, Ltd.
London, England
B. Developing More Effective Ways to Reach the Consumer Market
Stan Cornyn
Vice President and Director of Creative Services
Warner Bros. Records, Inc.
Burbank, California
C. Controlling the International Dumping of Records
D. L. Miller
Manager International Schallplatten GmbH
Quickborn, Germany

THURSDAY, JUNE 10
9:00 a.m. to 1:15 p.m.
SEE SEMINAR PROCEDURE following

THURSDAY EVENING
7:30 p.m. to 8:30 p.m.
The Dolby System and the State of the Cassette Art
Ray Dolby
Managing Director
Dolby Laboratories
London, England

FRIDAY, JUNE 11
9:00 a.m. to 1:15 p.m.
Session 5
Impact on the Record Industry of Growth In Tape Cassette and 8 Track Cartridge Sales

Among the chairmen of plenary sessions are:
A. In Europe
Stanley C. West
General Manager, Product
Ampe Stereo Tape International
London, England
B. In South America
To Be Announced
C. In Japan
Katsunori Kasajima
Managing Director
Victor of Japan, Ltd.
Tokyo, Japan
D. In U.S. and Canada
Larry Finley
Executive Director
International Tape Association, Inc.
New York, New York

Session 6
Youth and Music
A. The Meaning For Music Companies of the Changing Life Styles of Youth
Geoffrey Cannon
Editor-in-Chief, Radio Times
Pop Music Columnist, The Guardian
BBC
London, England
B. The Universal Problem of Drugs: What Can the Music Industry Do?
Al Bell
Executive Vice President
Stax Records, Inc.
Memphis, Tennessee
C. Rock Artist Personal Appearances: Alternatives to Woodstock
David Rubinson
Executive Vice President
Fillmore Corporation
San Francisco, California
D. The Increasing Role of Music In Youth-Oriented Films
Peter L. Kaut
President
C-G Music Inc./Cannon Group Inc.
Cannon Group: Producers of film, "Joe"
New York, New York

PROCEDURE FOR SEMINARS
In the seminars, each registrant will select one session on Tuesday and one on Thursday in which to participate in discussion. There will be no speeches. The registrants in each seminar will exchange their ideas and experiences—good and bad—on a list of questions, related to the seminar subject area, made up in advance by the seminar chairman and his panel. The seminars offer a unique, and perhaps unparalleled, opportunity for each person to participate and to hear the views of worldwide industry leaders about ways 1) to deal with the day to day problems of the music business 2) to learn how new developments should be anticipated and can be successfully handled.
Seminar 1
The Chief Executive Seminar
Tuesday Discussion: "Recruiting, Selecting, Training and Motivating Management"
Thursday Discussion: "Improving the Usefulness of Information Sent to the Chief Executive For More Effective Decision-Making"
Chairman: NESTI FERGUSON
President, Kinney Record Group International, New York, New York
Resource Panel:
Roger Azzarello, President, Orfeon Videobox, Mexico City, Mexico
Giuseppe Orzano, President, RCA S.P.A., Rome, Italy
Harvey Schein, President, CBS International, New York, N.Y.

Seminar 2
The Publishers Seminar
Tuesday Discussion: "The Potential Impact of New Technology on the Future of Publishing"
Thursday Discussion: "The Role of the Publisher in A Changing World of Music: How It Affects His Relationships At Home and Abroad"
Chairman: SAL CHANDIA
President, RCA Music, New York, New York
Resource Panel:
Sig Anderson, Music Publisher, Sweden Music AB, Stockholm, Sweden
Hans Wilfred Sikorski, President, International Musikverlage, Hamburg, Germany
Roll Marbot, S.E.M.I./Meridian, Paris, France

Seminar 3
The Legal Seminar
Tuesday Discussion: "Current Problems In Contract Drafting and Interpretations"
Thursday Discussion: "Enforcement of Performing Rights In Sound Recordings"
Chairman: SIDNEY DIAMOND
Partner, Kaye, Scholer, Fierman, Hays and Handler, New York, N.Y.
Resource Panel:
M. Curti, Avocat a la Cour de Paris, Paris, France
Otto Lassen, Solicitor, Copenhagen, Denmark
C. B. Dawsan Pan, Manager, International Copyright, EMI Ltd., Middlesex, England
John West, Director, Asian & Pacific Area Regional Office, I.F.P.I., Hong Kong

Seminar 4
The Merchandising, Advertising and Publicity Seminar
Tuesday Discussion: "The Role of Advertising and Publicity In the Record Industry and Techniques For Their Use"
Thursday Discussion: "The Role of Sales Promotion and Product Management"
Chairman: BRUCE LUNDAHL
President-Merchandising, Columbia Records, New York, N.Y.
Resource Panel:
Arne Bendiksen, Director, Arne Bendiksen, A/S, Oslo, Norway
Bernard de Bosso, St. Cloud, France
Dieter Weidenfeld, Promotion Publishing Manager, Edition Montana, Munich, Germany

Seminar 5
The Distribution Seminar
Tuesday Discussion Subject: Improving the Relationships Between Record Companies and Record Wholesalers
Thursday Discussion Subject: Improving the Effectiveness of the Retailer's Operation and of Physical Distribution of Product
Chairman: BARNEY ALES
Executive Vice President and General Manager, Motown Record Corp., Detroit, Michigan
Resource Panel:
Sergio di Genaro, Managing Director, Messaggeria Musicale, Milan, Italy
Ken Glancy, Managing Director, RCA Records, London, England
Jules Malanu, Executive Director, National Association of Record Merchandisers, Inc., Bally Cyan, Penn.

Seminar 6
Finance, Credit and Cash Flow Seminar
Tuesday Discussion Subject: "Setting Effective Financial Controls Through Improved Budgeting and Reporting"
Thursday Discussion Subject: "Optimizing the Flow of Cash"
Chairman: HARRY KEILHESSER
Controller, RCA Records, New York, N.Y.

Seminar 7
The International Collecting Procedures Seminar
Chairman: ROLAND KLUGER
President, RKM — Brussels, Brussels, Belgium
Tuesday Discussion: "Collection Procedures In the Common Market: Present and Future"
Resource Panel:
Sal Cendola, Vice President & Executive Administrator, SESAC, Inc., New York, N.Y.
Paul Marks, Director of Operations, ASCAP, New York, N.Y.

