U.S. Piracy Bill OKd by Senate Unit; PBS Gain

By MILDRED HALL

NEW YORK — The McCracken Bill to outlaw record piracy was voted out by the Senate Copyrights Subcommittee last week, with an amendment to provide music publishers with stronger damage and penalty provisions for mechanical infringement of copyrighted music. Sen. Hugh K. Scott, Jr., (Continued on page 42)

Soft Sound Is Spawning Big Sales Spillover Splash

By ROBERT SOBEL

NEW YORK — The soft sound is making a lot of across-the-board singles sales noise nationwide, with the chart spillover spasing new sales for artists. The crosstown on the charts is so strong that it's becoming increasingly difficult to tell one sound category from the next. One theory advanced for the spillover surge is that radio stations and manufacturers are leaning more toward a softer sound.

The Carpenters are a prime example of the soft sound paying off, and are considered to be the present-day movers of this style. Their hits, ("They Long to Be Close to You," issued last year, followed by "We've Only Just Begun" and "For All We Know," hit both the Hot 100 and Easy Listening charts. (Continued on page 8)

Dutch Discotheques As Exposure Outlets

By BAS HAGEMAN

AMSTERDAM — A network of 1,300 discotheques throughout Holland has been developed to break records and produce a new outlet for songs. The 1,300 locations in many instances are former cafes and coffee houses which have joined the discotheque movement since 1967. In many instances they have expensive deluxe turntables with oscilloscopes to show the sound patterns of the music being played. Disk jockeys program the songs to fit the mood and the audience.

In the big cities, the discotheques have become music tastemakers, with special charts being issued to customers. In a similar procedure used by state radio and pirate stations, the important discotheques import various hot pop items directly from abroad or receive test pressings from the record companies. Although record dealers are not allowed to grant any discounts, it's a public secret that many discotheques buy their records from local dealers at prices below the official level.

Recognizing the importance of these clubs, some record companies and importers have started a campaign to send new releases to the discotheques in advance of their availability to the public. (Continued on page 6)

Col, RCA Battle Shaping on Q-8's

By CLAUDE HALL

NEW YORK — A battle is shaping in quadrasonic album systems. Just as during 1947-48 "battle of the speeds," the major protagonists are once again Columbia Records and RCA Records.

Columbia Records last week was gathering momentum for a big advertising hoon about their "matrix" quadrasonic system. RCA Records, on the other hand, in the past two weeks met again with Japan Victor here. The Japanese firm unveiled what one engineer described as the third generation of their "discreet" quadrasonic system. Both RCA and Columbia are strongly aggressive about their particular systems for quadrasonic albums. One record industry authority reflected that both firms felt much the same way about the speed battle, each originally claiming its own system as a total one.

Columbia is working on its system at its Connecticut laboratory. Dr. Peter Goldmark, father of the long-playing album, has been instrumental in the new quadrasonic process. (Continued on page 10)

‘Nanette’ In Big Disk Play

NEW YORK — "No, No, Nanette" is reversing record company apathy toward Broadway show scores. The Vincent Youmans - Irving Caesar - Otto Harbach score has been picking up strong disk action since its Broadway opening several months ago, and the coverage is especially unusual since the score was originally written in 1925. The response is attributed to the super-hit status of the Broadway revival and to the nostalgia boom that's swept the country. (Continued on page 10)

Diana!

10 P.M. E.S.T., Sunday, April 18, ABC-TV Network
Original soundtrack album available on Motown
José Feliciano's "Encore!" album. A little bit more of a good thing.

Most everybody else's Greatest Hits-type albums end right there: assemble two sides' worth of major and minor hits and leave it at that.

Feliciano's Greatest Hits-type album does a bit more than that, though. For one thing, it includes "Wichita Lineman" and "Life Is That Way" (which have never before appeared on any of José's albums). For another, it brings together all the sides of Feliciano the man, and that man's music. All here: "Light My Fire," and "California Dreamin'," "Hi-Heel Sneakers" and "Susie-Q".

"Encore!" Just one more once.

RCA
Records
and Tapes

dynatone, is the RCA trademark for a new development in record manufacturing that provides a smoother, quieter surface and increased ability to reproduce musical sound. This lightweight record also virtually eliminates warpage and turntable slippage.

www.americanradiohistory.com
Capitol Raises Singles Cost

HOLLYWOOD—Capitol Records will raise its singles suggested list price from the current $1.98 to $2.98 effective May 1, according to Brown Meggs, Capitol's vice president for market- ing. Sub-distributor and dealer prices will be adjusted accordingly.

Meggs, who announced the increased list price today, explained, "The net effect of our raising the list price is $1.19 is not necessarily to raise our financial, for we are making a substantial increase in our cost of doing business. Any net increase over this $1.19 will be cancelled by the increased cost of our own single. This is especially true since the present $1.98 list price is in line with the average of all other labels. This comparison is based on a recent survey of the average of all labels, as computed by North, a market research concern which handles the label in promotion and distribution.

Meanwhile, King Kauli stated that the new price increase will allow the company to make a better deal on its own single.

In the world of music, the increased cost of doing business will be passed along to the consumer in the form of higher prices for records.

The new price will take effect on May 1 and will affect the outlet, retail and secondary market.

The increase will also affect the price of singles recorded by Capitol artists.

The new price will be effective on all Capitol recordings, including singles released during the current fiscal year.

The increase is expected to generate increased revenue for the company, which has been paying its artists and staff at a level that is lower than that of other record companies.

The increased price will also help to offset the cost of producing and distributing records, which has increased significantly in recent years due to the rising cost of materials and labor.

The new price will be distributed to the company's record distributors and record dealers, who will in turn pass it on to the consumer.
WASHINGTON — The RIAA last week filed a blockbuster challenge at the Federal Communications Commission in connection with a controversy involving the "vague and ambiguous" drug-rating system used by the music industry. The Recording Industry Association of America pointed out that the notice requiring a broadcast review of recorded music "tending to promote or glorify drug use" is "grossly defective" in many respects.

The notice, which RIAA points out, involving record companies and/or stations, would result in automatic copyright clearance negotiations with the authors of the songs or words recorded.

Federal laws do not grant record companies copyright in the lyrics of the song on the recording. Dissemination of printed lyrics to radio stations, or inclosure with recorded music, by the record company, does not give the copyright owner.

Referring to the Storni Broadcasting decision to demand printed lyrics before any air-play, RIAA says the notice raises a serious problem with regard to the cataloging of recordings. The economic burden of the notice for the music industry could not be afforded.

With printed lyrics, today's MGM Agency

LOS ANGELES—MGM Records has formed its own in-house ad agency for Sales and Advertising. Saul Saget, the label's creative services manager, will head the new operation with advertising director Derek Church. Free-lance talent will be utilized.

Ripp's Family Prod Gets
The 'Hard Ride' Soundtrack

LOS ANGELES—Artie Ripp's Family Productions has acquired the经营理念 of the Southern Belles and Bessie Holliday partition known as "The Hard Ride." The film was released on the newly created Fam-ily Paramount label.

In addition, Family has also acquired interest in the publishing of songs which were originally scored and produced by Artie Ripp. The LP, which contains tracks by a number of well-known artists, is available in Time, Medley, is April 15 American International Pictures, which is being released at the same time, is working a joint advertising program with Family-Paramount to promote both the film and soundtrack. Lobby displays in addition to newspaper advertising tie-ins have been set for the LP and soundtrack by the company.

Family-Paramount and MGM, one of the companies which has rights to several of the songs, has set an ad campaign for the Southern Belles and Bessie Holliday partition known as "The Hard Ride." The film was released on the newly created Fam-ily Paramount label.

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“White Trash established a new superstar whose talent will bring his songs to millions of ears.”

In reviewing an advance copy of the just released “Edgar Winter’s White Trash” album, Circus magazine went on to call it an “early pick for the greatest album of the year... Edgar Winter’s White Trash is a superbly produced, fantastically performed, well written rock masterpiece... It has as much musical competence and authenticity as anything around today... The album is unforgettable.”

So enjoy stocking trash for a change.

“Edgar Winter’s White Trash.”
On Epic Records and Tapes.
**Executive Turntable**

Michael Stewart named president, United Artists Records.

David V. Picker, former president of the label, is now chairman of the board. Stewart has been executive vice president and is a shareholder, remains a president of the U.A. music group and vice president of the UA Corp.

Jerry Thomas, formerly director, international sales, Liberty-U.A. joins Capitol as vice president, international, succeeding Brown Meggs, recently named Capitol's vice president, marketing. With-

in Capitol's five staff, John Eamonn replaces Dave Clinton in Los Angeles. Cline has resigned. Stanton has been with Capitol in Boston for the past two years. In Chicago Dennis White replaces John Conner who has accepted another position in the market.

In Cleveland, Joseph A. Stetek, formerly district sales manager, replaces Jim Doyle, who has resigned. Johnson's replacement in Cleveland is Mike Mathewson.

In Houston, Tom Elliston, who was district manager of the recently closed Cincinnati district takes over as district sales manager.

**Star/Day/King To Handle Pride**

NASHVILLE Sunday/King Records will distribute the newly-

ly acquired Pride label. President Mike King will swing into action with the singles. "Right on Brothers" by thefemale trio, "Lovin' Pride's" "Right on Brothers" and "Right on Sisters," and "Right on Sisters" by Mickey Stevenson, is realizing an album by "Lovin' Pride" as well as working with several other acts for the label has established headquarters at 506 South Laurel Place in Beverly Hills.

**B'nai B'rith Lodge Elects Glinet New Head, Other Executives**

NEW YORK—Floyd Glinet of Stanley Records, who has been elected president of the Music & Performing Arts of Pride Records, Inc., has been named by King's son, Sidney, who was previously vice president of the Simi Records, Ira Moss of Pickwick, Tom Glazebrook of the Valley News, and Mrs. Evelyn Glinet of September Music, and Ken Rosenthal of Shamrock were nominated by the board.

Additional executive positions named by Pride were: Frank Skouras, chairman; Louis Primo, president; Joseph Unione, treasurer; A. F. Benigni, secretary; and H. D. Viola, assistant treasurer.

Mr. Rosenberg, 12th Avenue, Philadelphia, Pa., 19148.

New York City—Big News for the discotheques, the explosion of dancefloors where...
GOOD THINGS COME IN ASTRA PACKAGES*

*We’re a new way to say "Canadian" in music. With sounds like Kurt & Noah's exciting new "There Are Things" album. And this is just the beginning!

Distributed in Canada by Polydor Records Canada Limited
Insiders Report

WASHINGTON—The Securities and Exchange Commission's February summary of insider transactions reports trading by officers and directors of 25 companies in the following industries: automation, magazines, food companies, and banks. The SEC did not identify a few of the companies, but insiders in those companies traded.

The SEC's summary of insider transactions is the first of two reports the SEC issues each month. The second report includes transactions in securities that are not traded on national markets, such as in the NASDAQ system.

The SEC's reports are available on its website, www.sec.gov.

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The Charts

(continued)

Saturday, April 23, 1971

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Steins, Schnitzel
& Sing-Alongs

Right now enjoy a delicious 5 course dinner, with steins, schnitzel, singing and dancing you can take in.

New York's number one full Spot.

"The perfect spot for a girls night out...right..."-Bruce Silverman-Cue Magazine

Open 4:00 p.m.-1:00 a.m.

Tuesday-Saturday.

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Entrees $4.50

Alpine Cellar

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Financial News

"U.S. Top 40" in Int'l Swing

LOS ANGELES — "American Top 40" has gone international, with the show now being heard in Canada and three other foreign markets. Time Warner Inc., producers of the show, based which is currently being heard in 64 countries, and CHAT, Alberta, Canada, and Radio Networks Ltd. in Port-of-Spain, Trinidad; and Radio Fiji are also airing it.

The international expansion was made possible through an agreement with Emery Air Freight which guarantees that the tapes of the weekly top 40 Air will be delivered within 48 hours anywhere in the world.

Casey Kasem narrates the three-weekly hour-long show which is now heard on nearly 100 domestic stations.

amount. E. L. Kolber bought 7,000 shares, giving him 19,442 held personally, 34,853 as trusts, and 52,537 shares held by Cemp Investment Ltd.

Motorola—B. W. Elston bought 9,000 shares, giving him 11,100. J. T. Hickey reported sale of 1,000 shares which he had held as estate, 2,500 shares held personally by Hickey and 1,146 shares held by wife, leaving him 3,580 shares.

Pickwick International—Stock retained in exchange for holdings in Northeastern was reported by G. D. Gilman. Sold 346,394 shares, giving this to the total held personally, 2,853 shares, leaving R. A. Trevi- soni and 7,732 shares in total held by wife, 7,821 shares, giving him 15,624 shares, giving him this amount, 12,853 shares held by his wife, giving him 2,382 shares, leaving him 3,000.

MGF—F. Benninger bought 1,000 shares, giving him this 7,668.


Kinsey Services—S. L. Lewis reported sale of wife of 2,500 shares, giving him 7,250, leaving him 1,700. W. J. Metzger sold 1,500 shares, leaving him 10,236. R. E. Moore sold 20,000 shares, leaving him 18,534 shares held personally and 1,110 by wife. R. Thoma sold 2,500 shares, leaving him 7,668.

The above contributed by Billboard, written in cooperation with the Billboard editorial staff.
WAKE UP AMERICA
"THE BATTLE HYMN OF LT. CALLEY"
PL-73
"C" Company FEATURING Terry Nelson

"OH SINGER"
PL-72
Jeannie C. Riley

"GET HIGH ON JESUS"
SSS-829
U. S. Apple Corps

"SOMETHING WORTH LEAVING FOR"
SSS-831
Johnny Adams

THE SHELBY SINGLETON CORPORATION, NASHVILLE U. S. A.
Col, RCA Q-8 Battle Shaping

* Continued from page 1

However, Ben Bauer, vice president of acoustics and magnetism, is guiding the project. Stan Kavan, manager of new products for CBS, said only last week that the record label had been active in the laboratory on a quadrasound album and would continue research and development until the best possible system was developed.

The Japan Victor system was unofficially unveiled at the recent convention of the National Association of Broadcasters in Chicago. Japan Victor had about 10 albums on hand, and played them for interested broadcasters.

There are many quadrasound systems either on the market already or about to hit the market. Electro-Voice, Dynaco, and other equipment manufacturers have matrix systems out. Peter Scheber, managing partner in Audiotata Co. and a pioneer in developing a matrix system for encoding and decoding 4-channel information into a record, pointed out recently that one of the problems with any quadrasound system is that it must be compatible if played on a regular stereo record player or even a monaural record player.

