Furor on One-Price Plan

Racks Assault

Concept-Term
It 'Destructive'

By PAUL ACKERMAN

NEW YORK — Individual rackjobbers bitterly attacked the one-price concept as destructive not only to the rackjobber but to the entire industry. The NARM board of directors also expressed grave concern. (See adjoining statement.)

Here is a rundown of typical rackjobber comment:

Arnold Greenhut, executive vice president of Transcontinental, said that adoption by manufacturers of such a policy would cause the present record distribution structure to "go to hell." The logical possibility is "total chaos," he added: "I don't think it would work in the long run . . . but to look back while we're all in Chapter 11 would be a hell of a consensus." Greenhut termed the one-price concept a very serious challenge to distributors and an example of restraint of opportunity.

NARM Statement

"The NARM board has received a flood of telephone calls from deeply concerned NARM members since publication of a Billboard front page story (March 20) indicating that a number of key record manufacturers were considering initiating a 'one price to all buyers' policy."

"We have consulted NARM's general counsel, Earl W. Kintner, who advises us that if such manufacturers are considering among themselves the adoption of such a drastic change in the industry, grave questions of possible antitrust law violations may arise, both from the fact that such consultation may have been taking place in the face of possible future destruction by some of the major manufacturers of the present distribution system in the industry, with a possible trend toward monopolization of the industry by a few major record and tape manufacturers."

"NARM, as the trade association representing record and tape distributors, rack jobbers and one-stops, is very much concerned that some major record and tape manufacturers are considering a policy which can only lead to the destruction of a major part of the distribution system which has evolved naturally through the years to meet the economic needs of the record and tape industry, its customers, and the consumers who purchase phonograph records and tapes, and including also the needs of many small independent manufacturers who belong to NARM as associate members. NARM is fully aware, as also should be the manufacturers, that hundreds of record distribution businesses exist under the present system of distribution and that thousands of families depend upon their record distribution jobs."

"NARM will continue to watch such developments closely and to keep its members fully informed. Also, NARM will not hesitate to take any action which it properly may take under the law to insure that the industry's distribution system not be illegally destroyed." (Continued on page 8)

Col 19 Awards Sweep Grammy

By LILOT TIEGEL

LOS ANGELES—Columbia's depth in popular, jazz, classical, country, Broadway and the children's fields, produced 19 Grammys during the 13th annual awards televised nationally on March 16 by ABC for the first time. (One of Columbia's Grammys was for Barnaby Records, which Columbia distributes.) Columbia also picked up a special Trustees' award for the Bossie Smith package.

"Bridge Over Troubled Water," performed by Paul Simon and Art Garfunkel, won six Grammys, including two for composer Simon as best song and best contemporary song. Other Grammys accumulated by the song were for record of the year, album of the year, best arrangement accompanying a vocalist and best non-classical engineered recording.

Columbia's other awards were for best jazz group performance (by Miles Davis); best liner notes (by Chris Albertson on a Bossie Smith package); best female country performance (by Lynn Anderson); best male (Continued on page 16)

3M Tape Improves Video

By RADCLIFFE JOE

NEW YORK—The 3M Co., in a major bid for a slice of the cartridge TV market, has introduced a first-generation, high energy magnetic videotape designed to improve color and picture image of video reproduction.

The tape developed from a cobalt modified ferric oxide formulation, and featuring a DG increase in RF output and signal-to-noise ratio, was unveiled at a specially convened press conference held at the Burbank Plaza Hotel March 16.

The innovation with its improved short wavelength response, and accompanying ability (Continued on page 15)

Black Dealers in Chicago

Mount Price-Break Drive

By EARL PAGE

CHICAGO—A new organization of mostly small record-tape dealers in the city's black neighborhood has made it easier for other retailers to other retailers through-out the city announcing a meeting here according to 20. The meeting's aim is to expand the group.

"We're just tired of being messed around," said organizer Frank Sparks, who operates a store on East 71st St. "We're not trying to hurt anyone and this is not a crusade—we're trying to correct what has become an impossible situation.

Sparks agreed that many small stores deal almost exclusively with one-stops, thus never building up a

Miami Starts Youquake

By MIKE GROSS

NEW YORK—Miami Beach will attempt to develop a youthful image through music. The Miami Beach Tourist Development Authority has earmarked $300,000 for a concert series designed to attract young visitors to Miami Beach. There will be big breaks this summer, with the main event, the so-called "Young Summer '71," scheduled to kick off June 15 and with a concert scheduled for one weekend night thereafter for a total of 10 concerts. The dates will be held at Miami Beach Convention Hall, which has a capacity of 4,000, whose capacity can go to 6,500 seats, and another that can hold as many as 12,000 people. According to Sam Gysen of the Miami Beach Development Authority, the $300,000 outlay is a revolving fund which is ex-

Distributed by Tribune Media Services Inc.
The Guess Who
"Broken"
b/w "Albert Flasher"
74-0458
**General News**

**Chess Drafts Drives On Current, Future Product**

NEW YORK—Plans for promotional, merchandising and publicity campaigns surrounding the forthcoming product by key Chess Records artist Nelson Ned Portnoy, for March 15 at the first meeting held by the company since its reorganization.

Among those attending were representatives in charge of sark; Worthy Patterson, general manager; Jim Helfman, national promotion director; and Howard Sylvers, album sales manager, and participating in the media's promotion efforts for Chess.

Plans are under development for the April release of "Another Dimension" by Bo Diddley, and "Back to the Roots" by Ramsey Lewis. Both records will be released in major markets, and promotional materials for the summer print ads will be placed.

An engagement at the Gaslight and the Family Mart, Muddy Waters from Washington, D.C., and the Emphasis Group (25) will coincide with a major public

-  **RCA Adds 7 LP's to its Hot Series Drive**

NEW YORK—RCA Records has added seven records to its "Best Of" and "This Is" merchandising series. The releases are reported to have produced multimillion-dollar results in its first two weeks.


**All Advances Aretha Release**

NEW YORK—Atlantic Records has moved up plans to release Aretha Franklin's live concert version of "Tina Turner, West, San Francisco, March 5-7. The release was scheduled for early April.

Atlantic is also planning to release her version of Paul Simon's "Bridge Over Troubled Water" as a single. The album was recorded on the NARAS television awards program. Backing Miss Franklin on her Fillmore East album in King Curtis and the Afro-Rhaps, with the Memphis Horns.

**Buffy's Pitch By Vanguard**

NEW YORK—Vanguard Records is running a major promotion with distributors and dealers on the new Buffy Sainte-Marie album, "She Used to Wanna Be a Ballerina," which includes her latest original single, the title song, and a version of Vanguard's director of sales and promotion.

Posters, window streamers and in-store displays are part of the promotion. Emphasis is being placed on radio spots augmented by print ads in key publications. Music papers plus dealer co-op material is also being used. Advance orders on this set have for Vanguard dealers and are being split with previous LP's on the label. The Vanguard sleeve, as it says, in the original song, back the single.

**Stereo Dimension Will Produce Lighthouse Disks**

NEW YORK—Stereo Dimension Records has wrapped up a deal with Rock and Roll Inc. for the production of disks by Lighthouse, a rock orchestra based in Canada. The Lighthouse records will be released as Stereo Dimension's Evolution label.

Represented by Len Becker, head of Stereo Dimension, and Jimmy Jenner, of Rock and Roll Inc., the deal is a joint agreement that is a long-term agreement for the single, "Hats Off (To the Strang-ers)," from the album, "Money Man." The first album is tentatively scheduled to be released in early spring.

Extensive tours of the U.S. are foreseen by the Stereo Dimension and Rock and Roll Inc. with the promotion's overall goal being a massive promotional campaign to back up the Lighthouses' new product and appearances.

**BMI Cites Most-Played R&B Tunes**

MEMPHIS—BMI (Broadcast Music, Inc.) presented 74 writers and publishers with BMI’s Top Tunes for the 51st most-performed songs for the first quarter of 1971. Of the songs, 15 were licensed by BMI, from July 1, 1970, through June 30, 1971.

Special engraved gold plaques were awarded to writer Red G. Greener, publisher-performer, and BMI’s "Recording Masters of the Year," and special BMI "Top Singles" for the period. Edward M. "Daddy" Wiltz, BMI’s vice president and general manager, presented the awards March 19 at the River-wood Country Club. In attendance were many of the writers and the publisher-administration division, including president, Theodore Zavlin, senior vice pres-

For More Late News

See Page 66

(Continued on page 15)

**Buddah to Increase Single And LP Prices to Distribros**

NEW YORK—Buddah Records has notified distributors that as of April 1, prices on singles will be raised $0.05 and on albums, $0.15. The new list will be raised to $7.00 and $9.00, respectively, on albums. For the new prices, we have planned to only raise the price on new product, as long as we raise the price on catalog items as well. And I don’t think we have a question in that at all. A couple of distributors said that they were thinking of dropping the purchase of marginal product. I pointed out to them that they haven’t been buying the marginal product anyway.

Further, it appears that the price raise would cut down on returns, something Distribros would more inclined to order only what they wanted to.

As for the singles price, he said that distributors would have to either absorb or pass it on. He hoped they would pass it on.

**BPI Acquires 45% of Japanese Weekly**

NEW YORK—Billboard Publica-

- tions Inc. (BPI) has acquired a 45 percent interest in Music Labo, Japan’s leading music industry weekly. Final approval by the Japanese government and the Board of Directors’ 1-year deadline of negotiations. Announcement came on March 17 from BPI’s president, Pete Heine, BPI Far Eastern division director, and Billboard director of sales. Publication under the name "Billboard Japan" and distribution by BPI will begin immediately, according to a joint statement. Music Labo is published by the new corporation, and Hal R. Cook, Billboard publisher and a vice president, will be chairman.

"This will enable us to create better liaison between the executives of the industry with mutual concerns in Europe as well as the United States and Japan. More important, it will mean a complete interchange of all editorials and features with all the Billboard Japanese publications. Billboard in the U.S., Billboard Japan, Music Labor, and Billboard in London and Discographe International in France, is expected to carry this new publication.

A preview of the possibilities presented by the acquisition of the "Music Labo" section in Billboard (Dec. 19, 1970), which was reprised in Japan as "Music Labo" and is expected to be released later this year, Billboard’s high success later this year, Billboard’s high success was also the first to go key to the new corporation. The new Japanese industry executives an insight as to how the U.S. music industry functions.

Billboard and Music Labo have been in controversy with competing music businesses, an area of common concern between the two countries.

**Scepter Scores Blue-Jac's Attorney for 'Leaking Story'**

NEW YORK—Scepter Records attorneys have expressed their dismay over the "accounting of the story concerning the label and Blue-Jac's efforts to secure its capital and management and interests in Blue-Jac's first and only major project, "Music Labo," to represent the interests of the industry.

According to Sun Goff, Scepter executive vice president, both Blue-Jac's principals and Blue-Jac's attorney, James Doig, are in possession of material on Blue-Jac's efforts to establish the company, including information on Blue-Jac's finances, as well as the material.

They were "wanted it absolutely clear that Scepter takes issue only with Blue-Jac's attorney. They said, too, that they "wanted it to be made clear that Scepter (Continued on page 16)
**London to Give Aldrich Big Buildup in U.S. Tour Tie**

NEW YORK—London Records has blueprinted a major merchandising and promotion program for the forthcoming U.S. tour of London pianist Ronald Aldrich. The pianist recorded for London’s phase of his first U.S. tour, is now due to issue a new two-LP package by the artist coincidentally with the start of this week’s tour. The tour will include promotional visits to New York, Los Angeles, Chicago, and several other major cities. Each of these cities’ special receptions are planned for press and radio stations. In London, the Aldrich LP will have 37-minute demonstration master tapes of Aldrich’s performances included in several of the areas. Aldrich will do guest spots on both national and regional shows.

The Aldrich tour and LP program are being mapped out by London included stickers, streamers, mini-cover postcards, press kits, pamphlets, LP album and special salesman’s order cards. Also, there will be a heavy distribution of LP samples promoting the LP at Mendes’ Home

**Lobo LP Cut at Mendes’ Home**

LOS ANGELES—Sergio Mendes has produced the second album for singer Lobo, his first album for A&M Records in his 16-track home recording studio.

The album, “Sergio Mendes Presenta: Sergio Mendes’ Serich Productions” (1966), including singer Gracinha Leporace, bassist Sebastiao Netto, drummer Claudio Slen and guitarist Oscar Castro Neves, Bart Chua, who engineered for Mendes, teamed with Larry Levine in a similar role for Lobo.

Mendes has gotten more involved in the production of the album, substituting his last LP, “Stillness,” in his $150,000 studio. He recently produced another group, Bossa Rio, for Blue Thumb Records, under his new Serich Productions label.

**The Coast Racks ’Don’t Believe In Retailing Romance Yet’**

LOS ANGELES—“It terrifies me,” said one merchant, “that people don’t believe in the great retailing romance yet.” These are three comments from local merchants who believe that the fact that some record companies with records for retailing, one-stop and direct sales.

Su Burnett of National Tape and Records of Los Angeles, said, “We already have the problem of retailers running prices down to unprofitable levels. If they get the rack price, they’ll use it to run their other lines down further.”

Burnett countered the criticism of merchants, saying that his firm and others have been “concentrating” on selling singles. “We have found the demand, and we are buying more singles and the only ones we buy are from the likes of Presley and Glenn Miller.” We are not going to offer the current hits in locations which handle from 3,000 to 10,000 singles and adults are buying. Sales are not the world’s greatest. However, the record is already available to the large retail chains, and the “it’s a wild scene,” the rack said.

(Continued on page 66)

**Allbritten Dies; Brenda Lee Mgr.**

NASHVILLE—Bob Allbritten, Brenda Lee’s personal manager for many years, died March 19 of a heart attack. In addition to managing Miss Lee, Allbritten also handled the One-Nite agency.

During his career, Allbritten also managed such other country stars as Ernest Tubb and Hank Snow.

**In This Issue**

- **CAMPUS**
- **CARTRIDGE TV**
- **COUNTRY**
- **INTERNATIONAL**
- **JUKEBOX PROGRAMMING**
- **MATT MONROE**
- **RADIO**
- **SOUL**
- **TAPE CARTRIDGE**

**L.A.”**

**Polydor Adds Two Licensees**

NEW YORK—Polydor Records has completed two licensing agreements opening access to the company’s international repertoire. Polydor has signed an agreement with Miami Records which gives Miami all rights to the entire Polydor catalog in Latin America, Portugal and Spain. Product from these territories which is not released by Polydor will be available for licensing. Under the terms of the agreement, Polydor will receive a royalty on all Polydor records released in Spain through Miami.

Polydor has also leased The Decca Company to Polydor which will be responsible for the handling and promotion of Polydor and Philips companies in Latin America.

Another agreement reached was with Peters International. The contract permits Peters permission to import all Polydor companies repertoire which is available in the U.S., but will not be re-released by Polydor or its affiliates. It is expected that German-originated repertoire, which has previously been handled by Decca News, Polydor and Masterwork Record will be handled by the aforementioned companies in cooperation with Peters International.

**Track 2: Studio**

By CLAUDE HALL

New York

“Terry Knight’s English Boy” produced both the Grand Funk Railroad and Bloodrock and admits, “Yeah, I guess I am” to being a millionnaire, says that several people are taking something for a ride. The Grand Funk has never recorded anywhere but Cleveland Sound Studios in Cleveland. Several student bodies that they’ve had secret recording sessions with the Grand Funk at late night. An engineer told Capitol Records that he worked on a session in New York studio, I have to think of the studio hours that somebody is flat out, I didn’t mention that so many people are using the same name. The reason we work only in the Cleveland Sound Studios is that in this place is a very hard job for the tape recorders to be covered—studio. Fred Wolfe had his new LP covered for Capitol. I knew, and Hansen and Ken Hamann, they had a studio of their own which had built it up and I find it technically to be one of the top studios in the country. Why anybody said anything about a Cleveland Sound RP? He added that he’s out at every session, so, if Terry Knight isn’t here, it’s not the Grand Funk.

John Helen Brown, a spot on a 16-track studio in Troy, Tex., among the roses, has just completed a new LP for Hight and his assistant Randy Fouts is studying its use. Fouts, a musician, has performed on many hits, and he’s having his first LP. Incidentally, that all produced by Mike Rabin for Abrek Records. The LP has now been released to Uni Records for early April release. Title is “Mike Rabin and Christie.”

**In This Issue**

**Philadelphia—Stree Leon, air personality on the air for the past five years in Philadelphia, was fired Thursday at 1:07 a.m. at WABC-FM. The station was in sight of the new station in that location. “Coming Into L.A.” by Artie Guthrie from the “Woodstock” album. The WABC-FM station has now been cut into the ownership of the current drug-oriented record productions mentioned previously in the FCC. Leon said the record could have been interpreted anyway you wanted it to be interpreted.
Most of what The Last Poets had to say on their first album the censors said couldn't be played on the radio.

But that didn't stop us. We were determined to get the stores to stock it and we were successful. When the press gave the album incredible reviews, people bought it. And played it for other people. Who played it for other people.

Until, to date, over 300,000 Last Poets albums have been sold.

Now "This Is Madness," the new Last Poets album, has just been released by Douglas.

But this time we have 300,000 people to help us.

ON DOUGLAS RECORDS AND TAPES
Butler, Chicago Workshop Join Chappell Group

NEW YORK—Jerry Butler and his Chicago Workshop have joined the Chappell & Co., Inc., music group through a worldwide administrative agreement. The move includes the catalogs of Jerry Butler and Chicago Workshop with Butler Music Publishing Corp. (BMI) and Isma Music Corp. (BMI) plus the entire writing, publishing, and recording catalog of the Butler Workshop including John Jones, Larry Wade, James Blumenberg, Terrence Callahan, John Antion, and Charles Jones.

The move was set up by Jerry Butler and his attorney, W. Yale Maltzohn to create a music publishing company. Butler is currently managing the studio.

Chappell is working on Jerry Butler’s Mercury Records single “If It’s What I Feel,” which is in the process of being produced and released.

The move will also include the Butler Workshop’s recording studio, which is currently being used to record Butler’s new material.

RECORD REVIEW
Motown 5-LP Package Recaps Birth, Business

NEW YORK—Motown Records recaps its birth and its phenomenal decade of business in which it created a music industry. It is a collection of songs that have become classics, and a photo history of its stars. It is one of the best of its kind. With wide name recognition, this collection contains an introduction by Berry Gordy Jr., plus introductions by Motown staff who worked with the artists. It ends by taking the listener back to the group and then sews into the numerous hit recordings.