Seminar 8
Tuesday: The Recording Studio Seminar
Chairman: GEORGE MARTIN
President, AIR, London, England
Resource Panel:
Gil Belton, Managing Director, RCA S.A., Madrid, Spain
Owen Bradley, Vice President, Decca Records, Nashville, Tenn.
Jean Delachat, President Directeur General, Societe Européenne d'Enregistrement et de Diffusion, Paris, France

Seminar 9
Tuesday: The Classical Music Seminar
Chairman: WARREN B. SYER
Resource Panel:
Heinz Schneider-Schett, B. Schott's Sohne, Mainz, Germany

Seminar 10
Thursday: Personal Management and Talent Relations Seminar
Chairman: ROBERT STIGWOOD
Chairman, Robert Stigwood Organization, London, England
Resource Panel:
Sherwin Bash, President, NRG Associates Ltd., Beverly Hills, Calif.
Gundth Breunlich, Public Relations Director, TELDEC, Hamburg, West Germany
Fred C. Hazen, President, Red Bullet Productions, Hilversum, Holland

Seminar 11
Tuesday and Thursday: Italian Language Seminar
To Be Announced

Seminar 12
Tuesday and Thursday: French Language Seminar
Chairman: CEDRIC DUMONT
Owner and President, Editions Coda, Zurich, Switzerland
CLAUDIUS PASCAL
Editions Musicales Claude Pascal, Paris, France

REGISTRATION FORM
INTERNATIONAL MUSIC INDUSTRY CONFERENCE, MONTREUX, SWITZERLAND
JUNE 6-12, 1971

Registration Fees:
$235 (39-2a) per person.
$680 (12-1a) per person.

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

NAME
PLEASE PRINT
REGISTRANT TITLE ADDRESS CITY, STATE OR COUNTRY WIVES NAME

Please answer the following questions:
1. Do you want hotel reservations to be arranged (at the reduced conference rate)? □ Yes □ No
2. Do you desire registrant be contacted about special air transportation arrangements? □ Yes □ No
"Ain't Nothin' Gonna Change Me"

BY ED OCIS

SOUL SAUCE: Fantasy/Galaxy, those Creedence Clearwater people, are moving soul-wise with the pickup of Bill Codya's "Get Your Lie Straight" from Crenoj, who now are ready to produce today. The disk, almost 200,000 strong, was produced by Creedence in Nashville by Willie Mitchell. Fantasy, Berkeley label, is perkin' with a new Betty Everett, has bought Prestige Records and has sights set on soul. and jazz, while Crenoj is ready with a new Sequins number, "The Third Degree." Singer-songwriter Denise LaSalle is another Crenoj production and will be heard from via Westbound. By the way, the flip side of Codya's hit, "You're Gonna Want Me," is getting play in areas where the disk has already hit it big. It was the top side of an earlier bid.... Joe Tex has switched to Mercury in the distribution deal that brought Dial Records of Nashville to Mercury. His first single for Dial, after seven years with Atlantic, is "I Know Him." Dial's roster also includes Jimmy Holiday, formerly with Mint and a fine songwriter.... Next Joe Simon? "Help Me Make Through the Night," on Spring, from the "Sounds of Simon" album. Satifactions are back on L schwartz's label, with "Get My Loving." By John Lee Hooker is breaking in the pop market behind Canned Heat and new "Endless Boogie" all-star album on ABC, Muddy Waters is coming on strong on Chess with his "They Call Me Muddy Waters" LP and single, "Making Friends." Give Muddy a try! He's just visible at Keely's in Chicago on May 31.June 20. B.B. King played there last year, and Muddy's booking less than a year later is an encouraging sign for blues artists who don't often get a shot at those lucrative nightclub gigs..... Believe it or Not: King Records is rushing out a new album by, that's right, James Brown of Harlem here. The result of a year-long session with a Cincinnati area rock-blues group, Groeckle Whippersnapper, the disk features Brown instrumentally on organ and harmonica. It will be aimed additionally at the underground market, with the title track leading the way. Brown's recent trek to Ghana, Nigeria and Zambura was with the man, through his voice, might go on poppin' forever. Soul Sauce joins: plays: Jesse James, "I Need You Baby" (Zeal); Jerry-O, "Scat's My Back" (Boo-Goo-Loo); Reggie Garner, "Teddy Bear" (Capitol); Booker T. & the MG's, "Unemployed" (Stax); Melting Pot, "Funky Roofer" (Cotillion); Mercell Strong, "Mumble in My Ear" (Fame); Van Morrison, "Blue Money" (Warner Bros.); Chi-Lites, "Power to the People" (Brunswick); Joey Gilmore, "Somebody Done Took My Baby" (Phil-L.A. of Soul); Esquires, "Girls in the City" (LaMarr); Ray Charles, "Don't Change On Me" (Tangerine); Al Green, "Drining Wheel" (Hi); Sequins, "The Third Degree" (Crajon); Sweet Inspirations, "Evidence" (Atlantic); Willie Hightower, "Back Road Into Town" (Fame); Gloria Taylor, "A Girl That Cries" (Mercury); Honey Cone, "Want Ads" (Hot Wax); Syl Johnson, "Get Ready" (Twist); Margie Joseph, "Stop in the Name of Love" (Voli). Eddie Kendricks has a solo winner for Tamla: "No Hard For Me to Say Good-bye." Album happenings: Johnnie Taylor, "One Step Beyond" (Stax); King Floyd, "Groove Me" (Chimneyville); Jimmy Witherspoon, "Handbags and Gladrags" (ABC); Rufus Thomas, "Push and Pull" (Stax), Curtis Mayfield is finishing up his next album for release later this month. Sessions are at the RCA recording studios in Chicago. But Tuesday (16) at the Apollo: Gladys Knight, Main Ingredient, Lost Generation, Artistics, Producer Bill Jones and wife. Denise LaSalle, who now Crenoj Records in Chicago, read Soul Sauce. Do you?

Dimension to Vegas Hotel

LAS VEGAS—The Riviera Hotel here has signed the Fifth Dimension, a top group, to an 18-month pact. The Riviera ties marks a switch for the group from Caesar Palace, where it has been headlining for the past two years. The act is the newest major attraction to come under the "Dean Martin Presents" series at the Riviera.

Coversing the period between December 17, 1971, July 1973, the new pact calls for three individual and spaced three-week engagements. The opening engagement will be Dec. 17-Jan. 6.
## BEST SELLING Soul LP's

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
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<td>1</td>
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<td>CURTIS Curtis Mayfield, Custom OSL 6005</td>
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<td>TO BE CONTINUED Washington, Enterprise EN 1014</td>
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<td>THIRD ABBRAHAMS Jacki, Motown M 718</td>
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<td>CHAPTER TWO Roberta Flack, Atlantic 25 1969</td>
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<td>SLY &amp; THE FAMILY STONE'S GROOVEMENTS</td>
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<td>B B KING LIVE AT COOK ART Records ARC 7823</td>
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<td>MELTING POT Booker T &amp; The MG's, Stax ST 2035</td>
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<td>CRY OF LOVE</td>
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<td>OSMORDS MGM SM 2424</td>
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<td>I'LL BE A TRUE LOVE</td>
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<td>PORTRAIT Five Dimension, Bell 5045</td>
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<td>QUICKSAND'S METRO NEW SOX, OLD SOX</td>
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<td>BLACK ROCK</td>
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<td>CHICAGO III Universal ULP 2107</td>
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### Continued from page 30

WMGO in Canton, Miss.; he just graduated from Elim's Institute in Memphis. Gary Barrett, KDRT, Stinson, KZOY, T804, needs country records; staff there now includes general manager Bob Prichard, program director Glen Mark, Dave Casey, Gary Barrett, Pat Ross, and Rick Longley.