The various systems all claim some form of compatibility. And both matrix and discreet advocates claim that, via their system, sound images can be placed at any point in a circle around the listener and there's excellent separation in information through the four speakers required.

The key asset that Columbia and RCA will have pushing their system toward making it the standard is that they have the product. Dynaco and Electro-Voice need only stick labels on. Project 3 Records has some material available in the Electro-Voice matrix system. Advocates of the discreet system of quadrasound sound claim it is better than the matrix system.

Just when either RCA or Columbia will put their quadrasound product on the market is not known. Crewe Records, distributed by Bell, is readying a quadrasound I.P. Flame Records has had quadrasound product.

Opportunity

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‘Nanette’ Success Perking Ties Between Disks & B’way

* Continued from page 1

In addition to the original cast album of the Broadway show on Columbia Records, ‘Nanette’ has picked up album versions by Lawrence Welk on Ramwood Records; the RCA Broadway Stripes & Velvert Voices on RCA Records; Leroy Holmes on United Artists Records and Crazy Hair & His Player Roll Piano Gang on De & EL Records.

Individual numbers from the score, such as ‘Tea for Two’ and ‘I Want to Be Happy,’ are receiving airplay coverage. Tony Bennett, a Columbia artist, cut two different versions of each song. He recorded both initially in the U.S. with Ralph Burns orchestra, and again in England with the London Philharmonic Symphony. The U.S. recordings are included in his current ‘Love Story’ album.

Songs from the score have also been picked up for recording by Sammy Davis Jr., Charlie Byrd, Andre Kostelanetz, the Art Gallery, Percy Faith, Ray Conniff, Vicki Carr, Guy & Ruth and Karen Wyman. And, this week, Columbia released a single of Ruby Keeler & Co. tap dancing to ‘I Want to Be Happy’ and ‘Tea for Two.’

Promo Campaign

Warner Bros. Music, under the guidance of its president Ed Silbers, has been supporting the disk coverage with an extensive promotional campaign. ‘A young professional staff can cover all bases, including the traditional procedures, while contributing a whole contemporary approach,’ SILVERS said. ‘Our professional staff, headed by Artie Wayne, with Tony Byrne, in Los Angeles, and Henry Marks in New York, acts individually and as a team to establish total lines of communication. We expect to have the same effect as the promotional department of a record company.’

As part of its promotion concept, Warner Bros. Music worked head-to-head with Columbia Records in pushing the original cast album. Together with Columbia’s national album promotion manager, Jim Brown, they launched a ‘No, Nanette Day’ in eight major markets, sending costumed young ladies and local representatives to present the cast albums to radio stations.

In Los Angeles, Artie Wayne, accompanied by a tap-dancing female, visited local stations, artists and repertoire directors, trade papers and recording artists.

Not since RCA Records’ original cast album of ‘Hair’ has a Broadway musical entry made a sales dent as ‘Nanette.’ The Columbia cast album is No. 65 on the Top LP’s chart this week, and Columbia reports sales exceeding 100,000.

AGAC TELL SERVICE STORY

NEW YORK—The American Guild of Authors & Composers has issued a brochure spelling out the services of AGAC and how it advises and protects its members. Alex Kramer is the editor; Edward Evenson, Drake and John Carter are associate editors.

RICHMOND COLISEUM

Largest Indoor Seating Capacity in the State

YOU PROMOTE OR WE PROMOTE

* ARENA SEATING—12,226
* FIXED—9,226
* PORTABLE—3,000
* ICE RINK—200’ x 85’
* EXHIBIT HALL—15,390 sq. ft.
* ARENA FLOOR—220’ x 108’
* OVERALL EXHIBIT AREA—44,324 sq. ft.
* PORTABLE STAGE—56’ x 32’

The more than 12,000 armchair-type seats are placed on wide aisles for easy entry and are fully upholstered to assure plush comfort and relaxation while you enjoy the entertainment. These seats are arranged to provide perfect sight lines for each spectator and enhancing balance, also guarantee unobstructed, intimate viewing even from the top row.

The showplace of Virginia, the Richmond Coliseum is America’s Largest indoor seating capacity in the Commonwealth—Centrally located in the heart of downtown Richmond—On the doorstep of hotels, motels and great restaurants. Completely air-conditioned — a brand new, modern, fully equipped facility now booking for 1971 — your event deserves the best — For Best Results!

The Mosque

* Richmond’s Totally Remodeled Auditorium
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* Proscenium 69 ft. x 26 ft.
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Leslie D. Banks, Manager

Laurel and Main Streets

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750,000 Entertainment Starved People

For Detailed Information Contact:

Larry S. Thomas, Coliseum Manager

1000 East Marshall Street, Richmond, Virginia 23229

(703) 649-5451

April 17, 1971, Billboard
This soundtrack LP is rated G.

It's the original soundtrack recording of the delightful new all-family motion picture "Flight of the Doves." It's a charming film experience relived.

"Flight of the Doves"—the LP and the film—is being released throughout the U.S. this month with major promotion.

Included on the LP is "The Far Off Place" as sung in the film by Dana, internationally acclaimed London recording artist.
MCA Simulrelease Policy to Thwart Piracy

Warner Bros.-Reprise, Atlantic-Duck and Elektra-Bluebird, all part of MCA, have each introduced a new release plan to protect itself from the piracy that is afflicting the recording industry. While the plans differ in specifics, each aims to prevent consumers from purchasing the completed, pirated product at retail dealers.

Warner Bros., for example, will limit the production of blank tape and the supply of blank tape to stores. As an example, if a store were to buy 1,000 tapes, the supplier would give the store 500 tapes.

Atlantic-Duck and Elektra-Bluebird will limit supplies of blank tape to retail dealers, and in addition, they are setting up a system of keeping track of the tape that is purchased by the consumer as well as the retailer. As an example, a consumer could purchase a tape at the store and then at any time in the future, if the tape is found to be a pirated product, the store could then be charged for the tape.

The plans, while differing in specifics, all have a common thread: to prevent the sale of piracy products at retail dealers.

LOS ANGELES — Not much can be done to control the pirate supplier who buys merchandise awarding points to customers who purchase pirates or to control the pirate manufacturer who makes the product. The plans, for example, are set up to prevent consumers from purchasing the completed piracy product at retail dealers.

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Atlantic-Duck and Elektra-Bluebird will limit supplies of blank tape to retail dealers, and in addition, they are setting up a system of keeping track of the tape that is purchased by the consumer as well as the retailer. As an example, a consumer could purchase a tape at the store and then at any time in the future, if the tape is found to be a pirated product, the store could then be charged for the tape.

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Recording exclusively on Soundot Records

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CLAY DANIELS

SOUNCOT RECORD #1111

SAME OLD SONG

THINGS WE MEANT TO DO

BRAD WOLF

MARY TURN AROUND

SOUNCOT RECORD #1115

JIMMY STRICKLAND

SOUNCOT RECORD #1107

NOTE: Keep your ear tuned for the Bobby Lee Trammell release... YOU'RE THE MOSTEST GIRL - WHOLE LOTTIN SHAKIN' GOIN ON. Soundot Record #1113

FOR BOOKINGS CONTACT THE ARTISTS AT 1221 LEE ROAD, SUITE 120, ORLANDO, FLORIDA 32810 PHONE (305) 295-6170

PRODUCED BY BOBBY LEE TRAMMELL, AND UNDER THE DIRECTION OF SCOTTY MOORE AT MUSIC CITY RECORDERS, NASHVILLE, TENNESSEE
Afco Bows 2 Compatible Q-8 Units, Cassette Player

SAN FRANCISCO—Afco Electronics is introducing two compatible quadraphonic units, one for the auto and the other for the home, and a cassette player with automatic reverse for the auto.

The four-channel 8-track home unit will list around $141 without speakers, while the auto Q-8 will list at $99.95. Both are in production and will be marketed in April-May, said Peter Kromodja, sales vice-president.

The automatic reversible cassette will list at $89.95 and will be the only cassette announced by the company. It has discontinued two others, including a stereo-record/playback and a stereo-playback-only, Kromodja said.

Frankly, there is absolutely no market for auto cassette units in the aftermarket, the executive admitted. "The consumer is not buying cassette equipment, and has stopped purchasing prerecorded cassettes as well."

In the cassette home field, Afco Electronics has stopped its unit with AM-FM multiplex with two speakers (at $139.95) and will concentrate on marketing two mono-cassette units, one at $59.95 and the other at $79.95 with a carrying case.

The company also is introducing four auto 8-track players, including one low-end at either $39.95 or $49.95, a mini at $69.95, and two at $79.95 and one with FM multiplex at $98.

For the first time Afco Electronics is adding an attachable burglar alarm system to its auto 8-track players.

BBC Radio to Review Tapes

LONDON — BBC radio 2 will review cassettes and cartridges. Part of the network’s “Album Time” program, which reviews albums, will be devoted to new tape releases and talks about player equipment and manufacturers.

It has not been determined whether the BBC will use the actual cassettes or cartridges on the air (for disk versions), as the studios at Broadcasting House are not equipped with cassette or cartridge players.

As a prelude to the start of the program’s coverage of tape, Jimmy Dufour, producer of Album Time, has invited Roy Temple of Philips, Bill Carter of Polydor and Barry Green of EMI to explain the differences between the two tape configurations—cassette and cartridge.

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Magnetic Recording Tape; Open reel, Cassette and 8-Track Tapes. Over Night from FINE-TONE at our low, low prices

New York’s Largest and Most Complete Tape & Record Accessory House. Orders Shipped Same Day Received. Call or Write

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THIS IS IMPORTANT

First, it is not customary for us to run simple, plain-type ads, but due to the urgency of this message we have no choice.

Last week, immediately following the Calley conviction verdict, a group of concerned citizens wrote "Indictment Of A Nation." In it they expressed their opinion that the United States of America shares in the shame.

Westpark Records released "Indictment Of A Nation" by Bill Bailey April 7, 1971. The response was immediate and phenomenal. Heavy airplay, major markets. Sales action approaches the unbelievable.

Westpark Records #6980, "Indictment Of A Nation" is the most timely and current record. It is the record most in touch with the current national mood.

If you have not yet received shipment, you may expect it immediately as our presses are running 24 hours to meet the demand.

"INDICTMENT OF A NATION"

by

Bill Bailey

Produced by Eddie Kilroy
Westpark Records #6980
Soundville Music (BMI)

Distributors, Rack Jobbers,
One Stops and Dealers contact:
Fred Mirick or Eddie Kilroy
For Shipment on Records
(713) 781-6300

A Division of Jimmy Duncan Productions, Inc.
audio brings you the world's best buy in automatic tape splicers

THE ELECTRO SOUND 200

IN STOCK!
INVENTORY COMPLETE!

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1182 DUPLICATOR

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DALSUNG - TRACK
IMMEDIATE

(212)
U.S.
KOREA*

about recording tape
how
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Engineered, manufactured and assembled by the finest trained personnel in Korea, each unit quality tested before shipment.

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IMMEDIATE SHIPMENTS FROM OUR WESTERN WAREHOUSE: LOS ANGELES, KOREA

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8-TRACK TAPE CARTRIDGES

Audio

The Electro Sound 200

Engineered, manufactured and assembled by the finest trained personnel in Korea, each unit quality tested before shipment.

and the price is right!

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8-TRACK REEL TO HUB DUPLICATOR

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8-TRACK PLASTICS

PRELACED Cassettes

DUPLICATOR TAPE - 8-TRACK, CASS

3/4", 5", 7" REELS

BLACK TAPE Cassettes, 8-TRACK, OPEN REEL

FAST SERVICE WAREHOUSES CHICAGO/LOS ANGELES

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Factory-To-You Sales Reps.
KNOW and offer you the know how that goes with the profit line from Pfanziehl!

Pfanstiehl FACTORY-TO-YOU SALES REPS.

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Audio

The Electro Sound 200

Engineered, manufactured and assembled by the finest trained personnel in Korea, each unit quality tested before shipment.

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8-TRACK REEL TO HUB DUPLICATOR

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NO INVENTORY

90 DAYS NO WAITING!
Why is the move to ASCAP? Because ASCAP pays more.

When we license your music, we have one goal. To get as much for it as possible. Because ASCAP is owned by its own members.

The men who license music at BMI are broadcasters. They own BMI. As your bargainers they should get as much for you as possible. But as broadcasters they want to spend as little as possible.

Because the more you get, the less they keep. And the more they keep, the less you get. (We'll let you decide who wins in that case.)

We have an interesting proposition. You know what you made at BMI.

We have a computer. It tells us what you would've made with ASCAP.

So come to us.

We have no axe to grind but yours.

If you keep on going the way you are, you may not be able to afford many more successful years.

American Society of Composers, Authors and Publishers.

575 Madison Avenue, New York, N.Y. 10022
For just $1750 you can reach the heart of the U.K. market.

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

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

**PLUS**

a four-color back page ad

**PLUS**

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...and ALL THIS for only $1750

(Total cost at normal rates would be $2400)

Call or write to:

From The Music Capitals of the World

DOMESTIC

LOS ANGELES

Reprise's Jethro Tull has put a $5.50 lid on all tickets for concerts on the group's current U.S. tour. Last time around, some tickets were scaled as high as $7.50.

Atco's Delaney and Bonnie and Friends plus Mandrills Spencer Davis and Peter Jameson set for a concert Saturday (17) at University of California at Santa Barbara. Show is booked by Rob Heller Enterprises.

Concert Associates has set six concerts in the Los Angeles area with the most they have ever promoted in one area. The headliner this week is Alice Cooper in the midst of a 10-city tour.

From the House of HUMBLE TUNES vision of the Press Room.

Belafonte's written for A&M's Baja enterprises.

The legendary Tommy Cooper has been feting at Las Vegas Sahara for two weeks when he debuts as main room headliner April 27. The Treniers are back in Wild and Live at the Flamingo.

(Continued on page 35)
EDGAR WINTER'S WHITE TRASH
TIN HOUSE
Fillmore East, New York

Edgar Winter's White Trash is quite a group as they demonstrated in the late show at Bill Graham's Fillmore East. July, the second of four Monday-Tuesday performances. The Epic Records group showed two strong vocalists, Jerry LaCroix and Winter. The latter's key-screaming was almost elemental, but he demonstrated he could carry a tune. He sang "Tobacco Road," which is one of his first Epic albums. The group's debut album is a current Epic release. Winter and LaCroix also played saxophones, a strong sax section with Jon Smith, whose solo was intense, trumpeter Mike McClean, lead guitarist Floyd "Bobby" Rodriguez, Bobby Ramirez and bass guitarist George Spector were the other solid mem-
bers of the group, which was equal-
ly at home in blues and rock. Win-
ter also played keyboard. Their version of: "You Are My Sunshine" with Winter's blues vocals should be preserved on disk. "Get Ready" was a solid number.