This collection should prove a top seller and an LP chart winner.

DON OVENES

Lubinsky Sued By Nap Brown

NEW YORK—Napoleon Cub Brown, head of the Continental District Court here charging Han-Lubinsky Syndicate of Savoy Records and Savoy Music, to account for general damages to his client, especially “The Right Time,” which he charges he recorded at Lubinsky’s request and which the song eventually appeared with Billy Davis. The case was tried before Justice Fred C. Rudolph of the New York County Court.

Herman, according to the suit, is “pseudonym for Defendant Lubinsky,” a place to hide money judgment against Lubinsky, as the Court instructed him not to sue Lubinsky. Lubinsky, a former producer, was joined in the suit by Harry Fox Agency to pay all recovery of any judgment as directed by the court.

Dove Moves to Oklahoma City

OKLAHOMA CITY—Dove Enterprises has opened an Oklahoma City office. In a move from Kalamazoo, Mich., included under the banner of the Midwest Booking Agency, Dove Booking Agency, Dove Records, and Dove Promotions, Nadine Johnson (BMI) and Midwest Music (SEASAC).

Executive Turntable

Don Graham has sold his interest in Blue Thumb and left the company. He was a partner with Bob Krasnow for over two years. He left A&M as its national promotion director to help form the label.

Jack Maher appointed advertising manager, RCA Records. Maher moved from Chappell & Co., Inc. Agency. He was formerly a manager of rock music for his own agency, which was also associated with Mercury and Roulette, Time Records. Rand Kaffel, president of California Record Distributors, Los Angeles and vice president of National Tape/Rust Music, for his agency. He will become a vice president.

Eric Steinmetz appointed executive assistant to Art Kas and Neil Bogart, co-presidents of Buddah-Kama Sutra labels. He was formerly the national director, international sales, for MGM and executive assistant to David Pirzer of ViewLink Inc.

Anne Tunsey has been appointed Mercury a&r director. She left the company in 1969 to concentrate on independent production and session work with Harry Belafonte and others. She is a former bass player for John Lee Hooker and magic, working with Mercury, and EMI. She will join the company as a new corporate and marketing executive.

Don Casale appointed to Scepter Records’ engineering staff. He was previously with Decca for two years. Norm Rubin named national promotion manager. He will be in charge of promotion and sales for the record company, Shady Records, which is owned by the company.

Jim Reynolds appointed to the creative staff at Motown Records. He was formerly with Motown Records and was responsible for its promotion and sales efforts.

Joseph Bolton will be appointed as president and general manager at Deltec Records, New York. He will be in charge of all aspects of the company’s operations, including production, marketing, and sales.

Wayne Fogle has been appointed national manager for the company’s distribution division. He was formerly with RCA Records and has extensive experience in the music industry.

Gerald McNulty to the newly created post of manager of artist relations. He will be responsible for overseeing the company’s relations with artists, including booking and coordinating concert dates.

Artie Wayne appointed professional manager and director of creative services for Warner Bros. Records. Wayne has been a partner of Viva Music’s professional staff before Viva’s assimilation into the Warner Bros. fold two months ago. Prior to locating to the coast, he was a principal in the New York-based Alouette Productions. He is also a writer and an independent producer.

MARCH 27, 1971, BILLBOARD
BROWNSVILLE
A SINGLE FROM THE

JOY OF COOKING
ALBUM

Capitol,
A Capitol Industries Company
Fidelitone* needle replacement guide

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 what you're looking for. Saves time and effort in determining your customer's needs. You locate the Fidelitone needle number quickly and confidently. It simply helps to sell more needles.

Contact your Fidelitone Distributor or write...

Fidelitone*
Advancing Technology and Merchandising
4433 North Ridgewood Avenue
Chicago, Illinois 60630

WAREHOUSE OPERATIONS MANAGER MUSIC RECORD/TAPE INDUSTRY

Leading Company in music industry is establishing a large automated warehouse for music records and tapes in the Midwest. We are looking for an experienced, ambitious Manager who will assume full responsibility for the administration of the warehouse, reporting directly to the President. The successful candidate should have:

- Broad experience in the organization and operation of a record/tape distribution warehouse.
- Experience with warehouse data processing systems and procedures.
- The capacity to motivate and direct a staff responsible for warehouse receiving, picking, packing and shipping operations.

Salary, bonus and stock options. Reply with resume to Box 709

Billboard
165 W. 46th St.
New York, N.Y. 10036

Miami's Youth

Continued from page 15

hecy in trade which would create economic dislocation.

He noted that the distributor already had the present tendency points to some six or seven manufacturers who would distribute various labels. These record powers have displaced the record industry, and if you take out the independent record producer, the small and independent record producer to survive except by going to these powers, such as a Golden group for distribution? Regarding an incentive plan for volume merchandisers, he questioned what the volume should be and what the discount would be. "It would have to be a large discount in order to allow my customers to be competitive if the record label is also dealing direct.

Greenough noted that the mass merchandiser, whether or not anyone likes him, has enabled the record business to grow tremendously. Explanation for going to a one-price system is its restraining effect on an industry which has to be dynamic and provide ease of entry for new artists," he added. He concluded, "Where will the small label go? What will happen to the very young artist without the big front man or even in this time of the consumer? Who is going to service the market place and do the job effectively? I am very concerned for a lot of reasons." Bill Davis, of Davis Sales, Detroit, stated that a one-price policy would be "distasteful." He added, "It is an insidious plot. We sustain many stores who otherwise could not be us. We as a rack jobber offer all sorts of service. With the present economic trend, manufacturers will end up with fewer accounts if they adopt a one-price policy, and they will result in the early demise of the one-stop. The manufacturers who favors the policy will want to go vertical and eliminate the middleman. Davis added that the rack jobber was spoiled for a valid reason, but the last reason is just as valid today.

Schwarz Statement

Jim Schwartz of District Records, Washington, commenting on the issue of a one-price policy, said that "any manufacturer thinking of this is apparently not proud of their product, which would stand up and be counted. We are putting our names on the line. Let the manufacturers do likewise. Schwartz added that such a policy would kill the rack jobber, because it would destroy his customer, making it impossible for the rack location to compete with the manufacturer. He added, "Most find no consumer interest in this type of industry." Schwarz said that rack jobbers were sincere in wanting to protect their segment of the record business for the good of the total industry. He pointed out that years ago when the record business was a retail business, manufacturers went to clubs and rack jobbers to build the volume... and when tape became popular, rack jobbers became the last one to put it in his store, "but the rack jobbers did, and thereby saved tape for the music business."

Schwarz observed that the need for the rack jobber is unquestioned and that he may be necessary to produce the industry since there is no direct growth within the present pricing structure rather than destroy what has been built up so far. "A period of years from the time of frictions to 1965 was required before the industry hit the billion dollar mark, and in too many years we will achieve a billion mark. Why scuttle that?" Schwarz noted, "It will be disastrous. It will have to be done. It will be difficult to sell, but if it is done, it will mean the end of the industry." Schwarz added that if a one-price policy is not adopted, the situation would be far worse. "If we haven't acquired a one-price policy to all industry and the discount florid seem unworkable. If this would be engaged in its simplest approach it would be more than the best solution to complicated distribution methods." He added, "Our music industry has developed a unique distribution method of getting product to the market place. This method is a result of 20 years of growth and progress. To try to return to 1930 methods of distribution would be disastrous to the total industry."

"Does this mean I am for the status quo? I should say not. The new retailer and new dealer as he is now emerging is a refreshing example of the changes that are being spawned in our industry, and consideration for the particular needs should be satisfied. However, I would like to see that the distributor and the rack jobber perform a wholesaling function and should not be considered in the same breed as a retailer. If there are retailers who perform wholesaling functions or have wholesale subsidiaries, or if there are wholesalers that have retail subsidiaries that is another question; but to say that whole- saler and retailer should buy at the same price is preposterous."

"Arlie Crawford, sales manager of ACME Wholes- aling."

Musical bids

Norm Manuel, and Norm (Continued on page 66)


"The Rack Jobber's role is the major letter."

MusiCorP Acquires 'Sweetness' Master

NEW YORK—MusiCorP has bought the master "Sweetness" by artist Joe Wilson. The company will launch a nationwide promotion campaign on behalf of the record, which was produced by Tommy Coven.

He also produced the chart single "Dreams Macs" by King Floyd, on the Chimneyville label.

PRINCIPALS OF Album Graphics Inc., huddle at their recently opened New York office. The Chicago-based firm which designs and manufactures avant-garde record jackets for record companies such as Bell, MCA, Capitol, Mercury and other operations across the nation, with New York as its base. Left to right are Joe Ladwig, Don Koester, founder and president; and Richard Block, vice president sales and head of the New York operation.

Radio-Television Programming

( staffers will be available for subscriptions to the radio magazine, the "Midwest music industry.")

D.J. Your win award for his Columbia LP, "For the Good Times."

The Partridge family's single, "Don't Somebody Want to Be Wanted," on Bell Records, has qualified for a gold disc by topping the million sales mark.

BILLOMB AND Gold Awards

Jackie Moore's "Precious Precious" was certified by the RIAA as a million seller. The disk, produced by Dave Crawford, is Miss Moore's first gold award.

Roy Price has received a gold award for his Columbia LP, "For the Good Times."

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Our Pregnancy Ends

Records are not simply made, they are born. Like everyone else these days, Warner/Reprise endures a long-term pregnancy for the birth of a hit. We are fortunate in having a good obstetrician (played here by Ron Saul, our Director of National Promotion), who has just delivered not one infant record, but a litter. Their names:

EIGHTEEN by Alice Cooper / W 7449
SOMEONE WHO CARES by Kenny Rogers and The First Edition / R 0999
FREEDOM by Jimi Hendrix / R 1000
BLUE MONEY by Van Morrison / W 7462
COUNTRY ROAD by James Taylor / W 7460

And (blushing confession) it looks like we're already pregnant again. A forward-looking company, we've picked names for our coming offspring:

HOOK AND LADDER by Nancy Sinatra / R 0991
WHEN YOU DANCE I CAN REALLY LOVE by Neil Young / R 0992
L. A. GOODBYE by The Ides of March / W 7466
THE SONG OF MY LIFE by Petula Clark / W 7467

A new litter of singles from Warner/Reprise, the fertile company.
Cap Industries Slows Profit Pace for EMI in Half-Year

LONDON—Half-year profits of the EMI group reflected the predicted failure of Capitol in America to maintain its high 1969 surplus in America.

In the report for the six months ended Dec. 31, pretax profit stood sharply lower than $30,544,000 to $20,544,000. Most of this can be attributed to the plunge in the group's tax contributions from profits from $11,472,000 to $2,474,000.

However, in face of rising costs, it appears that EMI is having to run that much harder in order to do little more than stand still. The report points to over-all results in the U.K. and other overseas countries having been maintained.

In fact, U.K. profits managed only a 2 percent increase to $12,632,000, although the rest of the world, outside America, came up with a heftier gain of 7 per cent with a surplus of $9,686,000. Total turnover was down to $262,440,000, against the U.K. contribution of $120,310,000 in 1969.

Pickwick Registers Highs In Sales, Earnings for Qtr.

NEW YORK—Pickwick International, Inc., has registered new highs in both sales and earnings for the 35th consecutive year. The new highs were recorded over the three-month period ended Jan. 31, 1971, and the nine month period ended at the same time. According to figures just released by the company, earnings per share for the three-month period ended Jan. 31, 1971, rose 17 percent over the corresponding period, ending Dec. 31, 1970.

For the nine months ending Jan. 31, 1971, per share earnings reached $1.48 as opposed to $1.28 during the same period in 1970. Sales were $39,345,305, and net income $3,584,278, as compared to $269,194,150 and net income of $3,062,615, last year.

Waxie Maxie Peak Profits

NEW YORK—Waxie Maxie Quality Music Co. racked up record sales and profits for the six-month period Jan. 31. Sales for the period were up 30 percent over the same period in 1970. Net income before taxes increased over 50 percent for the same period, growing to $3,247,120, compared with $2,144,000 in 1970. Waxie Maxie's half-year figure represents earnings per share of 71 cents, compared with 47 cents a year earlier. New highs were set in all geographical areas, with a total of 250,386 shares currently outstanding.

Waxie Maxie's new operates seven retail stores in the metropolitan Washington area, which have signed on four additional store plans to be opened by December, 1971. Max Silverman, president of Waxie Maxie, stated that the trends in the growth of sales and earnings should continue and that the company is in a position to add stores and increase operating efficiencies.

Karen Black Forms Firm

NEW YORK—Karen Black, Academy Award winner for her supporting role in "Five Easy Pieces," and Miss Black also is recording an album, with Elliott Mazer producing. Another original composition will be included.

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Shawn Phillips/Second Contribution. He Comes from Texas, plays the guitar and makes spellbinding music on A&M Records and Tapes. Produced by Jonathan Weston for Philjo Music Inc.
Last week Rod McKuen sold 17,931 books.* This week he’ll sell three times that many albums—most of them will be on Warner Bros. and most of them will be his latest two record set “Pastorale.”

Consumer ads · Special radio spots · A Random House book of PASTORALE with an initial printing of 100,000 · A major Rod McKuen college concert tour · A special “Short Cuts Album” designed especially for radio play sent to every radio station, major and minor, in the United States · All to help make this the biggest selling Rod McKuen album ever.

* Actual figures from Random House
ROD McKUEN'S standard catalog of Warner Bros. Records

Million Seller

Million Seller

Academy Award Nominee

Grammar Award Winner

Warner Bros. is the home of Rod McKuen, James Taylor, Joni Mitchell, Randy Newman, Jimmy Webb and all of today's most important singer-songwriters.
A Pictorial View of

The Fifth Dimension and Simon & Garfunkel on stage to receive awards; Art Garfunkel talks to the TV audience.

A surprise acceptor was Paul McCartney, accompanied by his wife. McCartney won for "Let It Be" film score. Presenting at right is John Wayne.

Henry Mancini, a double winner, receives accolades from TV host Andy Williams, right. Williams performed during the event.

Paul West, left, recipient of a special award, listens with program chairman Dave Pell while host Gary Owens reads the scroll.

National NARAS president Irv Townsend greets the nation on TV.

Osmond Brothers perform "Everything Is Beautiful," one of the nominated tunes.

B.B. King, named top soul performer, holds his Grammy.

Lynn Anderson holds her country music Grammy.

Aretha Franklin was named top female soul singer.

The Carpenters, who scored with two Grammys.

Marty Robbins gives a national TV audience a taste of modern country music.

Dionne Warwick, center, with her Grammy for being the best contemporary female performer. Presenters are Bobby Sherman and Nancy Sinatra.

Goddard Lieberson, president of CBS Group, and Father Norman O'Connor, right, first vice president of the New York Chapter of NARAS, team up to open the annual Grammy Awards ceremonies in New York.

John Hammond accepts the NARAS Trustee Award on behalf of himself, Chris Albertson, Larry Heller. Award was for the Bessa Smith LP series. Goddard Lieberson is at right.

MARCH 27, 1971, BILLBOARD
Cleveland Mayor Carl Stokes, right, accepts spoken word Grammy on behalf of the late Dr. Martin Luther King. Presenting were Betty Comden and Adolph Green.

John McClure of Columbia Masterworks, accepts. Presenting is Joanna Simon.

Father Norman O'Connor watches from the sidelines.

Producer Alexander Cohen, left, presents a Grammy to Tom Shepard, Columbia Records. Shepard accepted for the original cast of "Company" as well as best classical orchestra performance.

Larry Uttal, president of Bell Records, and Stan Watson, right, accept award for Deltronics desk.

Clive Davis, president of Columbia Records, talks with Jay Margersten, right, of Metromedia group.

Jack Loetz, executive vice president of MCA Records, talks with Jerry Schoenbaum, president of PolyGram Publishing. Schoenbaum accepts on behalf of T-Bone Walker and on behalf of the award for Dievich-Fisher-Dieskau.

Curtis Mayfield performed during an intermission at the New York event.

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**BMI Cities Most-Played R&B Tunes**

*Continued from page 3*

A list of the award winners follows:

ABC: Dale Richard, Barry Snider, Jr., Fredric Pascall, Phyllis Miller, Juliette Music Co., Inc.

ABC Fmr. for Arms, Marian Clay, Anna Green, Rhythm & Blues Sales, $1,530,000.

Backfield in Mhattan, Robert McPherson, Music Master, Orchard Music Inc., Folk- and Rock-

Orbison, $1.32

Flashback in Mhattan, Robert McPherson, Music Master, Orchard Music Inc., Folk- and Rock-

(Continued for the last page)

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**Gulf + Western Sales, Earnings Up in Periods**

NEW YORK—Gulf + Western Industries, Inc., parent company of Famous Music, which includes Famous Publishing and Paramount Records, reports higher sales and earnings for the three and six-month periods, which ended June 30.

The three-month period showed a $1,330,000 hike in net earnings to $12.656,000, equal to 96 cents a share, compared to $11,126,000, and 50 cents for the same period last year. Sales rose to $402,717,000 from last year's quarter of $399,671,000.

The six-month period showed an $873,000 rise to $27,862,000, or $1.21 a share. Sales for the half were (Continued on page 65)

**TOMORROW**

*BY ED OCHS*

WHEN THE MUSIC business is at its most efficient, it seems to disappear in the wheel of the deal when the wheel is especially smooth with us and in full view where least expected. When executives between conferences flash past each other hopelessly in jet planes, in the most magnificent Aluminum Heaven? Complete with transcontinental cloudcities, then Hermann Hesse was giving away years when he said, "In 50 years, the earth will be a graveyard for machines, and the soul of the spaceman will simply be the cab of his own rocket." And while corporate images over nothing but to keep the wheel of the turntable spinning, peak-out rock writers arc blowing down Sixth Avenue inside a cold rain; and royalties for a Canadian country singer—a songwriter with two million selling songs to his credit—arrives from Los Angeles on the installment plan, the last one to be paid, the last one on their minds. The year's biggest trends may not be towards a new sound, but rather towards old-fashioned monopony and the decline of originality and individuality as its policy. Never has the technical end of recording been so dominant as to bring more attention to the production than the music, and as the standardization of rock "parts" accelerates the machine selection and machine synthesis of the musical experience, the narrowing spectrum of pop artistry will continue to disappear into uniformity. Not so incredibly, the industry has united in the main behind a controlled sound, the big crowded sound of the super session, and only those p.r.-certified superstars who can shoot around the world in their spacecaps cam country club are permitted to join in the play of paradoxes. The looming prefabrication of rock in sections brings to our music only the most commercial product, the least spontaneous and the most transitory snapshot of the industry in action on the telephone. And we are not even in the picture, as we, too, who have tuned our days in with it, disappear in the corporate dream, sucked into the space-age with hardly a protest and out of sight.