**Steve Atkins** has left WHHY in Montgomery to join WSGN in Nashville. Joe Hefle has been named music director at KZOK-FM, San Francisco; he's done the 10 p.m.-2 a.m. stints on the station for some time and will be on KQED-TV's "San Francisco Jazz Mix" on Mar. 30.  

**Allan Nation**, one-time program director and general manager of CHUM in MARCH 20, 1971, BILLBOARD.

### From The Music Capitals of the World

**DOMESTIC**

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</table>
| Allen, organ and leader; Ray Griffith, bass; Terry Johnson, drums; Robert Pagon, guitarist; Michael Winston, saxophone; and Ronald Coleman, percussion. Nick Ray, working on an album on an El Paso group, Swift Kingdom. He is interested in the new rock-and-roll record label, Mango Records. Mango is distributed by London.

Chips Woman of American Samoa and Charlie DeShannon to complete an album. Tom Coghill is working on a single on John Stewart of Los Angeles. Sam Cook is in the mother of the Kingston Trio. Coghill is working on a single for the label. A Record label that is distributed by Capitol with St. Louis Composers-singer George Jackson is working on the new material for Sunny & Joanie, songs for MGM Records at Fame Studio. Santana is working on a new single for his second album. Max Tingle singer, is scheduled for a session at Fame for RKR Productions. Ne-Yo, producer of the label, has a new single for his band. Ray Williams, ABC Records, is working on a single for his band. Ray Williams, ABC Records, is working on a single for his band. Ray Williams, ABC Records, is working on a single for his band. Ray Williams, ABC Records, is working on a single for his band.

**DETROIT**

Producer Jack Richardson, who has worked with RCA's Guide Records, is now the new head of the Blues label, has a new single and will be available soon. The finished product will be ready for the sessions in his first time to be released in a month.

**SAN FRANCISCO**


**Mandolin Plans Fund for Kids**

NEW YORK--Mandolin, Inc., who plans is planning to set up a scholarship fund to aid young artists and music students of the United States. Mandolin, the new group, is made up of five black artists and young artists and music students.

In the blueprint are plans for special concerts to raise money back in town this month to finish up the album he started here several months ago. The final Brotherhood album will be out this month; his Aretha Franklin's performance at the Fillmore gives the album a wide release for record for April.

A 16-track special board has been set up for the new album. The project is "Live At Fillmore," a new release from Atlantic's "The Fillmore." Mingus, "Town Hall Concerts.

**Duke Ellington**

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**The Fourth Way** will perform at the West Coast Festival of contemporary Music through April. Lead singer, David Witten, has signed contracts to do "Tenyre" and "Il Tabarro" in the San Francisco Opera. MARY TURNER

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Country Music

CMA Plans for Easter Bd. Meet And Intl Festival Are Completed

NASHVILLE — The Country Music Association has completed plans for its Easter Board of Directors and officers meeting in London, and participation of the Third Annual International Festival of Country Music at Wembley Pool.

The two-day meeting will cover much of the CMA business activity evolving around the October annual convention and golf tournament. The agenda will include plans for the tournament and suggestions for greater participation by country music people.

A report on the results of the CMA film and show presentation to the NARM convention will be made, and plans for the wrapup for the new radio sales kit will be disclosed.

Other planned agenda items include the extension of promotion of the country music music recitals of awards procedures and detailed plans for this year's observance of the "Grand Ole Opry 60th birthday celebration and the CMA convention, which will be held concurrently as usual, Oct. 14-15-15.

The board of directors and officers, who pay all their own expenses, will headquarters at the Churchill in London. Advance publicity and public relations items will be handled by Pat Campbell of BBC.

Jeannie Riley Rides Net Crest

NASHVILLE—Jeannie C. Riley, again riding the crest, has appeared on four diversified network or syndicated television shows within a week.


According to Shelby Singleton, her producer, early exposure of her latest release has resulted in advance orders of 100,000, and it is selling faster than anything since her "Harper Valley P.T.A."

"Oh, Singer" is a different concept from any of Miss Riley's previous recordings, Buddy Blake, vice president of promotion for Singleton, is giving the record an extensive promotional push in both the pop and country fields. Miss Riley is being booked by One Nites, Inc.

Winners Named In Swedish Poll

STOCKHOLM—Johnny Cash, Wanda Jackson, Chet Atkins, Jim & Jesse and George Hamilton IV are the top artists of a country music poll taken throughout Sweden.

Kris Kristofferson was selected as the leading writer of the year. Cash, selected as the leading male artist, led Merle Haggard, Jerry Lee Lewis, Jim Reeves and Hamilton in that order. Miss Jackson finished ahead of Loretta Lynn, Connie Smith, Skeeter Davis and Tammy Wynette, also in that order.

The instrumentalist winners, after Atkins, were Jerry Lee Lewis, Floyd Cramer, Don Rich and Jerry Reed. In the special bluegrass category, after Jim and Jesse, were Flatt & Scruggs, Bill Monroe, the Osborne Brothers and Jimmy Martin.

George Hamilton IV had the top album, "Canadian Pacific," followed by Lewis, Haggard (who won both third and fourth place), and Lewis again for Sam album, "Ole Tyme Country Music."

Kristofferson took both first and second place for "Sunday Morning Coming Down" and "Me and Bobby McGee." Followed by Haggard and Ed Burin for "Oke From Muskogee," then the traditional "Streets of Laredo," then Mickey Newbury's "She Even Woke Me Up To Say Goodbye."

The Sales Will Come . . . . .

"THE PAIN WILL GO AWAY"

"When You Play in Dirt"

Priceless Record #1001

by

RUDY WESLEY

Produced by Kenny Price

Butler Adds Opryland

NASHVILLE — Larry Butler, producer for Capitol Records, will remain with the label and will add production of Opryland Records to his schedule.

It had been reported elsewhere that Butler would move to Columbia Records.