Tin House, an Epic group from Orlando, Fla., was strong as the first set. Everybody was sharp, and their opening act, Mike Logan can play with the best. "Boogie" was a specially good number for the trio, which also includes lead guitarist Rudford and bass guitarist Jeff Cole, the vocal. AM's "Harmoloid Pie" and Ato's Cactus were also on the bill replacing Reidys' Jerry Tull, which cancelled because of illness by their leader, Jim Anderson.

HIGHTOWER

BOB SKAFF, left, vice president of United Artists Records, greets Supermarket Records' Presi-
dent Dennis Gahm at Chicory Productions, producer of the group, and manager Joe Brandes.

Gaff Forms Entertainment Co.—Masters Gets Post

NEW YORK — Bill Gaff has
formed G.M.A., Ltd. (Gaff Man-
agement Associates), a British entertain-
ment company. Gaff, man-
ger of Rod Stewart and the Faces and head of the American side of the company, Robert Masters, formerly Worldwide of the Robert Stigwood Organization, will handle the European markets. (Masters will manage the British act, Atomic Roofer, which has been signed to Elektra and will tour in July.)

For those of you who have had the privilege of hearing and consequently loving an insight into "MUZIQ" stand by; the group will soon be giving everyone the opportunity to hear what they really have to offer you and the listening public.

George Chandler Productions, Inc.
Woolisle, Queens

For those of you who have had the privilege of hearing and consequently loving an insight into "MUZIQ"

Talent In Action

Continued from page 20

BRITE STAR PROMOTIONS
PRESENTS
PAUL COLEMAN
Singing

"Goodmorning Sunshine"

Distributors: Some areas still open.

PINECUT RECORDS
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Wassumpville, New York 13163
Carl L. Pynn, President

"Goodmorning Sunshine"

Distributors: Some areas still open.

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Wassumpville, New York 19963
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MGR STRESSES TRADE AWARENESS

ANN ARBOR — A concert manager working for just a university cannot possibly be as aware of events happening in the music industry as a concert manager who works within the industry itself, according to Peter Andrews, the events director at the University of Michigan, and promoter of several Michigan area rock groups, including SRC. "I work within the industry itself and have many contacts there," Andrews stated. "Therefore, I can get a better barometer reading on the happening groups and have a better chance to hook those groups for the students.

Andrews was appointed to the newly created post at the university after the school had lost money on many of the concerts they run this year. He immediately booked the Ike & Tina Turner Revue into the 4,100-seat Hill Auditorium and sold all but 100 seats. We booked them prior to the release and hit of their latest single. They were already booked in Detroit for the following week, so we were able to sell out the seats which we asked. With my knowledge of the area and the industry itself, I knew they would be successful and they were," Andrews said.

"The main idea behind our non-program, which will be instituted for next year is that between the people here at the university and the people attending Eastern Michigan University in nearby Ypsilanti, there are 65,000 students. With this power, we hope to secure agents and managers coming to us and asking for dates. In other words we hope to turn the tables on the industry. To this end, the University will have 23 dates for concerts (Continued on page 36)

JAZZ FEST TO TSU GROUP

AUSTIN, Tex.—Texas Southern University's small jazz ensemble, directed by Lanny Steele, won first prize in Southwest Jazz Festival. The ensemble performed at the competition held Saturday (13) in the Municipal Auditorium.

The invitational competition was open to six regions that will send winners to perform in the American College Jazz Festival at Urbana, Ill., May 13 and 16. (Continued on page 37)

THE 1971 INTERNATIONAL DIRECTORY OF RECORDING STUDIOS

Date of Issue: May 29th
Advertising closes: April 30th

Building your business? We have a plan for you... growth...

Recording engineers, recording studios, special equipment manufacturers—BUILD YOUR BUSINESS—with the custom built format of Billboard's annual Directory of Recording Studios. The instant, comprehensive guide for the music-record-tape industry.

Referred to every business day—year round.
At your client's fingertips is everything he needs to book studio time and facilities world-wide.
Names, locations, hours, services available, special instruments, special effects, special equipment, records, commercial's, film, film soundtrack recording facilities, personnel... ALL LAID OUT IN QUICK, EASY TO USE REFERENCE FORM! Make yourself heard to Billboard's 33,000 plus readership with bonus distribution to over 400 agencies making commercials, producers and record companies. DESIGN THE FUTURE OF YOUR COMPANY AND BUILD IT! In the International Directory of Recording Studios. A SOUND INVESTMENT.
Radio-television programming

WPIX-FM
Revamps Play; Gets Consultant
NEW YORK—WPIX-FM, stereo station owned by the Daily News, will revamp its programming and the consulting firm hired to do the job plan it will be an "entertaining Top 40 all day." The consultants, a Los Angeles-based programming unit headed by media consultant Fred Robbins, has already taken over programing of the station.

In directing the format approach, Robbins said WPIX-FM will continue to stick to the Top 40 concept that has made other Top 40 stations popular. However, "it won't be scared to try new material that we think has hit potential," he said. The station is now playing a record as long as 10 weeks, instead of several weeks as it did before.

Fred Robbins Productions did the interview. The open-ended concept is being used for the new format. Among the materials available to the consultant is the so-called "singles sheet," which will determine if a new record is worth playing on the station. The consultant makes an arrangement for stars to appear on the station and will make arrangements for stars to appear on the station and will make arrangements for stars to appear on the station.

Los Angeles—Fred Robbins, who is handling programming of a TV station in a Mexican city, is expected to be appointed as consultant for WPIX-FM. The station is now playing a record as long as 10 weeks, instead of several weeks as it did before.

Amelia Hume, who is handling programming of a TV station in a Mexican city, is expected to be appointed as consultant for WPIX-FM. The station is now playing a record as long as 10 weeks, instead of several weeks as it did before.

Para ‘Friends’ Push to DJ’s
NEW YORK—Paramount Records has shipped about 1,000 copies of an album featuring an open-ended interview with Elton John, the top-amplified FM, Top 40 and college radio stations to promote the movie ‘Friends.’ Fred Robbins Productions did the interview. The open-ended interview is being used for the new format. Among the materials available to the consultant is the so-called "singles sheet," which will determine if a new record is worth playing on the station. The consultant makes an arrangement for stars to appear on the station and will make arrangements for stars to appear on the station and will make arrangements for stars to appear on the station.

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Walk Show to Be Syndicated
LOS ANGELES—The Lawrence Welk TV show, a landmark on ABC-TV network, will go into syndication this fall. It will debut as a syndicated show the week after the network drops it if so it will be a continuous show, seen via syndication on a network of U.S. homes with TV sets, according to a top network manager. Don Feddersson Productions, involved in the show the past 16 years, will continue. The show consists of a network of U.S. homes with TV sets, according to a top network manager. Don Feddersson Productions, involved in the show the past 16 years, will continue.

1970 L.A. Fmers TEAM Q-8 PLAY
LOS ANGELES—KFW-FM and KBB-FM, two of the city’s largest FM stations, are teaming up for a new program called "Beat the Clock," a weekly music program that will be broadcast on the two stations.

The show, scheduled to begin Sunday, Nov. 1, will feature music that has been released in the past year and a half. The program will be hosted by Mike and Paul, the two DJs who are currently hosting the "Beat the Clock" show.

26 Radio-television programming

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For further information use coupon below or call Barrie Best (414) 654-9111

Mail to: Barrie Best, S.P.E.B.S.Q.A., Inc., International Office 638 East Illinois Street, Kenosha, Wisconsin 53141

Dear Barrie: Please send me full details on how we can get the above described recordings for distribution and sale. My firm is a non-profit organization with the following purposes:

- Record & Tape Retailer
- Rack-Jobber (record & tape)
- One-Stop (record & tape)
- Name:
- Address:
- City ______ State ______ Zip ______ Phone ______

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

- THE TOP 10 BARBERSHOP CHORUSES OF 1970
- THE TOP 10 BARBERSHOP QUARTET CHORUSES OF 1970

For additional information, please refer to page 33 of the current issue.

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WBBQ-FM Sets Stereo Play

AUGUSTA, Ga. — WBBQ-FM, the 100,000-watt twin of WBBQ, will begin stereo broadcasting April 12, said operations manager Harley Drew. The unique aspect of the station is that all programming of WBBQ will be 100 per cent duplication of the contemporary programming of WBBQ-FM. Drew said, "This means that we will have to get all record promotion men and distributors to take note of the change and make sure we get all singles and albums in stereo." He is also seeking to get restrictions on golden oldie albums in stereo. Thus, WBBQ becomes the latest in a series of medium to small market stations who are now duplicating the programming of the FM station instead of vice versa.

WTRY Sets Simulcasts

ALBANY — WTRY, Top 40 station located in the adjacent city of Troy, will begin simulcasting its FM affiliate at night, according to general manager Art Simmers. During the day, WTRY-FM will program MOR records; at night the station will be hard rock in stereo. Thus listeners will be able to hear the same music in monaural sound on AM as in stereo on FM. Only stereo albums or singles will be played at night. The FM station previously featured the call letters of WDJK-FM.

Bargaining Spot

This is in response to the Billboard story, page 4, Mar. 27 issue. Billboard's heading "ASCAP Tells FCC Don't Regulate CATV" would have been more complete if the facts were "It's on us if it had been included in the heading! General counsel Herman Finnkeleman of ASCAP knows full well that, as of now, the U.S. Supreme Court has held that CATV systems are exempt from copyright payments. He cites the 1960 Consent Decree stating "arrangements were made to permit any user who questioned the remuneration of ASCAP rates to have reasonable rates determined by the Federal Courts." This sounds great--if it were practical. Hundreds of small station broadcasters are financially unable to invoke the U.S. Southern District Court in New York for rate litigation, simply because of the cost involved. And, New York is where the litigation must take place!

The present ASCAP contract with the present broadcasting industry has less then two years to go. Maybe such groups as Astra will have some say about the new contract. In the meantime, we hope that if and when new copyright legislation is passed, the new broadcasting and CATV industries something in the way of the above wording.

The FM station is also kept abreast of Billboard's various reports on tape CATV. You will be interested in knowing that the 1971 session of the Georgia Legislature (House) failed to pass a bill pertaining to tape duplication. It did receive enough votes... In the event that an amendment was added (mine, incidentally), which stated that if a duplicating company asked for a license from the owner of the master, the tape could then be made with no legal action to prevent same. It was brought out that a local company had tried to obtain such a license and was refused. The proposed bill could be considered again in the 1972 session.

Erickson

Billboard's heading "ASCAP knows the law as Fair Use." ASCAP is by its bylaws exempt from copyright payments. This seems to exclude CATV systems. ASCAP can pay its writers more because they use the 1909 copyright law as a threat and small broadcasters are compelled to pay ASCAP almost twice as much as they do BMI. Yet, using far more BMI music. On page 50 of the April 3 issue the top 12 songs are BMI. The first time ASCAP shows up is on No. 13. Of the 75 tunes listed ASCAP has only 11. Steve has one, leaving BMI with 63 of the tunes.

John P. Frew
Manager
WYYI
Alhambra, Tenn.

Breakout Article

Dear Sir,

Read with much interest your article on the leading breakout market. Most readers of the article, I feel sure, scan haphazard through to find their own cities within the article. One of the fascinations of the record business is the record business. I hope to add a couple of angles to this market.

I would like to see the National Top 50. We will add more soon, but don't forget Minneapolis for Brewer and Shipley in 1971.

(Continued on page 29)

WJTC-FM to Be Hip Rock

B A T H, Me. — WJTC-FM, slated to go on the air here in the next couple of weeks, will feature a progressive rock format, said program director Craig Erickson. Erickson is also program director of WJTC, an automated rock station that programs about 50 percent oldies. "Our approach to automation has enabled us to get a live sound with a lot of different voices and few full-time jocks," said Erickson. He said that greater quality control is possible with his automation system: for example, all oldies are carefully equalized before put on cartridge. The new progressive rock FM station will also be automated, but Erickson said, "We're still unsure as to just how..."
When Wilson Pickett's "Sugar Sugar" was released by the company on the "B" side it was WDRC who tipped Atlantic that we believed to be the "A" side.

"Stoned Love" by the Supremes was played as an LP cut at WDRC weeks before Motown had decided what to release. Some goes for "Wild World" by Cat Stevens, which was played as an LP cut before A&M decided on it as a single.

"Smile" by the Flying Machine was played second only to WIKO, Boston. Because the distributor here didn't know about the record.

WDRC took the early lead with "Vehicle" by the Isley Brothers on March 2, 1970.

WDRC was among the first stations to pick "Sugar, Sugar" by the Archies. Jennifer Tomskich by Street People and exposed two local records both of which made top 10 sales in Hartford. "Birds of All Nations" by George McCarty and "Kitty Comin'" (which you already heard) to and "Shannon" by Crossroads.

The only "sad" thing about the Hartford market is the lack of acknowledgment of it by music people as an aware, importan music market. There's no less point on here in the 'B' side it was. When we had spectacular record success with various music products, we've been informed that Hartford really isn't big enough to consider.

Incidentally, another "ear" pick by WDRC's second only was Helen Reddy's recording of "I Don't Know How to Love Him," which was recently charted nationally. Helen won in one hour daily with her manager to thank us for being the first station on it. It made it very big here. They expected it to do as big as MOR which led them to their first.<br/>

WKY-CFM to Richer Sound

CLEVELAND — WKY-CFM here is adopting a richer music sound with live personalities, said general manager Don Lilli, who also manages WKYC, a 30,000-

The new format is being billed as "Gentle on Your Mind." It will start after 9 a.m. NBC network news and last until a 5:30 p.m. half-hour news block. The background music will last until 10 p.m., at which point it will simulcast with the AM station. Lilli said the new FM format is aimed at women.

Continued on page 27
If you're a deep-sea fisher for a radio station—or a radio station searching for a deep-sea fisherman—Billboard is the best buy. No other trade publication is read by so many air personalities and program directors.

And all of the sharpest program-oriented general managers read the magazine, too! Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart Billboard can draw five times the volume of the next leading radio-TV industry publication. No other publication offers the same advantages for two box numbers will be used, if you wish. Send money and advertising copy to:

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New York rock station. The best of today's young talent. The best of yesterday's. Come on over and listen. We're putting on a show.see you soon. 3

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“When You’re Hot, You’re Hot” is more than Jerry Reed’s new single and album. It’s Jerry.