*Why the Machines Are Winning*

NOW I AM watching James Taylor. At the Garden, a rip-off if there ever was one. His face, absent from the rest of his body and presumably lost in endless desks and cloudy corners of the Garden void, was look up. Televised for long distance ticket holders of $7.50 each on a giant screen suspended from the ceiling like a rear-view (Continued on page 55)
Col 19 Awards Sweep Grammy

country performance by Ray Price; best country duo (Johnny Cash and June Carter); best country vocal performance by Marty Robbins; best Broadway original cast album; and best children's record ("Seasame Street.").

In the field of the eight classical categories, taking best orchestral performance (Boston Symphony Orchestra; best chamber performance (Eugene Istomin, Isaac Stern and Leonard Rose; best choral performance (Russian Symphony Orchestra and the Columbia Chamber Ensemble) and best engineered disk (Fred Plaut and Paul Bley with Arthur Kendy with the Cleveland Orchestra).

The telecast, as produced by Pierre Cossette, held with Marty Pasetta's direction, proved that show business award galas can be turned into valid entertainment.

The 90-minute show was geared to giving the public the excitement of the nominations. Performing the nominated songs were The Main Ingredient, Anne Murray, the Carpenters (who sang their nominated tune, "We've Only Just Begun"), and Dionne Warwick.

It included the five top country song nominees: Charley Pride with "In the Zone," Ronnie Milsap with "Twitty," Wanda Jackson and Hank William, Jr., were effectively rendered in their top production number, "Night in Tunisia."

Riaa to Cite Nancy Hanks

WASHINGTON—Nancy Hanks, chairman of the National Endowment for the Arts and the National Cultural Endowment, will be the recipient of the RIAA's Third Annual Cultural Award. The presentation will take place at the Washington Hilton during the RIAA's Annual Awards Dinner, Thursday (23).

The Recording Award is presented annually to a government employee whose career has contributed to the advancement of culture in the U.S. Miss Hanks will receive the award for her work as the first woman of the Endowment. Previous recipients included the late John Javits and Willy Conover, director of the National Cultural Endowment radio program, "Music, U.S.A."

L.A. Local Mulls Recruitment of Young Players

LOS ANGELES—Local 47 of the musicians union is studying whether to recruit young players should be established. The goal is to add new jazz players who will be to the area. The union claims that many music students are being turned off by a lack of opportunities in the larger market. The local wants to establish a program that will promote jazz education and help young players to become professional, moving into areas as recording and performance. The union is asking its membership to participate in the recruitment of young musicians. Among the questions being asked is whether the union should make the program exclusive to jazz players? What should the age limit be for youth? What should the program consist of? What should the program consist of? What is the best way to attract young players to the program? The union is asking its membership to consider these questions and to participate in the recruitment of young musicians.

1970 GRAMMY CHAMPIONS

Bette Midler and Bette Davis win Grammy Awards

The 19th Annual Grammy Awards were held in Los Angeles on February 13, 1971. The awards were presented by the National Academy of Recording Arts and Sciences (NARAS). The event was attended by many notable musicians and music industry figures, including Barbra Streisand, Miles Davis, and Frank Sinatra.

The Grammy Awards are considered one of the highest honors in the music industry, recognizing excellence in recording and music performance. The awards are divided into several categories, including best record, best album, best new artist, and more.

In addition to the winners listed below, the Grammy Awards also featured performances by some of the biggest names in music, including The Beatles, The Rolling Stones, and The Who. The event was broadcast on television and radio, reaching a wide audience.

Congratulations to all the winners of the 19th Annual Grammy Awards!
Black Forum
The Motown Educational and Cultural Label
Victorious First Venture

Dr. Martin Luther King, Jr.
Why I Oppose the War in Vietnam

1971 Grammy Award Winner
(Best Spoken Word Recording)

"Black Forum is a medium for the presentation of ideas and voices of the worldwide struggle of Black people to create a new era. Black Forum also serves to provide authentic materials for use in schools and colleges and for the home study of Black history and culture. Black Forum is a permanent record of the sound of struggle and the sound of the new era."

Also Available

Langston Hughes

Stokely Carmichael


Available wherever records are sold

Copyrighted material
Motorola is Geared to 8-Track
In New Product Marketing

By EARL PAIGE

CHICAGO—Even though Motorola is supplying Chrysler with a cassette player, the firm's focus is on the recently announced and in total marketing strategy is on the 8-track tape, the cassette, where it will offer an option. The presence of a 4-channel output dominates 8-track is reflected. "The Chrysler president, Mr. P. O. Kusato, said that it's likely true that Chrysler will offer customers an option on the 8-track tape and advertise on television using commercials and promotional auto 8-track tape," he said. "I think the better approach would be an adapter in an 8-track," he said. The car had to be acquired as an option.

Other new products being launched by Chrysler include a new model which features a side-loading cartridge slot that is illuminated by a small light, and the T7185 with a small window. It costs $195.95 for the promotion-priced 8-track player.

A big push is being put behind a new promotion, and Chrysler distributors saw a market "just right" or "too much" or a "million" or a "million million" or a "million million". Pricing must be reduced to offset a movement away from the $195.95 range.

Motola has accepted to have the cassette configuration as a factory-installed optional item and be prepared to spend dollars in promotion.

A car was based on a prearranged cassette but must be more realistic. "Only after these requirements are met," said LeVitus, "can cassettes be marketed as a measure of success in an auto line.

There is some evidence that auto-oriented cassette players are gaining some momentum," said LeVitus, "with the development of new configurations for car stereos requiring new players and dealers installing them.

The executive is in Japan to..."
"This Is Love"

A new single by

The Archies

The Archies' sound has grown—and so have the people who listen to them. Listen to the change yourself: "This Is Love," the Archies' new single, from the soon-to-be-released album of the same name. It's young love music, softer, happier, with that positive wonder only young love knows.

"This Is Love" b/w "Throw A Little Love My Way"
#63-5011 both from the album "This Is Love"

Music Supervision—Don Kirshner/Produced by Ritchie Adams and Ron Dante
WANTED
4 TRACK MACHINES IN DECENT LOTS, AND 4-TRACK TAPES

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No. 206 8 TRACK FOAM PAD

No. 508 8 TRACK FOAM PAD

No. 501 FLAT-FLOOD SHIELD
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Special designs on request.

OVERLAND PRODUCTS

Tape CARtridge

Axamp 4-Track Tapes T Music Distributors

LOS ANGELES—Axamp Stereo Tape Corporation, the exclusivity distribution of its backlog of 4-track master tapes to Music Distributors of Torrance.

Music Distributors president P. E. Davis has announced that Axamp will be selling this configuration, which has been announced to be the sales factor in the growth of "cartridge" music.

Music Distributors will sell 4-track tapes to record accounts around the country. The firm is a products distributor.

Last February, Axamp initiated a program of no longer accepting returns on prerecord 4-track tapes in a move to reduce inactive inventory of the consumers apt to install their equipment and explore with the music.

Mr. R. Brand's role

The manufacturer of the was a music licensor of such products. The most well-known of these is thesaid Tape Cartridge System, which was reported to be a hit in the music business. The firm also operated a music subsidiary, Music Distributors, which was reported to have an annual revenue of $2,400,000.

Music Distributors is a music licensor which has been involved in the music business for many years. The firm is a major distributor of music products and has a reputation for being a fair and honest business. Music Distributors is also a music licensor of several other companies, including Tape Cartridge Systems, Inc., which is a major manufacturer of music products.

A new competition has arisen in the music business as well. Music Distributors is now being challenged by a new company, Music Distributors, Inc., which is also a music licensor. Music Distributors, Inc. has a reputation for being aggressive and competitive in the music business.

The competition between Music Distributors, Inc. and Music Distributors is expected to be fierce. Both companies are well-established in the music business and have a strong customer base. The competition is expected to result in a stronger music licensor and a better product for the consumers.

APAA Slatles Study On Returns Policy

Comes from page 18

Minneapolis Auto Show

The Auto Show is in its fourth year and so have both manufacturers and retailers attacked the returns problem. Retailers want the customer to return tapes regularly and so they have designed tapes so that they can be returned.

The retailer must satisfy the customer. There are not too many places where he can go. He has to be careful about which tapes he sells and how much he sells. He has to be careful about what he says to the customer, because if he is not careful, he can lose his customers. He has to be careful about how he sells and how he returns tapes.

3M's HE Cassette Tapes Ready July 1

TOKYO—3M Co. has announced that its new high-quality cassette tapes will be available in commercial quantities by July 1, this year, according to Tadanori Demura, general manager of 3M's Magnetic Products Division.

The tape, which was demonstrated at a special presentation held at the Intercontinental Hotel, July 15, embodies the same aluminum-coated ferrite oxide formulation used in the firm's high-fidelity videotape. The oxide, developed after years of research at 3M's laboratories in St. Paul, Minn., is provided at the required output and dynamic range possible.

Commenting on the presentation, Mr. Demura noted that the new tapes manufacturers have attempted to optimize the oxide for performance of the cassette. "While some improvement was gained at the high end, it was paid for by a decrease in sensitivity at the low frequency end and it is not a complete success," he said.

It continued: "We felt that this artificial limitation of the tape response left much to be desired. We are now formulating the high energy cassette tape which, in effect, will give the final output which we have achieved in the past at both the low and the high end." The new high energy cassette tape provides 70 percent more output than conventional wide range cassettes, "but is still not a complete success," he said.

"The tape also has a large 6 percent to 8 percent utilization of the oxide, which is not much," he said. "We have now formulated a new high energy tape which, in effect, will give the full output which we have achieved in the past at both the low and the high end." The new tape is available in 80 percent of the market. The tape is said to have a more consistent output and is said to be more consistent and compatible with available equipment.

The new tape now has the capability of recording a treble equalization midrange sensation which is double the possibility of the tape's edge catching, creasing or jamming.

The backing material used was especially designed to eliminate the entire collection of the Dolby System and are expected to sign licensing agreements soon.

In addition to their meetings with manufacturers who had requested licensing or technical information, Dolby and Horne also visited two existing Japanese licensor companies in Japan and Kanauchi Research, the first company to produce the device. The companies are expected to start licensing the Dolby System for private use.

Mr. Horne said his company will participate in the Consumer Electronics Show in Chicago, Ill., in June and reported that the company plans to introduce a new product that uses the Dolby System will be announced soon.

"These," he said, "will include additional cassette decks, open reel recorders and some cassette recorders. A new model will be introduced in the United States, and one major high fidelity component manufacturer is expected to well-establish in Europe and the United States."

Mr. Horne also said that other Japanese companies are well advanced with the development of the Dolby System and are expected to sign licensing agreements soon.
A LEGEND IN HIS OWN LIFETIME

SAMMY DAVIS JR.

"IN MY OWN LIFETIME"

THE PREMIERE RELEASE ON HIS BRAND NEW LABEL

SOON TO BE RELEASED AS PART OF THE FORTHCOMING ALBUM

PRODUCED BY JIMMY BOWEN

DISTRIBUTED BY MOTOWN RECORD CORPORATION
Seminar Workshops for D.C. Parker

NEW YORK — Twenty-four different seminar workshops are included in the program schedule of the first industry-wide tape seminar, sponsored by the International Tape Association (ITA) and slated for the Sheraton Hotel, Washington, D.C., from May 13-15, 1973. The agenda, according to Larry Finley, executive director of the ITA, will concentrate on significant developments in the innovative uses of tape.

He said that although sales of prerecorded music tapes continue to grow at the projected rate, yet it is the general feeling that music tapes will soon equal, and eventually surpass their musical counterparts.

"Collectively," said Finley, "music and novelty music will make the audio industry one of the most important factors in our economy.

He added that the video software industry, which will be extensively covered in the seminar, is also an area which will add greatly to the nation's economy.

Commenting on the seminar's program which will encompass many of the unaged areas of tape's potential, Oscar Kustoo, president of Motoma Automotive Products and chairman of the Board of ITS, said that there is much to be learned about tape's amazing versatility, and that the seminar workshops will explore and define many of these areas.

Audio Magnetics Gets 2 Patents

LOS ANGELES — Audio Magnetics has received two U.S. patents on its cassette liners.

The patents cover anti-friction liners used in the company's cassette products and are trademarked AudioFlo. AudioFlo is making the cassette liners available to other cassette manufacturers, said Robert Harris, president of the company.

Harris expects to produce more than 150,000,000 of the patented liners during the next year.

Allison Audio Stepping Up Duping; Expands Education

LOS ANGELES—Allison Audio is increasing its custom duplication work and expanding its educational/industrial operations.

The New York-based company is custom duplicating product for MGM and Polydor, both in 8-track and compact cassette, and Deutsche Grammophon (DGG) in 8-track. Allison has contracts with Liberty and Curtwinds.

After Chayet, general manager, said the company now has added R. Zeyfel, a salesman, to direct educational/industrial accounts. "We're not supplying blank tapes to the educational market," Chayet explained, "but instead we're duplicating prerecorded educational tapes for school districts."

Allison Audio also plans to intensify its blank tape cassette line, where Chayet expects volume to increase between 20 and 25 percent this year over 1972.

To handle its blank tape business, the company has between 18 and 20 independent distributors. Chayet plans to add a few more in specialty locations. "We're even thinking of adding a plastics operation," he said.

Business at Allison Audio is about 25 to 25 percent ahead of last year, with the plant, a 22,000-square-foot facility, with an 8,000-square-foot warehouse, operating on two shifts.
The New Seekers' first Elektra album, "Beautiful People," EKS-74088/Produced by David Mackie for Lean Henry Productions, Ltd. / Also available on Elektra track and cassette.
Billboard

Album Reviews

MARCH 27, 1971

PARTRIDGE FAMILY—Up to Date. Bell 3039
The TV star's first LP took them right into the Top 10 of the album chart. This follow-up, with the spotlight on their current hit single, "Went to Be Wasted," was still a hit among fans of the Partridge Family.

RAY CONNIFF & THE SINGERS—Love Story. Columbia CL 20490 (S)
The Conniff singers excel here, starting with "Love Story," "It's Impossible" and "The Way We Were." Their latest album features songs from "Butterfield Blues," "Just for a Thrill," "Love Me Forever," and "I Will Wait for You." With the hits coming, the record company plans to keep the group alive.

JOHNNIE TAYLOR—One Step Beyond. Atlantic 2050
This disc features the hits "Sweet Talkin' Mama," "Don't Take Your Love Away," and "My Girl." Taylor is one of the top R&B performers of the year.

ANNIE MURRAY—Some Enchanted Evening. Capitol ST 637 (S)
Many critics agree that Murray's voice is one of the finest in the business. Her latest LP features songs from "The Sound of Music," "My Fair Lady," and "West Side Story."

GREGORY RAY—The Magic of Technicolor. RCA 36077 (S)
This disc features a wide range of musical styles, from classical to pop. The track "The Magic of Technicolor" is a highlight.

BIGSTAFF—The Best of Bigstaff. CBS 3026 (S)
This disc includes some of Bigstaff's biggest hits, such as "The Best of Bigstaff," "If You Want It," and "Take Me to the River." The album features a mix of pop and rock hits.

JOE SNIDER—Phillip Glass Arranged. Capitol ST 637 (S)
This disc features compositions by famous composer Philip Glass, arranged by Joe Snider. The album includes pieces such as "Glass Pieces," "Glass Works," and "Glassblower."

APPLES & PEARS—The Very Best of. Columbia CL 30172 (S)
This compilation features some of the band's biggest hits, including "As Time Goes By," "Moon River," and "The Man I Love." The album is a must for any fan of the band.

LADY SINGING—Singles. Columbia ST 637 (S)
This disc features some of the band's biggest hits, including "The Man I Love," "As Time Goes By," and "Moon River." The album is a must for any fan of the band.

JEAN SHEPPARD—Here & Now. Capitol ST 738 (S)
Jean has long been a top performer, but in this album she shows a new side of her talent. The tracks "Here & Now," "Here & Now," and "Here & Now" are highlights of the album.

CLASSICAL

BERNSTEIN'S GREATEST HITS—New York Philharmonic (Ber
 denton) album 30264 (S)
This disc features some of Bernstein's greatest works, including "West Side Story," "On the Waterfront," and "Mass." The performances are all top-notch.

MAESTRO'S GREATEST HITS—New York Philharmonic (Bern
 denton) album 30264 (S)
This disc features some of Bernstein's greatest works, including "West Side Story," "On the Waterfront," and "Mass." The performances are all top-notch.

BERNSTEIN'S GREATEST HITS—New York Philharmonic (Ber
 denton) album 30264 (S)
This disc features some of Bernstein's greatest works, including "West Side Story," "On the Waterfront," and "Mass." The performances are all top-notch.

GIOIA—A Night at the Opera. Columbia CL 30172 (S)
This disc features some of the band's biggest hits, including "A Night at the Opera," "As Time Goes By," and "Moon River." The album is a must for any fan of the band.

MOZART: JUPITER & LINE SYMPHONIES—New York Philharmonic (Bernstein) album 30264 (S)
This disc features some of Mozart's greatest works, including "Jupiter," "Eine kleine Nachtmusik," and "Don Giovanni." The performances are all top-notch.

GIOIA—A Night at the Opera. Columbia CL 30172 (S)
This disc features some of the band's biggest hits, including "A Night at the Opera," "As Time Goes By," and "Moon River." The album is a must for any fan of the band.

CLASSICAL

PROKOFIEFF—SYMPHONY No. 5. Columbia CL 30172 (S)
This disc features some of Prokofieff's greatest works, including "Symphony No. 5," "Romeo and Juliet," and "The Love for Three Oranges." The performances are all top-notch.

CLASSICAL

MOZART: JUPITER & LINE SYMPHONIES—New York Philharmonic (Bernstein) album 30264 (S)
This disc features some of Mozart's greatest works, including "Jupiter," "Eine kleine Nachtmusik," and "Don Giovanni." The performances are all top-notch.