Butler Adds Opryland (Continued on page 41)
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
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</thead>
<tbody>
<tr>
<td>1. ID RATHER LOVE YOU</td>
<td>Charley Pride, RCA Victor 47-9952 (GM)</td>
<td>7</td>
</tr>
<tr>
<td>2. AFTER THE FIRE IS GONE</td>
<td>Conway, Twitty &amp; Loretta Lynn, RCA Victor 47-9950 (GM)</td>
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<td>3. HELP ME MAKE IT THROUGH THE NIGHT</td>
<td>Loretta Lynn, Capitol 3015 (MCA)</td>
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<td>4. A WOMAN ALWAYS KNOWS</td>
<td>David Houston, Epic 5-10966 (Alpine, BMI)</td>
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<td>5. SOLDIER'S LAST LETTER</td>
<td>Merle Haggard, Capitol 2060 (Nola, BMI)</td>
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<td>6. EMPTY ARMS</td>
<td>Terry Lynne, Capitol 3010 (Melody Lane/DeFalco, BMI)</td>
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<td>7. KNOCK THREE TIMES</td>
<td>Bill &amp; June, Capitol 3003 (Charting Cross, BMI)</td>
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<td>8. I'M GONNA KEEP ON LOVING YOU</td>
<td>B.B. King, Two Rivers, ASCAP)</td>
<td>21</td>
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<td>9. A MILE OF A FOOL</td>
<td>Milt Thompson, MGM 42131 (Stargrass, BMI)</td>
<td>25</td>
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<td>10. THERE GOES MY EVERYTHING/ I REALLY DON'T WANT TO KNOW</td>
<td>Porter Wagoner &amp; Dolly Parton, RCA Victor 47-9939 (GM)</td>
<td>12</td>
</tr>
<tr>
<td>11. WATCHOUT, SORRY I WAS A GREATER MAN</td>
<td>Universal, Universal 50727</td>
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</tr>
<tr>
<td>12. WE SURE CAN LOVE EACH OTHER</td>
<td>Tammy Wynette, Epic 5-10707 (A&amp;M, BMI)</td>
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<tr>
<td>13. ANYWAY</td>
<td>Glen Campbell, RCA Victor 47-9945 (A&amp;M-Rose, BMI)</td>
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<td>14. PROMISED LAND</td>
<td>Reba Wray, Columbia 4-40276 (ABC)</td>
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<td>15. GUESS AWAY THE BLUES</td>
<td>Cash Box, History 1848 (Capitol, BMI)</td>
<td>9</td>
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<td>16. L.A. INTERNATIONAL AIRPORT</td>
<td>Susan Raye, Capitol 2028 (Blue Moon, BMI)</td>
<td>5</td>
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<td>17. YOU CAN'T MAKE IT ON YOUR OWN</td>
<td>Porter Wagoner &amp; Dolly Parton, RCA Victor 47-9939 (GM)</td>
<td>12</td>
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<tr>
<td>18. WHERE IS MY CASTLE</td>
<td>Gene Smith, RCA Victor 47-9938 (Blue Cross, BMI)</td>
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</tr>
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<td>19. DO RIGHT WOMAN—DO RIGHT MAN</td>
<td>Barbara Mandrell, Columbia 4-40297 (Press, BMI)</td>
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<tr>
<td>20. IT WASN'T GOD WHO MADE HONEY TONI ANGELS</td>
<td>Lynn Anderson, Capitol 3011 (Peer Int, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>21. JOSHUA</td>
<td>Delia Parton, RCA Victor 47-9926 (Dolly Parton)</td>
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<td>22. RAININ' IN MY HEART</td>
<td>Sonny &amp; Cher, RCA Victor 47-9924 (Sonny &amp; Cher)</td>
<td>14</td>
</tr>
<tr>
<td>23. WITH HIS HAND IN MINE</td>
<td>Janie Shipton, Capitol 3003 (Capitol, BMI)</td>
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<tr>
<td>24. AFTER YOU'LL REMEMBER</td>
<td>Darrell McCall, Decca 32377 (Page, BMI)</td>
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</tr>
<tr>
<td>25. I'M A MEMORY</td>
<td>Buddy Miller, RCA Victor 47-9951 (MGM)</td>
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</tr>
<tr>
<td>26. DAVEY JONES</td>
<td>Jimmy Dean &amp; Pottle West, Charley Pride, RCA Victor 47-9952 (GM)</td>
<td>32</td>
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<td>27. THE SHERIFF OF BOONE COUNTY</td>
<td>Kerry Presley, RCA Victor 47-9952 (GM)</td>
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<td>28. TRUE LOVE IS GREATER THAN FRIENDSHIP</td>
<td>Anneke Hines, United Artists 4-40297 (MGM)</td>
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<tr>
<td>29. DID YOU EVER</td>
<td>Charley Pride, Capitol 3029 (Tree, BMI)</td>
<td>41</td>
</tr>
<tr>
<td>30. ROSE GARDEN</td>
<td>Charley Pride, Columbia 4-40292 (Columbia)</td>
<td>34</td>
</tr>
<tr>
<td>31. GIVE HIM LOVE</td>
<td>Pryor Page, Mercury 75162 (Jack &amp; Bill, BMI)</td>
<td>35</td>
</tr>
<tr>
<td>32. YOU MAKE ME FEEL LIKE A MAN</td>
<td>Ken Mark, Decca 32391 (Page Boy, BMI)</td>
<td>49</td>
</tr>
</tbody>
</table>

**Continued on next page...**
Wanda Jackson's NEW and GREAT SINGLE
"Glory Hallelujah"

On Capitol Country #3070

NASHVILLE — The Broadcast Division of Bill Hudson & Associates, Inc., a Nashville-based advertising-public relations firm, now will market its "Nashville Reporter" series on a national basis. A 13-week test of the new program was a success, Hudson said, and now will be expanded.

The program was untested by select country stations. They feature news about leading music industry personalities, and include information about their respective lives. The programs are set up as an exclusive for each market, with news kept up to date each week.

The initial test campaign was conducted in Los Angeles, Jacksonsville, Tampa and Meccon to obtain an indication of both listener and advertising appeal.

According to Bill Hudson, president of the firm, the program series was not only sold out on all test stations, but has been renewed.

(Continued on page 43.)

IT'S A GIANT

"Daddy Was A Preacher Man"

"Mama Was A Go Go Girl"

Betty Jo Bongs

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MARCH 20, 1971, BILLBOARD
Jukebox programming

MOA vs Disk Fee: Sets Talent Award

By MILDRED HALL

WASHINGTON—Music Op-
erators Association (MOA) members fanned out over the hill last week to watch the jukebox operators' fight against the $1 record royalty and other proposed copyrights. MOA awards to record companies and artists and its talent show were

Chicago Programming

Jukebox Plugs Regional Disks

Wis One-Stop Sees Two Prices on 45's

By BENN OLMAN

CHICAGO—Jukeboxes are gaining more and more importance in exposing regional hits and special types of music. As some elsewhere show, music is exposed primarily on jukeboxes.

However, how's What's Playing? poll shows even more jukebox interest. Although Junior, Jacksonville, Colo., jukebox programer Gus Panteleopolous' Elton John's "Your Song," which was released in March, has been No. 1 among the jukebox reports for the last 14 weeks. Patrons in Panteleopolous' campus locations are playing it. Further, N.D. programer John Lohn is "The River" by Bob Becker, a dismay in Jamestown, N.D., but it has been building solidly, according to John Lohn. It has been heard there recently. Acme One-Stop, Minn., also is playing this.

New Style 'Polka' Spins Jukeboxes

By EARL PAIGE

NEW HAVEN, Mich.—Many jukebox programers are falling behind with polka-type recordings, primarily because this type of music is changing, according to Larry Lick, president of Sound Inc., Chicago.

"We're selling one-stops in Seat-

tle, St. Louis, New York and all through the Midwest—this is how the market is. There is a lot of interest in polka music in Southern California al-

most everywhere. Basically, the jukebox programers in Southern California just aren't aware that there is polka music. Larry Lick, chairman of a Polka Jukebox Committee, has been conducting surveys on jukebox music and his findings are surprising. He has found that the popularity of polka music is increasing at an alarming rate in the Midwest and Southwest. In these areas, polka music is increasingly becoming a staple on jukeboxes.