"71 has been a sizzler for Jerry Reed. A Grammy for "Me and Jerry," a gold single for "Amos Moses," and now a fine new album, "When You're Hot, You're Hot." (Which includes "Amos Moses.") Jerry once said, "If you're going to make records that sell you have to put yourself in the grooves." He sure has in this one. And it’s hot. Just like Jerry.

The single, "When You're Hot, You're Hot." #47-9976

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Medical Equipment Importer Adding To Sales With Tape Diversification

By EARL PAIGE

The Astropolis line and a Astropolis line of radios is basically solid one-step through a network of sales representatives. There is ware- housing in San Juan for South America and warehouses on both the East and West coasts are being planned.

The line ranges from cassettes ($29 to $59) to cassette and 8-track decks (up to $250) to complete computer-tape-radio combinations (a top of the line unit with multiplex is $52) to small radios and a line of speakers.

J.D.M. is skeptical about quadrasonic at this point. "It will certainly take off in the home—but not as much in the car—as soon as there is more software. This is still a couple of years away."

As for car stereo, Frankel thinks there has to be too much sacrifice in quality and features to come up with a unit that has a suggested list price under $30. "The 8-track tapes are so expensive it seems ridiculous to me to go for the lowest possible price on tape units."

He sees the firm's main thrust in auto stereo coming in the $49 to $69 list price range. Most of the units are made in Japan and all 8-tracks are equipped with heads made by a plant Motorola has a 55 percent interest in. Frankel is also going to have the entire line U.L.-approved where U.L. approv- al is applicable.

The move to quality fits well with the effort at further diversi- fication of the line, a point Bisulca stresses very much. "Let's face it, the auto installa-
tion tape outlets have been hurt because, unlike two years ago, the big stores are beginning to pro- mote the bell out of car stereo. The automotive outlets didn't use to have this kind of competition."

"This means that the auto ster- eo outlets have to diversify into all kinds of consumer electronic products, particularly into compo-
nents. And this is happening rapidly."

Poor Installation

Bisulca also points out that the large stores—discount and other-
wise—are returning larger quanti- ties of car stereo players due to poor installation by the consumer. The problem is, the discount stores don't want new machines to replace those really not defective units—they want a credit memo."

"But Marshall is enjoying more sales with the large outlets— under private label too—and ex- pects to do more all the time."

Asked about the contrast be- tween the medical equipment sub-
idiary and the electronics wing, Bisulca only smiled and said: "Gee, the medical equipment business is such a beautiful thing. There's never any bad news. It's just unbelievably clean."

But he admits the electronics side of the operation is a little more exciting than stethoscopes and blood pres- sure gauges.

Tape CARtridge

For those who care about price but more about quality—
the new "ULTRA 15" tape case

This new case is truly luxurious. And looks it. The outside features the "wet look." It's covered with the highest quality black plastic coated material available. Moisture resistant. Holds 15 eight track tapes.

Inside, the lid is foil lined in a striking psychedelic design. Each sleeve is individually pro- signed compartment, lined with plush, deep-pile nylon flocking. Brings out the beauty of the entire case and protects the tapes.

Extra-heavy construction, too. So it will last for years. Hardware is heavy duty and attractive. The lid is securely fastened with a new, unique push button lock.

Everything about this new ULTRA 15 tape case is quality. Real Luxury. The perfect case for the person who knows the value of his tapes . . . who cares about price, but cares more about quality.

Send today for information and literature about the ULTRA 15 and the complete cartridge product line. Write to Amberg File & Index Co., 1625 Duane Blvd., Konakee, Ill. 60901.

--- e.g. brown, royal red, avocado green and diamond black. Priced at only $10.95.

Chapter Eleven

Has Been Filed By Audio Comm

NEWARK, N.J.—Audio Communications, Inc., along with its six affiliates has filed a Chapter Eleven petition of the Bankruptcy Act in Federal Court here. The company listed its liabilities at $2.3 million, with assets at $2.5 million.

According to the petition, the company was forced to file the petition because of a number of lawsuits filed against it by creditors.

ACI, of Dover, N.J., has been involved in the manufacture of audio tape cartridges, cassettes and components, Its affiliates include Cartridge Components Corp., Ster- eo World, Audio Music Interna- tional, the Tapette Corp., Educa- tional Sales Programs, Inc., and the P.M.E. Co.

With the exception of Stereo World, which operates a chain of discount stores out of Fayetteville, N.C., all the ACI companies are located in Dover.

---
Keep The Moment Alive.

Original TV Soundtrack

Diana!

DIANA ROSS / JACKSON 5 / DANNY THOMAS / BILL COSBY

REMEMBER ME
AIN'T NO MOUNTAIN
HIGH ENOUGH
I'LL BE THERE
MAMA'S PEARL
LOVE STORY

It's all here.
In the Original TV Soundtrack Album.

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Starring DIANA ROSS
Guest Stars JACKSON 5, DANNY THOMAS
Special Guest Star BILL COSBY
ABC-TV, Sunday, April 18
10 PM (EST and PST)
Produced by Motown Productions, Inc.
"BACK TO THE ROOTS" IS DEDICATED TO ALL THE MUSICIANS WHO PLAYED ON IT AND HELPED CREATE IT AND TO THOSE MUSICIANS WHO COULDN'T PLAY ON IT BUT HELPED INSPIRE IT.

"The initial idea was to gather all the major musicians who have played in the bands throughout my career. But, many of the so-called graduates of the 'Mayall School' were either working in distant countries on tour or else were impossible to track down. Or the positive side just look down and see who we got here. During all the sessions I'm sure I wasn't the only one who felt a sense of history being revisited."

John Mayall / 1970

"BACK TO THE ROOTS" A VERY SPECIAL DOUBLE ALBUM BY JOHN MAYALL AND SOME MEMORABLE MEN. EIGHTEEN NEW SONGS WRITTEN AND PRODUCED BY JOHN MAYALL AND PERFORMED/RECORDED IN LONDON AND LOS ANGELES NOVEMBER 15-25, 1970. IT INCLUDES A TWENTY-FOUR PAGE FULL-COLOR BOOKLET FEATURING THE ARTISTS AND LYRICS.

Polydor Records, Cassettes, and 8-Track Cartridges are distributed in the USA by Polydor Incorporated, in Canada by Polydor Canada Ltd.

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To Haiti which is part of an island. Or Hawaii which is lots of islands.

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With our new, rather remarkable "Endless Summer Vacations." These are vacations for every budget, carefully designed to give you more than you expected for the money. And you can prove it without it costing you a cent.

By sending for our free Endless Summer Vacations book. It's a lavishly-illustrated, full-color 64-page book full of details on each specially-planned vacation. And on the lands where you'll spend your vacation. Just write to American Airlines, Endless Summer Vacations, Box 1000, Bellmore, N.Y. 11710.

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A careful selection of more than 150 of the best basic Easy Listening albums available. These are albums which definitely belong in the library of every Easy Listening Music station in the world. Top artists (vocal groups, orchestras), best-selling albums, everything you need for the kind of Easy Listening programming fare that wins and holds Easy Listening Music audiences everywhere. Choose as few as 10 albums from these outstanding selections, or any number up to the entire Easy Listening Catalog Packages of 170 albums.

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Another outstanding selection, totaling more than 100 Easy Listening albums featuring the newest and best selling albums by today's most popular vocalists. You have the same freedom of choice in making your selections—as few as 10, or any number you want up to the full 117-album catalog package.

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The Golden Hits Catalog Album Package is another careful selection of 129 albums that includes approximately 1500 of the biggest hits of the past thirty years. All the leading artists are featured (vocalists, groups, orchestras) to bring your listening audience the best of the memories from the past. Once again, you can choose as few as 10 albums, or any number you want up to the full 129-album catalog package.

Big Band Favorites—for Listening or Dancing Catalog Album Package

The RSI Catalog Album Package of Big Band Favorites is a selected collection of current and standard instrumental albums by the best of the big bands of today and yesterday, and range from Herb Alpert’s Tijuana Brass to Doc Severinsen. Totaling 52 albums in all, you may choose as few as 10 or any other amount you want from the complete catalog package.

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Two separate Catalog Album Packages that together contain more than 96 albums of the biggest show and film scores ever produced by Broadway and Hollywood. Ranging from Broadway’s “Hair” to Hollywood’s “The Sound of Music,” you can choose as few as 10 individual albums or any number you want up to the full 50-album Broadway Original Cast package or 45-album Film Soundtracks package.
Soul Sauce

BEST NEW RECORD OF THE WEEK:

“The Preacher, Part 2”
BOBBY WOMACK
(United Artists)

By ED OCHS

Soul Slices: Among Motown’s new LP releases will be solo disks by Eddie Kendricks and Valencia Smith… Five days into the title of the Jackson Five’s latest, “Never Can Say Goodbye,” Motown reported sales of 1.2-130,000 singles… Ex-Melodians Budahl was running high in response to a cut from Curtis Mayfield’s new album… The FCC ruling might keep “Stone Junkie” off the airways… The Patterson Singers have signed with Atlantic: “Black Is” from The Last Poets’ second album, “This Is Madness,” is breaking from the best seller… Douglas will turn it into a single… Roberta Flack plays a midnight show at Apollo, Friday (16), Carnegie Hall, May 7. She then returns to the Apollo for a full week, May 26-May 31. The Supremes are at the Apollo till Tuesday, with a gospel show, the Delphonics and Arista to follow… New: Otis Clay “Is It Over” (Cotillion). Check out Donny Hathaway’s version of “Put Your Hand in the Hand” from his second LP on Atlantic out this week… Soul Sauce picks and plays: Bobby Bland, “I’m Sorry” (Duke); Dee Clark, “Old Time Religion” (UA); News… “Why Don’t You Want To Be a Businessman” (Colosus); Intrigues, “Language of Love” (Yew); Swamp Dogg, “Creeping Away” (Elektra); David and Jimmy Ruffin, “When My Love Hand Comes Down” (Soul); Brooks O’Dell, “Premonition” (Assorted, BMI); Jean Knight, “Mr. Big Stuff” (Stax); Whispers, “Where Have You Been” (Rode); Honey Bun, “Beep, Beep” (stay Together) (Jusie); Gordon Starrs & The Motown Strings, “Strong Out” (Motown); Ebonys, “You’re the Reason Why” (Philthy Intl); Clyde King, “Night Time” (Herald); Bobby Womack, “The Preacher, Part 2” (UA); Ted Taylor, “Can’t Take No More” (Ronin); Tymes, “She’s Gone” (Colosus); Marie Franklin, “There’s Always Room” (Tangerine); Little Richard, “Shake A Hand” (Reprise); Percy Sledge, “Help Me Make It Through the Night” (Atlantic); Ernie Andrews, “Fine and Rain” (Phil-L.A. of Soul); Luther Ingram, “Be Good to My Baby” (King); The 8th Day, “Just Another Woman” (Invisible); Festivals, “Baby Show It” (Colosus); Ben Aiken, “One & One Is Two” (Philthy Groove); Charlie Calexico, “Stay With Your Crystal Arrow Embassay”; Barbara & the Uniques, “I’ll Never Leave You” (Ardelen); Notations, “At the Crossroads” (Tingling). That’s Olivia Hussey and the Old Nightingales, on “It’s a Sad Thing,” workin’ the South for the Memphis label… Album Happenings: Dion Ross, “Diana Soundtrack” (Motown); Swamp Dogg, “Rat” (Elektra); Bobby Womack, “The Way It’s Meant To Be” (Stax); Paul Humphrey & the Cool-Aid Chemists, (Lizard); Alex Bradford, “A Lifetime Before” (Capitol); King Floyd plays the Apollo, April 28-May 5… James Crawford of Universal Attractions reads Soul Sauce. Do you?

Mgr Stresses Trade Awareness

● Continued from page 25 next year. I have consolidated the student organizations which used to book their shows separately into one professional organization. We will take all the money involved and be able to book acts and make a good profit, which will be returned to the organizations and will also help to finance other groups who cannot get financial assistance from the university or other sources.” Andrew said.

Others Ask Help

Since he was hired by the University of Michigan, Andrews has been approached by other universities and colleges in the area for assistance. “With this combined effort and using the University of Michigan as a base, I hope to be able to block book groups into the area, thereby lowering prices. This will enable us to make less money on tickets to make the concerts as much more successful. It will also enable us to find and pick and choose so we will not be an agent’s mercy on price.”

Andrews hopes to eventually work with all the schools in the Michigan area with a student body of over 15,000. “By professionally advising the schools, we will be able to create the same (Continued on page 42)

Vox Jox

● Continued from page 30

other progressive rock jocks to compare notes: John Young, the manages programming director at WYNA in Raleigh, North Carolina, who wants his armed forces radio buddies back in Okinawa in 1946-45 to get in touch with has New York-CSM alum Brian Sullivan, who says that WYNA is Richard Gregory, form. of the Boston Wickedness N. C.

Jerry Thomas, midday personality on WRC, Cincinnati, has been named program director: Possam Riley remains as assistant program director: Station reports that the music format which the station was more responsive to new rec" ords. Contemporary LP’s will also be played more, and on June 26, married, (215) 232-6596, needs a job. John Young is the next music director at WMACK in Nashville and states that program director Brian Sullivan says “good deal more time into the increasingly difficult and complicated area of music research. Music is our most important product—it’s almost too big for one person—and we just want to make sure we keep the best of the available product on.”