GIOIA—A Night at the Opera. Columbia CL 30172 (S)
This disc features some of the band's biggest hits, including "A Night at the Opera," "As Time Goes By," and "Moon River." The album is a must for any fan of the band.
For Programming
Motorola Looks to Indie For 3 Speciality Markets

LOS ANGELES—Motorola, initially, is looking to independent film producers for productions for speciality markets where it distributes.

These areas include state and local government; military; aerospace; large scale systems; hospitals, in which it sells paging systems and blood bank 500 control systems for which it supplies closed circuit security systems and two-way radio systems for vehicles.

"We have interests in these markets because of the strength of our disc," said Frank Havlock, Motorola's manager of program services. "We're also going to be seeing a recent visit here with filmmakers.

Motorola has 200 salesmen selling two-way radio to public agencies, for example, and this force will be harnessed to sell films which deal with community relations topics and other subjects relevant to community organizations.

In the medical field, Motorola's 50 salesmen anticipate offering entertainment fare for hospitals. For example, 50-300W film (the average patient's age of 55, comedy shows) will be brought into hospital rooms to provide medical care. The films will cover nurses training and administration.

Motorola's initial hospital package encompasses the sales force for programming for $4,500 on a yearly or two-year lease. Pyramidal Films, Screen Gems, Warner Millier Productions and Rowan and Martin Productions, all local producers, will get a generous royalty for their work.

For business and industry, Motorola's films will cover a wide variety of topics.

(Continued on page 12)

Southwest in Videotape Deal

By LAURA DENI
LAS VEGAS—The Southwest Radiological Laboratory will videotape an important part of the nation's defense effort for the Defense Department, according to James West, president Nixon Dec. 2, 1970.

Geneva Douglas, public information officer, said video tape would be a more useful means of recording and transmitting the kind of information that is passed through a magnetic field is transferred electronically. The sound and visual equipment will permit the transmission of information in both the laboratory and the field.

The Laboratory's system allows for a much swifter transfer of information, similar to the way audio tapes are duplicated.

In the duplication of 1-inch videotape for professional purposes, the process is slow.

(Continued on page 12)

TELECARTRIDGE SERIES ON HOW TO LOOK BETTER

SAN FRANCISCO — Tele Cartridge, Motorola's Teleplayer distributor in San Rafael, is producing a five-part color grooming series for women.

The series will discuss the basics of makeup, wardrobe and hairstyling. It is being designed for training departments of large companies with large numbers of female employees. The series will utilize Motorola's Teleplayer, enabling instructors to stress and review specific parts of the course.

Tele Cartridge will have creative control of all programs, but will negotiate with contract producers. Also, a new company, Wen Productions is handling the grooming course for Tele Cartridge, which plans to convert 100 films to CTV and to produce other programs.

Since the high cost of the Motorola unit ($795) prohibits widespread home use initially, Tele Cartridge's primary concentration will be in the industrial, commercial and educational fields rather than on entertainment topics.

President and general manager Burt Becker is negotiating for a 400-unit Bay Area motel to install the Motorola unit in their rooms. The company expects to receive its first demonstration models late this month. Delivery had been held while color adjustments were being made on the players at Motorola's Quincy, Ill., plant.

Dolphin New Color System

NEW YORK—A new electronic color system for recording, editing, and animating color video in high fidelity has been developed by Dolphin Productions. When used in conjunction with the company's Scannimate system, it appears to be significantly cheaper and easier to use than the more expensive systems currently available. The system is especially designed for use in two-color packages for the production of animated color images on videotaping.

According to Allan Stanley, president of Dolphin, the new installation makes it possible to create an animated commercial or color video product.

He added, "Unlike the film Scannimate which creates graphics on film, the Dolphin system creates black and white high contrast film color in a large format camera.

Up to five distinctive images can be converted into electronic color images for major networks, tape producers and others. The images can then be animated to produce the color-composing end result.

Stanley said that at this point the animated sequences are "painstakingly" rendered. The artist is then able to rework the animation to create an electronic color image that is of acceptable quality.

He explained, "If you change a color 10 times within 50 seconds, you've seen 50 color combinations in less than a minute, and then you've got to rework it to refresh the possibilities. The end result is an electronic animation which has no life of its own."

Dolphin, a division of Computer Image Corp., has its new electronic color system under development in the Bell Telephone switching center and will be ready for delivery in the near future.

Bob Bluntsky, Dolphin design director, said, "The number of animated color effects the new system can produce is extensive."

It is explained, "If you change a color 10 times within 50 seconds, you've seen 50 color combinations in less than a minute, and then you've got to rework it to refresh the possibilities. The end result is an electronic animation which has no life of its own."

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Pitney Back in Studio Track, Overseas Track

NEW YORK — Gene Pitney, master artist, has set his career in motion again. After completing a heavy schedule of recording at Groove Sound Studios, New York, Pitney flew to England for a month and a half of personal appearances in the U.K. During his stay, Musico, licensed to the U.K., Pye Records, will host a radio and TV party in his honor and, at that time, will introduce his new album to the British and English markets.

NOW under consideration is the possibility of Pitney being signed up for the upcoming "Night at the Palladium" series of concerts recently reinstated by the London showcase.

Rick Talmadge will join Pitney in London for discussions with Pye's Peter Prince regarding a schedule of future release by Pitney for the U.K. The following March, Pitney will be back in London for six recording sessions for his four-track album. Talmadge will hold meetings with a number of London sound engineers, including the U.S. release of their product label. He will also visit the firm's German license, Artois, to discuss release schedules for Pitney's work outside of the U.S.

Pitney recorded a special reissue of the record "The Voice," RCA Italiana — "Bircogna," this year's "Birchgrove Magazine" winner, which has just been released in Italy. In June, Pitney will also visit the RCA Italiana studios with a group of Italian musicians and a six-piece orchestra. The final mix will be released in some European countries.

The Allman Brothers, operating on a no-drug, nine-man unit, were recorded live for their first LP "At Fillmore West" which will be released in the fall. The four-track recording album should be a beauty judging by their fine set. Greg Allman will have the guitar, and all will be greatest. He has been excellent at lead vocals. The guitar was recorded with a great sound to it, and there are so many tracks that we won't hear it. The track playing of Duane Allman is recorded from his live groups. Jai Johannson and Butch Trucks were assisted by Joe Lala, percussion, and bass guitarist Eddy Oakley for a strong rhythm section. Tom Dowd, producer, and Jimmy Page, saxnow, and Jimmy Page, excellently, especially the latter.

W铣nter and Derringer, formerly with Mountain, are two of the most active rock performers today as they are in the middle of a European tour. Their tour group through an exciting set, a combination of old and new styles, will be in Europe for four weeks. The tour started in the U.K. and will be in Greece, France, and Spain. The tour will include the cities of London, Paris, and Madrid.

ABC's James Gang plays Carnegie Hall, May 5. — Univ. of Miami's Paul Street brings last week for England, Holland, West Germany and Sweden. The group's website, "The World's Largest Band," its new single, "Rockin' Good Style," was released by John Mack, its sales representative of John Mack Records, its London branch. A recent interview with a reporter at the recent Rolling Stones' Hall of Fame banquet, Mrs. William S. Paley accepted for the interview. Jimmy Hinton, whose latest release is Gladys Knight's "I'm So Happy," has recorded three more tracks for Dada's first release "High and Dry." The group's first hit was the record "I'm So Happy.

DADA, METTLING POT
Whisky a Go Go, Los Angeles

Dada could be a very big group under the right conditions. They have a group of musicians and a sound system that doesn't overwhelm the audience. They are very tight, and their playing is solid. Dada also plays on the bill. The group's latest release "Metting Pot" is a good record and has been recorded with the same p.t. troubles.

In terms of the feedback and dis- tortion in their music, they come out with the best of both worlds. The group's latest release "Try Me" is a good record and has been recorded with the same p.t. troubles.

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HAPPY

by

HOG HEAVEN

Arranged & Produced by Michael Vales & Peter Lucia

Forced Out of the LP and Already Busting in Milwaukee Chicago Cleveland New York

17 WEST 60th STREET, NEW YORK, N.Y. 10023
DO YOUR THING WITH AN AKG.

Domestic

A&M's Cat Stevens will score the motion picture "Mother's Madde" for Paramount Pictures. "Joe Cooker" (Mad & Englesea) film is being shot shortly in New York... Stormy Forest's Rock & Roll is being recorded in Los Angeles... Wayne and Louis and Warner Bros. Jimmy Taylor sold out concerts in Los Angeles and New York for the next two and three weeks in advance... Demaris's Three Dog Night set for April 10 at the Miami Beach Convention Center... The others... Phyllis and The Rolling Stones are being recorded in Los Angeles. The production of "American Love Chain" is being prepared for release by A&M Records. "Mama's Pump Music" television special has sold out in the first 33 market it was offered. (Continued on page 35)

SMALL FACES is feted by Warner Bros. Records at the Sherry Netherlands Hotel, New York recently. Fronting the Warner Bros./Reprise Eastern sales manager; Allen Rosenberg, Eastern artists relations assistant, was Jannette Fosse, who was one of the acts suggested by Russ Shaw (party wish) Warner Bros. representative traveling with the Faces; Stuart Lopez, Warner Bros. regional promotion manager; Mike Olver, New York promotion; and Ian Macleod of the group.

Talent In Action

LARRY CORYELL
Ash Grove, Los Angeles

Larry Coryell's new group is one of the most exciting to break down the musical barriers. His music neither strictly rock or strictly jazz or strictly anything. It is just music.

Coryell's playing unbelievable guitar, was aided by Buddy Lee on electric viola and Warfield, Wilkinson on drums. Bill McPhearson added some saxes during two numbers. Coryell slithered his guitar, using distortion to good effect. His playing was lyrical or harsh, depending on the direction of the song. McPhearson's saxes went well. The band usually eased its way into a song and built it up, each higher than the previous one. Coryell's records for Vanguard, "Impressionistic".

NANCY ERICH

Peggy Lee
Waldorf-Astoria, New York

Peggy Lee has been long a proponent of music and she is well known for her versatility. At the Waldorf Astoria March 10 she displayed a prodigious skill, which also makes her the first of the group.

She is a restless entertainer, always satisfied, always seeking new elements to enrich her singing and her act, a striking factor for her being a singer for all times and for all generations. This willingness to move into new fields is evident and make it not simply alive but kicking as well. Even the children are given new life.


ROBERT SOBEL

GEORGE KEMEYER

JIMMY HILMS
Shepherd's, New York

It is difficult to label an entertainer such as Jimmy Hils, and this is one of his major assets. The bar is a regular feature currently at Shepherd's is extremely versatile. He can be heard with confidence from soul to country/rock to straight pop.

To be known to the national music scene, Hils has been playing in the East Coast in the common role as part of the Boston band of "The Smokey Band.

Jerry and the Islanders). No garrulity, instead he projects a personality that is vital, involved and familiar, which lends added credence to his performance.

His show, backed by a closely knit, highly musical fan group called Rhythm, includes such selections as "Elton John's Your Song," "Jimmy Taylor's Fire and Rain," and the one-time chart-topping "I'm Gonna Make You Love Me," and a couple of his own compositions, "Ralphie" and "Saturday Night Special."
We think Rod Stewart has made a hit with "Country Comfort".

We know Rod Stewart has made a hit with the country's critics.

"The two Rod Stewart albums are together the most important listening experience I've had since the Band's first album...Stewart's version of this song (Country Comfort) is the only recording I can remember that awakens in me the genuine nostalgia for the rural life of my own childhood."

Langdon Winner, Rolling Stone

"...the most intriguing voice in rock...better than any other new album I've heard so far this year...Country Comfort is superb." John Gray, Big Fat Magazine

"Rod Stewart is quickly becoming...the premier rock vocalist of our time." Stuart Werbin, The Phoenix, Boston's Weekly Newspaper

"...the album of the year." Gary Kenton, Fusion

"Add Rod Stewart to your list of immortal voices of today's music...Stewart and his sidemen treat Country Comfort...as pure rock...an exciting hybrid of country feeling and city excitement." Al Rudis, Chicago Sun-Times

"...I played it three times, which I haven't done with anything since Moondance." Tim Jurgens, Fusion

"Country Comfort, written by Elton John, is the best best..." J. J. Jobbour, Los Angeles Free Press

"...the finest rock singer in the world, Rod Stewart..." Record Mirror

"...can transform anything in the pop-rock vein into a unique personal statement..." Newsweek

"...one of the best albums of the year." Lew Harris, Chicago Tribune

"The records I've heard in the last year that I liked better than this one (Gasoline Alley) can be counted on the fingers of one thumb...Rod Stewart emerges as a major songwriting talent." Deday LaRene, Creem

"The new British darling has unseated Joe Cocker as the top vocalist extant..." Bruce Vilanch, Chicago Today

"...unusually gifted singer and writer...Stewart is an artist of originality and sensitivity as well as power." Bud Scoppa, Circus

"You have to hear Rod Stewart's Gasoline Alley...to believe it." Jim Knippenberg, Denver Post

"...as fine a rock album as this year's crop has to offer..." Jim Pagliassotti, Denver Post

"...Stewart can't be denied his rightful place alongside the best of rock vocalists." Jack Lloyd, Philadelphia Inquirer

Campus News

Campus Show Easier than the Usual Road Date: Impressions

NEW YORK—A campus show is easier to work than the usual road show. That is the opinion of Bob Goldstein, manager of Impressions, Custom Records. He was speaking at a press conference to announce the forthcoming tour of Impressions.

"The campus audience is a lot more responsive than the regular audience," said Goldstein. "They're a lot more receptive to our songs and we feel that our music is much more at home at a campus than in a theater." He added that the students are more likely to buy tickets for a campus show than for a regular concert.

"We're going to try to make each campus show as unique as possible," said Goldstein. "We're planning to have some special guests at each show, and we're going to try to make each show as different as possible from the one before."

Goldstein also announced that Impressions will be performing at the University of California, Los Angeles, on March 1, and at the University of Southern California, Los Angeles, on March 2. He said that the band will be playing their new album, "The Longest Day," on both dates.

"We're really looking forward to playing these two shows," said Goldstein. "We've been working on this album for a long time, and we're really excited about the way it's turned out."

Attends Seminar At Okla State

STILLWATER, Okla.—Johnny Rivers, the rock star who was born in Oklahoma, attended a seminar on music in the classroom at Oklahoma State University. Rivers spoke about the importance of music education in schools and the need for more music in the classroom.

"Music is a vital part of a student's education," said Rivers. "It's important for students to learn about music and to have the opportunity to make music."

Rivers also spoke about the role of the teacher in music education. He said that teachers should be trained in music and that they should be given the opportunity to develop their skills in music education.

"Teachers should be given the opportunity to develop their skills in music education," said Rivers. "They should be given the opportunity to learn about music and to develop their skills in music education."

Mobile Jazz Fest April 2-3

MOBILE, Ala.—The Sixth Annual Mobile Jazz Festival will be held here this year Friday (2) through Sunday (3) at the Mobile Civic Center. The festival will feature many of the top jazz musicians from around the country.

"We're really looking forward to this year's festival," said festival director Jim Williams. "We have a lot of great musicians coming to town and we're sure that everyone will enjoy the music."

Williams also announced that the festival will feature a special performance by the Mobile Symphony Orchestra. He said that the orchestra will be led by conductor John Smith.

"The Mobile Symphony Orchestra is going to be a real highlight of this year's festival," said Williams. "We're really looking forward to hearing them play."

(Continued on page 114)
Radio TV Programming

New Orleans, Detroit Share Poll

*Continued from page 1*

New Orleans, Detroit Share Top 40 Spot

Radio programming has always been a competitive business, but in the 1960s, New Orleans and Detroit stood out as two of the leading markets for top 40 music. This article from Billboard magazine, published on March 27, 1971, provides a snapshot of the music scene in these cities during that era.

The article begins by noting that New Orleans and Detroit were the top two markets for top 40 music in 1969, according to Billboard magazine. It highlights the success of local stations in both cities, such as WCRC in Detroit and WNEW in New Orleans, which were known for their chart success and popular programming.

The article also covers the impact of local artists and musicians on the music scene in these cities. It mentions the success of local recordings by artists such as the Rolling Stones and the Beatles, who were popular in both New Orleans and Detroit.

In conclusion, the article notes that the top 40 market in New Orleans and Detroit was competitive and influential, and that these cities played an important role in shaping the music industry during the 1960s.

Record Happenings by Market

1. New Orleans
   - WNEW
   - WKLR
   - WJAZ
   - WOR
   - WABC
   - WINS

2. Detroit
   - WCRC
   - WXYZ
   - WMUZ
   - WXYZ
   - WJLB
   - WDFC

3. Philadelphia
   - WBBX
   - WIP
   - WIP
   - WLIB
   - WENJ
   - WIBG

4. Cleveland
   - WBAL
   - WABC
   - WJW
   - WOR
   - WXYZ
   - WABC

5. Minneapolis
   - KMSP
   - WCCO
   - WCCO
   - WCCO
   - WCCO
   - WCCO

6. Atlanta
   - WSB
   - WCDA
   - WCDA
   - WCDA
   - WCDA
   - WCDA

7. Chicago
   - WLS
   - WCFL
   - WCFL
   - WCFL
   - WCFL
   - WCFL

8. Milwaukee
   - WTMJ
   - WTMJ
   - WTMJ
   - WTMJ
   - WTMJ
   - WTMJ

9. New York
   - WINS
   - WINS
   - WINS
   - WINS
   - WINS
   - WINS

10. Los Angeles
    - KTLA
    - KFMB
    - KFMB
    - KFMB
    - KFMB
    - KFMB

The article goes on to discuss the success of local stations in these markets, with particular attention given to the top 40 hits of the time. It mentions the popularity of local artists and the impact of their music on the local music scene.

In conclusion, the article notes that the top 40 market in New Orleans and Detroit was competitive and influential, and that these cities played an important role in shaping the music industry during the 1960s.

KSEA-FM Plays 100% Hit Rock

KSEA-FM is a radio station located in Seattle, Washington, that plays a 100% hit rock format. The station was one of the first to adopt this format in the early 1970s, and it quickly gained popularity among listeners who were tired of the Top 40 format that was popular at the time. The station's success led to the creation of similar stations across the country, and it helped to define the modern rock radio format that is still popular today.

AMERICAN TOP 40 RATED TOP SHOW IN L.A. AREA

LOS ANGELES—American Top 40 has become the top-rated Top 40 radio show in the Los Angeles metropolitan area according to survey results released by Arbitron.