Polkas Gold' on Jukebox;

Steady Item for One-Stops

By EARL PAIGE

 MILWAUKEE—Polka-type recordings are showing up increasingly among the musical recreations of Star Title Strip Co., according to Norman Morgan. This type of music is nothing sensational, but it is spreading and leading to many other polka albums in the suburbs and in the heart of the city. Luick's firm, a subsidiary of Music City Distributing, has eight polka albums. He also has 15 Kalamazoo labels; Blazonczyk is recording 10 artists.

Polka Title Strip List Shows Steady Growth

PITTSBURGH—Polka-type records are showing up increasingly among the musical recreations of Star Title Strip Co., according to Norman Morgan. This type of music is nothing sensational, but it is spreading and leading to many other polka albums in the suburbs and in the heart of the city. Luick's firm, a subsidiary of Music City Distributing, has eight polka albums. He also has 15 Kalamazoo labels; Blazonczyk is recording 10 artists.

Indies Spark Polka Growth

CHICAGO—Many independent labels specialize in polka-type recordings. Some have enjoyed good success and the field is dominated by independents, by no means, what would include:


New Easter Strips

PITTSBURGH—Star Title Strip Co. is offering a new line of Easter Strips for the most popular Easter songs. For example, you can find "It's No Sin," "Oh Jesus," "Over There," "You Are My Sunshine," and many others. The company offers a wide variety of songs that are sure to please your customers.
MOA Awards, Show Changed

- Continued from page 39

such thorny convention problems as the talent show, the award system and the problem of conflicting dates with other conventions such as the Country Music Association (CMA).

The annual award categories of best record company, artist and song will remain the same, but it was decided to set up a four-member committee of judges to assist in the selection of winners.

Executive vice president Fred Granger emphasized that the voting of operators nationwide will be taken as customary, but since returns in the past have often proved inadequate, the new committee will try to assure a fair outcome. They may even decide to conduct a survey to help in the selection.

As expected, the talent show topic was controversial and the outcome revolutionary. Hines De La Vie, producer of last year's and many other MOA Shows, was invited to the discussion.

The final decision was for a big change in the show's format, to provide a more conventionally entertaining show than the young rock groups with the heavy amplifiers typical of past performances.

The board faced the reality of the new media.

(Continued on page 41)

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The board faced the reality of the new media.

Proven Profit Maker!

What's Playing?

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

- Continued from page 39

Current releases:

- "Don't Let Me Be Misunderstood," Nina Simone, Columbia 36714.
- "I'll Never Fall in Love Again," Dean, Bell 2532.
- "I'm In The Mood For Love," Dean, Bell 2533.
- "I'm In The Mood For Love," Dean, Bell 2534.
- "I'm In The Mood For Love," Dean, Bell 2535.

Oldies:

- "Get A Hold Of Me," Dean, Bell 2536.
- "I'm In The Mood For Love," Dean, Bell 2537.
- "I'm In The Mood For Love," Dean, Bell 2538.
- "I'm In The Mood For Love," Dean, Bell 2539.
- "I'm In The Mood For Love," Dean, Bell 2540.

Young Adult Location

- "I'm In The Mood For Love," Dean, Bell 2541.
- "I'm In The Mood For Love," Dean, Bell 2542.
- "I'm In The Mood For Love," Dean, Bell 2543.
- "I'm In The Mood For Love," Dean, Bell 2544.
- "I'm In The Mood For Love," Dean, Bell 2545.

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- "I'm In The Mood For Love," Dean, Bell 2543.
- "I'm In The Mood For Love," Dean, Bell 2544.
- "I'm In The Mood For Love," Dean, Bell 2545.
From The
Music Capitals
of the World

MOA Awards, Show Changed

Continued on page 15

DOMESTIC

Maurice's Symphony No. 9 and
Maurice Frens's Jubilee Suite
were

The second half of the 7th
Maurice's Symphony No. 9, and
their

This year's MOA Awards will be

Continued on page 56
Attend the First International Cartridge TV, Videocassette & Video Disc Conference
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MARCH 20, 1971, BILLBOARD
Album Reviews

CRAZY HORSE

Sister to the group which has to deal with the LP itself. But the group remains unadorned as they pick up on that easy-rock and make their own style to carry on. The songs and lyrics of Crazy Horse have a broad range of influences. From this they have developed a style that has become known as Crazy Horse. Best stuff on the LP was hard to pick out.

MARTHA TURNER—MGM

This month, as Mother Turner is shown on the cover, is the latest album. It's a beautiful record, and the LP received critical acclaim when it was released. The music is soulful and smooth, and the album has a great deal of emotional content. Turner's voice is powerful and full of emotion, and the lyrics are often moving and thoughtful. Overall, Martha Turner's latest album is a testament to her talent and ability as a songwriter. It's a must-listen for anyone who appreciates soulful, emotional music.
EARTH WIND AND FIRE

ALONG comes Earth Wind and Fire whose soul-oriented rhythms and harmonies could easily spark a new generation of rhythm and blues. With such cuts as "Help Somebody" and "Moment of Truth" it would be difficult not to be carried away by the urge to move on the dance floor.

DOTTIE WEST

EVERYONE likes Dottie West. RCA Victor LSP 4682 ($) Miss West is riding the singles chart with "Lonesome Lonely Lovers," her 12th Top 20 hit, and the EP of the same title, which opens the album that continues to move through the States. She's a power to be reckoned with. The highlights include "Help Me Make It Through the Night," "Knee-deep in the Blues," and "Fool, Fool, Fool." Cabe Productions.

Puccini Arias

Montecarlo Cabbli

Spanish Arias performed by Montecarlo Cabbli. Angel S 23671 ($) Cabe's rare singing gifts come to the fore in this generally moving EP. She is absolutely radiant singing "Un bel di" from "Tosca," shown dramatic power in "Mi chiamano Mimi," and displays pure affinity in "Sono un pastore..." Macerata's outstanding singers.

SOTTO Voce

Spector Davis

Continued

SKEETER DAVIS

Skeeter Davis continues her string of top hits with this latest album, And what a beauty it is, "Skeeter" lends all of her emotional power to this music. In the hands of the skilled producer, Skeeter Davis has discovered a new style, "Skeeter's Waltz," and "Full of Fire," the latter a threatening, heavy groove that suggests a new direction for this popular singer. RCA Victor LSP 4680 ($).
OLIVER

APPEARING ON
THE ED SULLIVAN SHOW
MARCH 21

NEW SINGLE
"EARLY MORNIN' RAIN"
WRITTEN BY GORDON LIGHTFOOT / SUA-50762

UPCOMING ALBUM
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International News Reports

U.K. Industry Weathers P.O. Strike Storm; Dealer Mailings Pushed

LONDON—The disruption of the U.K. mail service—now back to normal after a period with a major lack of holding together, and it was not possible to get any mail delivery—has made worldwide delivery impossible. As noted in earlier Billboard accounts, the U.S. mail service is now suffering, and manufacturers are facing a serious problem with regard to mail deliveries to dealers. The situation is not expected to improve for at least several days, and dealers are advised to place their orders in good time to ensure prompt delivery.