Alpet Petrak, formerly general manager of Disc Records in Cleveland, has been appointed music director of WITF-FM, a non-commercial station in Hers- lot’s Progressive, Inc. His Disc Records stint, Petrak would have been the first program director. The Japanese Victor’s new quadrasonic record was unveiled in a duo of Cartier watches in San Francisco about a week ago by KIOI-FM and KRON-FM. The twosome show featured eight albums; this is one of them that’s available in the U.S. Wayland Bolos has launched a new radio TV magazine called Scene; it’s used as a giveaway or promotion piece with advertisers or clients or listeners. Not a bad little four-color publi- (Continued on page 37)

April 17, 1971, Billboard

www.americanradiohistory.com
Soul

BEST SELLING Soul LP's

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<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; No.</th>
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<td>15 OLD SONGS, SONGS NEW, SONGS OLD SONGS</td>
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<td>WORKING TOGETHER Joe &amp; Tara Turner, Liberty LST 7650</td>
<td>21 VERY DIGNING</td>
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<td>ABRAZAS, Epic EK 30180</td>
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<td>MELTING POT Booker T &amp; The MG's, Stax ST 2051</td>
<td>14 30 THE MOMENTS' GREATEST HITS</td>
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<td>CRY OF LOVE John Hammond, Reprise RS 2024</td>
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<td>TO BE CONTINUED Isaac Hayes, Enterprise ENS 1014</td>
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<td>CHAPLET TWO Roberta Flack, Atlantic SO 1569</td>
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<td>SOUNDS OF SIMON Abnormal, Spring SR 4001</td>
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<td>LOVE'S LINES, ANGLES &amp; RHYMES Edith Dimension, Scepter DE 8900</td>
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<td>STAPLE SKINNSERS Staple Singers, Stax STAX 2024</td>
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<td>BLACK ROCK Sonny &amp; Cher, Epic 4013</td>
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<td>SLY &amp; THE FAMILY STONE'S GREATEST HITS Funky DL 3020</td>
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<td>ONE STEP BEYOND Jennifer Taylor, Stax STAX 2030</td>
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<td>THIRD ALBUM Shirley &amp; Bam, Monument M 218</td>
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<td>Kool &amp; The Gang Live at the Sex Machine</td>
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<td>PORTER'S GATE</td>
<td>11 77</td>
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<td>18</td>
<td>THIS IS HARMONY</td>
<td>19</td>
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<td>DAVE 'DOPH THE PUSH &amp; PULL AT P.J.'S 6</td>
<td>11 70'S &amp; THE WAY</td>
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<td>SUPERBASS</td>
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<td>TEMPTATIONS' GREATEST HITS, VOL. II</td>
<td>11 70'S &amp; THE WAY</td>
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<td>CHICAGO III</td>
<td>11</td>
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<td>23</td>
<td>MARKE MARSHALL MAKES A NEW IMPRESSION</td>
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<tr>
<td>24</td>
<td>24</td>
<td>NOW I'M A WOMAN</td>
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TOM RUSH, seated, Columbia Records artist, autographs his latest album "Wong End of the Rainbow," for college and university students in the Boston area. The autograph session took place at the Harvard Coop, in conjunction with Rush's concert at Symphony Hall, Boston.

What's Happening

According to a recent study in a psychology class at St. John's University, Jamaica, N.Y., rock music is to be listened to and enjoyed in its proper place and perspective, but it emphatically is not a way of life for a majority of young people. Most of the class, which was treated WNEW-FM's Pete Fornatale as guest lecturer, said that there was a definite trend against rock among the students. Most of them object to being labeled part of the Woodstock Generation and some commented that rock does not influence their lives as much as it affects people in the older generation seem to think it does. Incidentally, the class was held in front of television cameras and microphones.

Jazz Fest to TSU Group

**Continued from page 35**

**Domestic**

The 22-member jazz ensemble comprised in the big band category which was won by the North Texas State band. Steele, how- ever, was informed that his big band will be brought to Urbana as one of five groups at large, with the 12 winning ensembles.

From the Music Capital's Of the World

JAMES BROWN soul shakes with Smokey, music director of WYBC-FM in New Haven and deejay of the "Soul Session" show, who traveled to New York to personally thank Brown for donating 200 albums and 45's for a community dance and giveaway sponsored by the station. Brown was playing the Copacabana.

PHIL STRASSBERG

37

[Image of a page from a magazine, featuring music charts and articles]
Country Music

Louisville Planning to Be A Major Music Center

LOUISVILLE — A move to establish this city as a major music center got under way last week with a series of announcements concerning rock music, expansion into publishing and recording, and a strong drive toward the videocassette field. J. Hal Smith and Hank Cochran, owners of the Nashville-based Entertainment Corp. of America, purchased interests in a previously operated video-cassette firm.

Smith, who sold Pamper Music to Tree International in Nashville some two years ago, said his new parent company is here because he could not, under terms of his agreement with Tree in the state of Tennessee. Producing Jack Stapp, president of Tree, also said he had nothing but the greatest respect for Stapp, and appreciated all that had been done for him in the past. The Pamper catalog was one of the strongest in the business. Cochran, Smith's partner, will continue to write for Tree on an exclusive basis.

Entertainment Corporation of America (ECA) is active in personal management, record production, television, television production of special events, and complete operation of the Kenmore Valley Bandstand. Allen-Martin operates a television production center, recording studio, photo lab and three publishing companies, and has control of other related businesses.

Special Set

One of the first projects to be handled by Allen-Martin under the new arrangement will be the production of a "Bluesgrass Special" for television under the direction of Mac Wiseman, portions of which will be taped this summer on location at Kenmore Valley. Portions also will be taped in concert with Tree.

Smith also said he would use his newly-acquired facilities and his publishing firm to build the staff of the "Kenmore Valley Roundup," and to promote the label. The show is heard over 75 radio stations each week on a delayed basis.

By buying into Allen-Martin, Smith has virtually everything he needs ready-made. Ray Allen and Hurdy Martin went into business as the Triangle Talent Agency in 1926. They later added a recording studio, and publishing companies (Pall City, Gazette and Harrisonburg), he suggested that the move into the electronic field and developed the design of custom business-commissioned sound and studio equipment. Most recent consoles have been for studios dealing in Atlanta and Nashville areas.

Anthony Buys Slice of Circus

NASHVILLE — Tom Anthony, manager of Priceless Records and artist Rudy Wesley, is severing all relationships with that company to enter the new one.

Anthony said he had purchased an interest in a major circus and would devote all his time to the business.

"My association with Kenny Price and Rudy Wesley was discontinued immediately," he said. Wesley is still under contract to Price, and will continue to be a free agent as far as management is concerned.

Saying Price had no time for management, Anthony suggested the RCA artist would make an announcement shortly as to his future plans with the label.

"I feel strongly that videocassettes are the product of the future," Smith said, and indicated he would concentrate heavily in this area. He also said he had undis-

'Country Crossroads' Now on 300 Stations

FORT WORTH, Tex.—An innovative program that bowed onto the country music scene 18 months ago has grown to consist of more than 300 radio stations.


The half-hour weekly broadcast pulls more than 1,000 letters a week. The incentive to write is an offer of a free scrapbook containing a story and pictures of the featured guest. When that special gift is a top name artist, the mail count frequently is as high as 5,000 a month.

Artists featured in recent broadcasts have been Lorrie Lane, Annie Smith, Minnie Pearl, Bill Anderson, Lynn Anderson, Roy Drusky, Larry Howard, Maybelle Carter, Arthur Smith, Billy Gummer and Charle Pers. Johnny Cash is booked for a month-long guest appearance in the near future.

The program is open and friendly to all country artists. Produced by the Southern Baptist Radio and Television Commission, the half-hour program features the life stories and Christian testimonies of its performers. It sprinkles this with the top hit records of the various entertainers.

In addition to the coverage in the U.S., the American Forces Radio Network gives the program global coverage, and the Canadian Forces Network is featuring the show in Western Europe.

"Country Crossroads" has been as successful in its religious mission as it has been in an entertainment production.

One of the significant factors in the growth of the show is the success in getting the program on top stations in major markets. It also has been successful in reaching the young market, as well as the established fans. This is due in great part to its production by Jim Rupe, the motorcycle-riding Baptist Radio-TV Commission staff member.

Peggy Little had to make an emergency run to Anchorage, Alaska, to replace Susan Raye on a show. Miss Raye collapsed, and had to be flown back to Los Angeles by the Air Force. Miss Little came through unscathed.

Kenny Earl has joined the list of clients of Writers, Artists, Representatives, Inc., the new firm formed by Troy Shondell. Earl has signed with the company.

The traditional----"Wool, the Wonder Wool"----will be cut from the Megalop, and the "Goodlettesville News," long time news weekly, was cut to a half page.

Recent recordings from Metropolis Music's Nashville/Washington in- clude Tommy Allman and his Tennessee Suans, Stan Shoemaker, Roy Drusky, Bobby Bare, Jerry Lee Lewis, Farm Young and Tom T. Hall. The studio also did a series of jingles featuring the Jordanaires.

Mary Hewes is among those in London for the country (Continued on page 41)
Lester Flatt’s first RCA album—-
Genuinely Lester Flatt and Exclusively on Victor

Current Single:
“I Can’t Tell
The Boys
From The Girls”
b/w
“Everybody
Has One
But You”
#47-9953

For Available Bookings:
Lance LeRoy, Personal Manager—P.O. Box 225, Nashville, Tennessee 37202
Phones: 615/824-0142; 615/824-0712

Side 1
“I CAN’T TELL THE BOYS FROM THE GIRLS”
(Leftridge — Flatt)
Peer International Corp. BMI 2:30

“FATHER’S TABLE GRACE”
(Jones — Sewell)
Valley Publication, Inc. BMI 2:48

“PICK AWAY”
(Flatt — Jordan)
Southern Music Publishing Co., Inc. ASCAP 2:06

“HEAD OVER HEELS IN LOVE”
(Flatt)
Peer International Corp. BMI 2:10

“SHE’S A LITTLE BIT COUNTRY”
(Howard)
Wilderness Music Publication Co., Inc. BMI 2:30

Side 2
“EVERYTHING WE HAD GOIN’ IS GONE”
(Leftridge — Flatt — Graves)
Peer International Corp. BMI 2:26

“LITTLE CABIN HOME ON THE HILL”
(Flatt — Monroe)
Peer International Corp. BMI 2:50

“CEDAR HILL”
(White — Jordan — Flatt)
Southern Music Publishing Co., Inc. ASCAP 2:04

“LET OUR LOVE SHINE THROUGH”
(Leftridge — Flatt)
Peer International Corp. BMI 2:37

“EVERYBODY HAS ONE (But You)”
(Manners)
Manners Music/Belton Music, Inc. ASCAP 2:19

Available On
RCA Records
And Tapes
TOMMY CASH'S SOUND GETS BIGGER, AND SO DOES HE.

"So This Is Love" features the solid country singing of Tommy Cash, plus trumpets. And girls. The result is a big sounding hit that's being played in every market. Right now, it looks like it could be Tommy's biggest record yet.

TOMMY CASH SING'S "SO THIS IS LOVE" IN COUNTRY COUNTRY: EPIC
Country Music

Singleton to Be the Keynoter of Country Radio Seminar April 23-24

NASHVILLE — Shelby Singleton, owner and president of Shelby Singleton Enterprises, will be the keynote speaker for the Country Radio Seminar scheduled here Friday-Saturday (23-24). Singleton, who has covered all facets of the music industry, will speak at a banquet Friday. The seminar will take place at the Holiday Inn-Vanderbilt.

The agenda has been set, including a presentation of various country formats by Jack Gardner, WMN; Bill Robinson, WBE; Bill Bailey, KIKK, and John Mager, WDEE.

The music formula will be covered by Shelley Davis, WREP; Bill Wheatley, WWOK; Bruce Nelson, WUBE; and Jim Clements, WPLO.

The general manager's role in programming will be dealt with by Al Greenfield, WKDA; Sammy Taylor, WJZ; Jim Embry, WGOZ; and Chris Lane and Chuck Renwick.

A trade publication panel will include representatives of Billboard and other trade papers, and Mrs. Janet Gavin, of the Gavin Report.

Station promotion will be covered by Bill MacK, WHEL; Rocky Reed, WWVE; Bob Fulton, WRCF; and Bill Hodson of Bill Hudson and Associates.

Peter Moore, chief researcher for Alan Torbet, Inc., will cover the subject: Where Do the Listener Go? Bill Jenkins of WWOL will speak on local ratings, and two representatives from Noble Dury, Reg Testament and Peggy Owen, will discuss what local ad agencies look for. Then Alan Torbet will close the seminar with the subject: What, the National Representative Needs to Sell Country Radio.

A dinner and show, with top recording artists, will conclude the two-day program.

Nashville Scene

• Continued from page 38

music festivities. From there she goes to Finland, Denmark, Norway and Sweden.

Johnny Bush has cut "City Lights," the tune first made big by Bill Anderson many years ago. Dan Driscoll is the new assistant general manager of WMTS, Murfreesboro. Jack Sackel becomes music director. Buck Owens headlined the third annual KTUF/KNXI Easter Egg Hunt at Legend City. Judy Vace has signed with the B.J.B. Record company of Hollywood, a firm owned by Billy Joe Burnett, Ferlin Husky and the Hushpuppies headlined the Louisiana State Fair and Rodeo in Shreveport.

Johnny Dollar, having fully recovered from his bouts with various illnesses, now is working and sounding better than ever. The popular Chart artist is once more available for bookings, and they couldn't happen to a more deserving person... Bob Edmonds of WWCO Radio, Waterbury, Conn., will use his whole show to spotlight an artist, and he asks for calls on-the-air. He can be reached at (203) 754-7778.

Eddie Pope is now living in Rogersville, Mo., where he is turning out songs for Cedarwood, Charlie Craig and Cecil Null were both hit by the virus. Roger Sessions is scheduled for a single titled "Kinda Down on My Luck." He's now on Barbra, and he wrote the song. RED Records has a new release by Bill Sterling, "The Mechanic's Life."... Hugh X. Lewis has been named Nashville Mayor Beverly Briley as International Ambassador of Goodwill." The mayor made the presentation on Hugh's TV syndication. It was for "Outstanding achievements as a songwriter, movie actor, recording artist and television star.

Buddy Lee has added agent manager Don Kowler to his staff. Fowler is a 15-year veteran of WWCO Radio, Waterbury, Conn., will use his whole show to spotlight an artist, and he asks for calls on-the-air. He can be reached at (203) 754-7778.

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Country Music

Nashville Scene

* Continued from page 41

hooking and artist management. He's also one of the better box players in the business. Bill Carlisle and his daughter, Sheila, take time off to show through thousands of the big Tennessee Walking Horse Show in Shelbyville.

Danny Davis and his Nashville Brass drew full houses at Harrah's in Lake Tahoe despite a five foot snowfall. The new Carl Smith Bluegrass album already had a hit in New York and Illinois, and in getting strong play in New England. Marty Martin of KGEM Radio, Hove, Idaho, has released a song on his own Glen label called "Gulf of the Moon." It's a take-off on the vice-president's inability to keep his golf ball on the fairway.