The three-hour, weekly syndicated show, which airs on KRLA here for five years, was rated No. 1 in the 7-10 a.m. slot on KJ4's stations, 7.1 and KABC, the station said.

KPLR's survey, "American Top 40" had been the top-rated rock show but with the new results the show now tops all programming in the metro area (the metro area comprises Los Angeles County and Orange County).

Tom Roms of Watermark Inc., the company that produces the show, said that American Top 40" had been chosen by Yamaha for a test campaign for the company's new motorcycles for 1971. The test, which will air through March and April, will feature three to six commercials per week on the show. Casey Kasem narrates the top 40 countdown which is broadcast on Billboard's Hot 100 chart.

MARCH 27, 1971, BILLBOARD
If you’re a deep-dish fan of radio, or if you’re just looking for a place to hang out and listen to some music,Radio-TV Mart has the perfect spot for you. Our state-of-the-art facility in Tulsa offers a variety of programming options, including rock, pop, country, and classic hits. Whether you’re a seasoned DJ or a music enthusiast, we have something for everyone. Call us at 918-567-8908 to learn more about our programming and how you can get involved. We’re here to make your radio experience as enjoyable as possible. See you soon!
Tennessee Ernie Ford
sings
Happy Songs Of Love
(Capitol single #3079)
b/w
Don't Let The Good Life
Pass You By.

Produced by Jack Fascinato
Conducted by Mike Dessey

Capitol Records exclusively for 3 years.
PEORIA, I1. — The problem of stores receiving free singles in order to hype their station's playlists has now spread to smaller markets. WRL in Milwaukee program director John Walker has never had a problem with this type of promotion—until recently. 

The WRL move is one contemplated at other stations around the country. Ted Atlan, program director at KHL, Los Angeles, recently spoke on the difficulty of obtaining legitimate store records at the National Association of Record Merchandisers convention (Billboard, Mar. 13). Walker said: "Stores here in Peoria are buying singles from a joke.

"Actually, there has always been a problem with surveys, but now it's used to be possible for us to pick up a hype. Now it's just ridiculous. There's only a couple of stores here that gave us an honest vote, and they don't send in that many singles," Lee said.

"When we call a store here and are told about singles that are not being played on WLS in Chicago or in St. Louis, we know something is wrong," Walker said. "It's a shame this type of product has grown to such proportions—I'm talking about kids 14-15. We've determined, for instance, that listeners like 'Mercedes Benz' from the new Jimi Hendrix album, a sort of novelty cut, has just been passed over."

"Essentially, WRL's telephone survey is helping the station prove to listeners that it is not sending all its cuts and is not playing the same music as its competitors. Additionally, it is showing listeners that WRL will struggle for picking a certain album cut.

As for the joke survey, WRL gains several benefits. First, it informs Montecito Phonograph's own station that there are so many fives that can be programmed on jukeboxes and a popularity measurement made, secondly, it's getting feedback on the popularity of the station.

"Oldies have become important. In fact, WRL has now determined that many singles become what Walker calls "instant standards" (see story in Jukebox Programming section)."

KDAY Looks to Change as Answer By GEORGE KNEMEYER

LOS ANGELES — After two years of fighting the bombing of AM rock stations, KDI and KRLA, program director Bob Wilson of KDI thinks the station has found a solution. KDI recently switched from Top 40 to a R&B station. It is the only station in the country with a Top 40 format, and Wilson thinks the station has now come up with the next trend in R&B music.

The station's format features 52 minutes of music per hour, with no commercials. It is created for approximately 100 albums cuts in a week. Featuring a triple set of records on a rotating scale, Wilson has found a way to present the Top 40 over the air.

"We decided to combine the best of both worlds," Wilson said. "There is a formula for each show. The formula is now that of a Top 40 station."

The formula change resulted from a survey taken by the station late last year. The formula is a combination of phone interviews and cumulus polls. KDI determined what the audience wanted, and Wilson said that the Top 40 has never been heard better.

"The station then set out to eliminate as many of these as possible, according to Wilson."

"At the end of last year we realized that the station was in its third Top 40 station in the Los Angeles market, and it was not where it was," Wilson said. "We wanted a station that reflected the style of the 70's."

The radio station's atmosphere has been altered. They have been turned off. The station wanted to find a new way of increasing the atmosphere of showing rock that is more in the style of 1941.

The triple set, or "Segue Set," is the new feature of KDI. It consists of three cuts on a rotating scale of songs. The group of three songs was decided at the same time. Wilson said that it is a formula for each show. The formula is now that of a Top 40 station.

The station's operating format is now a Top 40 station.
It's a Walt Disney World in 1971
Davy Crockett is the father of Disneyland Records.

The first recordings made by Disneyland were released on the Columbia label.

Two extraordinary statements and yet, true. Here's how it all came about. The Disney organization first went on television on a regular basis in the fall of 1954. Included in the first season's programs were three one-hour episodes on the life of Davy Crockett. The first aired in December, the second early in February, and the third in March. The song, "The Ballad of Davy Crockett," was used in all three segments.

The first use of the Disneyland Record label was on a promo record of Davy Crockett, which was generated in the 1870s and sold for the museum. In December, 1954, in addition to Fess Parker's record of the song, we had three recorded stories relating to the television show, matching each of the three one-hour episodes. We intended to go into the record business with these Davy Crockett properties, but our management felt we could not get them quickly enough, and therefore, the masters were leased to Columbia on a short-term basis.

The rest is history with Fess Parker singing the song, "Wrangle Wrangle" from our film, "Westward Ho the Wagons." I use the words mistakenly, but it sounds as if we were talking to Fess Parker. It is just that the easy profits resulting from a hit single encouraged us to advance our program into the field and turn up outside talent, not having anything to do with Disney, and recorded regular straight pop material. We made some excellent masters, but with the exception of very few of them, they didn't sell very well. "Tutti's Trumpets" was one exception, but even it never sold to the potential of its airplay.

Meanwhile, anything without a Disneyland label on it seemed to be categorized by the trade as a children's record. I remember seeing our Fantasyland Soundtrack and the Philadelphia Orchestra (three LPs, plus the deluxe book), which retained $19.50 in the kiddie rack in department stores.

So in 1959, we decided not to buck the trend any further and made Disneyland strictly a children's label. We created the Buena Vista label for occasional pop records we may have had, with a little Make-up name Annette Funnicello, we began to have some success in the pop field. As a matter of fact, Fess Parker sold all of which were substantial hits, and her album sales were also excellent.

In turning Disney into a children's line, we enlisted the aid of J. N. Seabury and the division, notably V. J. Jeffers and Phil Sammett. We redesigned and repackaged our original classic children's recordings, and also entered the market at a suggested retail of $1.98. As we had anticipated at first, they became the backbone of our business.

In 1959, the children's record business was in the doldrums. This was due to several factors. First and most important was the feeling on the part of adults that children's records may have an adverse effect on the children's record business. As it turned out, the contrary was true. The reason for the rise was that when we entered the record business, the new Disney titles were made unavailable to the record companies. Realizing the sad situation of the children's record business at Disneyland began to recuperate and the children's record business entered a period of consolidation. Return problems with children's records are minimal. The ordinary kind of promotion, the usual kind of advertising and the usual kind of merchandising and publications continually remind the public of Disney, and all that is necessary for the record retailer to do is to give prominent display to the Disneyland records and they will sell. We think that today we have pretty well won this battle, but even with the overwhelming success of the pop hits, the children's records are the first to go because they are not essential to the retail business whereas the pop hits must be in stock for the dealer to stay afloat.

By fiscal 1964, which was a year in which we had no hit motion pictures, our company had achieved a substantial profit margin on getting a solid 10 percent profit before taxes. Then came Mary Poppins. As Mary Poppins was shooting in Burbank, the word began spreading like wild fire that Disney has a real hot one. Both Columbia and RCA came after us for rights to the soundtrack album. But this is what we had been waiting for. We had built a solid organization over the past nine years, "Mary Poppins" afforded the opportunity for the advantage of it. The "Mary Poppins" soundtrack was released on July 20 and the 1965 fiscal year our gross tripled over what it had been before and profits were five times as large as the year before.

While 1966 and 1967 found us grosses not what they had been in the "Mary Poppins" year, they were still more than double the 1964 year.

We expect 1971 to be the biggest year we have ever enjoyed. "Aristocats" is already on its way. A "Walt Disney Treasures" Book. "Scandalous John" will have songs composed and performed by Rod McKuen with the soundtrack. We're planning the release of "Bedknobs and Broomsticks," a musical in the "Mary Poppins" tradition and of course, in October, we'll be opening the Disney World in Florida.
FOUR YEARS IN THE MAKING and budgeted at over $4 million, "The Aristocats" is the 23rd animation feature from Walt Disney Productions and the second to be based on an original story. In varying stages of development since 1963, "Aristocats" is the last cartoon with which Walt Disney was in any way involved. It is the first full-length animated feature to have been produced in its entirety since his death.


DQ-1333 SONGS FROM THE ARISTOCATS and other cat songs—12" $1.98

THE ARISTOCATS
ON DISNEYLAND RECORDS

$1,000,000 DUCK

Starring:
Dean Jones, Sandy Duncan, Joe Flynn and Tony Roberts

TIME OUT: Charley, a gold egg laying duck, does another good turn for his owners (Sandy Duncan, Lee Harcourt Montgomery and Dean Jones), then wanders off for a swim in a neighbor's pool, in this scene from Walt Disney Productions' comedy feature, "$1,000,000 Duck," starring Jones, Miss Duncan, Joe Flynn, Tony Roberts and James Gregory. In color by Technicolor, "$1,000,000 Duck" was directed by Vince McElveety and produced by Bill Anderson. Roswell Rogers wrote the screenplay based on an original story by Ted Key. Buena Vista releases.
It's a Walt Disney World in 1971

FASTEN YOUR SEAT BELT
Amateur witch, Eglantine Price (ANGELA LANSBURY) and her mentor, Emelius Browne (DAVID TOMLINSON) apprehensively wait as Paul, Carrie and Charlie Rawlins (ROY SNART, CINDY O'CALLAGHAN and IAN WEIGHILL) try to make their magic bed take flight in this scene from Walt Disney Productions' musical fantasy "Bedknobs and Broomsticks."

Amateur witch Eglantine Price (ANGELA LANSBURY) and her mentor, Emelius Browne (DAVID TOMLINSON) apprehensively wait as Paul, Carrie and Charlie Rawlins (ROY SNART, CINDY O'CALLAGHAN and IAN WEIGHILL) try to make their magic bed take flight in this scene from Walt Disney Productions' musical fantasy "Bedknobs and Broomsticks."

DANCING FEET
Amateur witch Eglantine Price (ANGELA LANSBURY) brings a pair of shoes to life with a magic spell in this scene from Walt Disney Productions' musical fantasy "Bedknobs and Broomsticks."

FIRST BROOM
ANGELA LANSBURY stars as Eglantine Price, an amateur witch who teems with excitement over her first broom in this scene from Walt Disney Productions' musical fantasy "Bedknobs and Broomsticks."

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MARCH 27, 1971, BILLBOARD
*Bedknobs and Broomsticks* is pure fantasy and great entertainment. In the tradition of "Mary Poppins," the film combines live action and animation.

As might be imagined, chaos abounds when a prim and proper amateur English witch, a con man of the W. C. Fields school and three Cockney waifs who band together to help save war-torn England from a Nazi invasion.

Angela Lansbury heads the cast which includes David Tomlinson, Sam Jaffe, Roddy McDowall, Tessie O'Shea and Reginald Owen. Making their U.S. film debut are 13-year-old Cindy O'Callaghan, 13-year-old Ian Weighill and 7½-year-old Roy Snart.

The musical comedy, based on the book "The Magic Bedknob" by Mary Norton, has been adapted for the screen by producer Bill Walsh and Don DaGradi. Robert Stevenson directs in Technicolor. Second unit production is in the hands of Art Vitarelli.

Academy Award-winning designer Bill Thomas has supervised the wardrobe which reflects the mood of England at war.

**THE MUSIC**

"Bedknobs and Broomsticks" features music and lyrics by the Academy Award winning brother team of Robert M. Sherman and Richard B. Sherman. The prolific talents of the Sherman brothers were duly acknowledged when their scores for Walt Disney's "Mary Poppins" and "The Jungle Book" earned RIAA Gold Records.

Their music and songs are an important part of Walt Disney's newest all-cartoon feature "The Aristocats." For "Bedknobs and Broomsticks," the Shermans have created a score that promises to equal or surpass the great popularity and success of their prior musical contributions to Walt Disney productions.

"Bedknobs and Broomsticks" on Vista and Disneyland Records

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ON THE TRAIL ... Brian Keith rides point and Alfonso Arau rides drag as they drive their one-cow herd to market in this scene from Walt Disney Productions' "Scandalous John" in which Keith plays the title role.

OLD TIMER ... Brian Keith in "Scandalous John."

THE PRODUCTION

The 79-year-old hero of the off-trail western, "Scandalous John," is a truly gritty rancher with the prettiest granddaughter, ugliest horse, scrappiest herd and puniest partner in the district.

He's a human stampede who lives in a wild, cantankerous world of his own. But, as he says, "Just between you and me, hombre, it don't hurt to have folks think you're a midge out of your head. They keep out of your way, savvy?"

Starring Brian Keith in the title role, Alfonso Arau as his Mexican sidekick, Michele Carey as his granddaughter and Rick Lenz as the cause of it all, "Scandalous John" is the story of a one-cow cattle drive and the efforts of an old man to save historic land from obliteration.

Bill Walsh produces and Robert Butler directs from a screenplay by Bill Walsh and Don DaGradi based on Richard Gardner's novel. The production, in Panavision and color by Technicolor, is for Buena Vista release.
NO NONSENSE . . . Brian Keith draws on mortgage collector Rick Lenz in "Scandalous John."

READY TO GO . . . Alfonso Arau as his hired hand agrees to accompany Brian Keith on a wild one cow cattle drive in this scene from "Scandalous John."

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For tourists, 1971 is the year for the opening of Walt Disney World in Central Florida.
WALT DISNEY WORLD OPENING WILL BE 1971 HIGHLIGHT

More than 4,000 construction workers are now rushing completion of the $300-million destination vacation resort near Orlando scheduled to open next October.

Everything from a medieval castle and "Alpine" skyway to paddlewheel steamboats and luxury hotels already are visible on the horizon. Although the opening is still months away, more than 600,000 guests have visited the site to see a preview of the new "Vacation Kingdom." A preview center—open daily at the intersection of Interstate 4 and Highway 535—presents in film, models and artists' drawings an exciting look at things to come—things now taking shape on the construction site four miles to the west.

Currently the nation's largest non-governmental construction project, the "Vacation Kingdom" includes a new "Magic Kingdom" theme park similar to Disneyland plus theme resort hotels, championship golf courses, riding trails, lakes and recreational opportunities of every kind.

In the "Magic Kingdom" theme park, the gothic spires of Cinderella's Castle are already more than 100-feet high.

On Main Street U.S.A., with its ornate Victorian architecture, exterior work has already been finished on a steam railroad station and city hall. Shops, arcades and restaurants are close behind.

In Adventureland, lush tropical vegetation shades the twisting path of a Jungle River. Launches soon will travel past man-made waterfalls and "ancient" Cambodian ruins now nearing completion.

A small ocean has been formed to encircle submarines for the "20,000 Leagues Under the Sea" adventure while a foreboding "Haunted Mansion" for retired ghosts has taken shape on the banks of the Rivers of America.

Future homes are virtually completed for such attractions as the "Country Bear Band," "Mickey Mouse Musical Revue," "It's a Small World" and the "Hall of Presidents" where all 36 of the nation's chief executives will be re-created in lifelike movement and realism.

And this is just a small part of the construction activity.

America of Colonial times is being re-created in Liberty Square, and huge sections of steel pipe are being welded together to form the towering Swiss Family Isle Treehouse.

In all, approximately 2,500 acres of the vast "Vacation Kingdom" project are being developed as part of Phase I, which will include the theme park—similar to California's Disneyland—plus resort hotels, camping, entertainment and water and land recreation facilities of almost unlimited variety and scope.

This includes 450-acre Bay Lake, rimmed by a beach of sparkling white sand, and a connecting 200-acre man-made lagoon. Across the lagoon will travel a variety of watercraft to transport visitors from the main parking area to the theme park entrance.

Among these craft will be two new 200-passenger sidewheel steamboats, replicas of boats of early 1900.

The blue water lagoon will be encircled by a monorail system, part of the unique transportation network that will serve the entire "Vacation Kingdom."

Concrete beams, transported 3,400 miles on railroad flat cars from the state of Washington, are being craned into place on huge T-shaped pylons to form the monorail system.

A ride aboard the monorail trains, another way for guests to travel from the parking area to the theme park, will involve sleek trains soaring as high as 60 feet above ground and reaching speeds up to 45 miles per hour on their 2/3-mile journey.

Highlight of the trip will be when the monorail train passes through the 10-story-high lobby of the Contemporary Resort Hotel, now rising on the west shore of Bay Lake, its steel girders forming a giant "A" frame.

The 1,057-room Contemporary Hotel and the 500-room Polynesian Village will be open in October. Three additional theme hotels—the Asian, Persian and Venetian—are planned later for Phase I.

Two 18-hole championship golf courses are already planted with grass and thousands of trees . . . in keeping with the names of the courses, "Palm" and "Magnolia."

Campsites for vacationers who prefer the outdoors are being placed on the south shore of Bay Lake. These will include sites for camper trucks, trailers and tents. In the same area bridge and hiking trails are being laid out.
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Many of Disneyland Records all-time best selling records are based on the Walt Disney time honored classics. Disneyland Records from these productions sell steadily year in and year out in America and around the world. When the Disney classics are re-released to theaters and television a new or rekindled interest in the recorded versions results in a sharp rise in the sale of Disneyland Records.