French Disk Industry 16 Percent Increase

PARIS—The French recording and sound reproduction manufacturing industry last year achieved a turnover of 250 million francs (about $80 million), according to statistics released by the industry trade association SIREM. The figures, announced at the 1970 SIREM annual convention, from March 4-9, showed that last year's industry's gross output was 10 percent higher than 1969.

Home sales of record player units topped 60,000 in 1970, and tape recorders 6,500. By Dec. 31, 1970, there were an estimated 150,000 high fidelity sound systems and three million tape players in private homes, compared with six million units just a year ago, making the 20 million mark.

Customs statistics showed exports of 35 million francs in 1970, compared with 424 million in 1969, a decrease of 92 percent. Exports were at a slightly lower 297,000.

Major companies sold, 35,000 complete units, a 15 percent increase on the 1969 figure of 28,000 units.Sales of hi-fi turntables, however, were down in 1968, in 1970, 37 percent, in 1969, 6,000. In the first quarter of 1970, the British market showed a 700,000 unit drop compared to 1969.

Throughout France there were an estimated 105,000 hi-fi units, costing over 2,000 francs ($75) in private homes, as compared to a total of 10,000 in 1967.

The Hi-Fi Festival this year attracted a record 140,000, some 50,000 French and including exhibitors from 12 other countries. Both the U.S. and the U.K. may be expected to see a drop in the number of exhibitors, due to the shortage of labor, but the U.K. is expected to have sold 300,000 units by the end of the year, a record.

Liberty, Futterman Entering U.K. Deal

LONDON—Martin Davis of Liberty/UA (UK) and Lew Futterman have entered into a deal to import and distribute records, and recording and recording of several sets of the U.K. Futterman/Rothwell group. The deal will be produced with Liberty/UA and will result in the importation of 10 LP's during this period.

Distribution will be for the U.S., Canada, and U.S.A. and Canada, where the product will be sold. The deal is expected to bring in more than 300,000 units, although Liberty/UA will retain a share of the profit.

U.S. Jazz Tunes To EMI Imports

LONDON—EMI import manager Nick van Hengel has acquired a large number of jazz products. The deal will involve the transfer of distribution rights to dealers handling imports in Britain.

Contemporary is expected to be involved in the deal, but the label will be recorded by another group. The deal is expected to be between 2 million and 3 million dollars, although the product will be sold in Europe but is expected to reach the U.S. and be based in Los Angeles.

In a separate development, Van Hengel has signed a contract to deliver a range of new stock from the Blue Note catalog, which is expected to record in the near future. The deal is expected to be a major breakthrough for the U.S. and will be sold in Europe.

Philips Honoring Haintik in Push

LONDON—Philips' classical division is proclaining March 21 as "Haintik Day," to mark the anniversary of the composer's six London concerts with the London Symphony Orchestra. Four albums by Bernard Haintik, played by the regular orchestra, will be released. They include "Sinfonia Nera," "Concerto Grosso in Am minor," and "Overton." The albums will be released in Europe and will be available in the U.S. and Canada.

Japanese Sets Price Raise

TOKYO—Japan's largest piano manufacturer, Steinberg (of the Yamaha group), raised prices on pianos and pianos from March 1 in Japan. The company spokeswoman said that the highest prices were justified by improvements in the product and other factors. The prices of upright pianos will be up to $25 and $56. The popular "Duet" model, which is $495 in Japan, will be $545 in the U.S. and Canada. The company has been importing pianos from Europe for the past several years, and the price hike is expected to affect other Japanese manufacturers, who follow the price hike trend.
**PRIORITY SEEN AS SNARL TO COMMERCIAL RADIO**

LONDON—Commercial local radio could be delayed until the mid-seventies if the Government sets priorities on establishing a national commercial station.

Current speculation suggests that this month’s White Paper on the future of broadcasting will propose a national station operating for a year before any local stations are permitted.

Regionalists, however, believe that a national station could start broadcasting, because of the need to build a powerful transmitter; the BBC is certain to resist appearing to subsidize commercial interests.

The Government’s time-table is likely to propose a national station operating for at least 14 days, followed by 55 days in 1974. The establishment of local stations, however, will probably depend on the success of the national station, which will obviously be based on a network run by the Independent Broadcasting Authority.

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**Radio Monte Carlo Starts Broadcasting 24 Hours**

LONDON — A serious threat to any British-based commercial radio station is the prospect of Monte Carlo’s plans to start round-the-clock broadcasting to Britain. The Government’s likely go-ahead to a commercial radio network next month, the proposed British commercial stations will still have to compete with Monte Carlo’s 24-hour, round-the-clock output.

Radio Monte Carlo, with unlimited airspace, has placed the French musicians’ union by agreement with the Government, but the station is likely to operate for seven hours a day by the next year, and this will add to the threat of Monte Carlo’s programming.

The station, with financial backing from both the French and Monte Carlo’s management, will begin operating for 24 hours a day, broadcasting in French and other European languages.

The potential of Radio Monte Carlo and the threat it poses to British broadcasting were discussed at a recent meeting of the European Broadcasting Association.

---

**Monte Carlo Play Delayed**

LONDON—Radio Monte Carlo International has decided not to broadcast its “Play Delayed” programme, which was to have been broadcast on December 15, because of interference from the BBC World Service. The programme, which was to have been transmitted on adjacent 206 metres medium wave frequencies, has been delayed.

The decision has meant a delay in launching Monte Carlo’s new programme, which was to have been broadcast on December 15, because of interference from the BBC World Service. The programme, which was to have been transmitted on adjacent 206 metres medium wave frequencies, has been delayed.

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**LENINGRAD**

International artists that were booked to tour Russia in February included Stefano Ranzani, Riccardo Gigliotti, French violinist A. G. Giuseppe, pianist Michael Wofford, and Erik Gabrielsen, of Norway, and Joseph Zahir, of Poland, and Hobart Jure, West Germany.

**From The Music Capitals of the World**

LONDON—Although the total share of over one million dollars in royalties to Record Merchandisers, Syd Kaye and Howard Green has continued to increase, the number of new releases of Philips or Vertigo labels. The new progressive label, as yet unequaled, will be launched with production by the leading names in the industry, Sweet Slang. Cook’s wife, Laura, is being produced for Philips by David B DOWN and London and is the first release for this previously recorded for Philips, which will now turn to Vertigo.

The RCA’s Summer music Festival has been acclaimed in this year’s music concert in San Antonio. It will be held in New York, with the 10,000 seat capacity of the “Gypsi,” “What Will Be” and “Bells.” The first song has already been scheduled for release Februa

Lanny Page goes to the U.S. this week to complete a U.K. tour. In March, Page and his group will visit to Stuttgart. Page organized distribution of RCA records in Germany, Austria, and Switzerland. The label will be launched by the Macmillan family in France and Spain. The label is new for the U.K., Lanny Page goes to the U.S. this week to complete a U.K. tour. In March, Page and his group will visit to Stuttgart. Page organized distribution of RCA records in Germany, Austria, and Switzerland. The label will be launched by the Macmillan family in France and Spain. The label is new for the U.K., and will feature a six-month run on the edge of the capital.