Concert Mgr

Stresses Trade Awareness

* Continued from page 36

a situation whereby everyone will profit, including the groups who come to play the state. They will receive greater exposure, therefore greater popularity, if they deserve it," Andrews commented. Andrews does not feel that groups should be booked five or seven months in advance. 'This allows the agents to project prices and these prices are initially higher than they should be," he said. "I feel that a concert can be promoted better in this area on a shorter notice basis. Also, we can probably get a better price if we insist. The Ike & Tina Turner Revue was a good example. I felt that they would go over big and that their single would break. The single broke and the tours were a complete success. So we go back to that knowledge of the industry, something about which I feel very strongly. If schools worked in this way, even the most successful concerts to date would have been more successful," he said.

Andrews will begin booking procedures for the next school year in June. 'I doubt if we will be committed that early, but procedures will start then. We will use the Events Building in Ann Arbor, which seats 14,000 as well as Hill Auditorium. With the other schools participating in the programs, we are assured of success. Andrews concluded.

LEROY VAN DYKE, co-host of the religious country music show "Country Crossroads," goes through a week's accumulation of response mail.

Billboard

Hot Country LP’s

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
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<td>ROSE GARDEN</td>
<td>Lynn Anderson, Columbia C 30411</td>
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<td>4</td>
<td>3</td>
<td>FOR THE GOOD TIMES</td>
<td>Asleep, Columbia KC 26104</td>
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<td>3</td>
<td>2</td>
<td>HELP ME MAKE IT THROUGH THE NIGHT</td>
<td>Don Gibson, Decca 42002</td>
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<td>2</td>
<td>4</td>
<td>FROM ME TO YOU</td>
<td>Charley Pride, RCA Victor LSP 4468</td>
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<td>5</td>
<td>5</td>
<td>WE ONLY MAKE BELIEVE</td>
<td>Conway Twitty &amp; Willie Nelson, Decca DL 75251</td>
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<td>ELVIS COUNTRY</td>
<td>Elvis Presley, RCA Victor LSP 4460</td>
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<td>Charlie Rich, RCA Victor LSP 4461</td>
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<td>COMIN TO TRY TO GET TO YOU</td>
<td>George Jones, Monument M 3194</td>
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<td>GEORGIA SUNSHINE</td>
<td>Jerry Reed, RCA Victor LSP 4391</td>
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<td>SOMETHING ELSE</td>
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<td>ANNE MURRAY</td>
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<td>BEST OF ROY CLARK</td>
<td>RCA Victor LSP 4490</td>
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<td>SNOWBIRD</td>
<td>Anne Murray, Capitol ST 479</td>
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<td>MARRY THE ONE YOU LOVE</td>
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<td>Faron Young, Mercury SR 81557</td>
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<td>TWO OF A KIND</td>
<td>Porter Wagoner &amp; Dolly Parton, RCA Victor LSP 4490</td>
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<td>BRIDGE OVER TROUBLED WATER</td>
<td>Porter Wagoner, Capitol ST 463</td>
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<td>GOLDEN STREET OF GLORY</td>
<td>Dolly Parton, RCA Victor LSP 4480</td>
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<td>25</td>
<td>26</td>
<td>THE JOHNNY CASH SHOW</td>
<td>Columbia KC 31102</td>
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<tr>
<td>26</td>
<td>27</td>
<td>A TRIBUTE TO THE BEST DAMN FIDDLER IN THE WORLD</td>
<td>(By My Salute to Bob Wills) Merle Haggard, Capitol ST 450</td>
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<td>28</td>
<td>FOR THE GOOD TIMES</td>
<td>Jim Reeves, RCA Victor LSP 4464</td>
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<td>ARMS OF A FOOL/COMMERCIAL AFFECTION</td>
<td>Del Reeves &amp; The Stompers, Decca 42002</td>
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<td>PORTRAIT OF MY WOMAN</td>
<td>Del Reeves, RCA Victor LSP 4471</td>
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<td>WHERE HAVE ALL THE HEROES GONE</td>
<td>Bill Anderson, Decca DL 75254</td>
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<td>FIGHTIN' SIDE OF ME</td>
<td>Merle Haggard, Capitol ST 451</td>
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<td>WILLY JONES</td>
<td>Susan Raye, Capitol ST 736</td>
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<td>JIMMIE HAGGARD</td>
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<td>THE TAKER/TULSA</td>
<td>Jimmy &amp; Jack, RCA Victor LSP 4490</td>
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<td>WHERE THERE MUST BE MORE TO LOVE THAN THIS</td>
<td>Okie Lee Lewis, Mercury SM 73256</td>
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<td>36</td>
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<td>SHE WAKES ME WITH A KISS</td>
<td>Waylon Jennings, RCA Victor LSP 4479</td>
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* 178 Performer-LP's registering proportionately upward progress this week.

AUG 17, 1971, BILLBOARD
Met Audition To Chi Singer

NEW YORK — Barbara Pear- son, a 24-year-old violinist from New York, was the big winner at the Metropolitan Opera Auditions for Young Artists, held at the Metropolitan Opera House on Saturday. Pearson, who appeared in the Coast Guard Recital series, was awarded a prize of $2,000 and the promise of a Metropolitan Opera debut. Pearson, who is a member of the Mid-State Music Center, is also a student of Aaron Copland. She is the first woman to win a Metropolitan Opera prize in over 20 years.

Gedda’s Fine Performance Sparks Contes d’ Hoffman’

NEW YORK — A magnificent performance by tenor Nicolai Gedda in the title role was the major contribution to a fine performance of Offenbach’s ‘Les Contes d’ Hoffman’ at the Metropolitan Opera, April 2. Baritone Gabriel Bacquier, in the role of Zemire and conductor février and leading baritone part of the production, was also admirably performed. Gedda, one of the most distinguished roles of her career, and his performance was recollected for Angel. Bando, who made his Met debut earlier this season conducting this opera, has also been a major contributor to the work of the real stars of the opera. Gedda’s performance was recollected for Angel. Bando, who made his Met debut earlier this season conducting this opera, has also been a major contributor to the work of the real stars of the opera.

Orion Stresses Variety In New 6-Album Release

NEW YORK — Orion Records continues its string of interesting recordings with its latest six-album release, which ranges from harp music by Bobst to contemporary sets of Concord, Josephine Baker and Josephine Baker. Three excellent recitals are offered, including a harpsichord transcription of Susanne Shiopfer and her sister’s “Hedwig’s Sonatas.” The harpsichord and harp music of Leonardo Burschini and Maria Callas are also featured.

FRED KIRBY

U.K. Publisher, Disk Firm Tie on Barenboim Album

LONDON — First sales tie-up on a classical album between a British music publisher and a record company comes in the form of a tie-up with a British music publisher and a record company.

Executive Turntable

• Continued from page 6

music publishing company.

Paul Baratta joins Columbia Records as assistant vice president, his role was formerly in rock concert promotion in San Francisco on his own and with the Fillmore Corp. from 1967-1970.

Al Kashia, vice president of National General Music, has left...

Robert B. Brantly has been appointed Wollensak product marketing coordinator for 3M’s Mincom division...

Henry Heaton has been elected sales manager of Crazy Productions...

Don Gervin has been appointed national sales manager of Concord’s consumer products division. ... Mike Kilmartin has joined the promotion staff at Fantasy Records in Berkeley, Calif. He previously worked for Melody Sales...

Ray Jepsen has been named marketing director of Kroyer-Century Corp. succeeding Guy E. Disch, who has left...

Frank Sennes Jr. has joined General Entertainment Corp. as a vice president in charge of book sales in Nevada...

Harry J. Coombs has been named national field representative, headquartered in Washington, D.C., of Tangerine Records.

TOMMY OVERSTREET

Picked, Charted and Playing Everywhere

Published By:
Shenandoah Music
805 16th Ave, South
Nashville, Tenn.
615-254-1129
A.S.C.A.P.

Written By:
Ricci Marenco & Jerry Gillespie

Produced By:
Ricci Marenco

APRIL 17, 1971, BILLBOARD
**Jukebox programming**

**Good Programming Job Brings Profit, Pleasure**

**BY BENN OLLMAN**

**SUSSEX, Wis.—**When you zoom a location's jukebox receipts up from a $17 a month average to $130, you've got to be doing something right.

And if you commute over 80 miles a day just to put in work, and then hop onto the pickup or delivery truck or more servicing locations—
you've got to be enjoying your job.

On the recommendation of a good friend, Larry von Reuden here at Suburban Vending Co., a jukebox supplier, recently moved from Springfield to work for Suburban, he put in his army hitch and worked as a superman in the merchandising field.

There's no musical training in his background, von Reuden says. But if I studied the music business—whereas and when you're tuned in to the radio stations, checking everything new the djs are playing.

That includes the radio stations in country stations too, because they are getting more important all the time.

According to von Reuden, "listening to the radio is actually part of my job. I have to know what's going on, while covering the radio, the radio keeps me in touch with the music scene. I know which stations set the pace and the ones to which I should listen."

Although listening for "different sounds," all the time, von Reuden admits that he shies away from hard rock records.

"I don't mind that kind of music personally, but very few of my locations will buy it. Right now it seems to be a burning for the easy-listening numbers and here in a demand in my locations for the releases by big brass groups."

That's not to say, from a puny $15 monthly take to $130, he says, happens to be a bowling alley. Neglected by the previous routemen, it was a catchall for rejects, no care to here.

First thing I did..." von Reuden said, "was to program some new records with a better selection, to put some life into the location. Improvement came almost at once. Most of the young people were bowling there and figured they'd like some Top 10 music. Now the location owners say people come in to just listen."

**200 Discs a Week**

On von Reuden buys an average of 200-230 new records weekly, mostly from the Hit Parade and the Orbit Street. These are categorized and jukebox operating costs and entertainment and varying goals of a new Music Operators of America (MOA) accounting system.

The service is the idea of MOA president and treasurer, Hiram Dean, and is being put together by Herman B. Guild of the Enkco and NECA, with the MOA W-13 Data Systems, Inc. Box 112, Rensselaer, Ind. "If you got to take the time to study each location and figure out their programming, it's a lot of work."

Recent cover numbers on von Reuden's routes included these: "I.A. Goodbye," by The Ideals of March, and "Von Reuden's Diamond's "I Am..." Said..."

But this is not just a matter of von Reuden free rein: he has complete control of selection over the records that go on or come off and the overall programming of each.

"Except for a couple of older, country spots I cover," he notes. "Maybe they think my hair is too long."

**NEW SERVICE**

**MOA Focus on Disk Buying**

CHICAGO—Direct percentages pertaining to purchases of record- ing and ____ of the jukebox category and jukebox operating costs and entertainment and varying goals of a new Music Operators of America (MOA) accounting system.

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**Songs Never on 45 In Columbia Albums**

ENGLWOOD, N. J.—Songs never before available as singles by Ray Price, Webb, Goodman and Mitch Miller are included in Dick Davis' latest release of Columbia jukebox titles. Price's album is highlighted by "Help Me Make It Through The Night" by Waylon Jennings and "Sammi's Smith" which is scoring in country, pop and teen districts.

"However, there are none to be found. To Be Found," by Chicago's enjoyed much radio play. Betsy Byrd's "I'm a Star," and Bernadette's "Dinah," are others who produce.

**The release—Ray Price's**

31068, for the "Good Times" (title of 1 only): "Gravy Ain't Going to Take It With You." "Gonna Be Some Heartaches," "Loney Words," "Heartaches By Number," "Chicago," KGP 24, "Chicago," "Mulberry In," "Walk On Water" (Continued on page 47)

**Country Songs Plag Jukebox**

by George Kenevan

**LOS ANGELES**—The jukebox, a far-from-common part of rock music in the mid-1950's, has become more and more a part of the country music scene.

Several songs recently have men- tioned the jukebox within the framework of a song, and one country chart has jukebox in the title.

The two songs on the Billboard Hot Country Singles chart recently are "Jukebox Man," by Dick Cur- ters on Capitol Records, and "Goodbye, Jukebox," by Bobby Lord on Decca Records. (Continued on page 47)

**Country Songs Plag Jukebox**

by George Kenevan

**1-Stops Raise Price; Capitol Hike Revised**

According to Otto Wilkinson, market- ing department of Atlantic Records, New York City.

There is general pupilment over Capitol's increase, first announced at 77-cents based on a $1.29 ret- aile price. The actual announcement was received by one stop.

"I think Capitol was hoping other labels would follow their lead in raising their own prices, but so far only one other label has expressed interest in increasing prices."

Most one-stops feel that there will be strong jukebox operator resistance to the Capitol price.

"The reaction of operators to the Capitol price seems to indicate that it will be a short-lived hike, even if it is not completely ineffective," he said.

Donny Osmond, a 12-year-old singer from Utah, had his record "It's Not Time Yet" on the Capitol label.

Mowers said his firm is still holding to a 60-cent price that was set earlier last year. He said another one-stop still holding to a 60-cent price was in the Chicago area where Dave Mandina said the price is "definitely negative to any higher prices."

Singer One stop here had been holding but last week raised to 62 cents from 60 cents.

Owner Fred Snyder said, "It just doesn't seem to be paying any more. We were losing too much shipping time, which was really adding up. We put some labels according to price raises. Some raised 1 cent while others raised 2 cents."

"As for the proposed Capitol price, 60 cents is the price we're going to remain at 60 cents and if it is any more effective." Snyder said operators were "generally surprised at Capitol's decision but accepting its 2-cent raise. "They realize prices of all goods have been in- creasing."

Mowers, however, said price in- creases will cause operators to question their selection of "covers" used and to be more selective in music type as to be appropriate own type of operations."

"Right now, I can recommend 'No Love At All,' by B. J. Thomas, 'Chuck,' by Chuck Derr- drop and 'Dream Baby' by Glen Campbell. The one stop price was 60 cents, 2 cents above the original price and 10 cents or so higher than the others. There's question that a program warehouse in heavy demand."

He said some jukebox firms will try to hold the price at a 2-cent cover as an initial purchase.

Campbell said MOA's price has been adjusted to reflect the current market's apparent price 1971. He said this caused a slight change which is being sold nee price labels prices. "We are going through labels that all records do not have the same cost as the one-stops buy them."

**Jukebox Focus on Rack Singles Data**

PITTSBURGH—Star Title Strip Co. here is for the first time testing sup- plying its one-stop and jukebox programs to the country market with the family's rack singles being sold by the nation's rack jobbers. Although the tabulation is at least a week behind and is made here each Tuesday based on the sales of printed items being used by the rack retailers, several of the titles listed reflect recordings fairly quickly, according to Star Title's marketing manager, William Miller.

Star Title's marketing manager, William Miller, who thought up the idea, said it was another piece of marketing infor- mation that retailers would "put them to use. We feel that the rack singles can be used to handle on what singles are moving."