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“THE VACATION KINGDOM OF THE WORLD”
Soul Sauce

BEST NEW RECORD OF THE WEEK:

"You Make Me Want to Love You"

By ED OCHS

Soul Slices: When Aretha Franklin plays the Apollo Theatre in June, it will cap something of a spring soul festival in New York, for between now and then, James Brown's at the Copa till March 31, Muday Waters crows into the Village Gaslight (34-29) and the sweet retreats of June Fields' show at Philadelphia Hall on March 26, the same night King Floyds at the Manhattan Center and Muday Waters appears on TV with David Frost. Then there's always the King, of course, and a pop to the Breeze April 7 with the Supremes, Chuck Jackson and the Manhattans. Got any dates? Shoot 'em in to Soul Sauce. Pop play was precious, but Jackie Moore was too much with "Precious, Precious" and hit a million for her first gold record and first record for Atlantic. An album is due, produced by Clive Davis and Frank D. Shapiro, and so is a new single - "So Beautiful" (on Top of the Mountain) on Buddah.

ON THE HORIZON: Soul Sauce picks and plays: Honey Cone, "Want Ads" (Hot Wax); Little Milton, "I Play Dirty" (Checker); Tyrone Davis, "Could I Forget You" (Gastar); Whispers, "Your Love Is So Doggone Good" (Janana); Pattie Austin, "Are We Ready For Love" (Columbia); Steppenwolf, "Snow" (Buddah); Syl Johnson, "Get Ready" (Twistings); Lee Parks, "Hooked on a Feeling" (Scepter); Festivals, "Baby Show It" (Colossus); Ernie Andrews, "Fire & Rain" (Phil-O-LA. of Soul); Emotions, "You Make Me Want to Love You" (Vee); Ted Taylor, "False" (Coral); Fantastics, "Something Old, Something New" (Bell); Sam Dee, "Can You Be a Woman" (Chess); Soul Children, "Make a Sweet Thing Sweeter" (Stax); The 5th Day, "She's Not Just Another Woman" (Invictus); Chi-Lites, "Power to the People" (Brunswick); Ruff Riders, "Can We Work It Out" (RCA); Tony Orlando, "Three" (Warner Bros.);

Jerry Butler, "Glory Be" (Mercury); Johnny Adams, "Something Worth Leaving For" (SSS); Tower of Power, "Sparkling in the Sand" (San Francisco); Funkadelic, "You and Your Folks" (Westbound); Elkas, "Another Man's Woman" (DeLitte); Pharoah, "Tracks of My Tears" (Crest); Chico Willis, "Things I Used to Do" (Lava); Bobby Hutton, "More Than a Woman" (Philips),... WLIB is talking with Frankie Crocker about filling the program directorship, left empty by the death of Jack Walker. Meanwhile, Columbia is moving in to produce producer Billy Jackson, and producers & partners, and will score with the new Pattie Austin. . . . Mike Kelly at Starday/King reads Soul Sauce. Do you be...
Tim Exile/Southern Exposure

**BEST SELLING SOUL LP’S**

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**From The Music Capitals of the World**

**DOMESTIC**

- *Continued from page 35*

produced by Jack Mittenbach, is out on Warner Bros. All tunes were composed by the late Jack Egan, who wrote "Will Tell Me" and "Brownsville" for the late blues singer Joe Cook's album. They are performed by the Portland, Seattle and Spokane show bands.

Soon to be released is Michael O'Bannion's "Blues on a Spring Day," an album that will be one of the highlights of a new album by the Portland, Seattle and Spokane show bands.

Santana, who performed with the band and Tina Turner, the Staples Singers, Williams Pickett and the Jackson 5, will be on the Studio 10 label.

The Casinos, in a reunion tour with their former band, will perform live on the Fraternity label and recently signed to Atlantic Music, opened at the Monterey Pop Festival for a three-week stand in the Little Club on the Monterey Peninsula, Covington, Ky. The band's repertoire includes an extensive set of hits on the lab's next set of albums, "Now You Can Say Goodbye," a few weeks back.

The top singles on local stations at the moment are Connie Totally-Love, Lynn's "After the Fire Goes Out" (WBEI), Merle Haggard's "Soldier's Last Letter" (WBEI), and Sonny James' "Empire of the Sky" (WBEI). They're followed by the Partners March 29, "I'm Gonna Be Loving You Again" (WBEI), and the top ten slot is held by "You've Lost That Lovin' Feelin'" (WBEI). This is the second week of the top ten slot.

The Orla Khan Grotto is offering a variety of talents, including Al Hirt and the orchestra, the Irish Rovers and the Newbury Brass. The group's repertoire includes a three-week stand with the Orla Khan Grotto at the San Francisco Hotel, July 28-August 10, and a three-week stand with the Orla Khan Grotto at the San Francisco Hotel, July 28-August 10.

The Onyx Mud Cleaners is offering a variety of talents, including Al Hirt and the orchestra, the Irish Rovers and the Newbury Brass. The group's repertoire includes a three-week stand with the Orla Khan Grotto at the San Francisco Hotel, July 28-August 10, and a three-week stand with the Orla Khan Grotto at the San Francisco Hotel, July 28-August 10.

**PHOENIX**

Singer Ray Donnell of the Play-Boy Club with Professor Backlund and Robert Gosselin has lined up four nights at Benny's Star Hotel. Comic (who has been waiting for the big time) is a regular on the Phoenix scene.

**PHIL STRASSBERG**

MARCH 27, 1971, BILLBOARD
Allison Indie Production Co.

NASHVILLE—Former Dot producer for Allison has set up his own independent production office here and will branch to several labels.

Allison will continue to produce Roy Clark, Hank Thompson, and Curtis Potter for Dot, but will add others. He is producing Thompson in an album of old Mills Brothers songs. "The Mills Brothers Get the Thompson Touch."

The office will be located at 1710 Ave. South.

Emmons to Host Pilot

NASHVILLE — Canadian-born artist Blake Emmons, already connected with Show Biz, Inc., has signed an agreement with R.H. Purdy Productions of V.C., to host a half-hour network pilot.

The film, to be shot on location in Vancouver, will be titled "The Uptight, Downright, Psychodileptic, Hithly, Flower-Power, Country Sing-Along."

Hank Corwin, also of Nashville, has signed as music director for the proposed series. Emmons has had to Canada next month for initial production work on the series.

Tex Clark Sues Ebb-Tide Prod

NASHVILLE—Tex Clark, production director of Britestreet Prod. here, has filed a slander suit against Ebb K. Harrison, doing business in Buton Rouge as Ebb-Tide Productions.

The $150,000 suit was filed in District Court. It stems from articles in the Ebb-Tide Music Newsletter which was published and distributed nationwide on Dec. 8.

The articles, according to Clark’s suit, contain slanderous and libelous comments that damage Clark’s professional reputation and involvement among those connected with the music field and also hampers in the profession.

Champ Fiddlers’ Parley April 8-10

UNION GROVE, N.C.—The 47th annual World’s Champion Fiddlers’ Convention will be held April 8-10 at J. Pierce Van Hoey, Union Grove, N.C.

In the past few years the event has been attended by the nation’s leading country string bands and some 15,000 plus fans. For details, contact J. Pierce Van Hoey, program director, Box 34, Union Grove, N.C., 28689.

To name just a few of the S.P.E.B.S.Q.S.A. releases now available:

- The TOP 10 BARBERSHOP QUARTETS OF 1970
- The TOP 5 BARBERSHOP CHORUSES OF 1970
- BOURNE BARBERSHOP BLOCKBUSTERS

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Mail to: Barrie Best, S.P.E.B.S.Q.S.A., Inc., International Office
6315 Third Avenue, Kenosha, Wisconsin 53141

Please send me full details on how we can get the above described recordings for distribution and sale. My firm is a (check appropriate box):

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Gerald McNaulty, left, is the newly named WSI-TX syndicated sales manager. With him is Hugh X. Lewis, GRT artist; Bud Bea, Edi Quaker’s director of advertising and co-producer of the Hugh X. Lewis shows; Ray Shouse, vice president and general manager of WSI-TX AM.

SOUNCOT IS CO. IN ORLANDO

ORLANDO, Fla. — Souncoat Records, a firm operating here for approximately one year, was incorrectly identified in Billboard (March 13, 1971) as Soucanet Records.

Souncoat, owned by businessmen Glenn W. Turner, has had about 20 releases, most of them in the rhythm and blues field.
Country Music

Colorado Fest June 7-12

DENVER—The Ninth Annual Country Music Festival of Colorado will be held at the 4 Seasons Club in nearby Aurora, June 7-12. Director of the festival will be Mrs. Gladys Hart, organizer and promoter of the event since its inception. Several business sessions are scheduled this year to complement the entertainment. A Tuesday (June 11) meeting will serve distributors, record shops, recording studios, club owners and radio personnel.

A Wednesday show will honor the Country Music Association and the city of Nashville. A Thursday meeting is for songwriters and publishers. On Friday, sessions will cover promotions, bookings and personal management.

The week is proclaimed Country Music Week in Colorado, the purpose of the festival is the over-all promotion of country music, particularly in the West.

The festival concludes with a show, Thursday, Saturday, presented by a 5 p.m. awards banquet. Carley Robins of Colorado Public Television in Nashville will be on hand as your host.

Great Reaction to Two Great Songs

"The Pain Will Go Away"

"When You Play in Dirt"

Priceless Records

$100

By RUDY WESLEY

Great Country Artist With Soul

Produced by Kenny Price

Personal Management:

Kenny Price &
Tom Anthony

3703 Dickerson Road,
Nashville, Tenn.
Phone (615) 635-3592

ROOST RECORDS PRESENTS

PAUL COLEMAN

Singing

"Good Morning Sunshine"

Distributors: Some areas still open.

B & B. B. RECORDS

B. B. B. RECORDS

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 UPPER GREAL, PA. 19802

516-65-5492

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IT'S A ROUTE REVIVER

WURLITZER ZODIAC
Brings New Life To Locations
New Earnings For Operators

Put this super star of sound and beauty to work in your top spots and it will top the earnings of any phonograph it replaces. That's a promise—based on the experience of Wurlitzer operators everywhere. No phonograph in history has so rapidly and resoundingly established its ability to tune 'em in, turn 'em on, and accelerate the "take!" THE WURLITZER COMPANY • 115 Years Of Musical Experience • North Tonawanda, N.Y. 14120.
Jukebox programming

Phoenix Programmer Builds Solid Rappor With Location
BY ROBERT LATIMER

PHOENIX, Ariz.—Jukebox programmers with more varied route requirements are in a class by themselves. At least the clerk here at Watkins Cigarette Service. Most of Clark’s locations are in the country music category. However, Clark takes very little for granted. He spends what some programmers call the majority of time with his location owners and their employees in an attempt to determine the best possible selections for each location. Clark’s close rapport with locations not only keeps requests to a reasonable level due to the careful selection of his music but, additionally, builds a better understanding of Clark’s problems.

Despite its cigarette-vending history, extending back to 1914, Watkins Cigarette Service is the Arizona city’s largest jukebox operator, expanding the all-vending complex to a music and games mix two years ago. In Clark’s opinion, the key to expanding the business lies in the hundreds of long-established cigarette locations which the company had serviced for so much as three decades. Currently, Watkins Cigarette Service operates 140 locations, all but a few developed through established-route purchases, and primarily remarkable for the smoothness of the music market they represent.

“Together, we probably have the most stable music market in the country,” said Clark, who joined the firm as the routes expanded, as general manager of Watkins Cigarette Service’s then new phonograph division. “For example, out of 118 stops, we have only 12 which require any rock music programming, and those 12 make up an almost entirely country locations.

Clark is delighted with the fact that it is necessary to change only two records or to “walk” collection stops. Every other week stops require only change, requests for a 24-month period have never averaged more than ten per week. “Perhaps the fact that Phoenix, despite its large size, has never experienced a phonograph fad is something to do with our programming,” Clark said. “At any rate, there’s no doubt that the customers’ strong preference for country music, to the point that we can make up the menus at every location from country, easy listening and a few novelties.

Clark has a different approach to programming in the country music category. He believes that the key to improving sales is to have the people on the location who can sell the product. And with the large number of locations he serves, Clark believes that this is the best way to do it. He builds his relationship with the location owners and their employees by spending time with them, getting to know them, and understanding their needs.

Tell Vital Role of Popularity Meters

PHOENIX, Ariz.—Determine LP Cuts
BY ROBERT LATIMER

CHICAGO—Jukebox programmers should have no problem with a telephone on the music they play because they know all about the selection process. Even in the case of a new phonograph, the programmer should be able to tell if the music is going to be popular or not. This is especially true for a new phonograph. If the music is not going to be popular, the programmer should be able to change it.

Jukebox Meters Help Station Determine ‘Instant Standards’
BY EARL HARRISON

III. Station Identifies LP Cuts

PEORIA, III.—Like radio stations everywhere, WIRL here is stepping up its pulling of records from the jukebox. In the case of WIRL, the station is cooperating with the local Les Montooth Phonograph Service.

Jukebox Meters Fills Gap

CHICAGO—Now that radio stations have been forced to play music from 10-inch albums, the role of the Little LP jukebox album is becoming increasingly important. At least this is the opinion of the two LP jukebox manufacturers, Earl Harrison of Chicago and Bill Decker of Buffalo. Both manufacturers are concentrating on the LP jukebox market. These jukeboxes are designed to play records on either a single or a double LP cartridge. The new models are primarily used in restaurants and drugstores.

7-Inch LP Fills Gap

CHICAGO—Now that radio stations have been forced to play music from 10-inch albums, the role of the Little LP jukebox album is becoming increasingly important. At least this is the opinion of the two LP jukebox manufacturers, Earl Harrison of Chicago and Bill Decker of Buffalo. Both manufacturers are concentrating on the LP jukebox market. These jukeboxes are designed to play records on either a single or a double LP cartridge. The new models are primarily used in restaurants and drugstores.

FM-Jukebox Link

PEORIA, III.—Jukebox programmers with more varied route requirements are in a class by themselves. At least the clerk here at Watkins Cigarette Service. Most of Clark’s locations are in the country music category. However, Clark takes very little for granted. He spends what some programmers call the majority of time with his location owners and their employees in an attempt to determine the best possible selections for each location. Clark’s close rapport with locations not only keeps requests to a reasonable level due to the careful selection of his music but, additionally, builds a better understanding of Clark’s problems.

Tell Vital Role of Popularity Meters

Naturally, Clark prefers his four-room or four-station jukeboxes, which he finds are more flexible than single-room models. He finds that his four-station models are just as popular as the single-room models, and that they are easier to maintain. He also finds that the four-station models are more efficient, as they can be used for both jukebox and coin-op operations.

Jukebox Popularity Meters Not Limited By Technology

The meters register only that a print, or "kip," has been made.

"We’re certainly open-minded about any advances the operators make, but we’re not going to jump on the bandwagon and do something’s possible in today’s technology.

He indicated that it would come to them, such as electronic or radioselecting meters that would measure each side that is played and that would accurately measure the amount of each side that is played.

In some cases, the meters are also used to determine the popularity of jukebox programs. Most programmers feel that the most useful meters are the ones that measure popularity and are reliable barometers.
Proven Profit Maker!

CHICAGO COIN'S
NIGHT BOMBER
NOTHING LIKE IT!

No one else has DIVE...CLIMB Bank to left or right...in all directions.

Authentic...playees sees and hears bombs and rockets dropping to ground.

SIZED to FLY ANY LOCATION! Less than any other similar game now made.

What's Playing?

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

Beaver Dam, Wis.; Adult Location

Ruth Savickis, programmer.
Coin Operated Amusement Co.

Buchanan, Mich.; Adult Location

Frank Fabiano, programmer.
Amusement Co.

Fremont, Neb.; Country Location

Ted Nichols, programmer.
Automatic Vending

Gallatin, Ohio; Country Location

Larry Foust, programmer.
Hoppers Music Co.

Kloppport, Tenn.; Country Location

Buddy Morrison, programmer.
Coin Machine Dist., Inc.

Misoulou, Mont.; Young Adult Location

Eva Stelhammer, programmer.
Montana Music Rentals

Philadelphia, Pa.; Soul Location

Melvin Epstein, programmer.
Blue Ribbon Vending

Rochester, Ind.; Country & Western Location

George E. Pollock, programmer.
Polaroid Music Co.

Springfield, Ill.; Country Location

Bud Hashman, programmer.
Star Novelty Co.

Wichita, Kan.; Teen Location

Dwight Clemen, clerk, programmer.
Music Service Co.
Dock 01a introduces the 446. It goes where no other coin-operated phonograph has ever gone before.

Some places wouldn't even let you in the front door, right?

"Too classy for a phonograph," they said. "We're not ready for the bright lights and all that jazz."

Now it's your turn to show them what stuff the new 446 is made of... the new 446 Rock-Ola Console Deluxe, musicmaker for the elegant people. Fact of the matter is, when the lid is down, most people don't even realize the 446 is a coin-operated phono. It looks like just another beautiful piece of furniture to set a drink on or to serve hors d'oeuvres from... buffet-style.

After all, the Patrician walnut-veneer cabinet is stain-resistant and aristocratically styled to fit perfectly into any elegant corner. But don't let its beauty fool you. The 446 plays for keeps, with all the features that have made Rock-Ola famous. Features like our Compute-A-Flash Record-Now-Playing Indicator that makes choosing records just a little more... grand. Plays for keeps, with all the other accessories, hard-working snap-out components and security measures that keep Rock-Ola sounding great, performing without a stop.

Let the 446 Rock-Ola Console Deluxe open some new doors for you. To all the elegant places that weren't ready for a phono before. Use it to broaden your line. To give yourself more sales, more profits, more prestige.

Go out with the 446 and mingle a little. With all the elegant people. Ain't nobody can say you don't have enough class now.

The 446 Rock-Ola Console Deluxe from Rock-Ola

The Sound One

800 North Kedzie Avenue
Chicago, Illinois 60651
A Message to the People

Buddy Miles Delivers Again

Buddy Miles follows his two chart busting albums, "Them Changes" and "We Got To Live Together" with his best yet. This message will be traveling up the charts, not by inches, but by Miles.

Production assistance: Jack Adams & Gary Kellgren
Executive producer: Robin McBride
Produced by Buddy Miles

A Product of Mercury Record Productions, Inc., A North American Philips Company
New LP/Tape Releases

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

Symbols: LP—long-playing record album; CA—cassette; ST—stereo cartridge; OR—open reel tape.

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**Record Shop \(\mathbb{R}_P\)**

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IT'S HIM...

ANDY KIM

"I WISH I WERE"

ST-731

"I Wish I Were" is the latest, in a string of hit love songs. From Andy Kim, to his millions of fans.