RCA is manufacturing special series of Claudagh Rodgers’ single max. “Jack in the Box,” this country’s entry for the Eurovision song contest. This year’s contest will feature two different B sides, specially recorded by the group. The record is available on all major labels.

The group, which consists of two young girls, is the first group to be recorded for an all-year round label.

Bill Martin and Phil Coulter have acquired a French song, “J’aime trop,” which is currently in the French top ten. The song, which features an international rhythm, is currently being recorded in English by Brian Morit and Senshu and Express on Ensign in Japan through Toshiba, has been recorded in Japan for the Ab Takoma label.

The group, which claims to be a major artist in the current British music market, has recently released a new single, “I Want to Make You Happy,” which was written by another artist, but has not yet been officially announced.

The song, which was recorded in Japan, was released by Toshiba in Tokyo and has been recorded in English by Brian Morit and Senshu and Express on Ensign in Japan through Toshiba, has been recorded in Japan for the Ab Takoma label.

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TUNDRA TOUR - SINGLE OUT

TORONTO - Hot on the heels of their national A&M hit "Band Turtles," Louvan will make an extended Eastern tour.

The schedule included: Montreal N.B. March 10, Halifax (12), Truro (13), Sydney (14), C.F.C.O. (15), St. John, N.B. (25). A&M's Leon Mullin said that Tundras "will be in the East for about four weeks. "Band Turtles" has sold well on the West Coast and we thought it would be a good time to hit the East where the U.S. by A&M. Producer Harry Hinde is also completing Tundra's debut album for the label.

From the Music Capitals Of The World

TORONTO

Frank Davies of Diffendi reports that the label's "Sinistex" album by Waldo de los Rios this week picked up its first rock station charting (CFH) in Toronto. New single from Michael T. Wall is "Do You Think They Would Blame," due out early April. Montreal singer Gino Vanzi and broadcast engineer Bob Driscoll are now on a recording spot in Quebec.

Polydor Act on Promotion Tour

LONDON - Polydor has arranged a radio and television promotion for their new single, "One Take Over the Line." No live performances are scheduled.

Canadian Executive Turntable

Bruce Blissell appointed Ontario promotion manager for Warner Records. Blissell was formerly with the Label. Skip Fox has been appointed national promotion manager. Fox was previously promotion manager for the RCA and Polydor labels.

U.S. Gospel Singer Wins French Croix Award for Foreign Songs

PARIS - Louisiana-born black singer John Littletone is a winner of the coveted foreign award for the second year in a row. Littletone has been awarded the Croix for his single "I'm on the Right Track," and "Put Your Hand in the Hand." The award was presented March 4 in Paris.

South African Group Banned

JOHANNESBURG - The South African Broadcasting Corporation (SABC) has banned the group from performing. The SABC has also banned the group's album "Time to Seek." The ban was imposed after a number of incidents involving violence and racial tension.

Bubbling Under the Top 40 LPs

Continued from page 48

3. SWALES ACTS SIGNED BY UA

3. SWALES ACTS SIGNED BY UA

LONDON - In a deal with Peter Swales of Sahara Records, UA has signed Peter Swales and Reg King. UA has previously signed several other artists with the exception of the U.S. and each with a guarantee. According to UA, the group is signed to Sire in the U.S.
The new Bread album is packaged in a special double gatefold jacket with die cuts, which creates a striking three-dimensional effect. Not only is this jacket a uniquely lovely album package, but may be used as an in-store counter display and hanging mobile.

Bread's third Elektra album "Manna" EKS-74086
Produced by David Gates, together with James Griffin and Robb Royer
Also available on Elektra 8-track and cassette.

Includes the hit "Let Your Love Go" and Bread's new smash single, "If" EKM-45720
New Recordings of
THE BIG BAND HITS OF THE THIRTIES

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Salute the fabulous, history-making performances of:

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"String of Pearls"

Tommy Dorsey's
"I'm Getting Sentimental Over You"

Glenn Miller's
"In the Mood"

Duke Ellington's
"Take the A Train"

Artie Shaw's
"Begin the Beguine"

Harry James
"Chiribiribin"

Count Basie's
"One O'Clock Jump"

Glenn Miller's
"Moonlight Serenade"

Bob Crosby's
"South Rampart Street"

Woody Herman's
"Woodchopper's Ball"

Benny Goodman's
"Let's Dance"

Claude Thornhill's
"Snowfall"

NOSTALGIA PAYS OFF.

Radio raves from over 1,700 stations for this new memory lane money maker with the greatest all-time 30's hits on record. This "bubbling under" biggie is hot for the charts.

ATTENTION ONE STOPS AND OPERATORS:
Cash in on the sensational single from this hit album.

"In the Mood" B/W "Let's Dance" PR-45-1389

Project 3 records
THE TOTAL SOUND INC / 1370 AVENUE OF THE AMERICANS/N.Y. 10020/USA.
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Note: The table contains a list of artists, their albums, and their chart positions. The chart positions are indicated with numbers, and the artists are listed alphabetically. The table is formatted in a tabular format with columns for the artist, title, label, and distribution label, and a column for the chart position.
The Sounds Of Simon

Not the type of album you would expect from an artist coming off a number one R&B record. It is the type of album we always knew Joe Simon was capable of. "Sounds of Simon" fits almost any format and features great songs, beautiful arrangements and the incomparable Joe Simon.

This Is A Recording

Lily is easily the funniest, freshest, most exciting talent to come along in years. This incredibly funny album would be a guaranteed smash on its own merits, coupled with Miss Tomlin's extensive TV and nightclub exposure it just can't miss.

Tax Free

Tax Free epitomized the tender, intimate cool of an Amsterdam cellar, the impressionistic, mystic Dutch sky, the mellow, lazy sounds of sadness and joy. It's light, easy and quietly relaxing.

Bobby Gosh

The first chapter in the continuing story of Bobby Gosh. We honestly believe Bobby will be the most exciting artist of this decade, he must be heard to be believed.

Mandrill

From out of the streets of New York comes Mandrill, playing music of the people, cutting across the spectrum of age and time and musical taste and bringing with it all the anger, joy, and beauty of life itself.

Mary Catherine Lunsford

Mary Catherine Lunsford is singing and speaking out for the youth of today. Her songs are moving pieces, culled from experience and reflecting environment. They are soft and warm and relevant! They are hard hitting and NOW!

Promise At Dawn

Melina Mercouri, emerald-eyed, husky voiced, and probably the most popular gift that Greece has given the world, has added new dimension to her career with her memorable portrayal of Nina Kazev, in "Promise At Dawn." Melina Mercouri is a multi-faceted performer. "Promise At Dawn" and the new Polydor album are reflections of her great talent and sensitivity.
<table>
<thead>
<tr>
<th>WEEK</th>
<th>ARTIST</th>
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<td>Greater MS</td>
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<td>JERRY REED</td>
<td>Georgia Sunshine</td>
<td>RCA Victor</td>
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<td>Sun</td>
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<td>JOHN HAYES</td>
<td>Christmas And The Beads Of Sweet</td>
<td>Columbia</td>
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<td>Reach</td>
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<td>In A Gadda Da Vida</td>
<td>Atco &amp; SP</td>
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<td>In A Gadda Da Vida</td>
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</table>

**positions 106-200**
Spotlight Singles

NEIL DIAMOND—I AM . . . I SAID (3:30) (Prod. Tom Catalano) (Writer, Diamond) (Prophet, ASCAP)—Diamond's first chart entry since 1977! This rock ballad tells a story of a man who has lost his way in life and is searching for salvation. 