"We've had a rack singles system going on the jukebox. The system data includes: "C.M. King," "Poor Love Myself," "Lonely," "Sweet and Innocent," "Lonely Arrow," "Daddy," "You Are A Toy," "Near My Heart," and "Could I Forget You?" Tyronne Davis said and another rack jukebox makers will play it pretty safe and wait until single gains momentum. But last week he was receiving heavy drive on "Battle Hymn of the L.A. Callery" on Plantation Records.
What’s Playing?
A weekly programming profile of current and older selections from locations around the country.

Arlington Heights, Ill.; Adult Location
Wayne Haney, operator; Robert Haney, programmer; A. H. Entertainers

Chicag0, Soul Location
Moses Profitt, programmer; J. W. Strong, programmer; South Central Novelty Co.

Emporia, Kan.; Teen Location
Harlan Wingrave, operator; Janelle Wingrave, programmer; Emporia Music Service

Greenville, S. C.; Teen Location
Fred Collins, owner; James A. Parent, programmer; Collins Music Co.

Manhattan, Kan.; Teen Location
A. L. Pouey, owner; Judy Weinberg, programmer; Bird Music Co.

North Bend, Neb.; Country Location
Ed Kort, operator; Lois Regnow, programmer; Kort Amusement Co.

Ottawa, Ill.; Country Location
Jerry Duffy, programmer, Mid-States Merchandising Co.

Peoria, Ill.; Young Adult Location
Bill Bush, programmer, Lex Montooth Phonograph Service

Robinson, Ill.; Country Location
Allie Hankes, programmer, Hank’s Vending and Music

Sussex, Wis.; Young Adult Location
Larry Von Ruden, programmer, Suburban Vending Co.

Philadelphia
ARAK Services, wide ranging music vending, institutional food service, cafeteria and food management, and environmental control organization. The firm got many into the international and corporate head- quarters of the country. In this Instance Square here, the firm which recently received 43,000 forms on the former publishing plant, is expanding that company, comprising the entire 5th and 4th floors.

J. D. VENDING & AMUSE- MENTS, INC., was organized in suburban Montgomery County with local attorney Bernard I. Alcornson handling the corporate organization. David Rosen, who heads the Rose-Maria distribut- ing firm whose name was recently re-elected associate chairman of the board of Salvation Army Day School, private Jewish religious school. Bertram Lesh- ner, Irving A. Such and Jack Frankenthal, who took forces to set up a new coin machine operation based in the northeastern section of the city at 900 W. 72nd, are officers. The new operation takes on the name of America Coin-Counter, founded by Jacob Breslin, pioneer in the vending machine industry and retired presi- dent of Ogdens Food, Inc., which he continued to serve as a con- sultant. He is honored with the top position by the 1971 Allied Jewish Appeal- Endowment Emergency Fund Theatrical Division at a dinner in the Loews Club, Fotograph Corporation, Real, Inc., Joff Philadelphia, Pa., for the certificate of authority as a foreign corporation, and conduct the con- operated photographic sales in the State of New York.

M. Harry Stern, veteran coin machine operator, will be honored with a British Trade dinner April 13 by the officers and Board of Metropolitan of Congregations of El Shuburan in suburban Broom- ick, N. Y. The chairman, stated that Stern is one of the biggest names in the Jewish life and the Jewish industry. The event will be held in coopera- tion with the Philadelphia JTA Committee, State of Israel Bonds.

Fred Pliner has joined the David Rosen company here. Pliner, who was most recently field di- rector of sales for the Bally and Midway Manufacturing Corp., will handle the new accounts and used equipment sales department at David Rosen, Inc.

Elliot Rosen, an executive officer of David Rosen, Jr., explained the new trend in coin-operated pinball machines which he described as "the latest fad." New features TV, a new trend in K-W TV. In a sequel that has regained public relations for the entire amusement machines industry, TVoras came to the game showrooms of the Rosen for the TV station’s last show, which started out playing earlier-made pinball machines and between pinball machines. The trend in the new feature, was on camera playing Midway’s Jet, Wilker’s Invader, Bally’s Target, Midway’s Simon Pilots and Notting Red’s Bar.

MINNEAPOLIS

April 16—Historic Coin Machine Operator; 90 W. Lake St., Chicago, Ill. 60610; Phone: 312-333-3202

April 26—Georgian Automatic Mer- chandising; 1539 W. North Ave., Chicago, Ill. 60610; Phone: 312-746-3022

May 17—Tennessee Automatic Mer- chandising; 1220 Harrison Ave., Chattanooga, Tenn. 37405; Phone: 615-737-3479

Coin Machine World

Advertising Deadline
All deadlines are deadlines for advertising deadlines for automatic machines. Deadline is Wednesday 10 a.m. Pacific Time. Submit all advertising material to the address below.

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CHICAGO 10COIN

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CHICAGO COIN

APRIL 17, 1971, BILLBOARD
The upcoming Diana Ross TV special goes from playing video albums to playing the real thing with her performance of the world premiere of one of her new singles, "Remember Me," and " Ain't No Mountain High Enough." The jacket is adorned with "Open Sesame" and " I'll Be There" and there are special cameos by Bill Cosby and Danny Thomas.

JOHN MAYALL—Back to the Roots. RCA Victor 25,3032 (S)

John Mayall presides over a grand double-album treated with some of his best blues-oriented guests, including Eric Clapton, Mick Taylor, and Al Kooper. Mayall himself along with prominent members Harvey Mandel, Larry John Blackmon, and Earl Palmer, along with ace sessionman John McVie on vocals and ace sessionman John McVie on drums. The whole affair might get off the ground and stick to his roots with some 100-odd tracks here. Nothing like the "Mother Natures" and "Unanswered Questions.

EDDIE WINTER—Winter's White Trash. Epic E 30212 (S)

Rock 'n' roll will never fade away as long as Eddie Winter's White Trash around to blend the sounds of '50s rock into the hard blues and gospel patterns of today's music. Winter's White Trash are a self-effacing, bluesy, rock group and they would blend with Jerry Garcia to help this LP along immensely. Best bets on the LP include selections "Rock 'n' Roll," and "Save the Planter." The LP is filled with excellent, exciting and fresh music.

LEONARD COHEN—Songs of Love and Hate. Folkways FC 10023 (S)

Cohen's songs are not only about love and hate, but express, in touching and empathetic terms, despair, hope, human identity and need; the LP is a World-folk catch on with real interest and then record buyers. Of the eight songs on this second album, "I Can't Help Myself" is most impressive on first hearing.

JAMES SANG—Thirds. ABKCO 10052 (S)

The James Gang has another good one here, another set scaring artificially from inside. The Gang's LP has no solid material, such as "Walk Away," country-rock, soulful and standard. This album, "Thirds," has a country-in-the-Country," and other top material, including "Nighttime Man," "White Man/Black Man" is another winner.

For variations of line up, this would be hard to beat. Bridget comes up with a commercial winner in this new group out of the Texas area, singing on RCA, the folk-rock-country quartet after all original material, is one of those that put all singles hit potential, with a strong lead vocal, standout cuts are "Before My Time." "Wish I Could Seem You Again," and the opener, "Julie Isabella."

ROD GRANDE— RCA Victor LP 4454 (S)

Producer Dave Robbins comes, up with a commercial winner in this new group out of the Texas area, singing on RCA, the folk-rock-country quartet after all original material, is one of those that put all singles hit potential, with a strong lead vocal, standout cuts are "Before My Time." "Wish I Could Seem You Again," and the opener, "Julie Isabella."

DAVE BRUBECK—Time Out. Columbia 30252 (S)

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JAZZ—DAVE BRUBECK—Time Out. Columbia 30252 (S)

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THE AGE OF ELEGANCE—Philadelphia Sock. (Winner). Columbia 30252 (S)

Diminuendo captures the age of elegance with an elegant conducting performance as well, his style shapes the selections with a sense of freedom and gaiety which make it unusually enjoyable listening. Works include those by Gluck, Handel, and Beethoven.

EXOTIC GUITARS—NEW ENERGY. Columbia 30252 (S)

The exotic-sounding guitars come together in a manner more with a classical blend of old and new tunes, played in their brief, released style. The classical, pensive, warm and tender tunes of the exotics are played in the small orchestra. "Flame from Love Story," I Can't Stop Loving You," "Cordial," and "My Sweet Lord.

DICK HYMAN—The Serious Piano of D. Hyman. Pop 3 LP. 302410 (S)

Hyman shows a romantic side to his playing that he's not capitalized on before. And, here in 10 selections including "Fats Domino," "Mr. Bojangles," "Bridge Over Troubled Water," and "Dave Stars," he is tender, fresh, and tuneful. The tunes are fresh, sound, which consists of over-dubbing on some tunes is almost three-dimensional in effect.

HELD WINTERHALTER—Love All First Time. RCA Victor 43198 (S)

Winterhalter is a consistent seller with his 50'000 copies sold per LP. His music is more popular with the new generation. With this LP, Winterhalter is one of the best to follow. Among his selections, "Fools Fall In Love," "Dancing Away," "For Heaven's Sake," "I'll Be Seeing You," "Two By Two."

JERRY REED—When You're Not. RCA Victor 43198 (S)

Jerry Reed, almost single-handedly, is paving a new way aspect of country music—country music. He is a great of country artists that can be played by big bands and others that can be played by all types of radio. His songs are "Open Up Wide," "Hank Ballard and the Midnighters," "Ride A Tiger," a fine poppish tune, give Reed the new types of radio.

THE KING'S CONCERTO. Electra 3S 7403 (S)

England's Siren plays a combination of pop and rock and roll with the fun of the music is, distinctly qualified. "Tell Me Why," "Up and Away," "What A Day," are all the better designs. These two new songs are a combination of pop and rock which are now being played. While the music is known in England, we are in need of records that are available in England.

EDDIE MILES—Heading South. Columbia 30252 (S)

The Box comes with his unique Latin flavor to some of the best of today's pop music and the result is a top pop package for all. It is a hit record with a great voice and a great song. "Down and Away," "Tell Me Why," "What A Day," are all the better designs. These two new songs are a combination of pop and rock which are now being played. While the music is known in England, we are in need of records that are available in England.

"A Street Called Napo," and "All the Young Women." Strong programming material that should circulate quickly.

CRAVE—E 3 4072 (S)

Bill Crave used to play trumpet for the Woody Herman Big Band and has now released his own LP featuring the piano. The work of four trumpets in front of a good, driving rock rhythm section. Man. Produkt: "This is an album that is in the same spirit as a great jazz album, which has made other types of players improve. The band is done here with much success, "Open Up Wide," "Hank Ballard and the Midnighters," "Ride A Tiger," a fine poppish tune, give Reed the new types of radio.

POPULAR

GENE PITNEY—Super Star. Muzikaa 31013 (S)

Primary continues with his distinctive and unique sound in this package of pop material that includes this success of last year, "Dancing Away." The group's music is smooth and friendly. The third selection features "Koko do de Paulo," a clinician that is strong. And it is not a problem-existing recording that makes this album a very good one.

COUNTRY

SOUNDBOARD—ANDREW WERNH. Kapp KRS 3373 (S)

Turn the volume up and fill your house with the brilliant sounds of this unique instrument. If your neighbors start to complain, tune the volume down and this great solo album brings you staccato music at its best.

SPECIAL MERIT PICKS

SOUNDBOARf—ANDREW WERNH. Kapp KRS 3373 (S)

"A Street Called Napo," and "All the Young Women." Strong programming material that should circulate quickly.
Are free" and "What's It All About?". The group's music doesn't live up to the revolutionary aspects that Stay'sivist and the Greenshanks foretold possibilities.

 tuyển: "Love"..."

 the group's music doesn't live up to the revolutionary aspects that Stay'sivist and the Greenshanks foretold possibilities.

 tuyển: "Love"..."

 LIVING STRINGS/VOICING VOICES - Jesus Christ Superstar. RCA Camden (CS 4688). The voice of Long Beach and group organizer with the apex on strings and in places. It features sections for the now-famous "Jesus Christ, Superstar!" rock opera suitable for any good sentry. "Hosanna," "Get Up, Stand Up," and "Air That I Breathe" have been given major reworking and feature new arrangements.

 COUNTRY

 TENNESSEE THREE - The Sound Behind Johnny Cash, Columbia C 60020 (CS 4677). A highly illustrative instrumental recording of the sound based on the work of John Cash. It is a tale of which should make its recordings easily for today programming; it's a Walk the Line and Tennessee Two Too for the road. A fine record.

 LESTER FLATT - Flatt on Victor, RCA CS 4684. "I Can't Take the Boss from the Girls." There are at least 50 students with strings just around your head, but "She's a Little Bit Country. Everything Woman Is Gone," and "Father's Table Grace."

 STARRSVY - FOUR MODERN MODES/SONGS/CONCERTS/CONCERTS IN ONE. Columbia (CS 4681). A collection of 50-long instrumental works. It has good NCM and tonal values. It also uses some of the now-famous "Jesus Child, Superstar!" rock opera suitable for any good sentry. The album is excellent. A fine record.


 JAZZ

 PHIL MORDEN'S EUROPEAN RHYTHM JAZZ PICTURES. Modern Jazz Jazz Quartet. 10 (CS 4676). A collection of 50-long instrumental works. It has good NCM and tonal values. It also uses some of the now-famous "Jesus Child, Superstar!" rock opera suitable for any good sentry. The album is excellent. A fine record.

 STARRSVY - FOUR MODERN MODES/SONGS/CONCERTS/CONCERTS IN ONE. Columbia (CS 4681). A collection of 50-long instrumental works. It has good NCM and tonal values. It also uses some of the now-famous "Jesus Child, Superstar!" rock opera suitable for any good sentry. The album is excellent. A fine record.

 "I Can't Take the Boss from the Girls." There are at least 50 students with strings just around your head, but "She's a Little Bit Country. Everything Woman Is Gone," and "Father's Table Grace." All deserve country airplay and which makes a fine LP concurrently.

 CHALLENGES TOLD

 "Continued from page 45" There's a route broken up into three funk music categories - country, rock and soul - way of music. She says seven or eight records each time. Now that the world's singing... As for how many records are changed in the location. This is called the "Hosanna," "Get Up, Stand Up," and "Air That I Breathe" have been given major reworking and feature new arrangements.

 "What happens is that I program for the first two weeks of the cycle and then take it inventory. If it works for me, I'll keep it. Otherwise I'll go back to the first week of the third of the week..."