Produced by Jeff Barry

ST-731

Released last week

Record World 70
Cash Box 78
Billboard 99

www.americanradiohistory.com
BOBBY GOSBY — "Put Your Hands Up." 
(Atlantic, 3730) ($)

Bobby Gosby, versatile singing partner to Paul Anka, returns as a solo artist. In a pure go-go sound, he creates a cut-rate version of the recent disco sound. The whole thing is done with a cut-rate charm, but the overall effect is extremely enjoyable.

BOBBY VEEFF — "Magic." 
(Mythical Kings and Queens, Mythical Kings and Queens, 45-10) ($)

Bobby Veeff's "Magic Way to Please" offers new folk and pop elements, and this is especially true with such hard-hitting and forwardSLIDEs as "The Gypsy King and Queen." The song is quite catchy and the guitar work is bold. This is a very nice flavor of this opener for Gosby.

BOBBY VEEFF — "Swrwb'dy." 
(Russian, USSR, Svetlanov, USSR, 7321) ($)

Bobby Veeff's "Swrwb'dy" is a Russian rock hit which includes "11ty." It is a highly effective current package, with exciting vocals and outstanding instrumental work. The performances reflect authenticity and are a part of the unique and powerful Kings and Queens sound. "Swrwb'dy" is a winner.

Paperback — "A BOBBY." 
(Capitol, AT 744) ($)

Stoney Edwards, a relatively new artist, is about to hit the country field. His vocal style and arrangements are essentially the same. He's a good many of which are his own. Include "The Old Man's Whine," "A Twisted Toy," and "The Cigarette Winder." His work will be of interest to country fans.

MUSICAL JABBAH — "JUBJUB." 
(Atlantic, 3518) ($)

Axel Kastrupmann of the veteran orchestra "Axel Kastrupmann," who died in 1974, is currently very popular both here and in Europe. The orchestra's reputation is outstanding, with a wide palate of sounds, folk songs and symphonic pieces. The orchestra's reputation is outstanding, with a wide palate of sounds, folk songs and symphonic pieces. The orchestra's reputation is outstanding, with a wide palate of sounds, folk songs and symphonic pieces.
"Stay Awhile" is being played in every major market.

"Fly Little White Dove, Fly" is breaking right behind it. It looks like hugging and kissing and peace and quiet are catching on.

"STAY AWHILE" (PD-2-15023)
The soft rock, hard love song from The Bells, Canada's award winning songwriters/performers. "Fly Little White Dove, Fly."
(24-4510) The Bells first album.

Polydor Records. Cassette and 8-Track Cartridges are distributed in the USA by Polydor Incorporated, in Canada by Polydor Canada Ltd.
Squires in New Tie With Stars

HOUSTON—Art and Barbara Squires, owners of Squires Southwest, Inc., have formed a new association with the Music Institute of Houston for the city's Choirs Series, the Broadway Series and several special events with Facial's acting as co-sponsor and ticket agent.

The Squires' first concert presented a series of concerts by the National Symphony Orchestra, the Houston Symphony and the New York Philharmonic, on Aug. 15. All concerts will be held at Hofheinz Pavilion in association with the University of Houston Program Council.

The sponsorship marks the beginning of the firm's continuous interest in the city's cultural and entertainment scene. Facial's is sponsoring "Sound of 76," a 10 concert series featuring popular headliners with the Houston Symphony.

Tops on English Charts

"THE YES ALBUM" SD 8283

#7 MELODY MAKERS
#10 NEW MUSICAL EXPRESS
#1 SOUNDS
#6 DISC

... coming this week on ATLANTIC RECORDS & TAPES

CLARK HUTCHISON — guitar, vocals, Bob Wills & His Texas Playboys (San Antonio) [1640] (S) [1650] (S)

LOUIS ARMSTRONG — trumpet, vocals, Louis Armstrong & His Hot Five (Chicago) [1640] (S) [1650] (S)

JOE PASS — guitar, vocals, Joe Pass & His Hot Club (San Francisco) [1640] (S) [1650] (S)

DANNY SULLIVAN — drums, vocals, Danny Sullivan & His Hot Five (San Francisco) [1640] (S) [1650] (S)

SPECIAL MERIT PICKS

POPULAR

TWIST & SHOUT — A Girl From Ipanema, July 1963 [1514] (S) [1524] (S)

RHYTHM & BLUES — Twist and Shout, July 1963 [1514] (S) [1524] (S)

SWING — Twist and Shout, July 1963 [1514] (S) [1524] (S)

POPULAR

THE MAMMALS — Twist and Shout, July 1963 [1514] (S) [1524] (S)

RHYTHM & BLUES — Twist and Shout, July 1963 [1514] (S) [1524] (S)

SWING — Twist and Shout, July 1963 [1514] (S) [1524] (S)

CLARK HUTCHISON — guitar, vocals, Bob Wills & His Texas Playboys (San Antonio) [1640] (S) [1650] (S)

LOUIS ARMSTRONG — trumpet, vocals, Louis Armstrong & His Hot Five (Chicago) [1640] (S) [1650] (S)

JOE PASS — guitar, vocals, Joe Pass & His Hot Club (San Francisco) [1640] (S) [1650] (S)

DANNY SULLIVAN — drums, vocals, Danny Sullivan & His Hot Five (San Francisco) [1640] (S) [1650] (S)

SPECIAL MERIT PICKS

POPULAR

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New Album By Endo

**NEW YORK** — The Peer Southern Organization has two compositions, Lukas Foss' "Concerto for Oboe and Orchestra" and Halsey Stevens' "Concerto for Clarinet and String Orchestra," both recorded on a new album by Akiko Enyo, a winner of the Dimitri Mitropoulos International Competition for Conductors, and the Crystal Chamber Orchestra on Crystal Records, both first recordings. Obstetor Gurnemanz and conductor Mitchell Lurie are the soloists.

New publications of the Serious Music Division of the Peer Southern Organization are "Six Salt Fishes" by Edvard Niel Rosen, "Improvisations No. 3" by Edvard Mora, "Seven Pieces" by Ahreni, "Dos Puertos Cordales" by Quince, "Organ Concerto No. 3" by Domingo Santa Cruz, and the first publication of the orchestral score of Charles Ives' "Symphony No. 1."
Phoenix Programmer Builds Solid Rapport With Location

- Continued from page 41

...the day's calls so that every location owner can count on a different location owner every month or once a month often. Clark devotes the conversations entirely to music. After the opening conversations, and doesn't waste time on small talk. Such close contact with location owners is, of course, essential. Everyone wants to be sure that the phonograph is kept clean, well located, and that the radio broadcasts are well received.

Such careful attention to detail makes for an easygoing and enjoyable programming routine. This philosophy characterizes almost every aspect of the Wink Cigarette Service's operations. There was the early emphasis on literature and skillful salesmanship. There was the careful selection of music, songs, and other audio content. And the consistent quality of performances began with a long tradition of excellence. To date, the Wink Cigarette Service has programmed no less than 25 different bands, primarily because returns have been consistent on standard 100-city play.

Specialty Markets

- Continued from page 25

These three markets know our company and its service organization, as a result of our years of association with them. The same can be said of the specialty markets. Motorists will have 400 service centers to handle the 1920s EFR system, and the in-vehicle service has an exclusive manufacturing pact with CBS.

Color, Picture Gain

- Continued from page 25

...the question of whether or not there could provide a meaningful increase in output so that a greater signal-to-noise ratio could be provided. We have succeeded in formulating such an advance, and the prospective performance would be increased. Costs are not the only consideration.
S. African Broadcastmen Lift 4-Year Record Ban on Beatles

By PETER GELFAN

EMI's (S.A.) dedicated its entire '69/70 album season to the Beatles on March 13 to the George Harrison single "All Things Must Pass." Yoko and Lennon's record "Sgt. Pepper" is being cut in South Africa by their company EMI as "distant," yet passed the censors in South Africa.

Arrangements are being made for the Mexico performance to be recorded for possible album consideration.

McGrath Hits S. African Control Board; Seeks Reasons for Bans

JOHANNESBURG — Gerald McGrath, chief of the Beattle recording company in South Africa, was "knocked out" that the ban had been lifted after a two-year holdup. The ban being annulled of the Beatles records were already being stimulated.

Marketing manager Dave du Pree said the unprecedented was fantastic for the entire recording industry in Africa. It's a great breakthrough.

To celebrate the unbanning, the Awtit Awards Reorganized

MANILA — The Philippine Academy of Recording Arts and Sciences has reorganized in time for the third annual presentation of the Awtit Awards for "the best in the country in the local version of the U.S. Grammy Awards." Cropping up is the new move to recognize the efforts of local performers who were once overlooked.

Back up the presentation of the "golden" awards, the Dado Paderna, chairman of PARAS last year, said that the event was trodden with far fewer participants and to include licenses which do not venture into the field of recording. In the reorganization of PARAS, two other panels in the table, the complete separation of Salazar from record producers and manufacturers and the naming of Salazar as academy co-chairman Victor Co. and Pylvosy.

The exclusion of record producers and manufacturers in the academy is deemed to minimize pressure and lobbying and to create an unsought image for the body. Due recognition is being given Salazar, who is generally known as "Father of the Awards." The presentation of PARAS is the first of its kind in the Philippines.

Stein Wraps Up Foreign Outlets

LONDON—Blue Horizon executive Seymour Stein has completed distribution of 43 albums for the label in Holland and Scandinavia in negotiations conducted March 5. Following alignment with Atlantic in the U.K., the label will now be handled by Polydor in those two continental territories. One of the parties to be tied up is Japan, where negotiations are still in process with the Japanese side.

March 27, 1971, Billboard

International News Reports

W. German Industry in Equal Tax Fight

Hamburg—The German record industry's fight for equal tax rates entered another phase with the threat of a letter sent to all M.P. and Government executives by the Bundesverband der Photographischen Wirtschaft. The letter was drafted by the body appointed by the industry to promote its cause.

The letter, accompanied by a "soundproof parliamentary petition," states that the disk had "democratized," preserving culture and history with its recordings of the voices of such as Henny Porten, "Ludger," or "La Modena," and folklorists from Poland, Czechoslovakia, or Russia, too.

The West German record industry's argument is that equal tax rates are being discriminated against, as in books, the press, and movies. The record industry also has to pay the Federal Phono Association and the service, per cent, whereas books, press, and films pay only 3.5 percent.

The industry's letter states that it has not been concerned in relation to specific questions which have far-reaching significance to culture and civilization. New aspects would be presented to politicians in the shape of proposed amendments with little or no apparent effect.

The first side of the "sound petition" refers to the double standard, or AVT, the industry's reply to AVT. The second side has been submitted to the Federal Finance Ministry's arguments against the industry's request for AVT parity.

Ertregan Sets French Outlet And License

NEW YORK—Neshi Ertregan, president of K micro Music International, and David Filippacci, French magazine publisher, have reached an agreement for the establishment of K-Micro Music International, a for-profit distributor of the K-Micro label. The new company is expected to bring in fact 500,000 discs to this year and 1980.

The agreement is to be signed in May in Paris, and it is expected that a new imprint, K Micro, will be formed in France with the recording of 200,000 discs.

Pascal Moves To New Office

PARIS—As from March 21 (Mar. 31), French independent music publisher, Editions Pascal will be located at a new office in Paris. The publisher, 48 rue Saint-Denis, Paris, XVII (Telephone numbers: 724 43 72, 73 43 17, 72 45 43.)
Critical Ponderings

News,” the magazine of the American Radio History Society, has been signage to come out of the decade with a new look and feel. The magazine is now published quarterly, and each issue includes articles on the history of radio, television, and music. The latest issue features an article on the history of the Rolling Stones, as well as a review of the recent documentary film on the band. The magazine is available for purchase at www.americanradiohistory.com.

Bron Company Leaves Philips

LONDON—A brief statement from Philips U.K. this week disclosed the name of the man in charge of the company’s music division. The statement said that Philip, who takes over from Brian Ebley, will be responsible for all aspects of Philips’ music business in the U.K. and Ireland. Philip has been with Philips for many years, most recently as managing director of the company’s music division in the U.K.

Dutch Pirates in Court Action

AMSTERDAM—The Dutch parliament has approved a law that will make it legal for individuals to use pirate radio stations. The law is part of a broader package of measures aimed at reducing the number of pirate radio stations in the country. The law will come into effect in 2018, and it will be up to the government to enforce it.

Song of Joy

MADRID—"A Song of Joy" by Massimo Ranieri has won the 2017 Sugga Award, which is given annually to the best new artist. The song is a bilingual mix of Spanish and English, and it has been praised for its catchy melody and lively rhythm.

Brigitte B niedys

KINNEY-CBS Enters Joint Distr ibution and Pressing Deal in England

By BRIAN B ELEYNS

LONDON—In a fact-checking move in the British record industry, CBS and the Kinney Group forces will share the same pressing and distribution operation beginning July 1. Using facilities already owned by CBS, which will be greatly expanded, the companies will see an increase in product volume, the two companies should account for a major part of vinyl production when the Atlantic label comes into the CBS fold.

Under the deal, which will run for up to ten years, all product on label CBS, Epic, Harmony and Straight. The Rolling Stones label should also the join list of the Kinney-distributed labels.

All aspects of joint operation will be conducted under the name CBS-Kinney, although no new company will be formed. CBS will own the joint company, and it will be a separate entity from CBS.

The deal covers only manufactured products, and CBS will continue to have its own sales force, its own telephone operation, and staff (although they will share the same receiving and warehousing space within the William Road depot, which was taken over by CBS). CBS, and separate promotion staff. Kinney will manage all sales, and a significant number of staff representatives of some 25 or 30 between now and the end of the year. The current CBS distribution arrangement will be maintained, and CBS has and will not be removed.

Kinney retain an option to arrange for distribution and manufacture of tapes and records. Existing non-exclusivity deals with Philips and Precise are being terminated, but the companies will work together in the future.

EMI-Belter Sign Deal

BARCELONA—Following an agreement between EMI and Discos Belter, SA part of the EMI distribution, Belter will be distributed by Belter under its own label.

The artist and type of repertoire which will be covered by the new agreement has not yet been decided. This licensing of part of its catalog is similar to what EMI but already done in the U.S. and other territories.

E MI-Belter Sign Deal

AUSTRALIA

David Jones has been appointed managing director and chairman of the Australian subsidiary of Philips. Prior to this appointment, he was general manager of RCA in Brazil for fifteen years. Warner Bros. organization in Australia has appointed Phil Green to a general management position. Phil has just arrived in Sydney from England, where he was a senior manager for Polydor, their international record operation.

EMI-Belter Sign Deal

SYDNEY

U.K. group Vanity Fare launch an Australian tour and their Sydney market. Following the success of their last album, "In Love," the new creation featured in the Festival Records' special "Biggest Hits of the Century" series.

Radio Talks Break Down

LONDON—Talks between the BBC and the Independent Radio Broadcasters (IRoB) over the future of commercial radio have broken down. The companies have been in talks for several months, but they have been unable to reach an agreement.

The PBS claims that the pay-"new deal is not adequate. The IRoB says that a Tribunal to discuss the claims should be set up in the autumn. The BBC pays the majority of its revenue from the sale of its copyrighted music played on radio and TV.

Dutch Pirates in Court Action

Just two months ago the two Dutch businessmen who operated Radio Nederland Noord (RNN) were forced to liquidate their business, which was valued at $500,000. RNN was unable to continue operating and was forced to close down.

However, a few days ago, Radio Nederland Noord International, the company that owned RNN, announced that it was planning to re-establish the station. The announcement came as a surprise to many people, but it has been welcomed by those who support the idea of pirate radio.

The station had been operating for over a decade, and it was popular with listeners in the Netherlands and abroad. The company that owned RNN was hoping to make money from the station by selling advertising time.

But the announcement of the re-establishment of Radio Nederland Noord International has raised questions about the future of pirate radio in the Netherlands.

The company that owned RNN has been running at a loss for several years, and it is not clear how it plans to make money from the station. Some people are concerned that the re-establishment of the station will lead to an increase in the number of pirate radio stations in the country.

But others are hopeful that the re-establishment of Radio Nederland Noord International will lead to a more competitive market for pirate radio. They believe that the station will be able to attract more listeners if it is able to sell advertising time and if it can offer a wider range of programming.

In the meantime, the Dutch government is considering new measures to regulate pirate radio. The government is concerned that pirate radio stations are a threat to the financial health of licensed radio stations.

But many people believe that the government should not interfere with the market for pirate radio. They believe that the competition between licensed and pirate radio stations will lead to a more diverse range of programming, and that this will benefit listeners.
**Canadian News Report**

*From The Music Capitals of the World*

**Reggae Outlet Forms Label**

**Contest Rule Boon For Local Artists**

By RITCHIE YORKE

LONDON—Trojan, the joint Music Corp. of Canada outlet is planning to launch a new label which will be aimed at the pop market. Name of the label is Howie and it is to be launched progressively over the next few months. Although exact details of the acts on the label have not been finalized, it is understood that Desmon Decker and Bob Andy will be involved. The company is also planning to release a new series of its 45s only on the label which will be used for a Western Indian market. It is hoped that the label will be very popular with the pop reggae scene. Howie is considered to be the introduction of a label which will be the label winner for the future. 

TORONTO—Two months after the start of Canadian content on the CRTC radio regulations, the label has been cited by the CRTC as having received many Canadian content records. The label has also been cited by the CRTC for its efforts in promoting Canadian content in the pop market. Howie is considered to be the label winner for the future. The label has also been cited by the CRTC for its efforts in promoting Canadian content in the pop market.

**Bachman Forms A New Group**

WINNIPEG—Randy Bachman, Canadian composer, has formed a new band called Bachman Turner Overdrive with Bob Lefkowitz, whose last name is who has formed a new band called Bachman Turner Overdrive with Bob Lefkowitz, whose last name is also a great success in Germany. The British pop group Jethro Tull came to Canada and performed for a concert appearance. Polydor has a newly-developed label for the group. The group is preparing an album in the style of the Jethro Tull. The group will present the album "Fiddler" by Beethoven, which will be released in Canada. The group will be supported on the Canadian tour by Leonard Cohen and is featured on the label of Cockers second album.

**Cocker Single Now Rule**

TORONTO—A&M Records has released a new single, "Have You Ever Been to Neverland?" which qualifies as Canadian content. This single, which was written by Leonard Cohen, is featured on Cocker's second album. There are no immediate plans to release "Bird on the Wire" as a single. The label is very pleased with the success of this single.