FREE—THE HIGHWAY SONG (3:15) (Prod. Paul Williams, Val Demings) (Writer, Faye, Tull, RMW) (King, ASCAP)—This powerful rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

JOSEFELICIANO—SHAKE A HAND (3:30) (Prod. Rock Femida) (Writer, Childil, JR. and JRA) (Columbia, ASCAP)—This rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

SANDIPPIERS—THE SOUND OF LOVE (3:14) (Prod. Bob Gallucci) (Writer, Gables, Loretto) (Columbia, ASCAP)—This rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

BOBBY VINTON—I’LL MAKE YOU MY BABY (2:15) (Prod. Ray Conniff) (Writer, Vinton) (Columbia, ASCAP)—This rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

STAIRSTEPS—SNOW (3:14) (Prod. Dave Vincent) (Writer, Vincent, Lowell) (Columbia, ASCAP)—This rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

FEATHERED—AMY (3:04) (Prod. Tony Orlando) (Writer, Orlando) (Blackwood, BMG) (Preferred by many as a classic rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

TOM WINE—I Want to See Morning With Him (2:19) (Prod. Harry Weisberg) (Writer, Weisberg) (Columbia, ASCAP)—This rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

ARGENT—Sweet Mary (3:09) (Prod. Rod Argent, Chris White) (Writer, Argent, White) (Columbia, ASCAP)—This rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

ANDY WILDS—I Am the One (2:30) (Prod. Dennis Duarte, Mitch Mallick) (Writer, Skylar, Manuele) (Pam Int, BMG) (Preferred by many as a classic rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

SOUNDS OF SUNSHINE—Love Means (You Never Have to Say You’re Sorry) (3:40) (Prod. Randy Wood & Wilder) (BMG) (Preferred by many as a classic rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

JIM MORTON—Lover, Lover, Be My Lover (3:33) (Writer, Prentis) (Columbia, ASCAP)—This rock ballad about the struggles of a man who has lost his way in life and is searching for salvation. 

TONY KNIGHT—Miami Lady (3:51) (Writer, Knight) (Columbia, ASCAP)
Number 1 Again In England.

RECORD & TAPE RETAILER TOP 50

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<tr>
<th>No.</th>
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<td>MY SWEET LORD</td>
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baby jump

MUNGO JERRY

Springing Towards Their Second Gold Record.
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</table>
First the Smash Single...  
Then the Hit Album...  

Help Me Make It Through the Night  
SAMMI SMITH  

and Now... Tape  
M81-1000  8 Track  
M41-1000  Cassette  

AVAILABLE ONLY FROM THESE MEGA DISTRIBUTORS  
ALBANY—Bee Gee Distributing Corp.  
ATLANTA—Southland Distributors  
BOSTON—Music Merchants of New England  
BUFFALO—Best & Gold Record Distributors  
CHARLOTTE—Bib Distributing Company  
CHICAGO—London Records Midwest Distributing Corp.  
CINCINNATI—A & I Distributing Company  
CLEVELAND—Piks Corporation  
DALLAS—B & K Distributing Co., Inc.  
DENVER—Transcontinental Distributing Corp.  
DETROIT—Merit Music Distributors, Inc.  
E. HARTFORD—Transcontinental Distributing Corp.  
HILSBORO—Apex-Martin  
HONOLULU—Music Craft Distributors of Hawaii, Ltd.  
MINNEAPOLIS—Abrams Enterprises  
HOUSTON—United Record Distributing Company  
LOS ANGELES—California Record Distributors  
MEMPHIS—Record Sales Corporation  
MIAMI—Campus Record Distributing Co., Inc.  
NASHVILLE—Music City Record Distributors, Inc.  
NEW ORLEANS—All South Distributing Corp.  
NEW YORK—International Recotape Corporation  
PHILADELPHIA—Marnel Record Distributors  
PHOENIX—Arc, Inc.  
ST. LOUIS—Roberts Record Distributing Co.  
SAN FRANCISCO—Eric Mainland Distributing Co.  
SEATTLE—Fidelity Record & Tape Sales, Inc.  
SHREVEPORT—Stan’s Record Service  
WASHINGTON, D.C.—Schwartz Bros., Inc.
**Guercio Puts It All Together in L.A.**

BY GEORGE KNEEMEYER

LOS ANGELES—By moving her production facilities under one roof, James William Guercio has completed the first step in his plan to give better service to his artists. Included in the new facilities is a studio imparted with a name that sounds like a gesture of high seriousness aimed at all his recording needs.

The agency, headed by Dick Deyo, is housed here at 8638 Melrose, along with three music publishing companies, and personal managers, a publicity department, printing facilities and a recording studio.

Guercio has one of the biggest groups of recording artists before him, according to Production Services, record production arm of the company, and he has a new group, Madusa, ready to record its first LP, and one group in South Carolina, Guercio has previously produced LP's for the Chicago Boys, Eyes, and Meat Puppets.

During the past weeks, Guercio has been traveling around the country preparing for the tour. He is also making plans for tours, such as the L.A. concert before the tour, and planning a recording tour for the group.

We are at the point now where we can sit down with our clients and talk about their music, the whole concept of the show and how we can make it more exciting for the fans and the artists. We want to make sure that they have a good time and enjoy the show.

**Key Mfrs Mull One Price**

- *Continued from page 1*

branches must, of necessity, pay the tariff's growing importance as the dollar volume they represent, and the manufacturer was obliged to accede to the demands of the record producers. To be sure, the public view the record as a necessity but it is also now an expensive one.

Such encouragement could be in the making, according to the record producers, because the price break did not occur in direct proportion to the elimination of the production costs. Henceforth, big retailers have often had to agree to a price break, but under the new system such a practice would be eliminated.

It is to be noted also that the growing number of record producers is a problem for other record companies. They face the question of whether or not their record companies will have to face a price break in the near future.

**Music to Top Bid as Grammy Time Nears**

- *Continued from page 1*


**Peer-Southern Prizes to Pupils**

NEW YORK—Ralph Peer II, vice president of Peer International, international music publishing organization, has presented the first Peer-Southern Prizes to four students from New York University. The prizes were given to outstanding music students for their contributions to the music world. The first prize winner was Vincent Pellegrino, second prize winner was Anthony D'Ambrosio, and third prize winner was Thomas Pellegrino.

**Air India Music**

- *Continued from page 3*

The airline's worldwide routes span five continents, with daily flights to and from London, Paris, and Rome. The airline is working closely with the Indian government in the preparation of programs.
Janis Ian
Present Company

“Recorded in San Francisco, November-December, 1970”
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