 Samples

 "She said that she gets some record companies and distributors help in the area of promotion. However, many samples are sold and she just doesn't have that many. A lot of locations... I prefer picking the songs..." She does try to find out what type of location it has, have some new samples of rock music..."

 "I can do a much better job of sampling..."

 "They don't want to say samples..."

 "...She said that she gets some record companies and distributors help in the area of promotion. However, many samples are sold and she just doesn't have that many. A lot of locations... I prefer picking the songs..."

 "They don't want to say samples..."

 COLUMBIA ALBUMS

 "Continued from page 44" sign Fantastics, "Color Me World." It is the group's third major release. A remarkable reworking of "Benny Goodman's Greatest Hits. (S 392) "Let's Dance," "Jazzin' " and "Run Your Name" are included..."

 "...The group's second major release..."

 "...In the Shade of the Old Apple Tree..."

 "...On the Fly..."

 "...While Rolling Through the Park..."

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A&M's Brazil Deal Settled

RIO DE JANEIRO—David Hubert, international director of A & M records, visited Odeon officials in Rio de Janeiro to discuss renewal of its distribution contract which expires in June.

Hubert said that A & M definitely would renew its contract with the Paleadores de Música of Brazil for distribution in Venezuela alone. The Odeon contract covers the rest of South America.

The Brazilian market has "fantastic possibilities," Hubert believed, and Herbie Jones, Odeon general manager for South America, prepared promotion plans centering on Burt Bacharach, the Carpenters, Herb Alpert and Brasil- lian Sergio Mendes. He found that Brazilian music was getting "big news" in Latin American music.

Hubert reported that Brazilian Gilberto Gil, multi-talented 28-year-old over 75,000 records in Venezuela and was to be heard on the radio. A & M's market started slowly in Argentina, he said, but is growing. In Brazil, the company's market started very strongly with Herb Alpert's L.A. Knights. "The sales in Brazil are steady," he added.

DIETER ZIMMERMANN, composer of the German song which gained third place in the Eurovision Song Contest, together with German singer Katja Ebstein, left, and Irmutrd Mesel (Hansa—publishers of the song in Germany).

Montreux Jazz Fest June 12-20

ZURICH—Growing in size and length, the fifth Montreux International Jazz Festival will be held this year from June 12-20. The first weekend will be pop and the second will be jazz.

Already booked to appear are Family, Dynason, Main H 0 1 e's Airline Pebbles, Total Issue, Me- lanie, Unex big band (with Slade Hampton), Bloomkoon University big band (with Max Roach), the University of Cincinnati Concert Jazz band (with Dizzy Gillespie), the University of Northern Colorado big band (with Johnny Smith), Gato Barbieri, Eddie Vinson, Chico Hamilton quintet, Oliver Nelson, Roberto Flack, Mongo Santamaria, the University of Illinois big band (with Gunth Brown), Chico Hamilton and the Paul Bley Synthesizer Show.

PHILIPS SETS CONVENTION

AMSTERDAM—Philips Phonog- raphic Industries will hold its annual world convention at the Inter- City (Holland) Congress Center, on April 21-23.

Ams chief—also as sales managers from almost all PP's affiliates, amounting to approximate- ly 200 persons—will discuss sales policy for the coming sea- son, exchange of repertoire and other specific problems, such as video development as well as the future of the music industry and the role PPI will play in it.

Prof E. Stillman, from the Hudson Institute, a special guest at the convention, will hold a lec- ture on futurology.

April 17, 1971, BILBOARD
To be skilled is the real liberation.

She's in an economic bind. No skill. No real jobs. No earning power. But she doesn't want it that way. She wants out. Out of that dependency and onto her own supports.

All it takes is a skill. Someone to teach her. Give her a start. A job where she can learn and earn. JOBS is a program of the National Alliance of Businessmen. Hire her and give her that first chance and JOBS will help pay for her training.

National Alliance of Businessmen

JOBS WORKS
Moss Going to U.K. to Tie Up A&M Distribution Agreement

LONDON—A&M president Jerry Moss is expected here at the end of this month for final negotiations for a new distribution deal with the U.K. for the label in the U.K.

While European director George Yaskiel and U.K. general manager John Deacon have already made an initial decision, it remains for Moss to take the final step. The likelihood is that the label will either renew its distribution pact with Pye or move to EMI in a new deal. But Moss has indicated his admiration for Fred Mark's handling of the label in Australia, where he was heading the Festival Records operation there, and it would be no surprise if he decided to place the label with Philips and Rhythm for Britain. Deacon told Billboard that a new deal would be concluded with Pye if this was not possible after he signs the new album by the Grease Band, Joe Cocker's former backing group, which is recorded in the U.S. song for Shelter label for which A&M has exclusive rights, will be issued here on the Harvest label by EMI.

Harvest label manager David Cooker explained that the album was picked up for the U.K. in a lease-take deal with the group's manager, Nigel Thomas, before the Leon Russell, Don Cheadle Shelter operation acquired it for North America.

Writer Loses 'Strangers' Case

PARIS—French songwriter Philippe Germain has lost his action against SONY for the right to the title "Strangers in the Night." Germain had won the case in the U.K. in 1970. Germain was based on a song released in 1967 by the U.K. group Electric Light Orchestra in 1967. In a statement, the experts said there was no plagiarism in the Germain song. The judges based their decision on similar constant factors.

TELEVISION

Graphic Design

Tecla Gets Best Record Award

LISBON—The 1970 Porral Dois Award for the best record has been given to the Tecla Co. for its LP, "Carlos do Carmo." The award, which is given by the Music Distributors of Portugal, is the largest in the country. The award is given for the best production of the year, which is determined by the critics of the country's leading music magazines. The award is presented to the producer of the year.

Record Deals

Decca Becomes MANTOVANI Mo.

Decca—In a break from the traditional pattern of record companies, Decca has chosen April as its annual major promotion on Mantovani. In the past, May has been the traditional month for Mantovani, but following the artist's yearly appearance on "The Ed Sullivan Show," Decca is choosing to highlight its sales effort on the album. Mantovani's Present His Concert Selections album is in its final year of sales and has sold over a million copies. The album is being reissued on Decca's "Golden Anniversary" label.

Bootstrap Problem Hitting Finland

HELSINKI—At least one prominent member of the Finnish record industry is worried about the importance of the music industry in Finland. Onno Russakinen, market manager of Sinfini, is deeply concerned about the way the Finnish music industry is being affected by the world market. Russakinen said, "My main concern is that the British record companies who buy up many of the smaller labels are making it very difficult to keep a good percentage of their product here. They are using the direct service delivery. However, there are also other companies which are seeking to use the same method. The result is that the British companies could be completely followed to action by the British record industry.

Rack Back In Finland

HELSINKI—Record rack-jobbing is said to have increased in the last few months, with some record stores putting their entire stock up on the racks. The rack-jobbing is said to have increased in the area of Finnish music. The rack-jobbing is said to have increased in the area of Finnish music. A Finnish record store owner said, "We have seen a marked increase in the number of customers who come in and ask for a specific record." The store owner added, "This is a concern for us, as it has the potential to affect our sales and profits."
SÉVERINE
"UN BANC... UN ARBRE... UNE RUE..."

Words: Yves Dessca
Music: Jean Pierre Bourtayre

CHAPPELL'S WORLD WIDE
PHILIPS RECORDS
HAMBURG

Les Humphries has extended his worldwide contract with Teldec, by an extra three years. The company also announced the release of the first LP by Andrea Heller, a leading German actress.

Havana 27.

MANITAS DE PLATA is to make a six-week tour of the United States, and will appear in New York (Vienna), Los Angeles (Ferry), and San Francisco (Mar. 2).

Rai-Tempo is to be visiting Munich, and his band will be appearing at the New York (Vienna), Los Angeles (Ferry), and San Francisco (Mar. 2).

SANTO DOMINGO

Spanish singer Raphael (Hispax- tress) was featured in his movie, Sin Milagros, which has been filmed simultaneously at two theaters, one in Santo Domingo and the other in Madrid. Booked to open Rafael Corporan de los Santos, president of the Spanish music record label, in Portugal for the release of an album, "Santo Domingo," for which a concert was also booked for the event. Decca, in a bid to boost their Four Grooves (Santo Domingo), has featured a concert by the group in Athens, "The Four Grooves," has been recorded by Greek music by New Artists. The company has announced the release of three new singles, "Delight," "Hand Me Down," and "Close Your Eyes," all of which will be released in March.

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**SPOTLIGHT ON MUSIC**

**TOP 20 POP SPOTLIGHT**

**Ringo Starr—It Don't Come Easy**

(Phil, George Harrison) (Writer, Starr) (Startling, BMI)—Ringo takes lead with his performance of George Harrison's hit song. This classic rock ballad has reached #10 on the Hot 100 and won Best Solo Performance at the 31st Grammy Awards.

**Wilson Pickett—Don't Knock My Love**

(Procl. David Crawford & Bud Shapiro) (Writers, Shapiro-Pickett) (Eva, Capricorn)—Wilson Pickett scores his 9th Top 10 hit with this soulful ballad. It features exceptional vocal performances and a strong rhythmic groove.

**Country Chart**

**Lynn Anderson—You're My Man**

(Writer) (BMI)—Lynn Anderson's hit single has reached #1 on the Hot Country Singles chart. The song is a heartfelt ballad about the love between two people.

**Buck Owens and the Buckaroos—Rudy (Are You Mad)**

(Writer) (BMI)—Buck Owens and the Buckaroos' hit song has climbed to #2 on the Hot Country Singles chart. It's a fun, upbeat country tune with a catchy melody.

**Percy Sledge—When a Man Loves a Woman**

(Writer) (BMI)—Percy Sledge's hit song has held steady in the Top 10 for several weeks. It's a soulful ballad with a memorable melody.

**British Invasion**

**The Rolling Stones—Satisfaction**

(Writer) (BMI)—The Rolling Stones' iconic song has reached #1 on the Hot 100 chart. It's a rock classic with a powerful message.

**Spots Predicted to reach the TOP 20 of the HOT COUNTRY SINGLES Chart**

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Bettye’s new hit single is produced by Rick Hall (who produced Clarence Carter’s *Patches* and the Osmonds’ *One Bad Apple*) and Phil Wright.

*I’m Just Living A Lie* was written by George Jackson (who penned three of the tunes in the top-charted Osmonds album) and Mickey Buckins. It’s Fame single #1479.

Bettye recorded *I’m Just Living A Lie* at Fame Recording Studios, where the original Muscle Shoals sound can still be found at 603 East Avalon Ave.

Call Rick Hall at (205) 381-0801. Let him pave your way to Fame.
We said it once about R. DEAN TAYLOR and we were right.

R. Dean Taylor's "Indiana Wants Me." Another success story from the Motown people.

Now we say it again. R. Dean Taylor's got another #1 record going.

"GOTTA SEE JANE"

From the album "I Think Therefore I Am" (RS-522)
This week's top songs and artists. Chart from National Retail Market.
“BE NICE TO ME”
A new single by
TODD RUNDGREN
(“RUNT”)
on Bearsville Records
Distributed by Ampex Records

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WIST  WIOO  WSCB
WBT  WKWK  WTPC
WLS  KASN  WLUC
WIFE  WCNR  KSMU
WOKY  KNDE  WTAS
WCCO  KCRJ  WVOF
WNEW-FM  KBZY  KXXU
KQV  WMID  WNTT
KDKA  WEIM  WTGR
WVOV  WSOB  WRTU
WROV  WROC  WMOT-FM
WLPL-FM  WCCL  KWTQ
WAAB  WNCL-FM  WCR
WLLL  WMMS-FM  WVGA
WDXY  KMLO  WBU
WTOB  WRJN  WPPJ
WIRL  WEEL  KUGR
WKY  WJET  KCLC-FM
WNAP-FM  WRAW  WSYC
WHOT  WOWL  WRCT
WNCI-FM  WINX  WTVN
KNT  WMHC  WHEC
WKX  WABI  WIL
WAVZ  KYSN  WJN
WNHC  WBBQ-FM  WJR
KMET-FM  WMRR  WMR
KPPC-FM  KRSI  WDU
WQC  WQAS-FM  WJO
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AND NOW...

I CAN'T STOP LOVING YOU
EXOTIC GUITARS

BE SURE YOU STOCK THIS
MOST SUCCESSFUL CONCEPT LINE.

SINGLE RECORD NO. 898
"Till Love Touches Your Life" b/w "I Can't Stop Loving You"
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<td>MOODY BLUES</td>
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**Broadcasters Hit FCC With Lawsuit**

**Ohio Valley Jazz Festival Lines Up All-Star Roster**

**Chicago Dealers Assn Rolls**

**Polydor Deal With Burmese**

**Late News**

**Mary Sees Her New Cameras Beginning**

**Elektra Promo Set on Garden**

**Senate Unit OKs Piracy Bill**

**U.S. Aide as ITA Speaker**

**Kinney Gets Disks**

**Lynn Anderson’s Columbia LP, “Rose Garden,” has been certi- fied as an All-time Gold Award album by the Recording Industry of America (RIAA). The album was produced by Glenn Sutton.**

**At the Sam Goody chain’s Saturday (30) page (All-Platinum), $10,000 was raised for the Children’s Crusade (Stang), Willie Nelson (Stang), Joe Robinson.**

**The All Platinum combine is headed by Joe Robinson. Bill Dar- nel is national sales manager.**

**Lyon Anderson’s Columbia LP, “Rose Garden,” has been certi- fied as an All-time Gold Award album by the Recording Industry of America (RIAA). The album was produced by Glenn Sutton.**

**The anti-piracy bill introduced by Sen. McClellan (D-Ark.) last December, was modified February, would provide a limited copyright for recordings, benefiting unauthorized duplication under Federal law. Librarian of Congress in presenting the legislation, the Senate Copyrights Subcommittee chair- man said that all major corporations of every four tapes are sold ille- gally a month and that within the industry, its distributors and artists over 200 of its copyrighted works are pirated.**

**The U.S. Aide as ITA Speaker**

**NEW YORK—William Lees, deputy assistant secretary of Com- missioner of the Federal Communications Government, is among three new speak- ers announced in the present Interna- tional Tape Association’s conven- tion (ITA). They will address the Shoreham Hotel, Washington, D.C., March 15-17. The luncheon address date on March 15, 1-13.**

**The other speakers will be William Wharton, president of the First American Medical Video, and Charles Lauer, of the American Medical Video. Their talks will be announced later.**
GEORGE HARRISON
has written a new song especially for
RONNIE SPECTOR

Produced by
PHIL SPECTOR and GEORGE HARRISON

on Apple Records