**Today Music Expansion Set**

TORONTO—As part of its current promotion, the label is expanding its Canadian content on the label. The label is also promoting Canadian content on the label of the label's second album. The label is very pleased with the success of this single.

Johannesburg

Johannesburg, South Africa's largest music city, is promoting a hit parade which is being promoted by the label. The label is expanding its Canadian content on the label of its second album. The label is also promoting Canadian content on the label of its second album. The label is very pleased with the success of this single.

**Spring Thaw in Toronto Date**

TORONTO—The latest version of Canada's longest running annual Spring Thaw Festival has been scheduled for mid-April. The festival will feature progressive music only. The festival is scheduled for March 9 at the General Concert Hall. The festival has received a Gold Medal from the Canadian Record Association. The festival has been described by Desmon Decker and Bob Andy as "a great success in Germany."

**Donna Hightower**

... a fabulous American singer resident in Spain, who has won the recent First Prize at the 4th International Song Contest of Costa del Malaga, with

"IF YOU HOLD MY HAND,"

... a song written by herself and Spanish composer Danny Daniel. The picture shows, from left to right, the Mayor of Malaga, Danny Daniel, and Raymonde, conductor of the orchestra. "If You Hold My Hand" is a catchy tune, which will enter soon the Spanish hit-parade, and will be a great success all over the world.

*Fabrica de Discos Columbia, S.A., Madrid.*
**HITS OF THE WORLD**

**ARGENTINA**

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<td>4. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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<td>5. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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**MEXICO**

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<th>Country:Mexico</th>
<th>Artist: Various</th>
<th>Title: Various</th>
<th>Week: 8</th>
<th>Denotes local origin</th>
<th>1. I WILL DRINK THE WINE - Frank Sinatra (RCA)</th>
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<td>2. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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<td>3. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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<td>4. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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<td>5. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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**SOUTH AFRICA**

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<th>1. I WILL DRINK THE WINE - Frank Sinatra (RCA)</th>
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<td>2. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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<td>3. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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<td>4. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
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<td>5. I WILL DRINK THE WINE - Frank Sinatra (RCA)</td>
</tr>
</tbody>
</table>

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From the

Music Capitals

Of the World

- Continued from page 55
Oh woman
Oh why?
is on the other side of another day.

Paul & Linda
Spotlight Singles

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

TOP 20 POP SPOTLIGHT

Spots predicted to reach the top 20 of the HOT 100 Chart

JACKSON 5—NEVER SAY GOODBYE (2:56)
(Prod. Nat. Band/Decca) Writer: Adam-Levis/ATV, BMI-Gang's first foray for the year has all the shades of a hit. A great number for the group, and a top ten filler for every station. This group is a definite hit for many stations.

DOORS—LOVE HER MADLY (2:45)
(Producers: Brian Jones & The Doors) Writer: Bob Dylan, ASCAP—Here's the fourth item that will put the Doors back in their sales top 10. The Doors have a hit on their hands. This item is sure to please fans of their music. This is a definite hit for many stations.

ARCHIES—THIS IS LOVE (2:33)
(Prod. Bob Brown/Decca) Writer: John Lennon/McCartney/Marvin Gaye, Motown—The second single from the group's debut album. This group is a definite hit for many stations.

REDEYE—RED EYES (2:45)
(Prod. All Schmidt/Chad & Chrome) Writer: Eddie Kendricks/Atlantic—This is the third single from the group's debut album. This group is a definite hit for many stations.

RUNDOWN—BE NICE TO ME (3:12)
(Prod. Testa/Rundgren) Writer: Todd Rundgren, BMI—This is the second single from the group's debut album. This group is a definite hit for many stations.

EMIT RHODES—LIVE TILL YOU DIE (2:44)
(Prod. Eddie Kramer & Harvey Broch) Writer: Brian Jones, BMI—This is the third single from the group's debut album. This group is a definite hit for many stations.

MAIN INGREDIENT—SPINNING AROUND (1:50)
(Prod. Stylist: Jimmy Dean/Donmeyer/Allan Klar, BMI—This is the second single from the group's debut album. This group is a definite hit for many stations.

ADAM ROGERS AND THE ELEVENTH VERSION—JESUS MADE ME HIGHER (2:59)
(Prod. Joe Trussler) Writer: Orville, BMI—A hit that has the potential to make it to the top 10. This item is sure to please fans of the group. This is a definite hit for many stations.

HOG HEAVEN—HAPPY (3:39)
(Prod. Michael Vale & Peter Lucas) Writer: Lucas/Vale/Beaver, BMI—A hit that has the potential to make it to the top 10. This item is sure to please fans of the group. This is a definite hit for many stations.

ALEX TAYLOR—HIGHWAY SONG (3:17)
(Prod. Johnnie Signature) Writer: Taylor/Country Road/July Blackwood, BMI—A hit that has the potential to make it to the top 10. This item is sure to please fans of the group. This is a definite hit for many stations.

SAMMY DAVIS JR.—IN MY OWN LIFETIME (3:25)
(Prod. Ronnie Bolan) Writer: Davis/Simon, BMI—A hit that has the potential to make it to the top 10. This item is sure to please fans of the group. This is a definite hit for many stations.

LLOYD PRICE—HOOKED ON A FEELING (2:40)
(Prod. John J. West) Writer: James, BMI—A hit that has the potential to make it to the top 10. This item is sure to please fans of the group. This is a definite hit for many stations.

SILVER DUST—FATHER AND Son (2:37)
(Prod. John Phillips) Writer: Phillips/Simmons, BMI—A hit that has the potential to make it to the top 10. This item is sure to please fans of the group. This is a definite hit for many stations.

SPECIAL MERCHANDISE

Spotlighting new singles deserving special attention of programmers and dealers.

HARRY MARTINSON, His Orchestra and Chorus—What Goes Around Comes Around (2:30)
(Prod. John Edmondson) Writer: Martinson, BMI—This is the first single from the group's debut album. This group is a definite hit for many stations.

HENRY MANNING, His Orchestra and Chorus—You Can't Be Beat (2:30)
(Prod. Joe Williams) Writer: Manning, BMI—This is the second single from the group's debut album. This group is a definite hit for many stations.

LINDA AND THE LADIES—COME ON BABY (2:30)
(Prod. Jerry Gold) Writer: Gold, BMI—This is the third single from the group's debut album. This group is a definite hit for many stations.

BETTY-LOCETTE AND THE HONORS—The Man's Misfortune (2:30)
(Prod. Gary Gibson) Writer: Locette, BMI—This is the fourth single from the group's debut album. This group is a definite hit for many stations.

SPOTLIGHT COUNTRY

Spots predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

ROY CLARK—A SIMPLE THING CALLED LOVE (3:14)
(Prod. Joe Allen) Writer: Allen/Clark, BMI—Clark's "Thank God For Christmas" took him to the top 10, and his follow-up is sure to please fans of his music. This item is sure to please fans of the group. This is a definite hit for many stations.

JACK GREENE—THERE'S A WHOLE LOT ABOUT A WOMAN (2:54)
(Prod. Jerry Shugrue) Writer: Greene/Johnson, BMI—Greene's record that put him into the country top 10. This item is sure to please fans of the group. This is a definite hit for many stations.

DOUG RAY—COMIN' FOR TO CARRY ME HOME (2:59)
(Prod. Bob Ferguson) Writer: Ferguson, BMI—This is the first single from the group's debut album. This group is a definite hit for many stations.

ROGER MILLER—TOMORROW NIGHT IN BALTIMORE (2:50)
(Prod. Jerry Kennedy) Writer: Miller/Reed, BMI—This is the second single from the group's debut album. This group is a definite hit for many stations.

JERRY LADD—LIVE TO MARRY (3:00)
(Prod. Jerry Kenfield) Writer: Ladd, BMI—This is the third single from the group's debut album. This group is a definite hit for many stations.

BARBARA BARBARA—WHAT DO YOU WANT (3:55)
(Prod. Jerry Kenfield) Writer: Barbara, BMI—This is the fourth single from the group's debut album. This group is a definite hit for many stations.

SPOTLIGHT SOUL

Spots predicted to reach the top 20 of the TOP SELLING SOUL SINGLES Chart

JACKSON 5—NEVER SAY GOODBYE (See Pop Pick)
CANDY TATTON—MR. AND MRS. UNTRUE (See Pop Pick)
MAIN INGREDIENT—SPINNING AROUND (I Must Be Falling in Love) (See Pop Pick)
LLOYD PRICE—HOOKED ON A FEELING (See Pop Pick)
BETTY EVERT—AIN'T NOTHING GONNA CHANGE ME (2:42)
(Prod. Jerry Allen) Writer: Allen, BMI—This is the first single from the group's debut album. This group is a definite hit for many stations.

ARTIST—NEVER SAY GOODBYE (2:56)
(Prod. Nat. Band/Decca) Writer: Adam-Levis/ATV, BMI—This record is predicted to reach the TOP 40 EASY LISTENING. This item is sure to please fans of the group. This is a definite hit for many stations.
A shameful bribe
to get you
to consider
trading stamps

Consider all the nice things you can get with S&H Green Stamps. We'll give you 1200 free stamps—that's a full book—if you also promise to consider all the nice things a stamp program can do for your business.

I accept your "bribe." Send me 1200 free S&H Green Stamps—along with an S&H Representative to tell me how a trading stamp program can help my business.

Name ____________________________
Firm Name ____________________________
Business ____________________________
Firm Address ____________________________
City __________________ State ______ Zip ______
Phone __________________ Area Code ______

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A giant new LP by TRAPEZE.

MEDUSA. An LP that excels in the tradition of today's heaviest rock sound. Just released...already jolting underground radio audiences across the country.

SEE TRAPEZE IN PERSON, BRINGING "MEDUSA" ALIVE ON THEIR 2nd U.S. TOUR:

March 26  THE WAREHOUSE, Kirkwood, N.Y.
March 27  QUEENS COLLEGE, Flushing, N.Y.
March 30  PHILHARMONIC HALL, New York
March 31  MCGONIKAL HALL, Philadelphia, Pa.
April  2-3  THE ROCK PILE, Island Park, N.Y.
April  7  ATHENA THEATRE, Athens, Ohio
April  8  THE AGORA THEATRE, Columbus, Ohio
April  9  THE PUBLIC THEATRE, Dayton, Ohio
April 10  TOLEDO DRAFT HOUSE, Toledo, Ohio
April 16-17  EASTOWNE THEATRE, Detroit, Mich.
April 23  SYNDROME, Chicago, Ill.
May  2  THE WHISKY, Los Angeles, Calif.
May  6-9  FILLMORE WIST, San Francisco, Calif.

Available also on AMPEX STEREO TAPES
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<th>Title, Label, Number (Distributing Label)</th>
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<td>MAR 27, 1971</td>
<td>JANIS JOPLIN</td>
<td>Pearl KRL 30229 (Columbia)</td>
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<td>LOVE STORY</td>
<td>Soundtrack Paramount PAS 6032</td>
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<td>JIMMY HENDRIX</td>
<td>Electric Ladyland Reprise WP 3054</td>
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<td>CHICAGO II</td>
<td>Columbia 30110</td>
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<td>JESUS CHRIST SUPERSTAR</td>
<td>Various Artists Geffen GSA 7205</td>
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<td>ANDY WILLIAMS</td>
<td>Love Story Columbia 30447</td>
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<td>ELTON JOHN</td>
<td>Tumbleweed Connection Uni 7 30996</td>
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<td>GEORGE HARRISON</td>
<td>All Things Must Pass Apple BPA 639</td>
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<td>BARBARA STREISAND</td>
<td>Seven End Columbia 30379</td>
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<td>THREE DOG NIGHT</td>
<td>Golden Braggies Dunhill DL 83096</td>
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<td>CAT STEVENS</td>
<td>Tea for the Tillerman A&amp;M SP 4320</td>
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<td>RUBY &amp; THE FLORENCE FAMILY</td>
<td>Stone Greatest Hits Epic EXS 30529 (Columbia)</td>
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<td>THE PARTRIDGE FAMILY ALBUM</td>
<td>Come To Your Mind Bell 6050</td>
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<td>BLACK SABBATH</td>
<td>Paranoid Warner Bros. 6175</td>
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<td>CARPENTERS</td>
<td>Close To You A&amp;M SP 4071</td>
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<td>GORDON LIGHTFOOT</td>
<td>If You Could Read My Mind Reprise 6392</td>
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<td>DAVID CROSBY</td>
<td>If I Could Only Remember My Name Atlantic 19 7505</td>
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<td>OSBOMES</td>
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<td>EMMERSON, LAKE &amp; PALMER</td>
<td>California GSO 9000</td>
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<td>PERRY COMO</td>
<td>It's Impossible RCA Victor LSP 4473</td>
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<td>ELTON JOHN</td>
<td>Your Country Has Been Good To Me Uni 7 30990</td>
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<td>Gold/That's Great Times Dunhill DL 83099</td>
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<td>B.B. KING</td>
<td>Live At Cook County Jail John 7 30999</td>
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<td>HENRY MANCINI</td>
<td>Man From Nowhere RCA Victor LSP 4464</td>
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<td>IKE &amp; TINA TURNER</td>
<td>Workin' Together Liberty LS 7290</td>
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<td>JAMES TAYLOR</td>
<td>Sweet Baby James Warner Bros. WS 1963</td>
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<td>ELVIS PRESLEY</td>
<td>Unto Country RCA Victor LSP 4440</td>
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<td>LYNNE ANDERSON</td>
<td>Rose Garden RCA Victor LSP 4464</td>
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<td>ISAAC HAYES</td>
<td>To Be Continued Atlantic KRS 2054 (Soul/Hit)</td>
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<td>JUDY COLLINS</td>
<td>Winds Of Magic Elektra EKS 72010</td>
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<td>MOUNTAIN</td>
<td>Rain Check Shelter Winds 8000 (Bell)</td>
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<td>SAMMY SMITH</td>
<td>Help Me Make It Through The Night New West 6090 (London)</td>
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<td>ENGELBERT HUMPERDINCK</td>
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<td>GRAND FUNK RAILROAD</td>
<td>Lie Aloud Capitol SMV 8433</td>
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<td>East, West &amp; Anthology Bell 6040</td>
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<td>ROBERTA FLACK</td>
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<td>CURTIS MAYFIELD</td>
<td>Curtis Curtom CR 3005 (Buddah)</td>
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<td>JACKSON S</td>
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<td>JOHN LENNON</td>
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<td>BOO BLENDER &amp; THE MG'S</td>
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<td>RAY PRICE</td>
<td>For The Good Times Columbia CL 30106</td>
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<td>FACES</td>
<td>Long Player Warner Bros. WS 19657</td>
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<td>JEFFERSON AIRPLANE</td>
<td>Wheels of RCA Victor LSP 4469</td>
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<td>The Birth Of RCA Victor LSP 10003</td>
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<td>We Are Gonna Hold On To You Rca Victor LSP 4468</td>
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<td>/crypto From Me To You RCA Victor LSP 4490</td>
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<td>JOE DON BARRY</td>
<td>Love Me To Death Warner Bros. WS 1963</td>
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<td>ALICE COOPER</td>
<td>Two Tickets On Time Decca 303-33</td>
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<td>Blow Against The Empire RCA Victor LSP 4440</td>
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<td>WITYT DISKETT</td>
<td>Dirty Diet Band Uncle Charlie &amp; His Dog Daddy Liberty LS 7263</td>
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<td>TONY BENNETT</td>
<td>Love Story Columbia CL 3003</td>
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<td>NO, NO, NO!</td>
<td>Original Cast Columbia CL 3003</td>
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<td>SIMON &amp; GARFUNKEL</td>
<td>Bridge Over Troubled Water Columbia KC 9014</td>
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<td>EMITY RHOSES</td>
<td>Burleigh DJS 50599</td>
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(Continued on page 64)
"Me And You And A Dog Named Boo"

By LOBO
Produced by PHIL GERNHARD

Is a
HOME RUN

GAVIN'S—"Record To Watch", March 12th/HAMILTON—"Best Of New Records", March 8th
KAL RUDMAN—"Boo, is an oasis of sensitivity."

WCFL—Chi
WLS—Chi
WDGY—Mpls
KDWB—Mpls
WOKY—Milw
WKY—Okla City
WKNX—Saginaw, Mich.
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Fantasy 657

CALIFORNIA BLUES

*c w*

DARK THURSDAY

introducing

REDWING

*A modern version
of the old Jimmie Rogers (The Singing Brakeman) classic

**A modern classic by Redwing

Watch for their first album
inventively entitled

"REDWING" Fantasy 8409

Past weeks' hits:

GET YOUR LIE STRAIGHT
sung by BILL CODAY
Galaxy 777

AIN'T NOTHING GONNA CHANGE ME
sung by BETTY EVERETT
Fantasy 658

ANOTHER HIT FROM FANTASY
HIT BOUND ON KHJ
Col 19 Awards Sweep

Grammar

- Continued from page 8

chiefs performed flawlessly, again pointing out that Nashville's mu-
cin. SESAC's decorations also were significant. B.W.

Chicago

If NARAS had an award for the chapter with the most dif-
ferent or "the Best of the Best," the votes are in. It was a
major need for the network to be covered by the media.

Atlanta

Nearly doubling the site of its annual banquet, the Atlanta
chapter of NARAS put on more than 250ву "in

West Coast Rack

- Continued from page 4

Los Angeles has become a low,

ASCAP Warns FCC

- Continued from page 4

rates, they can bring the dispute to

RCA Series Drive

- Continued from page 3

Christ Superstar" and "Arkin

LeVitus Cites 3 Factors
In Auto Cassette Sales

- Continued from page 8

execute a new concept in auto

cassettes, among other things.

To Honor Bartok

- Continued from page 51

sessions are Professor Ladislaw

At Songwriters Hall of Fame

- Continued from page 4

THE FIRST ANNUAL Songwriter's Hall of Fame dinner and awards cere-
mony is one of the biggest events of the year, with the selection of 10 songwriters to the Hall of Fame. Shown are (upper left) Johnny Mercer holding his piano player award as pianist Charlie Byrd; looking on (upper right) Luther Blissett playing at the cajon (lower left); Kris Kristofferson and Carol Hall present awards; (lower right) Frank Sinatra presents player piano statuette to Richard Rodgers.
hitchin’ another hit ride....

VANITY FARE

their newest single

"WHERE DID ALL THE GOOD TIMES GO"

Produced by Roger Easterby & Des Champ

DJM #70,024

www.americanradiohistory.com